

# THE BELK COLLEGE OF BUSINESS

## APPROVALS

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### MEMORANDUM

TO: Dean Joseph Mazzola, Belk College of Business

FROM: Julie Putnam, Administrative Assistant to Faculty Governance

DATE: January 6, 2009

RE: Request to revise the title and course description for MBAD 6193

The request to revise the title and course description for MBAD 6193 was approved by the chair of the Graduate Council on December 4, 2008. **It is approved for implementation First Summer Session, 2009**

Catalog Copy

**MBAD 6192. ~~Business and Society~~ Business Ethics and Corporate Responsibility.** (3) Analysis of ethical issues that arise in contemporary business practice, both domestically and globally. Topics may include ethical issues concerning labor practices, marketing, financial services, environmental practices, human rights, and emerging technologies. Students will be taught to recognize, analyze, and address ethical challenges as they arise in their careers. Consideration will also be given to public policies and global ethics codes that inform business decision making. Case studies are used. (*Yearly*)

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### MEMORANDUM

TO: Dean Joseph Mazzola, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: August 4, 2008

RE: Request to revise MBAS 6400 credit hours from 6 credit hours to 0-6 credit hours

The request to revise MBAS 6400 credit hours from 6 credit hours to 0-6 credit hours was approved by the Chair of the Graduate Council on June 25, 2008 and implementation Fall Semester 2008.

Catalog Copy:

**MBAS 6400. Internship in Sports Marketing/Management.** ~~(6)~~ **(0-6)** Prerequisites: MBAS 6399. Internship is the final requirement in the program and allows the student to apply the knowledge gained in the classroom to a structured experience in the sports industry. Students will work full-time for six months (January through June) to gain hands-on experience and to enable them to make a significant contribution to the organization. Individuals with prior experience in sports marketing or management may not be required to do an internship. Pass/No credit. (*Spring, Summer*)

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#### MEMORANDUM

TO: Interim Dean Steve Ott, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: May 9, 2008

RE: Request to revise MBA Curriculum

The request to revise MBA Curriculum was approved by the Graduate Council on April 22, 2008 and by the Faculty Council on the April 23, 2008 Consent Calendar for implementation Spring Semester 2009.

Catalog Copy:

### **Addition of Course Prerequisites:**

The faculty in the Department of Finance have requested that MBAD 6152: *Financial Management* add the following prerequisites: MBAD 6112: *Economics of Business Decisions* and MBAD 6131: *Management Accounting*.

**MBAD 6152. Financial Management. (3)** Crosslisted as FINN 6152. **Prerequisites:** MBAD 6112 and MBAD 6131. Theory and practice of corporate finance including asset management, cost of capital and capital budgeting, optimization problems and socio-economic aspects of financial management. Computer technology may be employed when applicable. (*Fall, Spring*)

The faculty in the Department of Marketing have requested that MBAD 6171: *Marketing Management* add the following prerequisite: MBAD 6112: *Economics of Business Decisions*.

**MBAD 6171. Marketing Management. (3)** **Prerequisite:** MBAD 6112. A managerial approach to strategic marketing decision-making. Topics include promotional strategy, channels of distribution, demand analysis and pricing, e-marketing, and international marketing. Case studies, readings and simulations are used. (*Fall, Spring*)

The addition of these prerequisites ensures that MBAD 6152 and MBAD 6171 are taken later in a student's program and offers a more established foundation on which these courses may be delivered.

### **Removal of Program Requirements:**

The MBA Curriculum Committee has recommended that **MBAD 6121: *Business Information Systems* be removed as a requirement for the Master of Business Administration degree**. The infusion of technology throughout the curriculum combined with the increased background and experience MBA students have entering the program influence this recommendation. This course will instead be offered as a course in the preparatory component.

The MBA Curriculum Committee has recommended that **MBAD 6193: *International Business Concepts*** be removed as a requirement for the Master of Business Administration degree program. The fact that a global perspective is infused throughout the curriculum is the primary driver of this recommendation. It is no longer relevant to require a course in international business since this perspective is integrated into the delivery of most business courses.

Both of the aforementioned courses will be replaced with electives, maintaining the total of 37 required credit hours.

### **Change of Course Names:**

The MBA Curriculum Committee has requested that MBAD 6157: *Theory of Corporate Finance* be renamed MBAD 6157: *Advanced Corporate Finance* to more accurately reflect the content of the course.

**MBAD 6157. ~~Theory of~~ Advanced Corporate Finance. (3)** Crosslisted as FINN 6157. Prerequisite: MBAD 6152. Theories of modern corporate finance, including theory of efficient capital markets; uncertainty and the theory of choice; market equilibrium asset pricing models (capital asset pricing model, arbitrage pricing theory, Black-Scholes); theories of capital structure and the cost of capital; dividend policy; and leasing. (*Yearly*)

The MBA Curriculum Committee has requested that MBAD 6161: *Organizational Leadership and Behavior I* be renamed MBAD 6161: *Human Behavior in Organizations* to more accurately reflect the content of the course.

**MBAD 6161. ~~Organizational Leadership and Behavior I~~ Human Behavior in Organizations. (3)** Behavioral knowledge and skills essential to becoming an effective manager/leader including behavior and motivation in an environment of complexity and rapid change and ethical implications of actions and their effects on demographically diverse and increasingly international work force. (*Fall, Spring*)

The MBA Curriculum Committee has requested that MBAD 6162: *Organizational Leadership and Behavior II* be renamed MBAD 6162: *Leadership in Organizations* to more accurately reflect the content of the course.

**MBAD 6162. ~~Organizational Leadership and Behavior II~~ Leadership in Organizations.** (3) Prerequisite: MBAD 6161. Continuation of MBAD 6161. Examines performance determinants and appraisal, design of complex organizations, team building, organizational change, career development and conflict management. (*On demand*)

The MBA Curriculum Committee has requested that MBAD 6174: *International Marketing* be renamed MBAD 6174: *Global Marketing* to more accurately reflect the content of the course.

**MBAD 6174. ~~International~~ Global Marketing.** (3) Prerequisite: MBAD 6171. Study of opportunities, problems and techniques involved in marketing internationally. Analysis of environmental forces which affect international

marketing and the methods companies utilize to market effectively on an international scale. (*Spring*)

The MBA Curriculum Committee has requested that MBAD 6193: *International Business Concepts* be renamed MBAD 6193: *Global Business Environment* to more accurately reflect the content of the course.

**MBAD 6193. ~~International Business Concepts~~ Global Business Environment.** (3) Prerequisites: MBAD 6152, 6171, or permission of the MBA director. An overview of international business management. Specifically, the functional areas of business are covered to provide an international perspective. (*Fall, Spring*)

The MBA Curriculum Committee has requested that MBAD 6194: *Management Strategy* be renamed MBAD 6194: *Global Strategic Management* to reflect the globalization of the business environment. As the capstone course, reflecting this global perspective in the title updates and emphasizes the importance of an international approach to management strategy.

**MBAD 6194. Global Strategic Management Strategy. (3)** Prerequisite: All courses in the primary and intermediate block of the Functional Component or permission of the Director of the MBA program. Examination of the need to integrate the

functional activities of the firm in planning corporate objectives and achieving operating results. Emphasis on ability to identify issues and problems of the firm as a whole, to explore alternatives and to make decisions which recognize the interrelationships of the functional specialties within the total organization. Application and integration of knowledge and skills of analysis developed in the preceding courses of the MBA program. (*Fall, Spring*)

The MBA Curriculum Committee has requested that MBAD 6197: *International Business Strategy* be renamed MBAD 6197: *Managing the Multinational Enterprise* to more accurately reflect the content of the course.

**MBAD 6197. ~~International Business Strategy~~ Managing the Multinational Enterprise.**

**(3)** Prerequisites: MBAD 6152 and 6171. Management challenges associated with the development of international strategies and the management of organizations in business enterprises whose operations stretch across national boundaries; how multinational enterprises (MNEs) work. Case studies, projects, and presentations are used to help students apply concepts and theories. (*Yearly*)

The MBA Curriculum Committee has requested that MBAD 6131: *Managerial Accounting* be renamed MBAD 6131: *Management Accounting* to more accurately reflect the content of the course.

**MBAD 6131. Managerial Management Accounting. (3)** Prerequisite: MBAD 5131 or equivalent. This course deals with using accounting information for strategic, tactical, and operating decisions with a focus on strategic cost management. Emphasis is on using cost and other management accounting information in making sound decisions, its effect on managerial behavior, and its use in formulating and implementing strategy, and issues of design and operation of management control systems including the intended and unintended consequences of performance measurement. (*Fall, Spring*)

**Change of Course Numbers:**

The MBA Curriculum Committee has requested that MBAD 6121: *Business Information Systems* have its course number changed to MBAD 5121: *Business Information Systems* to reflect its change from a required course for the MBA degree to a course in the preparatory component.

**MBAD ~~6121~~ 5121. Business Information Systems. (3)** Prerequisite: Basic computer knowledge and skills are assumed. Examination of how information systems are developed and used in organizations, how information resources are managed, and the potential strategic and competitive impact information systems have in domestic and global business environments. (*Fall, Spring*)

### **Deletion of Courses:**

The Marketing Department requests the **deletion of MBAD 6175: *Logistics Management***. The course has not been offered in ten years and the department does not plan to offer it again given faculty interest and expertise. (Please see attached memo from Dr. Linda Swayne.)

The MBA Curriculum Committee has requested the **deletion of the following courses: MBAD 6181: *E-Business Concepts*; MBAD 6182: *E-Business Systems*; MBAD 6183: *E-Business Marketing*; and MBAD 6189: *E-Business Strategy***. The MBA program no longer offers an E-Business concentration and none of the listed courses have been taught for several years in any Belk College graduate program.

### **Change to Re-combine Courses:**

The MBA Curriculum Committee has requested that ~~MBAD 5112: *Foundations of Microeconomics* (2 credits)~~ and ~~MBAD 5113: *Foundations of Macroeconomics* (1 credit)~~ be combined into one course offering entitled **MBAD 5110: *Foundations of Economics* (3 credits)**. Several years ago the topics of microeconomics and macroeconomics were separated to allow students to complete them independently if they had satisfied either portion separately. Functionally, this has not worked as anticipated. As such, the committee requests that the courses be combined again into a 3 credit course. (Please see the attached memo of support from Dr. Rick Zuber, chair of the Economics Department.)

MBAD 5110. Foundation of Economics. (3) This course focuses on topics related to the scope and methodology of economics as a social science, the analysis of markets, the development of market structure, the characteristics of market failure, problems of economic concentration, the measurement of national income, the theory of national income determination, money and banking, monetary and fiscal policy, international economics and the theory of income distribution. Enrollment is limited to admitted MBA students. (*Fall, Spring*)

The MBA Curriculum Committee has requested that ~~MBAD 5141: Business Statistics (2 credits)~~ and ~~MBAD 5142: Quantitative Analysis in Business (1 credit)~~ be combined into MBAD 5141: *Business Statistics and Quantitative Analysis (3 credits)*. Several years ago the topics of business statistics and quantitative analysis were separated to allow students to complete them independently if they had satisfied either portion separately. Functionally, this has not worked as anticipated. As such, the committee requests that the courses be combined again into a 3 credit course. (Please see the attached memo of support from Dr. Moutaz Khouja, chair of the BISOM Department.)

MBAD 5141. Business Statistics and Quantitative Analysis. (3) This course is designed to bring MBA students up to an acceptable level of analytical capability in the areas of probability theory, business statistics, basic linear mathematics (algebra and matrix algebra) and basic differential and integral calculus. Enrollment is limited to admitted MBA students. (*Fall, Spring*)

### **Addition of a New Concentration:**

Applied Investments Management

Prerequisite: MBAD 6152

Required courses:

MBAD 6153: *Investment Management* (3)

MBAD 6157: *Advanced Corporate Finance* (3)

MBAD 5158: *Student Managed Investment Fund I* (3)

MBAD 5159: *Student Managed Investment Fund II* (3)



This new concentration combines the theoretical foundation of investment management with a two semester sequence of applied experience through the Student Managed Investment Fund. Given the demand locally for experienced investment professionals, this concentration is a natural addition to the portfolio of concentration options available to students.

### **Changes to Existing Concentrations:**

The addition of two electives to the MBA curriculum allows the departments to add an additional course to the concentrations they offer, for a total of 12 hours. This suggestion was made by several corporate constituents and also responds to student and faculty requests for additional depth in the areas of concentration. The addition of another course makes for a more academically meaningful offering and allows for greater application within the concentration discipline. This also allows students to choose a fifth elective outside of their concentration area, if they wish. The departmental suggestions for each of the concentrations are as follows:

#### **Business Finance**

Prerequisite: MBAD 6152

Required courses:

MBAD 6153: *Investment Management* (3)

MBAD 6157: *Advanced Corporate Finance* (3)

Plus two from the following:

MBAD 6151: *Financial Institutions and Markets* (3)

MBAD 6154: *Applied Business Finance* (3)

MBAD 6155: *Multinational Finance* (3)

#### **Economics**

Required Courses:

ECON 6112: *Graduate Econometrics*

ECON 6218: *Advanced Business and Economics Forecasting*

Plus two additional courses (6 hours) of 6000 level Economics courses

### **Financial Institutions/Commercial Banking**

Prerequisite: MBAD 6152

Required courses:

MBAD 6153: *Investment Management* (3)

MBAD 6157: *Advanced Corporate Finance* (3)

MBAD 6156: *Commercial Bank Management* (3)

Plus one from the following courses:

MBAD 6151: *Financial Institutions and Markets* (3)

MBAD 6155: *Multinational Finance* (3)

### **Information and Technology Management**

Required courses:

MBAD 6201: *Data and Knowledge Management* (3)

MBAD 6202: *Business Information Systems Development* (3)

Plus two from the following courses:

MBAD 6122: *Technology-Enhanced Decision Making* (3)

MBAD 6203: *Information Systems Economics, Strategy & Policy* (3)

MBAD 6204: *Business Data Communications* (3)

### **Global Business**

Required courses:

MBAD 6193: *Global Business Environment*

MBAD 6197: *Managing the Multinational Enterprise*

Plus one course (3 credits) involving MBA approved international study or travel

Plus one from the following courses:

MBAD 6174: *Global Marketing* (3)

MBAD 6155: *Multinational Finance* (3)

## **Management**

Prerequisite: MBAD 6161

Required courses: Choose four from the following courses.

MBAD 6162: *Leadership in Organizations* (3)

MBAD 6163: *Human Resource Management* (3)

MBAD 6164: *Executive Communication* (3)

MBAD 6191: *Entrepreneurship* (3)

MBAD 6192: *Business and Society* (3)

MBAD 6193: *Global Business Environment* (3)

MBAD 6197: *Managing the Multinational Enterprise* (3)

## **Marketing**

Prerequisite: MBAD 6171

Required courses:

MBAD 6172: *Marketing Research* (3)

MBAD 6173: *Promotional Strategy* (3)

MBAD 6174: *Global Marketing* (3)

MBAD 6176: *Consumer Behavior* (3)

### **Real Estate Finance & Development**

Prerequisite: MBAD 6152

Required courses:

MBAD 6158: *Real Estate Finance & Investment* (3)

MBAD 6159: *Real Estate Development* (3)

Plus two of the following courses:

MBAD 6160 *Real Estate Capital Markets* (3)

MBAD 6258: *Site Feasibility Analysis* (3)

MBAD 6259: *Applied Real Estate Development* (3)

### **Supply Chain Management**

Prerequisite: MBAD 6141

Required courses:

MBAD 6122: *Technology-Enhanced Decision Making* (3)

MBAD 6208: *Supply Chain Management* (3)

MBAD 6142: *Quality & Manufacturing Management* (3)

Plus one additional approved elective (3)

### **Student Structured Concentration**

Students may propose a twelve semester hour concentration in a significant area of interest for approval by the Director of the MBA program. This concentration may include graduate courses from other programs within the University with approval of the related department.

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### MEMORANDUM

TO: Interim Dean Steve Ott, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: May 9, 2008

RE: Request to establish MBAD 6207 (Business Project Management)

The request to establish MBAD 6207 (Business Project Management) was approved by the Graduate Council on April 1, 2008 and by the Faculty Council on the April 23, 2008 Consent Calendar for implementation Spring Semester 2009.

#### Catalog Copy:

**MBAD 6207. Business Project Management. (3)** Prerequisites: MBAD 6121 and MBAD 6141. Project management is widely used in a variety of business environments to manage complex, non-routine endeavors. Examples of projects include consulting and process improvement projects, advertising projects, and technology projects. This course focuses on tools, techniques, and skills for business project management, with attention to both the quantitative and the qualitative aspects of project management. Major topics include project evaluation, estimation, monitoring, risk management, audit, managing global projects, outsourcing, and project portfolio management. Students will also gain experience using Project Management Software. (*On demand*)

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### MEMORANDUM

TO: Interim Dean Steve Ott, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: March 11, 2008

RE: Request to establish a Finance/Accounting Concentration

The request to establish a Finance/Accounting Concentration was approved by the chair of the Undergraduate Course and Curriculum Committee on March 11, 2008 for implementation Fall Semester 2008.

Catalog Copy:

The Department of Finance offers **three concentrations** ~~two programs~~ leading to the Bachelor of Science in Business Administration degree. Students who plan to pursue careers in business related fields such as banking, finance, and international commerce, or who plan to enter an MBA program, are encouraged to elect the finance concentration. Students planning to pursue a career in risk management and insurance are encouraged to pursue the program with the Risk Management & Insurance concentration.

**MAJOR IN FINANCE with a joint FINANCE/ACCOUNTING CONCENTRATION**

To be accepted into the Finance major with a joint Finance/Accounting Concentration and to progress into the upper division of the College, a student must meet the Progression Requirements as previously stated in the PRE-ACCOUNTING, PRE-BUSINESS, and PRE-ECONOMICS section. This major requires a minimum of 120 semester hours. In addition to the General Education requirements of the University and the Progression requirements of the Belk College of Business (as previously stated under the Pre-Accounting, Pre-Business, and Pre-Economics heading), the following courses are required for a B.S.B.A. degree in Finance with a joint concentration in Finance/Accounting: BLAW 3150; ECON 3125; FINN 3120, 3222, 3226, ACCT 3311, 3312, two Finance/Accounting electives selected from the list below; INFO 3130; MGMT 3140, 3160, 3280; MKTG 3110; and OPER 3100. Students may attempt each of the fifteen courses listed above two times.

***Finance/Accounting Electives:***

FINN 3221 Financial Institutions and Markets  
FINN 3223 International Financial Management  
FINN 3224 Applied Business Finance  
FINN 3225 Commercial Bank Management  
BLAW 3250 Business Law II  
FINN 3800 Directed Study (Chair approval required)  
ECON 3112 Econometrics

ACCT 3330 Managerial Cost Accounting  
ACCT 3350 Introduction to Auditing  
ACCT 3380 Fraud Examination  
ACCT 4220 Income Tax

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## MEMORANDUM

TO: Interim Dean Steve Ott, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: March 11, 2008

RE: Request to change prerequisites for MBAD 6028/OPER 8208

The request to change prerequisites for MBAD 6028/OPER 8208 was approved by the chair of the Graduate Council on March 2, 2008 for implementation Fall Semester 2008.

Catalog Copy:

**MBAD 6208. Supply Chain Management. (3)** Prerequisites: MBAD 6141; **Pre- or corequisite: MBAD 6122** or permission of the Department. Supply chain management is concerned with all of the activities performed from the initial raw materials to the ultimate consumption of the finished product. From a broad perspective, the course is designed to examine the major aspects of the supply chain: the product flows; the information flows; and the relationships among supply chain participants. The course content is interdisciplinary in nature and will cover a variety of topics such as supply chain information technologies, supply chain design, strategic alliances between supply chain participants and supply chain initiatives.  
(Spring)

**OPER 8208. Supply Chain Management. (3)** Prerequisites: MBAD 6141; **Pre- or corequisite: MBAD 6122** or permission of the Department. Supply chain management is concerned with all of the activities performed from the initial raw materials to the ultimate consumption of the finished product. From a broad perspective, the course is designed to examine the major aspects of the supply chain: the product flows; the information flows; and the relationships among supply chain participants. The course content is interdisciplinary in nature

and will cover a variety of topics such as supply chain information technologies, supply chain design, strategic alliances between supply chain participants and supply chain initiatives.  
(Spring)

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### MEMORANDUM

TO: Interim Dean Steven Ott, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: January 14, 2008

RE: Request to establish INFO 3241 (Audit, Control, and Security of Business Information Systems)

The request to establish INFO 3241 (Audit, Control, and Security of Business Information Systems) was approved by the Chair of the Undergraduate Course and Curriculum Committee on January 9, 2008 for implementation Fall Semester 2008.

Catalog Copy:

**INFO 3241. Audit, Control, and Security of Business Information Systems. (3)** Prerequisites: INFO 3130 with a C or better and ACCT 3340 OR co-requisites INFO 3233/INFO 3229 OR consent of the Department. This course examines the role of information systems in supporting risk management objectives of organizations. Auditing of information systems, control objectives or information systems, and related concepts involving security and privacy will be examined. (*On demand*)

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### MEMORANDUM

TO: Interim Dean, Steven Ott, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: September 20, 2007



RE: Request to make 3 changes to the Economics curriculum

The request to make 3 changes to the Economics curriculum was approved by the Chair of the Undergraduate Course and Curriculum Committee on September 17, 2007 for implementation Spring Semester 2008.

Catalog Copy:

Change #1: Drop ECON 4177 as a required course for the Liberal Arts Emphasis in the Economics Major

Change #2: Drop ECON 4177 as a writing intensive class.

Change #3: Implement the following policy: Non-Belk College of Business students cannot take more than 21 cumulative hours of Economic classes without the permission of the Chair of the Department of Economics.

For the Liberal Arts Emphasis, Two Sections of the Catalog will change:

## **II. Economics Core Requirements (18 hours):**

Principles of Economics (ECON 2101 & 2102)..... 6

Business Communications (MGMT 3160)..... 3

Intermediate Microeconomics (ECON 3122)..... 3

Intermediate Macroeconomics (ECON 3123)..... 3

Econometrics (ECON 3112) 3

#### IV. Economics Electives (15 Hours):

Students must choose five Economics electives at the 3000 level or above with at least one of the five at the 4000 level.

(In addition, include the new policy in two places: both at the end of the section describing the Economics Major and at the end of the section describing the Economics Minor.)

Non-Belk College of Business students cannot take more than 21 cumulative hours of Economic classes without the permission of the Chair of the Department of Economics.

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#### MEMORANDUM

TO: Interim Dean Steven Ott, Belk College of Business  
FROM: Julie Putnam, Secretary to Faculty Governance  
DATE: September 14, 2007  
RE: Request to change the name of MBAD 6122

The request to change the name of MBAD 6122 was approved by the Chair of the Graduate Council on August 30, 2007 for implementation Spring Semester 2008.

Catalog Copy:

**MBAD 6122. ~~Technology-Enhanced-Decision-Making~~ Decision Modeling and Analysis via Spreadsheets.** (3) Prerequisite: MBAD 5141 and 5142 or equivalents. An analytical approach to the management process. Generalized models for decision making with major emphasis on application of the scientific method to management problems. (*Spring*)

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#### MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business  
FROM: Julie Putnam, Secretary to Faculty Governance

DATE: June 7, 2007

RE: Request to change prerequisites for INFO 3240

The request to change prerequisites for INFO 3240 was approved by the Chair of the Undergraduate Course and Curriculum Committee on June 6, 2007 for implementation Spring Semester 2008.

Catalog Copy:

**INFO 3240. Fundamentals of eBusiness. (3)** Pre/co-requisites: INFO 3234; or consent of the Department. A study of the evolving information technologies facilitating electronic business (eBusiness) and the business practices and strategies used to compete in the new wired global marketplace. Topics include the infrastructure for eBusiness, new business strategies and models, web design, and management strategies, and an exploration of a variety of technologies involved in eBusiness. (*Fall, Spring*)

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#### MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: June 7, 2007

RE: Request to establish ACCT 3380 (Fraud Examination)

The request to establish ACCT 3380 (Fraud Examination) was approved by the Chair of the Undergraduate Course and Curriculum Committee on June 6, 2007 for implementation Spring Semester 2008.

Catalog Copy:

**ACCT 3380. Fraud Examination. (3)** Prerequisite: a grade of C or better in ACCT 3350 or with special permission. This course examines the fraud problem faced by businesses and focuses on fraud prevention and detection. The course involves the study of the different types of fraud as well as an examination of the various elements of a fraud investigation. Three lecture hours. (*Spring*) (*Days, Evenings*)

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### MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: May 11, 2007

RE: Request to change prerequisites for INFO 3130

The request to change prerequisites for INFO 3130 was approved by the Chair of the Undergraduate Course and Curriculum Committee on May 10, 2007 for implementation Spring Semester 2008.

Catalog Copy:

**INFO 3130. Management Information Systems. (3)** Prerequisites: ~~FINN 3120; OPER 3100; MGMT 3140; MKTG 3110~~, MATH 1120, STAT 1220, ACCT 2121, 2122; ECON 2101, 2102; INFO 2130; Junior standing. Impact of information systems on management decision-making activities. Principles of the structure and analysis of information flows within an organization. Emphasis on database accumulation and generation, capabilities of information processing, system function (e.g. file creation, report generation, etc.) and evaluation and modification of information systems. (*Fall, Spring, Summer*) (*Evenings*)

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### MEMORANDUM

TO: Dean Claude Lilly, The Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: March 5, 2007

RE: Request to revise the International Business major requirements

The request to revise the International Business major requirements was approved by the Chair of the Undergraduate Course and Curriculum Committee on March 1, 2007 for implementation Fall Semester, 2007.

Catalog Copy:

**BACHELOR OF SCIENCE IN BUSINESS**

**ADMINISTRATION (BSBA) – International Business**

*Program Director: Alan T. Shao*

The primary objective of the International Business major is to provide an understanding of the importance of a global perspective on the part of business managers. The major provides an integrated framework for the study of the market environment in which international business firms operate and the impact of those environments upon managerial decision making. Possible careers may result in a variety of business and government sectors—either domestically or abroad.

Students majoring in International Business receive a Bachelor of Science in Business Administration (BSBA) degree with a major in International Business. The BSBA degree requires a minimum of 120 semester hours, including 48 hours of core courses within The Belk College of Business, six hours of mathematics and statistics, and completion of the University General Education Requirements. In addition to the six hours of mathematics and statistics, at least 45 hours of coursework must be taken outside The Belk College of Business.

Courses which fulfill the College core and mathematics requirements are: ACCT 2121, 2122; BLAW 3150; ECON 2101, 2102, and 3125; FINN 3120; INFO 2130, 3130; MGMT 3140, 3160, 3280; MKTG 3110; OPER 3100; MATH 1120; and STAT 1220.

**Progression Requirements.** Students seeking admission to the International Business major will be classified as Pre-Business students within the Belk College of Business until they qualify for acceptance into an upper-division major. To be accepted as a major in International Business and to progress into the upper-division of the College, students must have: (1) attained junior standing; (2) have a GPA of at least 2.5 for all academic work; (3) completed ACCT 2121 and 2122, ECON 2101 and 2102, MATH 1120, STAT 1220, and INFO 2130 with a minimum grade of *C* in each course; and (4) filed an approved "Program of Study" in the Belk College Advising Center.

Students may attempt each of the seven courses (listed above in the third bullet point) two times. All attempts are used in the calculation of overall GPA and major GPA. To be eligible to graduate, a student must have a GPA of at least 2.0 in all courses attempted, a 2.0 in all courses requested by the College of Business, and no more than one *D* may be left standing.

**In order to progress into the 3000-level business core courses (BLAW 3150, ECON 3125, FINN 3120, INFO 3130, MGMT 3140, MGMT 3160, MKTG 3110, OPER 3100), pre-accounting, pre-business and pre-economics majors must have earned a minimum cumulative GPA of 2.5. If a student fails to meet this minimum GPA requirement prior to the start of the semester, his or her registration for any of these courses will be voided.** Students must complete all requirements and be admitted to an upper-division major to be eligible to enroll in MGMT 3280 and the upper-division business electives.

## Major Requirements

In addition to completing the College core and mathematics and statistics requirements, students majoring in International Business must:

*Complete five International Business courses: (15 hours)*

ECON 3171 International Business Economics

MGMT 3274 International Business Processes and Problems

FINN 3223 International Financial Management

MKTG 3215 International Marketing Management

MGMT 3275 International Management

The five required courses above must be taken sequentially in the following order:

- First course: ECON 3171
- Second course: MGMT 3274
- Third and fourth courses: MKTG 3215, FINN 3223
- Fifth course: MGMT 3275

Before International Business majors can enroll in any of the five required courses listed above, they must complete the following prerequisite for each course:

- ECON 3171: ECON 2101, ECON 2102
- MGMT 3274: ECON 3171, junior standing
- FINN 3223: FINN 3120, ECON 3171, MGMT 3274
- MKTG 3215: ECON 3171, MGMT 3274
- MGMT 3275: ECON 3171, MGMT 3274, FINN 3223, MKTG 3215

*Note: The prerequisites listed above may differ from departmental prerequisite requirements.*

*Complete one elective course from designated list: (3 hours)*

- AAAS 3265 African Economic Development
- ACCT 3150 International Accounting
- ANTH 4120 Intercultural Communications
- BLAW 3253 International Business Transactions
- GEOG 3105 Geography of the Global Economy
- POLS 3050 Business and Politics in the European Union
- POLS 3151 International Political Economy
- POLS 3152 International Organizations
- POLS 3153 European Union

- POLS 3167 U.S. and Japan
- SPAN 3029 Cultural Dimension of Doing Business in Spanish-Speaking Countries
- Directed Study
- Internship. This requirement may be satisfied by working at least 150 hours at a company or other organization involved in international business. (The work program and the company/association must be pre-approved by the Director of the International Business Program). At least 80% of the student's work must be international in nature. While the internship experience is not required to be performed outside the U.S., it is strongly encouraged.
- Other courses approved by the Director of the International Business Program

*Note: The elective course may be taken anytime after the student's first semester with junior standing.*

*Attain competency in a second language.* This can be fulfilled two ways:

1. Complete at least six semesters of course work in a foreign language. Students must take at least four courses above the elementary level, including two courses at the advanced level (3000 level or above). It is recommended that 2201, 2210 (or 2202 if 2210 is not offered), 3201, and 3202—or their course equivalents—be taken.
2. Demonstrate proficiency in a foreign language at the 3202 level through a test administered by the Department of Languages and Culture Studies. Students are strongly encouraged to enhance their language skills by earning either a Certificate in Business Language (CBL) or a minor in their language of study. Those who do will have this extra effort recognized by the designation of “Language Intensive Option in Spanish” (or French, German, Japanese, etc.) on their final transcript.

*Experiential education* (3 hours).

Study abroad. ~~This requirement may be satisfied by taking a minimum of three credit hours of any business course at a university outside the U.S. or Canada. (A Plan of Study must be pre-approved by the Director of the International Business Program.)~~ This requirement may be satisfied by participating in an approved study abroad program outside of the U.S. and Canada during the spring, summer, or fall semester for a minimum period of three weeks, while completing at least three credit hours of coursework.



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## MEMORANDUM

TO: Dean Claude Lilly, The Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: February 28, 2007

RE: Request to revise the Undergraduate Finance Major

The request to revise the Undergraduate Finance Major was approved by the Chair of the Undergraduate Course and Curriculum Committee on February 21, 2007 for implementation Fall Semester, 2007.

### Catalog Copy:

**FINANCE MAJOR:** Within the Finance major, students must select one of two concentrations: (1) Finance or (2) Risk Management and Insurance. In addition to completing the College core, mathematics and statistics requirements (51 hours), students majoring in Finance with a concentration in **either Finance, or Risk Management and Insurance** must complete ~~18~~ 15 hours of coursework in the major as described below under the **respective concentrations. Finance Concentration, and those students concentrating in Risk Management and Insurance must complete 15 hours of coursework as described below under the Risk Management and Insurance Concentration. A student must have a GPA of at least 2.0 in all hours attempted and a GPA of at least 2.0 in all hours required by the College of Business, and no more than one *D* left standing in these courses. No course may be repeated more than twice.**

### **Finance Concentration**

#### ***Required courses:***

~~FINN 3220 — Financial Analysis~~  
FINN 3222 Investments  
FINN 3226 Financial Theory and Practice

***AND at least two (2) and no more than three (3) additional courses from the following:***

FINN 3220 Financial Analysis

FINN 3221	Financial Institutions and Markets
FINN 3223	International Financial Management
FINN 3224	Applied Business Finance
FINN 3225	Commercial Bank Management
BLAW 3250	Business Law II

***AND if only two (2) courses are selected from the above list, then one (1) additional course from the following:***

FINN 3261	Real Estate Finance
FINN 3271	Principles of Risk Management and Insurance
FINN 3272	Life Insurance & Professional Financial Planning
FINN 3800	Directed Study (Chair approval required)
FINN 4159	Student Managed Investment Fund
ACCT 3311	Intermediate Financial Accounting I
ECON 3112	Econometrics
ECON 3115	Money and Banking
OPER 3204	Management of Service Operations

### Course Descriptions

#### **FINANCE (FINN)**

**FINN 3000. Topics in Finance. (3)** Prerequisite: junior standing. Topics from the area of Finance. The course may be repeated for credit. (*On demand*)

**FINN 3120. Financial Management. (3)** Prerequisites: MATH 1120, STAT 1220; ACCT 2121, 2122, ECON 2101, 2102; INFO 2130; Business major, junior standing. Principles and problems of financial aspects of managing capital structure, least-cost asset management, planning and control. Computer application will be included where appropriate. (*Fall, Spring*) ; ~~*Summer*~~ (*Evenings*)

**FINN 3220. Financial Analysis. (3)** Prerequisite: FINN 3120. This course offers an introduction to the theory and practice of corporate valuation. Topics covered include financial statement analysis, discounted cash flow valuation, ratio analysis, constructing pro-forma

financial statements, earnings forecasting, and basic statistical methods important in finance. ~~(Fall, Spring)~~, ~~Summer~~ ~~(Evenings)~~ (Yearly)

**FINN 3221. Financial Institutions and Markets. (3)** Prerequisites: FINN 3120 ~~and FINN 3220~~. A study of financial institutions and money and capital markets which considers their roles in the intermediation process. Special emphasis is focused on the comparative financial policies of financial institutions considered in the context of their market environments. ~~(Fall, Spring, Summer)~~ ~~(Evenings)~~ (Yearly)

**FINN 3222. Investments. (3)** Prerequisites: FINN 3120 ~~and FINN 3220~~. Major topics are security analysis and portfolio management. The viewpoint is that of the investment professional concerned with evaluation of individual securities and management of security portfolios. ~~(Fall, Spring)~~, ~~Summer~~ ~~(Evenings)~~

**FINN 3223. International Financial Management. (3)** Prerequisite: FINN 3120. Viewpoints are those of the senior financial officer of a corporation involved in international business and of the international officer of a commercial bank. Topics include the financing of exports and imports, financing of foreign operations, problems of foreign exchange rates and the impact of accounting procedures on financial management. ~~(Fall, Spring)~~, ~~Summer~~ ~~(Evenings)~~ (Yearly)

**FINN 3224. Applied Business Finance. (3)** Prerequisites: FINN 3120 ~~and FINN 3220~~. Case studies of the theories and techniques of financial management as they relate to the goal of the financial manager; the maximization of the value of the firm. Topics include financial planning, valuation, financial instruments, financial structure, and capital budgeting. (On demand)

**FINN 3225. Commercial Bank Management. (3)** Prerequisites: FINN 3120 ~~and FINN 3220~~. A study of sound and efficient techniques for the management of commercial banks. Topics include industry structure, administrative organization, and management of assets, liabilities and capital. ~~(Fall, Spring, Summer)~~ ~~(Evenings)~~ (Yearly)

**FINN 3226. Financial Theory and Practice. (3)** Prerequisites: FINN 3120 ~~and FINN 3220~~. Modern financial theory and its application, including risk theory, market equilibrium asset pricing models, efficient market theory, capital structure theory and applications (including issues surrounding financial distress and bankruptcy), dividend policy, agency problems, informational asymmetry, advanced topics in capital budgeting, and leasing. ~~(Fall, Spring)~~ ~~Summer~~ ~~(Evenings)~~

**FINN 3261. Real Estate Finance (3)** Prerequisite: FINN 3120. This course covers the fundamentals of real estate finance and investment and includes the topics of: real estate capital

markets, mortgage markets, mortgage securitization, real estate contracts and leases, investment analysis, valuation and appraisal, return and risk considerations, and the effects of debt financing, taxation and government regulations on real estate investment. (*Yearly*)

**FINN 3271. Principles of Risk Management and Insurance. (3)** Prerequisite: INFO 2130, junior standing, business major or permission of the department. A study of the different types of nonspeculative risks faced by individuals and businesses and the possible alternative methods of treating such risks. An examination of the specific application of these methods with regard to life, health, property, casualty, and liability contracts. (*Fall, Spring*) ~~(*Summer*)~~ ~~(*Evenings*)~~

**FINN 3272. Life Insurance and Professional Financial Planning (3)** Prerequisite: INFO 2130, junior standing, business major or permission of the department. This course explains the uses of life insurance, annuities, health insurance and Social Security in the financial planning context. It explains the integration of social security benefits, employer-provided benefits, and individually purchased life insurance and investments into comprehensive financial plans. Students successfully completing this course should understand the need for the main techniques of financial planning in contemporary U.S. society. (*Fall, Spring*)

**FINN 3273. Property and Casualty. (3)** Prerequisite: INFO 2130, junior standing, business major or permission of the department. Involves an analysis of the needs of business and individuals for property and casualty insurance and the nature of available coverage. An examination of property and casualty insurance products is included, emphasizing the study of case law, the use of contracts and contract language underwriting procedures, actuarial science, reinsurance, accounting, non-insurance risk transfer, and claims handling. (*Fall*) ~~(*Evenings*)~~

**FINN 3275. Advanced Risk Management. (3)** Prerequisites: FINN 3271 (or consent of Department Chair). Provides an in depth analysis of techniques that firms can use to handle non-speculative pure risks. Risk handling devices and how they are applied to business problems are discussed. Some of the techniques examined include self-insurance, captives, financial instruments and retention. Included is an analysis of loss data and how it can be utilized to select a risk handling technique. (*Fall, Spring*) ~~(*Evenings*)~~

**FINN 3276. Employee Benefits. (3)** Prerequisites: INFO 2130, junior standing, and a business major. Provides an analysis of group plans (e.g., medical, life, disability, and retirement), stock options, profit sharing plans and statutory benefits (e.g., workers' compensation and social security). Includes a review of legislation affecting these plans. Non-traditional plans (e.g., child care, flex time, and wellness programs) are also examined. (*Spring*)

**FINN 3277. Legal Aspects of Insurance. (3)** Prerequisite:-FINN 3271. Provides an in-depth analysis of the impact that statutes, regulations and litigation have on risk management and insurance. Will examine the impact the courts have had on claims handling. (*On demand*)

**FINN 3500. Cooperative Education or 49ership Experience. (0)** Enrollment in this course is for the University cooperative education and 49ership students during each semester they are working in a position. Acceptance into the Experiential Learning Program by the University Career Center is required. Participating students pay a registration fee for transcript notation (49ership and co-op) and receive full-time student status (co-op only). Assignments must be arranged and approved in advance. Course may be repeated; evaluation is Satisfactory/Unsatisfactory. For more information, contact the University Career Center. (*Fall, Spring*) ~~*Summer*~~)

**FINN 3800. Directed Study. (1-3)** Prerequisites: Consent of the Department and junior standing. Enrollment granted only by permission of the faculty with whom the work will be performed. The student's work assignments will be designed by the student and faculty member who will oversee the project of study. The credit hours will be determined prior to enrollment and will be based on the particular project undertaken. (*On demand*)

**FINN 4158. Student Managed Investment Fund I. (3)** Prerequisites: FINN 3120 and FINN 3222. Management of an actual portfolio consisting of a portion of the University's Endowment Fund. Admission is by permission of instructor. Students selected for the course are required to take FINN 4159. (*Fall*)

**FINN 4159. Student Managed Investment Fund II. (3)** Prerequisites: FINN 3120 and FINN 3222. Management of an actual portfolio consisting of a portion of the University's Endowment Fund. Admission is by permission of instructor. Student cannot enroll in this course without successfully completing FINN 4158. (*Spring*)

## **BUSINESS LAW (BLAW)**

**BLAW 3150. Business Law I. (3)** Prerequisite: INFO 2130, junior standing, business major or consent of the department. A study of the legal setting of business and its relationship to the business firm. Topics covered include: the nature of law and the court system, criminal and civil procedure, alternative dispute resolution, constitutional authority to regulate business, business ethics, criminal law, torts, contracts, the law of sales, intellectual property, and cyberlaw. (*Fall, Spring*) ~~*Summer*~~ (~~*Evenings*~~)

**BLAW 3250. Business Law II. (3)** Prerequisite: BLAW 3150; junior standing, business major or consent of the department. The study of the Uniform Commercial Code. Subjects covered include commercial paper, bank deposits and collections, letters of credit, documents of title, secured transactions, creditors rights and bankruptcy, agency law, employment law and government regulation of business, business organizations and securities regulation, real and personal property, insurance, wills, trusts, and estates. ~~(Fall, Spring) (Evenings)~~ (Yearly)

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### MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: February 16, 2007

RE: Request to establish INFO 3211 (Technical Support)

The request to establish INFO 3211 (Technical Support) was approved by the Chair of the Undergraduate Course & Curriculum Committee on February 15, 2007 for implementation Fall Semester, 2007.

Catalog Copy:

**INFO 3211. Technical Support. (3)** A study of technical support and help desk concepts. Emphasis on building skill sets in diagnosing and solving user and software related problems. Topics include support management techniques, help desk operations, and support performance evaluation. (Spring)

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### MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: December 14, 2006

RE: Request to delete courses and concentrations from the Management Department Curriculum

The request to delete courses and concentrations from the Management Department Curriculum was approved by the Chair of the Undergraduate Course and Curriculum Committee on December 12, 2006 or implementation Fall Semester, 2007.

Catalog Copy:

Delete the following concentrations:

- **Human Resources**
- **Entrepreneurship**

Delete the following courses:

- **MGMT 3242 (Compensation Administration)**
- **MGMT 3245 (Advanced Human Resources Management)**
- **MGMT 3246 (Management Perspectives)**
- **MGMT 3273 (New Venture Creation)**
- **MGMT 3283 (New Venture Experience)**
- **MGMT 3285 (New Venture Financing and Risk Assessment)**

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#### MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: December 14, 2006

RE: Request to make changes to the Management Department Curriculum

The request to make changes to the Management Department Curriculum was approved by the Chair of the Undergraduate Course and Curriculum Committee on December 12, 2006 for implementation Fall Semester, 2007.

Catalog Copy:

A program of study in the Department of Management leads to a Bachelor of Science in Business Administration (**BSBA**) degree with a major in Management. The Management major is designed to teach students to plan, organize, direct, and control business activities in both the public and private sectors. Students develop skills in decision making, leadership, motivation, problem solving and teamwork.

**BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION**

A major in Management leading to the BSBA degree requires a minimum of 120 semester hours, including 42 hours of progression and core courses within The Belk College of Business, ~~15~~ **18** hours in the management major, six hours of mathematics and statistics, and completion of the University General Education requirements. In addition to the six hours of mathematics and statistics, at least 45 hours of coursework must be taken outside The Belk College of Business. Students electing the Management major must meet the following requirements:

For the Management major, students are required to complete MGMT 3241 (Human Resource Management) and MGMT 3287 (Managerial Leadership) plus four additional 3200 level electives from the following courses: MGMT 3243 (Employment Law), MGMT 3260 (Managerial Communications), MGMT 3274 (International Business Processes and Problems), MGMT 3275 (International Management), MGMT 3277 (Entrepreneurship), MGMT 3282 (Managerial Ethics).

**Progression Requirements.** Students seeking admission to the Department of Management will be classified as Pre-Business students within The Belk College of Business until they qualify for acceptance into an upper-division major. To be accepted as a major in Management and to progress into the upper-division of the College, students must have: (1) attained junior standing; (2) ~~have~~ a GPA of at least 2.5 for all academic work; (3) completed ACCT 2121 and 2122, ECON 2101 and 2102, MATH 1120, STAT 1220, and INFO 2130 with a minimum grade of C in each course; and (4) filed an approved "Program of Study" in The Belk College Advising Center.



Students may attempt each of the seven courses (listed above in item 3) two times. Students who are not successful in earning the required 2.5 GPA are ineligible for continuation in The Belk College.

Pre-Business students who have earned at least 60 hours are permitted to enroll in core business courses if they have met the course prerequisites and have earned at least a C in INFO 2130 or have passed the College Microcomputer Proficiency Test. Students must complete all requirements and be admitted to an upper-division major to be eligible to enroll in MGMT 3280 and the upper-division business electives.

~~In order~~ To progress into the 3000-level business core courses (BLAW 3150, ECON 3125, FINN 3120, INFO 3130, MGMT 3140, MGMT 3160, MKTG 3110, and OPER 3100), pre-accounting, pre-business, and pre-economics majors must have earned a minimum cumulative GPA of 2.5. If a student fails to meet this minimum GPA requirement prior to the start of the semester, his or her registration for any of these courses will be cancelled.

**Core Requirements.** Courses that fulfill the College core requirements for the major are BLAW 3150; ECON 3125; FINN 3120; INFO 3130; MGMT 3140, 3160, and 3280; MKTG 3110 and OPER 3100.

**Major Requirements.** In addition to progression and core requirements, students majoring in Management must complete an additional ~~15~~ 18 hours ~~in management~~ from ~~one of~~ the following ~~three concentrations~~:

## I. Management Major

### *Required*

MGMT 3241 Human Resource Management

MGMT 3287 Managerial Leadership

### *Select four of the following courses:*

MGMT 3243 Employment Law

MGMT 3274 International Business Processes and Problems

MGMT 3275 International Management

MGMT 3260 Managerial Communication

MGMT 3277 Entrepreneurship

MGMT 3282 Managerial Ethics

**Grade Point Average (GPA) Requirements.** A student must have a GPA of at least 2.0 in all coursework at UNC Charlotte and in all hours required by the College of Business, and no more than one *D* left standing. No course may be repeated more than twice.

**Residency Requirements.** All students must satisfy the College Residency Requirements.

**Cooperative Education Program.** Management majors may obtain practical work experience related to their major by participating in the cooperative education program. To be eligible for cooperative education, students must be juniors who have an overall GPA of at least 2.5 and have completed the progression courses required by The Belk College of Business. Transfer students must complete at least 12 hours at UNC Charlotte to be eligible for cooperative education. Completion of courses related to the co-op position may be required prior to the co-op work experience. These courses will be established by the Co-op Advisor in the University Career Center. Students must complete either two full-time alternating semesters of work or three consecutive part-time work semesters while taking a reduced academic load of no more than nine credit hours. Experiences are arranged in coordination with the University Career Center.

### SUGGESTED SCHEDULE: MANAGEMENT MAJOR

Freshman Year			
Fall Semester		Spring Semester	
Course	Credits	Course	Credits
ENGL 1101	3	ENGL 1102	3
MATH 1100	3	MATH 1120	3
Science with Lab	4	Science without Lab	3
LBST 1101, 1102, 1103, 1104, or 1105	3	LBST 2101	3
Social Science (Gen Ed)	3	Electives	3

**Sophomore Year**

Fall Semester		Spring Semester	
Course	Credits	Course	Credits
ACCT 2121	3	ACCT 2122	3
ECON 2101	3	ECON 2102	3
STAT 1220	3	INFO 2130	3
Writing Intensive (W)	3	LBST 2211, 2212, 2213, 2214, or 2215	3
LBST 2102	3	Elective	4
<b>Management Major</b>			
<b>Junior Year</b>			
Fall Semester		Spring Semester	
Course	Credits	Course	Credits
MGMT 3140	3	MGMT <b>3241</b>	3
MGMT 3160 (W)	3	MGMT <b>Elective</b>	3
MKTG 3110	3	ECON 3125	3
OPER 3100	3	BLAW 3150	3
Elective	3	Elective	3
<b>Senior Year</b>			
Fall Semester		Spring Semester	
Course	Credits	Course	Credits
FINN 3120	3	MGMT <b>3287</b>	3
MGMT <b>Elective</b>	3	MGMT 3280	3
MGMT Elective	3	INFO 3130	3
<b>MGMT Elective</b>	3	Elective	3
Elective	3	Elective	3

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## MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: December 5, 2006

RE: Request to establish a Dual Degree Program between the Belk College of Business and Copenhagen Business School

The request to establish a Dual Degree Program between the Belk College of Business and Copenhagen Business School was approved by the Graduate Council on November 10, 2006 and

by the Faculty Council on the November 10, 2006 Consent Calendar for implementation Fall Semester, 2007.

Catalog Copy:

### ***ECONOMICS INTERNATIONAL PROGRAMS***

***The Belk College of Business in partnership with Copenhagen Business School (CBS) offers a dual degree program in which a student may earn the Belk College MS in Economics with a concentration in Economics/Finance and an MSc in Economics and Business Administration with a concentration in Applied Economics and Finance from CBS. This is a full-time program in which students spend one year at UNC Charlotte and one year at CBS. All courses are taught in English. Students interested in more information about this program should contact the coordinator of the MS in Economics program.***

#### **Courses in Economics**

ECON 5116. Public Sector Economics. (3) Revenue and expenditure problems of governmental units, intergovernmental financial relationships and the impact of federal fiscal policy upon the American economy. *(On demand)*

ECON 5135. Economics of Growth and Development. (3) Theories of economic growth and development applied to varying economic and social systems. Current theoretical models and their relevance to efficient allocation of resources to both the developed and the developing nations. *(On demand)*

ECON 5160. Economics of Transportation. (3) Analysis of transportation systems. Topics include the historical development of various modes, costs and rate-making, regulation and national transportation policy. *(On demand)*

ECON 5171. Economics of International Trade. (3) Theory of international trade including determination of international trade patterns, welfare implications of international trade, economic integration, and effects of tariffs and quotas. *(On demand)*

ECON 5172. Economics of International Finance. (3) Survey of international monetary theory. Topics include exchange rate determination, balance of payments and adjustment, international liquidity, capital movements, international financial organizations, and monetary reform proposals. (*On demand*)

ECON 5180. Industrial Organization and Public Policy. (3) An examination of monopolistic competition, oligopoly, and monopoly and questions of public policy in dealing with problems created by industrial concentration. (*Spring, Summer*)

ECON 5181. Energy and Environmental Economics. (3) Economic issues of both energy and environment. Energy issues include the historical development of energy resources, supply and demand considerations, and projections of the future energy balance. Environmental issues are externalities, common property resources, and government regulation. Policy considerations include environmental standards, pollution charges, and property rights. Cost-benefit analysis and microeconomic theory are applied. (*On demand*)

ECON 6001. Advanced Topics in Macroeconomics. (3) Prerequisites: ECON 6112, 6201 and 6202. Advanced treatment of selected issues in macroeconomics. (*On demand*)

ECON 6002. Advanced Topics in Microeconomics. (3) Prerequisites: ECON 6112, 6201 and 6202. Advanced treatment of selected issues in microeconomics. (*On demand*)

ECON 6090. Topics in Economics. (1-3) Prerequisite: consent of the department. Topics from various areas of economics. Credit hours will vary with the topic offered. May be repeated for credit as topics vary. (*On demand*)

ECON 6100. Graduate Mathematical Economics. (3) Economic problems are analyzed with quantitative techniques. Topics covered include the study of economic growth models, utility maximization, homogeneous functions, dynamic systems, applications of linear programming, and constrained optimization. (*On demand*)

ECON 6112. Graduate Econometrics. (3) Prerequisites: Admission to graduate program and permission of program coordinator. Advanced study of the theory and application of statistics to economic problems. Topics include derivation of least-squares estimators; maximum likelihood estimation; and problems of multicollinearity, heteroskedasticity, and autocorrelation. (*Fall*)

ECON 6201. Advanced Macroeconomic Theory. (3) Prerequisites: Admission to graduate program and permission of program coordinator. Theories of aggregate income determination, inflation, unemployment, interest rates and economic growth; macro-economic consumption and investment behavior; the business cycle. (*Fall*)

ECON 6202. Advanced Microeconomic Theory. (3) Prerequisite: Admission to graduate program and permission of program coordinator. Theories of the firm, of the consumer, and of resource owners; determination of prices under different market structures; general equilibrium analysis and welfare economics. (*Fall*)

ECON 6203. Financial Economic Theory. (3) Prerequisites: Admission to the graduate program and permission of the program coordinator. Review of financial economic theory using discrete-time models. Topics include: risk measurement; choices under uncertainty; portfolio selection; capital asset pricing model (CAPM); Arrow-Debreu pricing; options and market completeness; the Martingale measure; arbitrage theory; consumption based CAPM; and valuation of the firm. (*Fall*)

ECON 6218. Advanced Business and Economic Forecasting. (3) Prerequisite: ECON 6112. Develops forecasting techniques used in business decision making and techniques used in forecasting macroeconomic variables. Topics include: estimation, identification and prediction using ARMAX, state space, and Box-Jenkins models; spectral analysis; linear filtering. (*Spring*)

ECON 6219. Financial Econometrics. (3) Prerequisite: ECON 6218 or MATH 6201. Advanced time series with financial applications. Topics include: time series regressions (univariate and multivariate, stationary and non-stationary) and time series models (including ARMA, ARCH, GARCH, stochastic volatility and factor models). The emphasis will be on model properties, estimators, test statistics, and applications in finance. (*Fall or Summer*)

ECON 6235. Monetary and Financial Theory. (3) Prerequisites: ECON 6112 and either ECON 6201 or 6202. Theory and empirical tests of money supply, money demand, and financial markets; portfolio theory with special attention to portfolio choices of banks; term structure of interest rates; dynamic models of money and economic activity. (*On demand*)

ECON 6240. Economics of International Finance. (3) Prerequisites: ECON 6112, 6201 and 6202. Open economy macroeconomics, international transmission of inflation and unemployment, internal and external balance; balance of payments and international payments mechanisms; determination of exchange rates and effects of hedging and speculation. (*On demand*)

ECON 6241. Economics of International Trade. (3) Prerequisites: ECON 6112, 6201 and 6202. Examines the causes and consequences of trade using Ricardian and neoclassical models. Considers extensions, modifications, and empirical tests of these models. Analysis of tariffs, quotas, other trade restrictions, export subsidies, and trends in current trade policy. (*On demand*)

ECON 6250. Advanced Urban and Regional Economics. (3) Prerequisite: Admission to graduate program. Applications of microeconomic theory to problems of cities, metropolitan areas and regions; methods in regional analysis, location theory, land-use planning, measurement of economic activity; transportation, housing, poverty, and growth issues. (*Spring*)

ECON 6255. Benefit-Cost Analysis. (3) Principles, practices, and applications for defining and comparing the benefits and costs of public policy programs and private sector projects, including techniques useful for organizing and analyzing data, evaluating programs systematically, and developing a framework for decision making while recognizing ethical implications, measurement problems, and time value problems. (*On demand*)

ECON 6800. Directed Study in Economics. (1-3) Prerequisite: Admission to graduate program. Independent study of a theoretical and/or a policy problem in a special area of economics. Topics of the investigation may originate from the student or from the faculty member supervising the study. May be repeated for up to 6 hours of credit with the approval of the program coordinator. (*On demand*)

ECON 6901. Research Methods for Economists I. (3) Prerequisites: ECON 6112, 6202 and either ECON 6201 or ECON 6203. Research programs in economics; problem identification; interpretation of statistical results; bibliographic search; data sources and collection; selection of statistical technique; preparation of reports and proposals. (*Spring*)

ECON 6902. Research Methods for Economists II. (3) Prerequisite: ECON 6901. Critique of economic research and reports, presentation of econometric results and reports. The student will develop a research project, perform statistical tests, and present the results orally and in a major research paper. (*Summer*)

ECON 6999. Graduate Thesis Research. (1-6) Individual investigation culminating in the preparation and presentation of a thesis. May be repeated for credit. (*On demand*)

ECON 7999. Masters Degree Graduate Residency. (1) (*Fall, Spring, Summer*)

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### MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: October 12, 200

RE: Request to establish an MBA in Sport Marketing and Management

The request to establish an MBA in Sport Marketing and Management was approved by the Board of Governors on June 9, 2006 for implementation Spring Semester, 2007.

Catalog Copy:

**Catalog Copy for the Master of Business Administration in Sport (MBAS)**



**(as inserted into the catalog copy for the MBA)**

Current catalog copy has been shadowed. The new copy for the proposed MBA in Sport is **bolded**

## **MASTER OF BUSINESS ADMINISTRATION (MBA)**

The primary objective of graduate study in business is to develop candidates for leadership positions in complex organizations. The MBA program focuses on developing the expertise to lead, influence, and persuade others through effective written and spoken communications; the ability to approach complex problems both systematically and imaginatively; the confidence to make decisions in the face of imperfect information, competing objectives, and technological change; the insight to recognize the ethical dimensions of organizational and individual decisions; the sensitivity to recognize that organizational decisions involve teamwork and consensus-building across diverse groups of individuals; and the awareness that business represents an inherently multinational enterprise that exists without geographical or cultural boundaries.

MBA courses are scheduled to accommodate both working professionals and full-time students. Full-time students may enroll in up to four courses each semester, while working professionals normally enroll in two courses each semester. Classes are held in the evening throughout the

year on campus and at UNC Charlotte Uptown. A working professional student can complete the program in 24 months. Full-time students may complete the program in four semesters, depending upon scheduling of courses.

### **Additional Admission Requirements**

In addition to the general requirements for admission to the Graduate School, the following are required for graduate study in Business Administration.

- 1) A generally satisfactory undergraduate record from an accredited college or university.
- 2) A satisfactory score on the Graduate Management Admission Test (GMAT).
- 3) A full resume or a description of significant work experience.

## **Degree Requirements**

The MBA degree program comprises 37 graduate hours, including a Core Functional Component and an Elective Component. Up to 6 hours of course work may be transferred from an AACSB-accredited institution or equivalent, based on a recommendation of the relevant academic department, approval of the Director of the MBA program, and approval of the Graduate School. Necessary preparatory work will be determined during the admissions process, and courses to meet the specific need will be available in the Preparatory Component. All students in the program must meet the Graduate School's requirements for a Master's Degree.

### **Preparatory Component**

*Prerequisites (10 credit hours) - These courses may be taken after admission to the MBA. These courses are not required prior to admission to the MBA program. Courses in the MBA Preparatory Component must be completed before enrolling in 6000-level courses except by permission of the Director of the MBA program.*

MBAD5112	Foundations of Microeconomics (2)
MBAD5113	Foundations of Macroeconomics (1)
MBAD5131	Fundamentals of Financial Accounting and Financial Management (3)
MBAD5141	Business Statistics (2)
MBAD5142	Quantitative Analysis in Business (1)
MBAD5191	Legal Environment in Business (1)

### **I. Functional Component (28 hours)**

#### **A. Primary Block (13 hours)**

Prerequisites: All requirements for admission to the program and Preparatory Component, except as approved by the MBA Director.

MBAD6100	Leadership, Ethics and the Business Environment Seminar (1)
MBAD6112	The Economics of Business Decisions (3)

MBAD6121 Business Information Systems (3)

MBAD6131 Management Accounting (3)

MBAD6141 Operations Management (3)

### **B. Intermediate Block (12 hours)**

Prerequisites: All requirements for admission to the program and the Preparatory Component. Completion of the Primary Block is strongly recommended.

MBAD6152 Financial Management (3)

MBAD6161 Organizational Leadership & Behavior I (3)

MBAD6171 Marketing Management (3)

MBAD6193 International Business Concepts (3)

### **C. Advanced Block (3 hours)**

Prerequisites: All functional courses, listed above, in Primary Block and Intermediate Block should be completed before MBAD 6194 is taken.

MBAD6194 Management Strategy (3)

## **II. Concentration and Elective Component (9 hours)**

Students complete nine hours of elective courses specified for a concentration or as free electives. Students may enroll in electives as soon as they complete the prerequisites for each course. MBAD 6890 (Directed Individual Study) and MBAD 7090 (Special Topics in Business) may be included in a concentration with permission of the MBA Director and the related Department.

Concentration and elective requirements:

## **Business Finance**

Prerequisite: MBAD 6152

Requirement: The following course:

MBAD6157      Theory of Corporate Finance (3)

Plus two of the following courses:

MBAD5159      Student Managed Investment Fund II (3)

MBAD6151      Financial Institutions and Markets (3)

MBAD6153      Investment Management (3)

MBAD6154      Applied Business Finance (3)

MBAD6155      Multinational Finance (3)

MBAD6158      Real Estate Finance and Development (3)

MBAD6159      Real Estate Development (3)

MBAD6160      Real Estate Capital Markets (3)

## **Economics**

Approval of the Department of Economics is required before enrolling in 6000 level ECON courses or the Economics Concentration.

Requirement: The following two courses:

MBAD6111      Macroeconomics and Business Forecasting (3)

ECON6112      Graduate Econometrics (3)

Plus one of the following courses:

ECON6201      Advanced Macroeconomic Theory (3)

ECON6202      Advanced Microeconomic Theory (3)

ECON6218      Advanced Business Forecasting (3)

### **Financial Institutions/Commercial Banking**

Prerequisite: MBAD 6152

Requirement: The following course:

MBAD6156      Commercial Bank Management (3)

Plus two of the following courses:

MBAD5159      Student Managed Investment Fund II (3)

MBAD6058      Special Topics in Financial Services (3)

MBAD6151      Financial Institutions and Markets (3)

MBAD6153      Investment Management (3)

MBAD6154      Applied Business Finance (3)

MBAD6155      Multinational Finance (3)

MBAD6158      Real Estate Finance and Development (3)

MBAD6159      Real Estate Development (3)

MBAD6160      Real Estate Capital Markets (3)

### **Information and Technology Management**

Prerequisite: MBAD 6121

Requirement: The following two courses:

MBAD6201      Data and Knowledge Management (3)

MBAD6202      Business Information Systems Development (3)

Plus one of the following courses:

- MBAD6203 Information Systems Economics, Strategy, and Policy (3)  
MBAD6204 Business Data Communications (3)

### **International Business**

Prerequisite: MBAD 6193

Requirement: The following three courses:

- MBAD6174 International Marketing (3)  
MBAD6155 Multinational Finance (3)  
MBAD6197 International Business Strategy (3)

### **Management**

Prerequisite: MBAD 6161

Requirement: Three of the following courses:

- MBAD6162 Organizational Leadership and Behavior II (3)  
MBAD6163 Human Resource Management (3)  
MBAD6164 Executive Communication (3)  
MBAD6191 Entrepreneurship (3)  
MBAD6192 Business and Society (3)  
MBAD6195 Strategic Management of Technology (3)  
MBAD6196 Strategic Planning (3)  
MBAD6197 International Business Strategy (3)

### **Marketing**

Prerequisite: MBAD 6171

Requirement: Three of the following courses:

- MBAD6172      Marketing Research (3)
- MBAD6173      Promotional Strategy (3)
- MBAD6174      International Marketing (3)
- MBAD6175      Logistics Management (3)
- MBAD6176      Consumer Behavior (3)

### **Real Estate Finance & Development**

Prerequisite: MBAD 6152

Requirement: The following two courses:

- MBAD6158      Real Estate Finance & Investment (3)
- MBAD6159      Real Estate Development (3)

Plus one of the following courses:

- MBAD6160      Real Estate Capital Markets (3)
- MBAD6258      Site Feasibility Analysis (3)
- MBAD6259      Applied Real Estate Development (3)

### **Supply Chain Management**

Prerequisite: MBAD 6141

Requirement: The following two courses:

- MBAD6122      Technology-Enhanced Decision Making
- MBAD6208      Supply Chain Management

Plus one of the following courses:

MBAD6142      Quality and Manufacturing Management

A department approved elective

### **Student Structured Concentration**

Students may propose a nine-semester hour, three-course concentration in a significant area of interest for approval by the Director of the MBA program. This concentration may include graduate courses from other programs within the University with approval of the related Department.

### **Admission to Candidacy**

An Application for Admission to Candidacy form listing graduate-level courses that apply to the degree must be submitted to the MBA Office four weeks prior to the start of the semester in which the student plans to complete the course work for the degree.

### **Application for Degree**

An Application for Degree form must be submitted to the Graduate School by the published deadline.

### **Assistantships**

A limited number of assistantships are available each year. In order to be competitive, applications should be submitted by March 15. Additional information is available in the MBA office and the Graduate School website.

### **Advising**

Advising is done by the Director and Associate Director for the MBA Program.



## **Transfer Credit**

Up to six hours of appropriate graduate credit may be accepted for transfer from another AACSB-accredited (or equivalent) MBA program. Only courses where grades of "B" or better have been earned will be considered. Approval of the Program Director or Associate Director and the Graduate School is also required. All other Graduate School policies regarding transfer credit apply.

## **Program Certifications/Accreditation**

The MBA Program and all degree and certificate programs offered by The Belk College of Business are accredited by the Association to Advance Collegiate Schools of Business (AACSB-International).

## **MASTER OF BUSINESS ADMINISTRATION in SPORT (MBAS)**

**The primary objective for the MBA in Sport is to develop candidates for leadership positions in sport organizations or those organizations that use sport as a vehicle for another product's (or service's) success. The MBA program focuses on developing the expertise to lead, influence, and persuade others through effective written and spoken communications; the ability to approach complex problems both systematically and imaginatively; the confidence to make decisions in the face of imperfect information, competing objectives, and technological change; the insight to recognize the ethical dimensions of organizational and individual decisions; the sensitivity to recognize that organizational decisions involve teamwork and consensus-building across diverse groups of individuals; and the awareness that business represents an inherently multinational enterprise that exists without geographical or cultural boundaries. The MBA in Sport adds to the traditional MBA by focusing on specific coursework that is critically important to sport.**

**Students enrolled in the program take traditional MBA courses in the first year, four courses in the fall semester and four courses in the spring semester. Two sport marketing courses are required of all students in the first summer session. The following fall semester, students have several elective courses and a capstone course, Sport Strategy. An internship program requirement is fulfilled during the spring and following summer terms. The program is completed in two years.**

## **Additional Admission Requirements**

**In addition to the general requirements for admission to the Graduate School, the following are required for graduate study in Business Administration.**

- 1. A generally satisfactory undergraduate record from an accredited college or university.**
- 2. A satisfactory score on the Graduate Management Admission Test (GMAT).**
- 3. A full resume or a description of significant work experience.**

**Students interested in the MBA in Sport must first be admitted into the MBA program and then must apply for admission to the MBA in Sport. Fifteen students will be selected. The MBA in Sport applicant must meet the criteria for the MBA plus submit a letter of application that includes career goals, experience in sport, and why the student is interested in the program. Students meeting the guidelines for acceptance will have individual interviews in Charlotte, North Carolina during the spring semester before the program begins in the summer or fall. Travel to the interview will be at the student's expense. Students without an undergraduate business degree or in need of additional preparatory work will complete the prerequisite classes during the summer before the program begins.**

## **Preparatory Component**

*Prerequisites (9 credit hours) - These courses may be taken after admission to the MBA. These courses are not required prior to admission to the MBA program. Courses in the MBA Preparatory Component must be completed before enrolling in 6000-level courses except by permission of the Director of the MBA program.*

<b>MBAD5112</b>	<b>Foundations of Microeconomics (2)</b>
<b>MBAD5113</b>	<b>Foundations of Macroeconomics (1)</b>
<b>MBAD5131</b> <b>(3)</b>	<b>Fundamentals of Financial Accounting and Financial Management</b>
<b>MBAD5141</b>	<b>Business Statistics (2)</b>
<b>MBAD5142</b>	<b>Quantitative Analysis in Business (1)</b>

## **I. First Year Functional Component (24 hours)**

**Prerequisites: All requirements for admission to the program and Preparatory Component, except as approved by the MBA Director.**

**First Year – Fall (12 hours, required)**

**MBAS 6300 Sport Law (3)**

**MBAD 6161 Organizational Leadership & Behavior I (3)**

**MBAD 6209 Management of Service Operations (3)**

**MBAD 6131 Management Accounting (3)**

**First Year – Spring (12 hours, required)**

**MBAS 6310 Sport Economics (3)**

**MBAS 6152 Financial Management (3)**

**MBAS 6320 Internet & Technology Management in Sport (3)**

**MBAD 6171 Marketing Management (3)**

**II. Second Year Focus Component (24 hours)**

**Students complete 9 hours of required courses, 9 hours of elective courses, and a 6-hour internship. Prerequisites for any of the focus courses are met through the first year required courses. MBAS 6890 (Directed Individual Study) and MBAS 7090 (Contemporary Topics in Sport) may be included in a concentration with permission of the MBA in Sport Director.**

**Summer I (6 hours, required)**

**MBAS 6371 Marketing of Sport (3)**

**MBAS 6372 Marketing through Sport (3)**

**Second Year – Fall (12 hours)**

**Required (choose 2 for a total of 3 hours):**

**MBAS 6361 Management of Motorsports (1.5)**

**MBAS 6362 Management of Professional Team Sports (1.5)**

**MBAS 6363 Management of Individual Sports/Facilities/Events (1.5)**

**MBAS 6364 Global Sport (1.5)**

**Electives (choose a combination that totals 6 hours):**

**MBAS 6373 Professional Selling in Sport (1.5)**

**MBAS 6374 Negotiations: Agents/Athletes/Sponsors (1.5)**

**MBAS 6375 Sport Promotions (1.5)**

**MBAS 6890 Directed Individual Study (1.5)**

**MBAS 7090 Contemporary Issues in Sport (1.5)**

**MBAD 6191 Entrepreneurship (3)**

**MBAD 6163 Human Resources Management (3)**

**MBAD 6172 Marketing Research (3)**

**Required Capstone Course:**

**MBAS 6399 Sport Strategy (3)**

**Second Year – Spring & Summer**

**MBAS 6400 Internship (6)**

**Admission to Candidacy**

**An Application for Admission to Candidacy form listing graduate-level courses that apply to the degree must be submitted to the MBA Office four weeks prior to the start of the semester in which the student plans to complete the course work for the degree.**

### **Application for Degree**

**An Application for Degree form must be submitted to the Graduate School by the published deadline.**

### **Assistantships**

**A limited number of assistantships are available each year. In order to be competitive, applications should be submitted by March 15. Additional information is available in the MBA office and the Graduate School website.**

### **Advising**

**Course advising is done by the Director or Associate Director for the MBA Program; career advising and discussions of employment opportunities are done by graduate MBAS faculty.**

### **Transfer Credit**

**Up to six hours of appropriate graduate credit may be accepted for transfer from another AACSB-accredited (or equivalent) MBA program. Only courses where grades of “B” or better have been earned will be considered. Approval of the Program Director or Associate Director and the Graduate School is required. All other Graduate School policies regarding transfer credit apply.**

### **Program Certifications/Accreditation**

**The MBA Program and all degree and certificate programs offered by The Belk College of Business are accredited by the Association to Advance Collegiate Schools of Business (AACSB-International).**

**MBA PLUS POST-MASTERS GRADUATE CERTIFICATE**

The MBA PLUS Post-Masters Graduate Certificate program provides an opportunity for graduates of AACSB-accredited MBA programs to broaden and update their business education. As business conditions, tools, and techniques change rapidly, a major way of staying at the forefront of knowledge is through additional university education. The MBA PLUS Certificate makes courses in the Belk College's MBA Concentrations available to persons who already have MBA degrees.

### **Admission Requirements**

Applicants must satisfy the general requirements established by the Graduate School for admission to a graduate certificate program. Applicants must provide two official transcripts indicating the awarding of an MBA degree from an AACSB-accredited institution or equivalent, along with the Graduate application and application fee. (Graduates from the MBA program at UNC Charlotte are not required to send an official transcript.) Applicants will not be required to retake the GMAT.

### **Completion Requirements**

The MBA PLUS Certificate requires completion of twelve or more semester hours of 6000-level courses. At least nine hours must be electives. One 3-hour course may be a repeat of a course previously taken. A student may repeat more courses, but only one such repeated course will be counted toward the certificate. The nine-hour elective requirement of the MBA PLUS corresponds to the nine-hour concentrations in the MBA program.

It is expected that most students will use their twelve hours or more to gain a concentration in a particular functional area of interest. However, a broader program that draws from a number of areas may be pursued.

Transfer credits are not accepted in the MBA PLUS Certificate program. To receive the certificate, students must complete all courses with a grade of "B" or better within four years from the time of enrollment in the first certificate course.

An Application for Candidacy for a Graduate Certificate (candidacy form) and an Application for Certificate should be completed prior to the last semester of MBA PLUS course work. Consult Graduate School published deadlines.

## **MBA INTERNATIONAL PROGRAMS**

The Belk College of Business in partnership with the Graduate School of Business and Leadership (EGADE) at Tec de Monterrey, Mexico offers a dual degree program where a student may earn the Belk MBA and a Master of Administration from EGADE. This is a full-time, cohort based program, with all coursework taught in Mexico. Courses are taught in English. Students interested in more information about this program should contact the Associate Dean for International Programs office.

## **COURSES IN BUSINESS ADMINISTRATION**

### *MBA Program Preparatory Courses*

**MBAD 5112. Foundation of Microeconomics. (2)** This course focuses on topics related to the scope and methodology of economics as a social science, the analysis of markets, the development of market structure, the characteristics of market failure, problems of economic concentration, and the theory of income distribution. Enrollment is limited to admitted MBA students. (*Fall, Spring*)

**MBAD 5113. Foundation of Macroeconomics. (1)** This course focuses on topics related to the scope and methodology of economics as a social science, the measurement of national income, the theory of national income determination, money and banking, monetary and fiscal policy, and international economics. Enrollment is limited to admitted MBA students. (*Fall, Spring*)

**MBAD 5131. Fundamentals of Financial Accounting and Financial Management. (3)** Accelerated and in-depth study of conceptual foundations and applications of financial accounting and financial management with emphasis on building accounting and finance information bases for external decision making. (Accounting and finance preparation to enter the MBA. May not be taken for credit toward any undergraduate degree within the Belk College of

Business Administration or used as equivalent credit for ACCT 2121-2122). Enrollment is limited to admitted MBA students. (*Fall, Spring*)

**MBAD 5141. Business Statistics. (2)** This course is designed to bring MBA students up to an acceptable level of analytical capability in the areas of probability theory and business statistics. Enrollment is limited to admitted MBA students. (*Fall, Spring*)

**MBAD 5142 . Quantitative Analysis in Business. (1)** This course is designed to bring MBA students up to an acceptable level of analytical capability in the areas of basic linear mathematics (algebra and matrix algebra) and basic differential and integral calculus. Enrollment is limited to admitted MBA students. (*Fall, Spring*)

**MBAD 5191. Legal Environment in Business. (1)** Legal environment in which business operates today; Legal, social, and ethical considerations of managers within the framework of federal and state regulatory laws; role and function of federal regulatory agencies and their impact on business activities. Enrollment is limited to admitted MBA students. (*Fall, Spring*)

*Graduate Only*

**MBAD 5158. Student Managed Investment Fund I. (3)** Prerequisites: FINN 3120 or MBAD 6152, and FINN 3222 or FINN/MBAD 6153. Management of an actual portfolio consisting of a portion of the University's Endowment Fund. Admission is by permission of instructor. Students selected for the course are required to take MBAD 5159. (Same as FINN 5158) (*Fall*)

**MBAD 5159. Student Managed Investment Fund II. (3)** Prerequisites: FINN 3120 or MBAD 6152, and FINN 3222 or FINN/MBAD 6153. Management of an actual portfolio consisting of a portion of the University's Endowment Fund. Admission is by permission of instructor. Student cannot enroll in this course without successfully completing MBAD 5158. (Same as FINN 5159) (*Spring*)

**MBAD 6028. Topics in Business Information Systems. (3)** Prerequisite: MBAD 6121. Selected topics in information systems. Potential topics include information resource management, database management systems, management support systems, information systems



in the financial and banking industry, information systems in manufacturing, information systems in health care, and EDP auditing. May be repeated for additional credit as the topics vary and with permission of MBA director. (*On demand*)

**MBAD 6058. Special Topics in Financial Services. (3)** Prerequisite: MBAD 6152. Each year, the subject matter of this course deals with a different specialized and contemporary topic of interest to students who are preparing for management careers in the financial services industry. The topics are chosen and covered in a way that builds on and supplements the topics covered in other courses in the Financial Institutions/Commercial Banking concentration. Emphasis is placed on the managerial implications of the subject matter as well as the impact on the financial system. Topics covered in this course may vary from semester to semester, and the course may be repeated a maximum of one time for academic credit. (*On demand*)

**MBAD 6100. Leadership, Ethics, and the Business Environment Seminar. (1)** Prerequisite: None. An introduction to leadership, ethics, and other essential skills and concepts for success in the current business environment. The particular topics and activities included will vary each semester as the business environment changes. This course is to be taken by MBA students in their first semester. (*Fall, Spring*)

**MBAD 6111. Macroeconomics and Business Forecasting. (3)** Prerequisite: MBAD 5112, 5113, 5141, and 5142 or equivalents. Advanced studies of the interrelations of markets in national and international economies; mechanisms of monetary policy and interest rate effects, foreign exchange rates and inflation; relations between national saving, fiscal policy, foreign debt and investment; short-run and long-run effects of economic policy; tax policy, government spending and economic growth; types of economic forecasts; value and limits of forecasts. (*On demand*)

**MBAD 6112. The Economics of Business Decisions. (3)** Prerequisites: MBAD 5112, 5113, 5141, and 5142 or equivalents. Economic concepts in the decision-making process. Topics include scarcity; marginal analysis and tools of optimization; demand and supply analysis and market structure; economic efficiency; regression analysis; risk analysis and game theory; and international issues. (*Fall, Spring*)

**MBAD 6121. Business Information Systems. (3)** Prerequisite: Basic computer knowledge and skills are assumed. Examination of how information systems are developed and used in

organizations, how information resources are managed, and the potential strategic and competitive impact information systems have in domestic and global business environments. *(Fall, Spring)*

**MBAD 6122. Technology-Enhanced Decision Making. (3)** Prerequisite: MBAD 5141 and 5142 or equivalents. An analytical approach to the management process. Generalized models for decision making with major emphasis on application of the scientific method to management problems. *(Spring)*

**MBAD 6123. Applied Management Science. (3)** Prerequisite: MBAD 6122. Mathematical model building aimed at integrating methods and applications. Overview of mathematical programming in practice and a series of projects implementing models in business and the public sector. *(On demand)*

**MBAD 6131. Managerial Accounting. (3)** Prerequisite: MBAD 5131 or equivalent. This course deals with using accounting information for strategic, tactical, and operating decisions with a focus on strategic cost management. Emphasis is on using cost and other management accounting information in making sound decisions, its effect on managerial behavior, and its use in formulating and implementing strategy, and issues of design and operation of management control systems including the intended and unintended consequences of performance measurement. *(Fall, Spring)*

**MBAD 6141. Operations Management. (3)** Prerequisite: MBAD 5141 and MBAD 5142 or equivalents. Design, operation, and control of service and manufacturing systems. Emphasis on using analytical tools for problem solving in process analysis and re-engineering, work-force management, material and inventory management, aggregate planning, total quality management, and others. *(Fall, Spring)*

**MBAD 6142. Quality and Manufacturing Management. (3)** Prerequisite: MBAD 6141. Current issues and advances in operations management including just-in-time inventory management, total quality management, continuous improvement, flexible manufacturing systems, computer integrated manufacturing systems, technology evaluation and selection, and operations strategy. *(Fall)*

**MBAD 6151. Financial Institutions and Markets. (3)** Prerequisite: MBAD 6152. Major financial institutions, particularly commercial banks, and their role in the intermediation process and as suppliers of funds to the money and capital markets. Comparative financial policies of these institutions are examined in the context of their legal and market environment. (Same as FINN 6151) (*Yearly*)

**MBAD 6152. Financial Management. (3)** Theory and practice of corporate finance including asset management, cost of capital and capital budgeting, optimization problems and socio-economic aspects of financial management. Computer technology may be employed when applicable. (Same as FINN 6152) (*Fall, Spring*)

**MBAD 6153. Investment Management. (3)** Prerequisite: MBAD 6152. Theory and practice of investment decisions of individuals and fund managers. Topics include the status of capital market theory, the efficient market hypothesis literature, and a portfolio performance measurement. Standard institutional and investment analysis topics, futures and options markets, and international investment topics are covered. (Same as FINN 6153) (*Yearly*)

**MBAD 6154. Applied Business Finance. (3)** Prerequisite: MBAD 6152. Examination of business finance topics which typically confront the firm's primary finance functional areas (CFO, Treasurer, Controller). The purpose is to develop advanced analytical skills in those topic areas. The following topics form the basis of the course: lease vs buy (borrow); leveraged buy-outs; merger analysis (emphasis on valuation); international operations of American firms (capital budgeting and cost of capital); capital structure; risk management. Such additional topics as working capital management; risk management; and relevant current topics will be included as time permits. (Same as FINN 6154) (*On demand*)

**MBAD 6155. Multinational Financial Management. (3)** Prerequisites: MBAD 6152. Financial management of the multinational firm including management of foreign exchange risk and political risk, and the control and evaluation of financial policies of multinational firms. (Same as FINN 6155) (*Yearly*)

**MBAD 6156. Commercial Bank Management. (3)** Prerequisite: MBAD 6152. Techniques for the management of commercial banks. Topics of study include industry structure, administrative organization, management of assets, liabilities, and capital, and financial analysis of the banking firm. (Same as FINN 6156) (*Yearly*)

**MBAD 6157. Theory of Corporate Finance. (3)** Prerequisite: MBAD 6152. Theories of modern corporate finance, including theory of efficient capital markets; uncertainty and the theory of choice; market equilibrium asset pricing models (capital asset pricing model, arbitrage pricing theory, Black-Scholes); theories of capital structure and the cost of capital; dividend policy; and leasing. (Same as FINN 6157) (*Yearly*)

**MBAD 6158. Real Estate Finance and Investment. (3)** Prerequisite: MBAD 6152. This course focuses on the techniques used to analyze, finance and structure real estate transactions. Topics include: an overview of the real estate space and capital markets; the techniques of financial analysis; project ownership, taxation and financial structure; determining the financial feasibility of real estate development; and corporate real estate strategies. (*Yearly*)

**MBAD 6159. Real Estate Development. (3)** Examination of the real estate development process. Identification and evaluation of the critical assumptions and issues related to market and site feasibility, financial feasibility, planning, acquisition, construction, and operation of economically viable commercial real estate projects. (Same as GEOG 6103) (*Yearly*)

**MBAD 6160. Real Estate Capital Markets. (3)** Prerequisite: MBAD 6152. This course focuses on the techniques used to analyze, finance and structure real estate transactions, and emphasizes the role of the capital markets in facilitating development and investment in commercial real estate. Topics include: real estate in an investment portfolio; valuation and investment analysis for direct (private) real estate equity investment including coverage of valuation using real option methodology; primary and secondary commercial mortgage markets (CMBS); and, analysis of publicly traded equity real estate investment trusts (REITs). (*Yearly*)

**MBAD 6161. Organizational Leadership and Behavior I. (3)** Behavioral knowledge and skills essential to becoming an effective manager/leader including behavior and motivation in an environment of complexity and rapid change and ethical implications of actions and their effects on demographically diverse and increasingly international work force. (*Fall, Spring*)

**MBAD 6162. Organizational Leadership and Behavior II. (3)** Prerequisite: MBAD 6161. Continuation of MBAD 6161. Examines performance determinants and appraisal, design of complex organizations, team building, organizational change, career development and conflict management. (*On demand*)

**MBAD 6163. Human Resource Management. (3)** Prerequisite: MBAD 6161. An examination of the current critical issues and strategic questions associated with managing employees. Case material, readings and audiovisual material will be used to stimulate discussion of the most important and strategic questions to be tackled by general managers today and in the future in the relationship between management and workers. *(Yearly)*

**MBAD 6164. Executive Communication. (3)** Intensive study of communication in organizations from middle and upper management perspectives with special attention to corporate communication, media relations, technologically mediated communication, crisis communication and public affairs. Case studies, readings and project assignments will be used in a variety of business situations. *(Yearly)*

**MBAD 6171. Marketing Management. (3)** A managerial approach to strategic marketing decision-making. Topics include promotional strategy, channels of distribution, demand analysis and pricing, e-marketing, and international marketing. Case studies, readings and simulations are used. *(Fall, Spring)*

**MBAD 6172. Marketing Research. (3)** Prerequisite: MBAD 6171. Planning, execution and evaluation of marketing research activities. Emphasis on the techniques and methodology used in the collection, analysis and interpretation of economic, demographic and sociological data for use in marketing decision making. *(Fall)*

**MBAD 6173. Promotional Strategy. (3)** Prerequisite: MBAD 6171. Opportunities and challenges for an organization through advertising, personal selling, sales promotion and publicity. It includes analysis of the legal and ethical problems involved in this area. Case studies and a project assignment are used. *(Spring)*

**MBAD 6174. International Marketing. (3)** Prerequisite: MBAD 6171. Study of opportunities, problems and techniques involved in marketing internationally. Analysis of environmental forces which affect international marketing and the methods companies utilize to market effectively on an international scale. *(Spring)*

**MBAD 6175. Logistics Management. (3)** Prerequisite: MBAD 6171. Study of the logistics system as a source of profitability and competitive advantage. Component activities (customer service, inventory, storage, transportation) are examined individually and as parts of a larger whole, with emphasis on effective management of the overall system of finished goods distribution. Special attention is given to managing the transportation function in a deregulated environment. *(On demand)*

**MBAD 6176. Consumer Behavior. (3)** Prerequisite: MBAD 6171. Graduate standing or permission of department. The consumer is the central focus of all business activity. This course is designed (a) to understand people's consumption-related behaviors, and (b) to develop and evaluate marketing strategies to influence those behaviors. Concepts from the behavioral sciences will be analyzed from the perspective of the marketing manager, and will be used to develop dynamic and effective marketing strategies. *(Yearly)*

**MBAD 6181. E-Business Concepts. (3)** Prerequisite: MBAD 6121. An overview of the business practices and strategies used to compete in the new inter-networked global marketplace. Critical, technical, and managerial issues relating to establishing and maintaining a competitively successful E-Business are explored. *(On demand)*

**MBAD 6182. E-Business Systems. (3)** Prerequisites: MBAD 6181 and a programming language such as Visual Basic, C, C++, or Java. A study of the evolving business information systems facilitating electronic commerce. This course provides the basic skills required to develop successful E-Business systems. The course uses hands-on lab sessions, classroom demonstrations, on-line resources, and individual and group projects that include self-learning. *(On demand)*

**MBAD 6183. E-Business Marketing. (3)** Prerequisites: MBAD 6182 and MBAD 6171. This course integrates marketing analysis and issues with the design and implementation of E-Business marketing programs. Major topics include customer behavior (business to business and business to consumer), marketing strategy (targeting, positioning, and marketing mix) with an emphasis on marketing channels and communications problems/opportunities arising from the application of internet technologies. An E-Business marketing plan will be developed. *(On demand)*

**MBAD 6189. E-Business Strategy. (3)** Prerequisites: MBAD 6182 and MBAD 6183. E-Business Strategy is designed to integrate the business concepts and environmental issues that

are essential for success in today's commercialized Internet setting. The course will consider the opportunities and problems posed by E-Business through the application of analytical models and case studies. This course addresses the changed priorities in strategic management resulting from the emergence of the Internet by emphasizing those strategic management concepts that are not the focus of traditional strategy core classes. *(On demand)*

**MBAD 6191. Entrepreneurship. (3)** Prerequisites: MBAD 6131, 6152, 6171, or permission of the MBA director. An examination of entrepreneurship and entrepreneurs. Focus on planning the start-up of a fast-growth enterprise with the aim of rewarding the founders and initial investors with significant capital gains. Extensive use of case studies will provide a background of classroom activities to assist students in the preparation of a detailed plan for the hypothetical start-up of a fast-growth firm. *(On demand)*

**MBAD 6192. Business and Society. (3)** Ethical, moral, political and social aspects of policy formulation and implementation. Management's responsibilities to consumers, employees, investor/owners, and society are stressed. Case studies are used. *(Yearly)*

**MBAD 6193. International Business Concepts. (3)** Prerequisites: MBAD 6152, 6171, or permission of the MBA director. An overview of international business management. Specifically, the functional areas of business are covered to provide an international perspective. *(Fall, Spring)*

**MBAD 6194. Management Strategy. (3)** Prerequisite: All courses in the primary and intermediate block of the Functional Component or permission of the Director of the MBA program. Examination of the need to integrate the functional activities of the firm in planning corporate objectives and achieving operating results. Emphasis on ability to identify issues and problems of the firm as a whole, to explore alternatives and to make decisions which recognize the interrelationships of the functional specialties within the total organization. Application and integration of knowledge and skills of analysis developed in the preceding courses of the MBA program. *(Fall, Spring)*

**MBAD 6195. Strategic Management of Technology. (3)** Prerequisites: MBAD 6141, 6152, and 6171. Impact of changing technology upon industries and companies and the consequent challenges for business managers. Major topics include: the historical context of change and innovation; organization and innovation; technology and business strategy; impact on functional areas; managing linkages; venturing and organization learning; government influence on

innovation; executive leadership; the management of innovation and change. A comprehensive written report covering a significant aspect of emerging technology is required. *(On demand)*

**MBAD 6196. Strategic Planning. (3)** Prerequisite: Permission of instructor. Strategic planning within a rapidly changing environment including changing industry conditions as well as technological, social, political and economic changes. Examination of strategic planning techniques being developed by researchers and by corporate practitioners. *(On demand)*

**MBAD 6197. International Business Strategy. (3)** Prerequisites: MBAD 6152 and 6171. Management challenges associated with the development of international strategies and the management of organizations in business enterprises whose operations stretch across national boundaries; how multinational enterprises (MNEs) work. Case studies, projects, and presentations are used to help students apply concepts and theories. *(Yearly)*

**MBAD 6198. Professional Applications. (3)** Prerequisites: Completion of the Functional Component. Team-taught, multidisciplinary course based on (1) structured, written cases and (2) contemporary management problems/issues presented in a non-structured, non-case format. Requires formal written position papers evaluating current business problems which are presented and defended before an audience of peers, faculty members, and business leaders. *(On demand)*

**MBAD 6201. Data and Knowledge Management in Business. (3)** Prerequisite: MBAD 6121 or consent of the department. An overview of the business approach to identifying, modeling, retrieving, sharing, and evaluating an enterprise's data and knowledge assets. Covers the organizational, technological and management perspectives. *(Fall)*

**MBAD 6202. Business Information Systems: Analysis, Design, and Management. (3)** Prerequisites MBAD 6121 or consent of the department. Examination of managerial issues associated with the study of business processes and the development of supporting information systems. Emphasis on the application of appropriate methodologies, techniques, and tools to analyze, design, and implement business information systems. Study of relevant IS project management and quality assurance techniques. *(Spring)*



**MBAD 6203. Information Systems Economics, Strategy and Policy. (3)** Prerequisite: MBAD 6121 or consent of the Department. This course examines a collection of topics that deal with the strategic use of information systems. These topics include Business Value of IS, Network Economics, use of IS for competitive advantage, IS Planning and policy setting, IS evaluation selection and sourcing. *(Fall)*

**MBAD 6204. Business Data Communications. (3)** Prerequisites: MBAD 6121 or consent of the department. Examination of the information communication requirements of business environments, the fundamentals of communication technology, and the application of the technology for solving business problems. Emphasis on understanding communication technologies to assess needs, plan for the introduction of hardware and software, and manage these communication systems. *(Spring)*

**MBAD 6208. Supply Chain Management. (3)** Prerequisites: MBAD 6141 or consent of the Department. Supply chain management is concerned with all of the activities performed from the initial raw materials to the ultimate consumption of the finished product. From a broad perspective, the course is designed to examine the major aspects of the supply chain: the product flows; the information flows; and the relationships among supply chain participants. The course content is interdisciplinary in nature and will cover a variety of topics such as supply chain information technologies, supply chain design, strategic alliances between supply chain participants and supply chain initiatives. *(Spring)*

**MBAD 6209 Management of Service Operations (3)** This course focuses on the challenges of managing service operations. The major topics covered are those critical to achieving operational excellence, including the design and delivery of services, service productivity, revenue management, risk management, customer contact management, service quality and customer retention, capacity management, and demand management. The course uses cases, readings, lectures and problem-solving tools to provide students with an understanding of these topics. *(Fall)*

**MBAD 6258. Site Feasibility Analysis. (3)** Prerequisites: consent of instructor. Examination of factors affecting the feasibility of land parcels for commercial and residential development with emphasis on the physical evaluation of a given site, the market support for its intended use and the financial support for the proposed development. (Same as GEOG 6102) *(Fall)*

**MBAD 6259. Applied Real Estate Development. (3)** Prerequisite: MBAD 6159, GEOG 6103, or ARCH 5068. This course focuses on the application of the processes involved in real estate development. Students will work in groups on a semester project to select a site and prepare an appropriate development plan that emphasizes the market and financial feasibility of the real estate development. (Same as GEOG 6105 and ARCH 5069) (*Yearly*)

**MBAS 6300 Sport Law (3)** The application of law to sport, both professional and amateur, including topics such as Federal antitrust law, employment law, labor law and collective bargaining; constitutional law (especially 1<sup>st</sup>, 4<sup>th</sup>, and 14<sup>th</sup> amendments); in depth analysis of contract law including but not limited to licensing, sponsorship, agency, and broadcast agreements; torts, liabilities, and risk management; and an analysis of Title IX, discrimination. (*Fall*)

**MBAS 6310 Sport Economics (3)** Prerequisites: MBAD 5112 and 5113 or equivalent. Economic concepts in the decision-making process as applied to sport. Topics include demand and supply analysis and market structure in sports; market efficiency issues in sports; salary and ticket pricing issues in sports; economic impact studies of sports; and labor market studies in sports including collective bargaining agreements and discrimination. Regression analysis will be covered and used in this course. (*Spring*)

**MBAS 6320 Internet and Technology in Sports Management (3)** The course explores the use of information technology in sports management. Technologies used in sports marketing, communicating with and gathering information from fans (e.g., Internet technologies), selling tickets, and supporting managerial decision making (e.g., decision support systems, customer relationship management, data mining, etc.) are examined. Additional topics include security and the use of sport specific software, such as Paciolan. (*Spring*)

**MBAS 6361 Management of Motorsport (1.5)** Prerequisite: MBAD 6161. The application of management concepts and theories to motorsports including leadership, structure, and human resources, especially labor relations. History of motorsports management including the role and impact of the media. Ownership, governance and governing bodies in motorsports, their authority and functions, eligibility requirements, and sanctions and appeals processes. (*Fall*)

**MBAS 6362 Management of Professional Team Sports (1.5) Prerequisite: MBAD 6161.** The application of management concepts and theories to the professional team's franchise including leadership, organizational design, and human resources, especially labor relations. History of professional team sports management in the United States and the world. Ownership, governance and governing bodies in professional sports including league organizations (major and minor), their authority and functions; eligibility requirements, and sanctions and appeals processes. In addition, the role and impact of television on professional team sports management will be explored. *(Fall)*

**MBAS 6363 Management of Individual Sports/Facilities/Events (1.5) Prerequisite: MBAD 6161.** History of management of major individual competitive sports such as golf, tennis, boxing; in the United States and the world. Managing the individual athlete and the individual as a brand. Management of sport facilities' finance, design, and operation including tax support, fund raising through bonds, PSLs, luxury boxes and premium seating; ticket sales and concessions; security, and risk management. Managing community, entertainment, and sporting events for success in public and private venues. *(Fall)*

**MBAS 6364 Global Sport Management (1.5) Prerequisites: MBAS 6371 and 6372.** Incorporates the marketing and management of international play. Includes the history, growth, and impact of the Olympics, international leagues, and import/export of sports and players/athletes. Additionally, the business environment and the use of sport sponsorship will be explored in the international context. *(Fall)*

**MBAS 6371 Marketing of Sport (3) Prerequisite: MBAD 6171.** Marketing concepts and practices applied to the marketing of sport products and services to the sport consumer. Emphasis on strategic marketing planning. Strategies to segment markets and identify customers; generate revenue, fan loyalty, and build the brand; collect and use marketing research data; promotional strategies including endorsements and sponsorships; pricing strategies (ticket prices) for sport teams/individuals in competition. *(Summer)*

**MBAS 6372 Marketing through Sport (3) Prerequisite: MBAD 6171.** Using sport to market other products and services for gain through sponsorship, licensing, venue naming, endorsements, and events to leverage brand awareness and loyalty, image and positioning, community responsibility, and employee pride and motivation. Incorporating sport into an integrated marketing plan. *(Summer)*

**MBAS 6373 Professional Selling in Sport (1.5) Prerequisites: MBAS 6371 and 6372. An overview of skills and knowledge involved in individual selling and key account management. Emphasis on sales technique and strategic account management and their applications in the sport industry. Includes managing the ticket sales process and selling sport sponsorships, events, and promotions. (Fall)**

**MBAS 6374 Negotiations: Agents/Athletes/Sponsors (1.5) Prerequisites: MBAS 6371 and 6372. From management's perspective, negotiating with agents, athletes, owners, and sponsors to achieve win/win and build long-term, profitable relationships. Develop negotiations skills in the context of dealing with the athletes/drivers or the athletes'/drivers' agents and with sponsors or licensees. Considerations to include exclusivity, cost/benefit analysis, loyalty and longevity, switching costs/benefits, fan response and behavior. (Fall)**

**MBAS 6375 Sport Promotions (1.5) Prerequisites: MBAS 6371 and 6372. An integrated marketing communications (IMC) approach to development of promotional strategy including advertising and media; sales promotions such as give-aways, contests, etc.; personal selling; public relations; and direct marketing. (Fall)**

**MBAS 6399 Sport Strategy (3) Prerequisite: All first year MBAD and MBAS classes, MBAS 6371, and 6372. An integrative seminar designed to incorporate all skills and knowledge from previous courses in planning corporate objectives to build and sustain competitive advantage in sport and sponsoring organizations. Emphasis on ability to identify issues and problems of the organization as a whole, explore alternatives, and make recommendations. The professional sport manager as ethical decision maker will be incorporated into a variety of case studies that expose students to multiple real-life decision making situations in sport. (Fall)**

**MBAS 6400 Internship in Sport Marketing/Management (6) Prerequisites: MBAS 6399. Internship is the final requirement in the program and allows the student to apply the knowledge gained in the classroom to a structured experience in the sport industry. Students will work full-time for six months (January through June) to gain hands-on experience and to enable them to make a significant contribution to the organization. Individuals with prior experience in sport marketing or management may not be required to do an internship. Pass/No credit. (Spring, Summer)**

**MBAD 6500. Cooperative Education Experience. (0)** Prerequisite: Completion of nine hours of graduate coursework. Participation in the Co-op program enables MBA students to pursue practical work experience that is complementary to their major course of studies. Each student's program must be approved by the director of the MBA program. *(Fall, Spring)*

**MBAD 6890. Directed Individual Study. (3)** Directed individual study and in-depth analysis of a special area of management, economics, business or accounting. The course may be used to satisfy up to six semester hours of graduate credit requirements in the Master of Business Administration degree program and may be repeated for credit provided a different area of study is undertaken each time. Permission of a member of the graduate faculty who would direct the study and permission of the MBA director must be secured before registering for the course. *(Fall, Spring)*

**MBAS 6890 Directed Individual Study (1.5) Prerequisites: MBAS 6371 and 6372.** Provides the student an opportunity to work with a faculty member on a specific research topic or to engage in further in-depth study that is not available in current course offerings. A proposal is required and must be agreed to by the faculty member supervising the study before submitting the proposal to the Director of the Sport MBA program for approval. May be repeated for credit with a change in topic. *(On demand)*

**MBAD 7090. Special Topics in Business. (1-4)** This course covers special topics in any of the functional areas of business. Topics will vary. May be repeated for credit for different topics. *(On demand)*

**MBAS 7090 Contemporary Topics in Sport (1.5) Prerequisites: MBAS 6371 and 6372.** The focus will be on a cutting-edge practice, current issue, or significant trend in the sport industry that impacts marketing, financing, managing, or operating the sport enterprise. Topics will vary. Maybe repeated for credit for different topics. May be repeated for credit with a change in topic. *(On demand)*

**MBAD 7999. Master's Degree Graduate Residence. (1)** See Department for more information.

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**MEMORANDUM**

TO: Dean Claude Lilly, Belk College of Business  
FROM: Julie Putnam, Secretary to Faculty Governance  
DATE: June 28, 2006  
RE: Request to change the prerequisites for ECON 4171 and ECON 4172

The request to change the prerequisites for ECON 4171 and ECON 4172 was approved by the Chair of the Undergraduate Course & Curriculum Committee on June 8, 2006 for implementation Spring Semester, 2007.

Catalog Copy:

**ECON 4171. Economics of International Trade. (3)** Prerequisite: ECON 3122, or ECON 3171 and ECON 2102, or consent from the instructor. Theory of international trade, including determination of international trade patterns, welfare implications of international trade, economic integration, and effects of tariffs and quotas. (*On demand*)

**ECON 4172. Economics of International Finance. (3)** Prerequisite: ECON 3123, or ECON 3171 and ECON 2102, or consent from the instructor. Survey of international monetary theory. Topics include exchange rate determination, balance of payments and adjustment, international liquidity, capital movements, international financial organizations, and monetary reform proposals. (*On demand*)

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#### MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business  
FROM: Julie Putnam, Program Assistant to Faculty Governance  
DATE: May 16, 2006  
RE: Request to establish an M.B.A. program in Sport Marketing and Management

The request to establish an M.B.A. program in Sport Marketing and Management was approved by the Graduate Council on May 2, 2006 and the Faculty Council on the May 3, 2006 Consent Calendar, for forwarding to General Administration.

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**MEMORANDUM**

TO: Dean Robert Johnson, William States Lee College of Engineering

FROM: Julie Putnam, Program Assistant to Faculty Governance

DATE: May 12, 2006

RE: Request to establish a B.S. in Construction Management

The request to establish a B.S. in Construction Management was approved by the Undergraduate Course and Curriculum Committee on April 27, 2006 and the Faculty Council on the April 28, 2006, Consent Calendar, for forwarding to General Administration.

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**MEMORANDUM**

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Secretary to Faculty Governance

DATE: May 11, 2006

RE: Request to establish a Graduate Certificate in Real Estate Finance & Development

The request to establish a Graduate Certificate in Real Estate Finance & Development was approved by the Graduate Council on April 6, 2006 and by the Faculty Council on the April 28, 2006 Consent Calendar for implementation Spring Semester, 2007.

Catalog Copy:

The Graduate Certificate in Real Estate and Development requires completion of 15 semester hours (one core and four elective courses) of 6000-level courses in real estate finance and development. Transfer credits are not accepted into the Graduate Certificate in Real Estate Finance and Development program. Students must earn a “B” or better grade in all 5 courses that make up the certificate program.

This 15-credit certificate program consists of:

**Core Requirement:**

FINN 6152 Financial Management (3 credit hours)

**Plus 4 of the following 5 courses:**

FINN 6158 Real Estate Finance and Investment (3 credit hours)

FINN 6159 Real Estate Development (3 credit hours)

FINN 6160 Real Estate Capital Markets (3 credit hours)

FINN 6258 Site Feasibility Analysis (3 credit hours)

FINN 6259 Applied Real Estate Development (3 credit hours)

**Admissions Requirements**

Applicants must possess a graduate (a Masters or law) degree which provides a foundation for advanced study in finance and real estate development. Other admission requirements include:

(1) basic proficiency in using spreadsheet computer software, to be demonstrated by a past project or a certificate from completion of a training course in Excel, and (2) completion of MBAD 5131 fundamentals of Financial Accounting & Financial Management or its equivalent. A minimum of six years of business related experience is strongly preferred. All applicants for the program will be considered individually by the Director of the Center for Real Estate and admission will be based solely on an assessment of the applicant’s educational and career background with respect to their ability to successfully complete the required coursework.



Prospective students must submit:

- Graduate School Application for Admission form
- Two official transcripts indicating the awarding of an appropriate masters or law degree
- Application fee
- Test scores, recommendations letters, etc., are not normally required for admission to the certificate program.

Applications are reviewed on a continuous basis. Participants may enroll for the first time in Fall, Spring, or Summer terms. Pre-admission interviews are required.

**FINN 6158. Real Estate Finance and Investment. (3)** Prerequisite: FINN 6152. This course focuses on the techniques used to analyze, finance and structure real estate transactions. Topics include: an overview of the real estate space and capital markets; the techniques of financial analysis and valuation; project ownership structures, taxation and financial structure; real estate in an investment portfolio; and determining the financial feasibility of real estate development. Enrollment is limited to students in the Real Estate Finance and Development Certificate Program. (same as MBAD 6158) (*Yearly*)

**FINN 6159. Real Estate Development. (3)** This course focuses on an introduction to the real estate development process. The course focuses on the identification and evaluation of the critical assumptions and issues related to market and site feasibility, financial feasibility, planning, acquisition, and operation of economically viable commercial real estate projects. Students will work in groups on a semester project to select a site and prepare an appropriate development plan that emphasizes the market and financial feasibility of the real estate development. Enrollment is limited to students in the Real Estate Finance and Development Certificate Program. (same as MBAD 6159) (*Yearly*)

**FINN 6160. Real Estate Capital Markets. (3)** Prerequisite: FINN 6152. This course emphasizes the role of the public and private capital markets in facilitating development and investment in commercial real estate. Topics include: primary and secondary mortgage markets and securitization; private equity financing; and the analysis of publicly traded equity real estate investment trusts (REITs). Enrollment is limited to students in the Real Estate Finance and Development Certificate Program. (same as MBAD 6160) (*Yearly*)

**FINN 6258. Site Feasibility Analysis. (3)** Examination of factors affecting the feasibility of land parcels for commercial and residential development with emphasis on the physical evaluation of a given site, the market support for its intended use and the financial support for the proposed development. Enrollment is limited to students in the Real Estate Finance and Development Certificate Program. (same as MBAD 6258) (*Yearly*)

**FINN 6259. Applied Real Estate Development. (3)** Prerequisite: FINN 6159. This course focuses on current and advanced topics relating to the processes involved in real estate development. Case studies and outside presentations will focus on varied topics but will include coverage on: the multidisciplinary construction process; development project management; project pricing techniques; basic construction components; leasing and sales; and development financial evaluation techniques. Enrollment is limited to students in the Real Estate Finance and Development Certificate Program. (same as MBAD 6259) (*Yearly*)

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#### MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Faculty Governance Secretary

DATE: March 29, 2006

RE: Ph.D. in Business Administration with a Major in Finance

The Ph.D. in Business Administration with a Major in Finance was approved by the Board of Governors on January 13, 2006 for implementation Fall Semester, 2006.

Catalog Copy (*Note: new courses added, see course listings at end of memo*):

PHD IN BUSINESS ADMINISTRATION

**Director**

To Be Determined

209 Friday Building

704-687-2569

## **Degrees**

Ph.D.

## **Graduate Faculty**

### **Accounting**

Alan Blankley, Associate Professor of Accounting

Hughlene A. Burton, Chair and Associate Professor of Accounting

Jack M. Cathey, Associate Professor of Accounting

Nabil Elias, Associate Professor of Accounting

L. Howard Godfrey, Professor of Accounting

Richard G. Schroeder, Professor of Accounting

Suzanne K. Sevin, Assistant Professor of Accounting

### **Business Information Systems and Operations Management**

Frank C. Barnes, Professor of Operations Management

W. Douglas Cooper, Professor of Operations Management

Moutaz J. Khouja, Chair and Associate Professor of Operations Management

Ram L. Kumar, Associate Professor of Management Information Systems

John R. O'Malley, Jr., Assistant Professor of Management Information Systems

Gordon H. Otto, Visiting Professor of Operations Management

Baba C. Prasad, Assistant Professor of Management Information Systems

Stephanie S. Robbins, Associate Professor of Management Information Systems

Cem Saydam, Professor of Operations Management

Michael A. Smith, Assistant Professor of Management Information Systems

Anthony C. Stylianou, Associate Professor of Management Information Systems

Chandrasekar Subramaniam, Assistant Professor of Management Information Systems

Susan J. Winter, Assistant Professor of Management Information Systems

**Economics**

Louis “Ted” Amato, Professor of Economics

John E. Connaughton, Professor of Economics

William Y. Davis, Jr., Professor of Economics

Phillip Jeon, Adjunct Lecturer

Hwan C. Lin, Associate Professor of Economics

Gaines H. Liner, Associate Professor of Economics

Ronald A. Madsen, Professor of Economics

Rob Roy McGregor, Associate Professor of Economics

Stanislav I. Radchenko, Assistant Professor of Economics

Benjamin Russo, Associate Professor of Economics

Peter M. Schwarz, Professor of Economics

Ellen M. Sewell, Assistant Professor of Economics

Jennifer Troyer, Assistant Professor of Economics

Hui-Kuan Tseng, Associate Professor of Economics

Richard A. Zuber, Interim Chair, and Professor of Economics

**Finance and Business Law**

Lloyd P. Blenman, Associate Professor of Finance

Richard J. Buttiner Jr., Associate Professor of Finance

Steven P. Clark, Assistant Professor of Finance

Faith R. Neale, Assistant Professor of Finance

William F. Kennedy, Associate Professor of Finance

Ben H. Nunnally Jr., Professor of Finance

Steven H. Ott, John Crosland, Sr., Distinguished Professor  
of Real Estate and Development

D. Anthony Plath, Associate Professor of Finance

Judson W. Russell, Adjunct Faculty, Finance and Principal, Global Corporate & Investment  
Banking Bank of America

Calvin W. Sealey, Chair and The Torrence E. Hemby, Sr., Distinguished Professor in Banking

Louis A. Trosch, Professor of Business Law

**Management**

Joyce M. Beggs, Associate Professor of Management

Rosemary Booth, Associate Professor of Management

Claudio Carpano, Associate Professor of Management

Kent E. Curran, Professor of Management

Francis H. Fabian, Assistant Professor of Management

Christine Henle, Assistant Professor of Management

I. Edward Jernigan III, Associate Professor of Management

Daryl L. Kerr, Associate Professor of Management

Gary F. Kohut, Professor of Management

John G. Michel, Assistant Professor of Management

Herman A. Ndofor, Assistant Professor of Management

Doug Pugh, Assistant Professor of Management

Beth A. Rubin, Associate Professor of Management

Bennett J. Tepper, Professor of Management

Kelly L. Zellars, Assistant Professor of Management

### **Marketing**

Christie H. Amato, Professor of Marketing

Charles D. Bodkin, Associate Professor of Marketing

Fred H. Campbell, Professor of Marketing

Sunil Erevelles, Associate Professor of Marketing

Alan T. Shao, North Carolina Ports Professor of Marketing and International Business

Thomas H. Stevenson, Charles E. Cullen Distinguished Professor of Marketing

Linda E. Swayne, Chair and Professor of Marketing

### **Ph.D. in BUSINESS ADMINISTRATION (Ph.D.)**

The Ph.D. in Business Administration is a research-oriented program designed to prepare graduates for teaching and research careers in academia. The program includes core courses covering all business specialties combined with an in-depth study in both theoretical and empirical aspects of the major and minor field. Students also receive training in pedagogy. Students are expected to demonstrate mastery of the existing body of knowledge in their major field and to develop new knowledge through original independent research. With the educational background provided by the program, graduates are qualified for tenure-track professor positions at both national and international research and teaching universities and other educational institutions.

### **Additional Admission Requirements**

All applicants seeking admission into the Ph.D. in Business Administration must fulfill the University's general requirements for graduate admission at the Ph.D. level. Additional requirements for admission into the program are listed below.

1. A baccalaureate or master's degree in Business, Economics, or a related field with a minimum undergraduate GPA of 3.5 (A=4.0) overall. In the case a candidate presents a master's degree at application, a minimum graduate GPA of 3.25 (A=4.0) on all graduate coursework is required.

2. A GMAT score of at least 650 or GRE scores with scores on the quantitative section of at least 700 and on the verbal section of at least 500.
3. For non-native speakers of English that do not hold degrees from a US university, a score of 220 on the computer-based TOEFL, a score of 557 on the paper-based TOEFL, or 85% on the MELAB.
4. Non-native speakers of English may be required, at the discretion of the Graduate School or the Program Director for the Ph.D. in Business Administration, to enroll in English as a Second Language (ESL) courses at the English Language Training Institute.
5. Three positive letters of recommendation, one of which must be from a former professor.
6. A Statement of Purpose from the applicant explaining why they wish to pursue a Ph.D. in Business Administration and why they wish to study the specific area to which they are applying.
7. To insure their preparation for doctoral coursework, students may be required to take additional undergraduate or graduate courses, as determined by the Ph.D. in Business Administration Program Committee and the Program Director. Such courses will be specified prior to the time of admission into the program and may include courses in finance, economics, accounting, marketing, management, operations management, management information systems, mathematics, or statistics.

Students are admitted to the program by the Dean of the Graduate School based on the recommendation of the Belk College of Business Doctoral Program Director, in consultation with the Belk College of Business Doctoral Program Committee. Recommendations are based on the assessments of the Program Director and the Program Committee of the candidate's ability to complete the program, as supported by the application materials. The Program Director, in consultation with the Program Committee, may waive certain requirements if they judge the candidate to be capable of completing the program. If there are more candidates than can be accommodated, candidates are recommended in order of their perceived ability, promise of success, and suitability to the program.

## **Degree Requirements**

The degree of Doctor of Philosophy in Business Administration is awarded for completion of scholarly research that advances knowledge in the field of research. Evidence of this is demonstrated by a successful dissertation defense. Additionally, recipients of this degree must demonstrate mastery of the body of knowledge within their major field and potential for success in future teaching and research.

Students that enter the program must work with the Program Director to develop a Plan of Study during their first two semesters in the program. This Plan of Study will determine the exact coursework that the student must meet in order to be eligible to take the Qualifying Examination. The Plan of Study must meet all Graduate School and Belk College of Business requirements. The Graduate School requires that any student earning a Ph.D. must complete at least 72 post-baccalaureate semester-hours, including at least 18 hours of dissertation credit. Some of these graduate credit hours may include courses taken while enrolled in other graduate programs. It is a Belk College of Business requirement that any program of study within the Ph.D. in Business Administration must contain at least 42 semester-hours of doctoral coursework, regardless of other graduate hours that the student may have previously earned. These 42 semester hours are in addition to the minimum 18 hours of dissertation credit that the Graduate School requires. The Plan of Study must contain a minimum of 18 hours in the major field, a minimum of 15 hours in the minor field, and a minimum of 9 hours in research-support courses.

In addition to the general requirements above, if a student enters the program without a Master's degree, the Plan of Study must include an additional 30 hours of coursework. This coursework must be taken at the graduate level and will generally include courses that are part of the Master of Accountancy, Master of Business Administration, Master of Science in Economics, or Master of Science in Mathematical Finance programs. These 30 hours of additional coursework are subject to the approval of the Program Director.

To insure that all students are ready for doctoral courses in Business Administration, the program has two distinct sets of prerequisites. First, students entering the program must either demonstrate or attain proficiency in each of the business specialties. Second, students must also demonstrate or attain mathematical proficiency. Students entering the program will be evaluated for these proficiencies by the Program Director. If a student is found to be deficient then the Plan of Study must include appropriate courses, as determined by the Program Director, from the Business Core and Mathematical prerequisites listed below. These courses are in addition to the major, minor, and research support courses.

### **Business Core**

To insure their preparation for doctoral level coursework in all business specialties, students must demonstrate proficiency in the Business Core. Students may satisfy this requirement either by taking the following courses,

1. Accounting and Financial Management (MBAD 5131)
2. Foundations of Microeconomic (MBAD 5112)
3. Foundations of Macroeconomics (MBAD 5113)
4. Financial Management (MBAD 6152)



5. Marketing Management (MBAD 6171)
6. Management Policy (MBAD 6194)
7. Business Information Systems (MBAD 6121),

or by having previously taken equivalent courses. For the 5000-level courses listed above, graduate or undergraduate courses may count as equivalent courses. For the 6000-level courses listed above, only graduate courses may count as equivalent courses.

### **Mathematics Prerequisites**

The only major available to students enrolled in the Ph.D. in Business Administration program is finance, and all finance students must minor in economics. Finance and economics are mathematically intensive fields. To ensure that students are prepared for doctoral level coursework they are required to have had, at the graduate or undergraduate level, the equivalent of the following courses:

1. Calculus I (MATH 1241)
2. Calculus II (MATH 1242)
3. Calculus III (MATH 2241)
4. Linear Algebra (MATH 2164)
5. Probability and Statistics (MATH 3122/MATH 3123)

Students lacking these mathematics courses will generally be allowed to take those courses at either the graduate or undergraduate level. At the Program Director's discretion, a student may be permitted to take combined courses to meet multiple prerequisites.

Although unlikely, it is possible that a student may enter the program who has not taken a specific prerequisite or business core course but has, nevertheless, acquired the same skill and technical abilities that the course would convey. In such cases the Program Director may waive the course.

### **Finance Major Courses**

The Plan of Study for a finance major must consist of a minimum of six courses in finance. Normally these courses are:

1. BPHD 8200 – Financial Economic Theory
2. BPHD 8210 – Investments and Portfolio Theory
3. BPHD 8220 – Asset Pricing
4. BPHD 8230 – Theory of Corporate Finance
5. BPHD 8240 – Derivatives
6. BPHD 8650 – Advanced Seminar in Finance

Two of these courses, BPHD 8200 and BPHD 8240, are cross-listed with courses that are part of the Master of Science in Economics and the Master of Science in Mathematical Finance programs. Ph.D. students in these cross-listed courses will be required to complete the master's level requirements of the course and in addition, will be required to take separate exams, prepare a research paper, and complete additional readings. Students that have taken those equivalent courses may, at the discretion of the Program Director, substitute additional sections of BPHD 8650 on their Plan of Study for those courses. In addition, the Program Director may require a student to list BPHD 8650 more than once in their Plan of Study as topics change.

### **Economics Minor Courses**

The Plan of Study for an economics minor must consist of five courses in economics. These courses are:

1. BPHD 8100 – Microeconomic Theory I
2. BPHD 8110 – Microeconomic Theory II
3. BPHD 8120 – Econometrics I
4. BPHD 8130 – Econometrics II
5. BPHD 8140 – Econometrics III

Exceptions to the economics minor courses may only be made with the permission of the Ph.D. Program Director.

### **Research Support Courses**

The Ph.D. in Business Administration requires that students have at least nine hours of research support courses in their Plan of Study. For the finance major these research support courses must come from the Department of Mathematics. These courses are:

1. MATH 8202 – Partial Differential Equations for Finance
2. MATH 8203 – Stochastic Calculus for Finance
3. MATH 8204 – Numerical Methods for Financial Derivatives.

The research support courses are cross-listed with courses used in the Master of Mathematical Finance program. Students that have taken those equivalent courses may, at the discretion of the Program Director, take other mathematics, statistics, economics, finance or related courses in place of the courses specified above.

### **Grades**

A student is expected to earn A's and B's in all courses included in the program of study and must have at least a 3.0 GPA to graduate. The dissertation is graded on a pass/unsatisfactory basis and, therefore, will not be included in the cumulative average. An accumulation of more than two marginal (C) grades will result in suspension of the student's enrollment in the program. If a student earns a grade of U in any course, their enrollment will be suspended and the student cannot take further coursework without being readmitted to the program. Readmission to the program requires approval of the Dean of the Graduate School upon the recommendation of the Program Director.

### **Teaching Mentor and Pedagogy Training**

To insure that graduates of the program are prepared for a career in both teaching as well as in research, a formal system of pedagogical training is required. Students that enter the program without prior teaching experience will be assigned a faculty Teaching Mentor and will be required to attend a teaching workshop. Most students entering the program will also initially be employed as teaching assistants. Normally after one year in the program students will begin to

teach their own sections of undergraduate courses. The combination of mentoring, apprenticeship training through the teaching assistantships, formal pedagogy, and actual instructor experience will allow students in the program to develop their teaching skills along with their research skills.

### **Diagnostic Evaluation**

Students entering the program will take a diagnostic evaluation at the end of their first full year in the program. The diagnostic examination will be administered by the Program Director, in consultation with the Program Committee. The format of the diagnostic examination will be determined by the Committee, but might consist of a review of the student's work in classes, a written exam, or an oral exam. The purpose of the diagnostic evaluation will be to determine whether the student is making sufficient progress toward the degree. Students that are determined not to be making satisfactory progress toward the degree will be suspended from the program.

### **Dissertation Advisor and Advisory Committee**

Every student in the program must have a Dissertation Advisor and an Advisory Committee prior to being admitted to Candidacy. The student should select a dissertation advisor before the end of the second year of residency. The student and the dissertation advisor jointly determine the advisory committee. The Dissertation Advisor serves as Chair of the Advisory Committee and must be a member of the Graduate Faculty of UNC Charlotte. Normally the Dissertation Advisor for a student majoring in finance will be a member of the Department of Finance and Business Law. A student may petition the Program Director to allow a member of another Department within the Belk College, or a member of the Mathematics Department, to serve as their Dissertation Advisor. The advisory committee must have at least four members, three of which are chosen by the student. Normally two members will be from the student's major field, and one from the student's minor field. A student may petition the Program Director to allow a member of another Department within the Belk College, or a member of the Mathematics Department to serve on the Committee. The fourth member of the committee will be the Graduate School representative to the Committee. That member will be appointed by the Dean of the Graduate School. All members of the Committee must be members of the UNC Charlotte Graduate Faculty.

### **Qualifying Examination**

Upon completion of all required coursework on their Plan of Study, a student must take the Qualifying Examination. The Qualifying Examination is held once a year during June. Students that have completed their Program of Study must take the qualifying examination the first time that it is offered. The Comprehensive Exam will be a written exam consisting of two four-hour

sessions, administered on consecutive days. The intent of the qualifying exam is to test the student's mastery of the body of knowledge in their major, and to demonstrate their familiarity with current research in the field. The qualifying exam will, therefore, cover topics addressed during doctoral coursework, seminars, and in the recent scholarly literature. The qualifying examination will be written and graded by an Examination Committee appointed by the Program Director. This committee will normally consist of faculty from the student's major, minor, and research support fields.

If a student fails the qualifying exam, they must wait until the following June to retake the exam. During the interim period the student will be required to retake courses in which, in the eyes of the Examination Committee, they have a deficiency. A student failing the qualifying exam a second time will be suspended from the program.

### **Admission to Candidacy**

The dissertation topic may be proposed after the student has passed the Qualifying Examination. Pursuant to Graduate School rules, a doctoral student advances to candidacy after the student's Advisory Committee and the Dean of the Graduate School approve the dissertation topic. Further pursuant to Graduate School rules, candidacy must be achieved at least six months before the degree is conferred.

### **Dissertation**

The student must complete and defend a dissertation based on a research program approved by the student's Dissertation Advisor and Advisory Committee which results in a high-quality, original and substantial piece of research. The student must orally present and defend the dissertation before the Advisory Committee in a defense that is open to the University Community. A copy of the dissertation must be made available to the Graduate Faculty of the Belk College at least three weeks prior to the public defense. While the defense is open to the University Community, the deliberations of the Advisory Committee are held in Executive Session. The dissertation will be graded on a pass/unsatisfactory basis by the Advisory Committee and the Dean of the Graduate School.

The dissertation defense is the final examination. It is a Graduate School requirement that a student that fails the final examination twice will be terminated from the program.

### **Residency Requirement**

The Ph.D. in Business Administration is a full-time program. Normally students must enroll for at least nine credit hours during each semester of the regular academic year (i.e. fall and spring) and at least six hours in the summer semester. Students may petition the Program Director for permission to enroll in less than nine semester hours (six semester hours in summer) in cases of hardship or other emergencies. Students that have passed their Qualifying Examinations must enroll in BPHD 8999 – Doctoral Dissertation Research for at least 9 hours during the fall and spring semester and 6 hours during the summer semester. It is a Graduate School requirement that a student must enroll in at least 18 total hours of Dissertation Research in order to graduate from the program.

Students that have completed all degree requirements, including the Dissertation Defense, may enroll once in BPHD 9999 –Dissertation Residency Credit in order to meet Graduate School Residency requirements.

### **Assistantships**

A number of graduate assistantships are available each year for qualified applicants. The Graduate School also has a limited number of fellowships available for highly qualified applicants.

### **Language Requirement**

The program has no foreign language requirement.

### **Transfer Credit**

Only courses with grades of A or B from an appropriate doctoral program at an AACSB accredited school may be accepted for transfer credit. Transfer credit must be approved by the Program Director, and cannot exceed the limit set by the Graduate School.

### **Time Limit for Degree Completion**

The student must achieve candidacy for the Ph.D. degree within six years of enrolling in the program, and the student must complete all degree all requirements within eight years of enrolling in the program. All courses listed on the Plan of Study must also meet Graduate School time requirements.

## **Application for Degree**

An Application for Degree form must be submitted to the Graduate School by the published deadline.

## **COURSES IN BUSINESS ADMINISTRATION**

### *Graduate Only*

**BPHD 8100. Microeconomic Theory I. (3)** Prerequisite: Admission to Ph.D. in Business Administration or Permission of Instructor. Theories of the firm, of the consumer, and of resource owners; determination of prices under different market structures; general equilibrium analysis and welfare economics. (*Fall*)

**BPHD 8110. Microeconomic Theory II. (3)** Prerequisite: BPHD 8100. Study of game theory, its applications in microeconomic theory and finance, and topics on market equilibrium and market failure. The topics cover simultaneous-move games, dynamic games, analysis of competitive markets, market power, adverse selection and the principal-agent problem. (*Spring*)

**BPHD 8120. Econometrics I. (3)** Prerequisites: Admission to the Ph.D. in Business Administration or Permission of Instructor. Advanced study of the theory and application of statistics to economic problems. Topics include the derivation of least squares estimators, maximum likelihood estimation, and problems of multicollinearity, heteroskedasticity, and autocorrelation. (*Fall*)

**BPHD 8130. Econometrics II. (3)** Prerequisite: BPHD 8120. Advanced course in time series econometrics. The course focuses on time series methods that have become popular and are widely used in applied economics. The course focuses on estimation of univariate and multivariate models (VAR, FAVAR, ECM, and SEM), estimation of dynamic factor models, construction of optimal forecasts and their properties, combination of forecasts. Issues of nonstationarity, cointegration are also examined. (*Spring*).

**BPHD 8140. Econometrics III. (3)** Prerequisite: BPHD 8130. Advanced study of the econometric methods applicable to financial economic modeling. Examines the predictability of stock market returns, the event study methodology, single factor and multifactor models, basic

principles of portfolio theory and portfolio evaluation. The course also covers topics on volatility modeling and fixed-income securities. (*Fall*)

**BPHD 8200. Financial Economic Theory. (3)** Prerequisites: Admission to Ph.D. in Business Administration or Permission of Instructor. Studies the main themes of financial economics using discrete-time models. Topics include risk measurement, choice under uncertainty, portfolio selection, capital asset pricing model (CAPM), Arrow-Debreu pricing, options and market completeness, the Martingale measure, the arbitrage pricing theory, consumption-based CAPM, and financial structure and firm evaluation. (*Fall*)

**BPHD 8210. Investments and Portfolio Theory. (3)** Prerequisites: BPHD 8200. Detailed introduction to modern investment and portfolio theory, including asset pricing. Covers standard and non-standard CAPM analysis, APT, stochastic dominance, efficient frontier analysis, optimal portfolio selection, fixed income and bond portfolios, options, futures pricing and evaluation of portfolio performance. The goal of the course is to provide a solid foundation in investments for students who will take further advanced courses in asset pricing. (*Spring*)

**BPHD 8220. Asset Pricing. (3)** Prerequisites: BPHD 8210. Introduction to multi-period models in finance, mainly pertaining to optimal portfolio choice and asset pricing. The course begins with discrete-time models for portfolio choice and security prices, and then moves to a continuous-time setting. The topics then covered include the Black-Scholes model of asset pricing and some of its extensions, models of the term structure of interest rates, valuation of corporate securities, portfolio choice in continuous-time settings, and finally, general-equilibrium asset pricing models. (*Fall*)

**BPHD 8230. Theory of Corporate Finance. (3)** Prerequisites: BPHD 8200. The course covers the theory and evidence concerning major corporate financial policy issues including capital structure, payout policy, security design and issuance, capital budgeting, mergers and acquisitions, agency theory and financial contracting, and the market for corporate control. (*Spring*)

**BPHD 8240. Derivatives. (3)** Prerequisites: BPHD 8200. Theory and practice of financial derivatives markets including forwards, futures, options and interest rate markets. Topics include the economics of derivatives markets, pricing models for instruments in these markets, strategies for hedging and speculation, as well as regulatory and governance issues. Special attention is placed on the development of pricing models and advanced analytic techniques. (*Fall*)



**BPHD 8650 Advanced Seminar in Finance (3)** Prerequisites: Permission of Instructor. This course covers advanced topics in Finance. Topics will vary. May be repeated for credit for different topics. (*On Demand*)

**BPHD 8999 – Doctoral Dissertation Research. (1-9)** Prerequisite: Admission to Candidacy for the Ph.D. in Business Administration. Each student will initiate and conduct an individual investigation culminating in the preparation and presentation of a doctoral dissertation. (*On Demand*).

**BPHD 9999. Doctoral Residence. (1)** Meets Graduate School requirement for continuous enrollment during final term prior to graduation when all course work has been completed. Pass/no credit grading. Credit for this course does not count toward the degree. (*On Demand*).

#### **RESEARCH SUPPORT COURSES OFFERED BY THE DEPARTMENT OF MATHEMATICS**

**MATH 8202. Partial Differential Equations for Finance. (3)** This course deals with those partial differential equations which are associated with financial derivatives based on factors such as equities and spot interest rates. (Same as MATH 6202) (*Fall*)

**MATH 8203. Stochastic Calculus for Finance. (3)** An introduction to those aspects of partial differential equations and diffusion processes most relevant to finance, Random walk and first-step analysis, Markov property, martingales and semi-martingales, Brownian motion. Stochastic differential equations: Ito's lemma, backward and forward Kolmogorov equations, the Feynman-Kac formula, stopping times, Hull and White Models, Cox-Ingersoll-Ross Model. Applications to finance including portfolio optimization and option pricing. (Same as MATH 6203) (*Spring*)

**MATH 8204. Numerical Methods for Financial Derivatives. (3)** This course will introduce students to numerical and computational techniques for solving both European- and American-style financial derivatives. The approach will be the finite difference method and the basic theoretical concepts will be introduced. Final projects will involve implementing the techniques on computers. Some spectral and Monte Carlo methods will also be discussed. (Same as MATH 6204) (*Fall*).

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**MEMORANDUM**

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Faculty Governance Secretary

DATE: March 27, 2006

RE: Request to add MBAD 6131, 6174, & 6191 as elective courses in the Executive MBA Program in China

The request to add MBAD 6131, 6174, & 6191 as elective courses in the Executive MBA Program in China was approved by the Chair of the Graduate Council on March 22, 2006 for implementation Spring Semester, 2007.

Catalog Copy:

Electives:

MBAD 5131 Fundamentals of Financial Accounting and Financial Management

MBAD 6174 International Marketing

MBAD 6191 Entrepreneurship

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**MEMORANDUM**

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Administrative Assistant to Faculty Governance

DATE: February 22, 2006

RE: Request to rename ECON 5116 from Public Sector Economics to Public Finance

The request to rename ECON 5116 from Public Sector Economics to Public Finance was approved by the Chair of the Graduate Council on February 10, 2006 for implementation Fall Semester, 2006.

Catalog Copy:

**ECON 5116. ~~Public Sector Economics~~. Public Finance. (3)** Prerequisite: ECON 3122. Revenue and expenditure problems of governmental units, intergovernmental financial relationships and the impact of federal fiscal policy upon the American economy. (*On demand*)

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**MEMORANDUM**

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Administrative Assistant to Faculty Governance

DATE: February 14, 2006

RE: Request to clarify the prerequisites for INFO 3231

The request to clarify the prerequisites for INFO 3231 was approved by the Chair of the Undergraduate Course and Curriculum Committee on February 9, 2006 for implementation Fall Semester, 2006.

Catalog Copy:

**INFO 3231. Business Applications Development. (3)** Prerequisites: MATH 1120; STAT 1220; ACCT 2121, 2122; ECON 2101, 2102; INFO 2130; INFO/ITCS 2231 with a C or better and junior standing or permission of the department. A study in the development of business applications software. Course emphasizes graphical user interface development using object-oriented, event-driven programming methods and techniques with a high-level development tool such as Visual Basic or Java. (*Fall, Spring*)

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## MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Administrative Assistant to Faculty Governance

DATE: February 14, 2006

RE: Request to rename ECON 4116 from Public Sector Economics to Public Finance

The request to rename ECON 4116 from Public Sector Economics to Public Finance was approved by the Chair of the Undergraduate Course and Curriculum Committee on February 9, 2006 for implementation Fall Semester, 2006.

### Catalog Copy:

**ECON 4116. ~~Public Sector Economics~~. Public Finance. (3)** Prerequisite: ECON 3122. Revenue and expenditure problems of governmental units, intergovernmental financial relationships and the impact of federal fiscal policy upon the American economy. (*On demand*)

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## MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Administrative Assistant to Faculty Governance

DATE: January 17, 2006

RE: Request to delete the following courses: BLAW 3252, BLAW 3253, FINN 2170, and FINN 3274; also remove FINN 3220 as a prerequisite for FINN 3223

The request to delete the following courses: BLAW 3252, BLAW 3253, FINN 2170, and FINN 3274; also remove FINN 3220 as a prerequisite for FINN 3223 was approved by the Chair of the Undergraduate Course and Curriculum Committee on January 12, 2006 for implementation Spring Semester, 2006.

Catalog Copy

**Delete the following courses:**

**BLAW 3252**

**BLAW 3253**

**FINN 2170**

**FINN 3274**

**Remove FINN 3220 as a prerequisite for FINN 3223**

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**MEMORANDUM**

TO: Dean Claude Lilly, Belk College of Business

FROM: Julie Putnam, Administrative Assistant to Faculty Governance

DATE: December 8, 2005

RE: Request to establish a new minor in Operations Management

The request to establish a new minor in Operations Management was approved by the chair of the Undergraduate Course and Curriculum Committee on December 7, 2005 for implementation Spring Semester, 2006.

Catalog Copy (deletions in red, changes in blue)

**Operations Management Minor**

The minor in Operations Management (OM) is designed to provide Business and non-Business students who have an interest in supply chain management, manufacturing, and service operations with a broad foundation of OM concepts and analytical methodology to be integrated into their major field of study.

The demand for graduates who are knowledgeable about the design, planning, evaluation, and management of supply chains, production and service systems continues to increase. However, there is also increase in the demand of OM professionals who can define strategic and operational problems, collect relevant data efficiently, and apply advanced analytical techniques to improve the performance of firms. Operations Management courses deal with supply chains, service systems and manufacturing organizations. OM minor areas examine the production function of an organization at a strategic level as well as the plant and shop floor level. Areas included in the Operations Management program include operations strategy, process analysis, product design, quality management, logistics management, procurement, supply chain management, project management, and waiting line management as well as analytical techniques such as optimization and simulation.

The minor will offer graduates a competitive advantage in terms of the types of positions for which they qualify. The minor in OM is directed not only at UNC-Charlotte students majoring in Business but also those majoring in other Colleges. The benefits of a minor in OM include increased marketability in the public and private sector and the ability to leverage one's major discipline with a solid understanding of one business area, increased analytical thinking, problem solving ability, and an understanding of internal and external environments of service and business organizations.

A minor in Operations Management requires a minimum 12 semester hours (four courses) for student who have taken business prerequisites listed below and a maximum of 33 hours

otherwise if they have to take all of the business prerequisites.

#### Business Prerequisites:

ACCT 2121, 2122; ECON 2101,2102; MATH 1120; STAT 1220; and INFO 2130 are the prerequisites for the IOM minor. Note: All Computer Science and Software and Information Systems majors will be exempted from INFO 2130. Other students with sufficient background can apply for credit by exam or exemption for INFO 2130.

#### Required Courses:

OPER 3100 Operations Management (Prerequisites: MATH 1120; STAT 1220; ACCT 2121, 2122; ECON 2101,2102; INFO 2130; junior standing.)

OPER 3203 Management Science (Prerequisite: OPER 3100 with a C or better or consent of the Department)

Two electives from the following list:

OPER 3201 Advanced Operations Management (Prerequisite: OPER 3100 with a C or better or consent of the Department)

OPER 3204 Service Operations (Prerequisite: OPER 3100 with a C or better or consent of the Department)

OPER 3208 Supply Chain Management (Prerequisite: OPER 3100 with a C or better or consent of the Department)

INFO 3236 Decision Support Systems (Prerequisites: INFO 3231, 3233, and OPER 3100 or permission of the Department.)

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### MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business

FROM: Cathy Sanders, Director of Assessment and Faculty Governance

DATE: May 25, 2005

RE: Request to revise ECON 4177: History of Economic Thought

The request to revise ECON 4177: History of Economic Thought was approved by the Chair of the Undergraduate Course & Curriculum Committee on May 13, 2005 for implementation.

Catalog Copy:

**ECON 4177: History of Economic Thought. (3) (W)** Prerequisites: ~~ECON 2101 and ECON 2102.~~ **ECON 3122 and ECON 3123.** One of the two courses may be taken as a co-requisite. History of economics as a science and the evolution of theories of value, distribution and employment. Review of the works of Adam Smith, Thomas Malthus, David Ricardo, Karl Marx, Alfred Marshall, Thorstein Veblen, and John Maynard Keynes. (*Spring*)

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## MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business

FROM: Cathy Sanders, Director of Assessment and Faculty Governance

DATE: April 20, 2005

RE: Request to establish a Ph.D. in Business Administration with a Major in Finance

The request to establish a Ph.D. in Business Administration with a Major in Finance was approved by the Graduate Council on March 22, 2005 and by the Faculty Council on the April 5, 2005 Consent Calendar for forwarding to the Office of the President.

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## MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business

FROM: Cathy Sanders, Director of Assessment and Faculty Governance

DATE: April 5, 2005

RE: Request to add MBAD 6194 and MBAD 6193 as electives for the China EMBA program

The request to add MBAD 6194 and MBAD 6193 as electives for the China EMBA program was approved by the Chair of the Graduate Council on March 22, 2005 for implementation.

### Catalog Copy:

### Electives:

*Two of the following courses*

MBAD 6193 International Business Concepts



MBAD 6194 Management Strategy  
MBAD 6353 Investments and Derivatives  
MBAD 6356 Commercial and Investment Banking

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### MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business  
FROM: Cathy Sanders, Director of Assessment and Faculty Governance  
DATE: March 14, 2005  
RE: Request to revise the undergraduate Management Major

The request to revise the undergraduate Management Major was approved by the Chair of the Undergraduate Course and Curriculum Committee on March 10, 2005 for implementation.

Catalog Copy (Changes in blue/ Deletions in red):

**Major Requirements.** In addition to progression and core requirements, students majoring in Management must complete an additional 15 hours in management from one of the following three concentrations:

#### **Managerial Leadership Concentration**

~~MGMT 3246 Management Perspectives~~  
MGMT 3247 Managerial Leadership  
MGMT 3260 Managerial Communication  
MGMT 3282 Managerial Ethics

(Select **two** of the following courses)

MGMT 3241	Human Resource Management
MGMT 3243	Employment Law
<b>MGMT 3246</b>	<b>Management Perspectives</b>
MGMT 3273	New Venture Creation
MGMT 3274	International Business Processes and Problems

### **Human Resource Management Concentration**

MGMT 3241	Human Resource Management
MGMT 3244	Advanced Human Resource Management
MGMT 3243	Employment Law
<del>MGMT 3246</del>	<del>Management Perspectives</del>

(Select **two** of the following courses)

MGMT 3242	Compensation Administration
MGMT 3245	Human Resource Management Systems
<b>MGMT 3246</b>	<b>Management Perspectives</b>
ECON 3105	Industrial Relations
FINN 3276	Employee Benefits

**Note:** Students electing this concentration are encouraged to select as part of their coursework outside the The Belk College of Business Administration such courses as PSYC 3140 (Basic

Processes in Psychological Assessment); PSYC 3114 (Motivation); PSYC 3130 (Social Psychology); PSYC 3173 (Psychological Bases of Training Programs); PSYC 3670 (Seminar in Industrial Psychology); and SOCY 4112 (Sociology of Work).

### **Entrepreneurship Concentration**

~~MGMT 3246 Management Perspectives~~

MGMT 3273	New Venture Creation
MGMT 3277	Innovation, Creativity, and Intellectual Property
MGMT 3283	New Venture Experience
MGMT 3285	New Venture Financing and Risk Assessment

*(Select one of the following courses):*

MGMT 3241	Human Resource Management
MGMT 3246	Management Perspectives
MGMT 3260	Managerial Communication
MGMT 3274	International Business Processes and Problems
MGMT 3282	Managerial Ethics

Electives can also be selected from other courses in the Belk College of Business subject to the approval of the Department Chairperson or the required designated faculty.

### **Revised Course Description:**

**MGMT 3246. Management Perspectives. (3)**

Prerequisites: MGMT 3140 with a C or better ~~and MGMT 3160~~. Study of ethics, international business, and business communication in three integrated modules. Case studies, projects, and presentations are used to help students understand and apply concepts and theories to current business issues. (*On demand*)

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**MEMORANDUM**

TO: Dean Claude Lilly, The Belk College of Business Administration

FROM: Cathy Sanders, Director of Assessment and Faculty Governance

DATE: March 14, 2005

RE: Request to establish MBAD 6176: Consumer Behavior

The request to establish MBAD 6176: Consumer Behavior was approved by the Graduate Council on February 4, 2005 and by the Faculty Council on the February 25, 2005 Consent Calendar for implementation.

Catalog Copy:

**MBAD 6176. Consumer Behavior. (3)** Prerequisite: MBAD 6171. Graduate standing or permission of department. The consumer is the central focus of all business activity. This course is designed (a) to understand people's consumption-related behaviors, and (b) to develop and evaluate marketing strategies to influence those behaviors. Concepts from the behavioral sciences will be analyzed from the perspective of the marketing manager, and will be used to develop dynamic and effective marketing strategies.

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**MEMORANDUM**

TO: Dean Claude Lilly, The Belk College of Business Administration

FROM: Cathy Sanders, Director of Assessment and Faculty Governance

DATE: December 15, 2004

RE: Request to add doctoral level equivalents of three Masters courses:

MBAD 6141 (Operations Management) as ITSC 8141 (Operations Management)

MBAD 6142 (Quality & Manufacturing Management) as ITSC 8142 (Quality & Manufacturing Management)

MBAD 6123 (Applied Management Science) as ITSC 8123 (Applied Management Science)

The request to add doctoral level equivalents of three Masters courses:

MBAD 6141 (Operations Management) as ITSC 8141 (Operations Management),

MBAD 6142 (Quality & Manufacturing Management) as ITSC 8142 (Quality & Manufacturing Management), and MBAD 6123 (Applied Management Science) as ITSC 8123 (Applied

Management Science) was approved by the chair of the Graduate Council on December 8, 2004, for immediate implementation.

Catalog Copy:

**ITSC 8141. Operations Management. (3)**

Prerequisite: MBAD 5141 and MBAD 5142 or equivalents. Design, operation, and control of service and manufacturing systems. Emphasis on using analytical tools for problem solving in process analysis and re-engineering, work-force management, materials and inventory management, aggregate planning, total quality management, and others (*Fall, Spring*)

**ITSC 8142. Quality and Manufacturing Management. (3)**

Prerequisite: MBAD 6141. Current issues and advances in operations management including just-in-time inventory management, total quality management, continuous improvement, flexible manufacturing systems, computer integrated manufacturing systems, technology evaluation and selection, and operations strategy. (*On demand*)

**ITSC 8123. Applied Management Science. (3)**

Prerequisite; MBAD6122. Mathematical model building aimed at integrating methods and applications. Overview of mathematical programming in practice and a series of projects implementing models in business and the public sector. (*On demand*)

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## MEMORANDUM

TO: Dean Claude Lilly, Belk College of Business Administration

FROM: Cathy Sanders, Director of Assessment and Faculty Governance

DATE: December 3, 2004

RE: Request to revise the requirements for the minor in Management Information Systems

The request to revise the requirements for the minor in Management Information Systems was approved by the chair of the Undergraduate Course and Curriculum Committee on November 23, 2004, for immediate implementation.

### Catalog Copy:

#### **Management Information Systems Minor**

The minor in Management Information Systems is designed to provide students who have an interest in business information systems with a broad foundation for integrating information technology techniques and concepts into their major field of study in business. The demand for business graduates who are knowledgeable about the design, planning, developing, managing and evaluating of information systems continues to increase as the economy moves from a manufacturing to an information base. The demand for MIS professionals has increased dramatically during the past ten years and the trend is expected to continue. However, there is also an increase in the demand for management information systems professionals who have an in-depth understanding of the application domain and who can apply MIS concepts which are more specific to their major. Thus, professionals with a primary interest and expertise in marketing, health care, banking, finance, accounting, management, are being sought by business application-area specialists such as, for example, EDS, Price Waterhouse, and Sprint. These firms are in the forefront of a trend in the information industry to employ qualified graduates of business programs who are knowledgeable about their primary field of study but are also conversant about how computing technology relates to and may be applied within their primary field.

This is the focus of the minor in MIS; to impart a framework for understanding MIS and for utilizing MIS tools to the non-MIS majors. The minor will offer graduates a competitive

advantage in terms of the types of positions for which they qualify. Graduates of the program will be able to act as technical liaisons between MIS professionals and their “home” departments, as sales specialists for specialized software/applications systems, and as technical representatives.

The minor in MIS is directed not only at UNC Charlotte students majoring in Business but also those majoring in other Colleges. The benefits of a minor in MIS include increased marketability in information-dependent firms in the public and private sector and the ability to leverage one’s major discipline with state-of-the-art computing knowledge. A key benefit of taking MIS classes is that students learn to effectively use technology in business settings. A minor in MIS requires a minimum of 15 hours. All prerequisite courses are the students’ responsibility.

**The following courses are required:**

INFO 2130 – Introduction to Business Computing

[ITCS/INFO 2231 – Introduction to Business Programming](#)

INFO 3231 – Business Application Development

INFO 3233 – Business Data Base Systems

**Plus students must choose any one of the following:**

ACCT 3340 – Accounting Information Systems

INFO 3229 – Business Data Communications

INFO 3000 – Special Topics in MIS

INFO 3234 – Business Information Systems Development

INFO 3235 – Advanced Business Information Systems Development

INFO 3236 – Decision Support Systems

INFO 3238 – Current Issues in the Management of Information Systems

INFO 3240 – Fundamentals of eBusiness

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**MEMORANDUM**

TO: Dean Claude Lilly

Belk College of Business Administration

FROM: Cathy Sanders

Director of Assessment and Faculty Governance

DATE: November 11, 2004

RE: Request to change the title and requirements of the current B.S. in Economics Major with Social Science Emphasis to Economics Major with Liberal Arts Emphasis

The request to change the title and requirements of the current B.S. in Economics Major with Social Science Emphasis to Economics Major with Liberal Arts Emphasis was approved by the chair of the Undergraduate Course and Curriculum Committee on November 4, 2004, for immediate implementation.

Catalog Copy (To replace current copy related to Social Science Emphasis):

**Liberal Arts Emphasis.** A major in Economics, with minor in Liberal Arts area, leading to the B.S. in Economics degree consists of 60-66 hours specified as follows:

I. Mathematics: (12 hours)



Basic Concepts of Mathematics (MATH 1100).....	3
Calculus (MATH 1120) .....	3
Elements of Statistics (STAT 1220).....	3
Business Computing (INFO 2130).....	3

II. Economics Core Requirements: (21 hours)

Principles of Economics (ECON 2101and 2102).....	6
Business Communications (MGMT 3160).....	3
Intermediate Microeconomics (ECON 3122).....	3
Intermediate Macroeconomics (ECON 3123).....	3
Econometrics (ECON 3112).....	3
History of Economic Thought (ECON 4177).....	3

III. Minor in Liberal Arts area or other approved area (15-21 hours)

Completion of a minor in one of the following disciplines:

Actuarial Mathematics, African-American and African Studies, American Studies, Anthropology, Criminal Justice, Earth Science, Geography, Gerontology, Health Studies, History, International Studies\*, Mathematics, Philosophy, Political Science, Psychology, Social Work, Sociology, Urban Studies, Women's Studies.

Students may choose a minor not listed above with the approval of the Chair of the Department of Economics.

\* Students completing this minor must also meet the language requirement hours. (The International Business concentration in the International Studies minor is excluded from the list of qualified minors.)

IV. Economics Electives: (12 hours)

Students must choose four Economics electives at the 3000 level or above with at least one of the four at the 4000 level.

**SUGGESTED SCHEDULE: Liberal Arts Emphasis (Economics Major)**

**Freshman Year**

ENGL 1101.....	3
MATH 1100.....	3
Science with lab.....	4
LBST 1101, 1102, 1103, 1104 or 1105.....	3
Elective.....	2

ENGL 1102.....	3
MATH 1120.....	3
Science without lab.....	3
Elective.....	6

**Sophomore Year**

ECON 2101.....	3
INFO 2130.....	3
Social Science (Gen Ed).....	3
LBST 2101.....	3
Minor Requirement.....	3

ECON 2102.....	3
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Minor Requirement.....	3
STAT 1220.....	3
LBST 2102.....	3
Writing Intensive.....	3

**Junior Year**

ECON 3112.....	3
ECON 3122.....	3
Minor Requirement.....	3
MGMT 3160 (W).....	3
LBST 2211, 2212, 2213, 2214 or 2215.....	3

ECON 3123.....	3
Economics Electives.....	6
Minor Requirement.....	3
Electives.....	3

**Senior Year**

Minor Requirement .....	3
Economics Electives.....	6
Electives or Minor Requirements.....	6
ECON 4177.....	3
Economics Elective.....	3
Elective or Minor Requirement.....	3

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**MEMORANDUM**

TO: Dean Claude Lilly  
Belk College of Business Administration

FROM: Cathy Sanders  
Director of Assessment and Faculty Governance

DATE: November 11, 2004

RE: Request to add Supply Chain Management Concentration for the MBA Program

The request to add Supply Chain Management Concentration for the MBA Program was approved by the chair of the Graduate Council on November 2, 2004, for immediate implementation.

Catalog Copy (Changes in blue):

The new SCM concentration is made up of the following three courses:

- MBAD 6122 Technology Enhanced Decision Making
- MBAD 6208 Supply Chain Management
- MBAD 6142 Manufacturing and Quality Management

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**MEMORANDUM**

TO: Dean Claude Lilly

Belk College of Business Administration

FROM: Cathy Sanders  
Director of Assessment and Faculty Governance

DATE: November 3, 2004

RE: Request to Introduce the China MBA Option

The request to Introduce the China MBA Option was approved by the Graduate Council on July 4, 2004 and the Faculty Council on the October 15, 2004 Consent Calendar, for immediate implementation.

Catalog Copy:

**China EMBA Option**

The China EMBA Option is an executive MBA program designed for Chinese nationals who are senior executives in the financial services industry. The EMBA Option is delivered by UNC Charlotte Belk College faculty and is only offered in China. The curriculum consists of 33 credit hours and includes an emphasis on financial services.

The Option is offered under a partnership agreement between the Belk College of Business and China Education Group, LTD (CEG), a for-profit educational firm based in Hong Kong, China.

**Admission Requirements**

Applicants must satisfy the general requirements established by the Graduate School for graduate study, except that scores on the GMAT exam are not required. All applicants must provide the following:

- a. Two official transcripts of all colleges or universities attended
- b. Three letters of recommendation – academic or professional
- c. Statement of purpose describing the applicant's experience and objectives in undertaking graduate study
- d. Resume or description of work experience
- e. A minimum of five years of professional work experience, preferably in financial services, with at least two years of professional management experience.
- f. Acceptable score on the TOEFL exam (unless native of an English speaking country)
- g. Two copies of Graduate Application and the application fee

### **Course Requirements**

The following eleven courses:

Core courses:

MBAD 6312 Economics of Business Decision Making

MBAD 6330 Financial Accounting

MBAD 6331 Managerial Accounting

MBAD 6340 Applied Statistical Analysis

MBAD 6341 Operations Management

MBAD 6352 Financial Decision Making

MBAD 6357 Advanced Finance and Corporate Decision- Making

(Capstone)

MBAD 6361 Organizational Leadership and Behavior

MBAD 6371 Marketing Management

Electives:

MBAD 6353 Investments and Derivatives

MBAD 6356 Commercial and Investment Banking

MBAD 3-15-2004 44

***China EMBA courses:***

**MBAD 6312. Economics of Business Decision Making. (3)** Topics include scarcity; marginal analysis and tools of optimization; demand and supply analysis and market structure; economic efficiency; regression analysis; risk analysis and game theory and international economic issues. Enrollment is limited to China EMBA students. (*On demand*)

**MBAD 6330. Financial Accounting. (3)** An accelerated and in-depth study of the conceptual foundations and applications of financial accounting with emphasis on developing accounting information bases for decision making and financial reporting in the context of a multinational enterprise. Enrollment is limited to China EMBA students. (*On demand*)

**MBAD 6331. Managerial Accounting. (3)** Focuses on the development and use of accounting information for effective managerial decision-making. Emphasis is on understanding managerial accounting information, specifically its purpose, its effect on managerial behavior, and its use in formulating and implementing strategy. Topics include relevant information for activity and process decisions, and issues involved with management control system's design and operation. Enrollment is limited to China EMBA students. (*On demand*)

**MBAD 6340. Applied Statistical Analysis. (3)** A managerial approach to statistical analysis. This course focuses on the role of statistics and business research as tools for the manager to use when making planning and operating decisions. The course prepares the manager to be a critical user of statistics competent of assessing the validity and reliability of statistics and business research prepared for the manager's use. Topics include research design and data collection, survey design and sampling theory, probability theory, hypothesis testing, inferential statistics, analysis of variance, chisquare tests, correlation, regression, discriminate analysis, factor analysis, cluster analysis, multidimensional scaling, conjoint analysis, nonparametric statistics, and research reporting and evaluating. Enrollment is limited to China EMBA students. (*On demand*)

**MBAD 6341. Operations Management. (3)** Design, operation, and control of service and manufacturing systems. Emphasis on using analytical tools for problem solving in



process analysis and re-engineering, work-force management, material and inventory management, aggregate planning, total quality management, and others. Enrollment is limited to China EMBA students. (*On demand*)

**MBAD 6352. Financial Decision Making. (3)** The theory and practice of corporate (business) finance, including asset management, cost of capital and capital budgeting, MBAD 3-15-2004 45

optimization problems, and socio-economic aspects of financial management. Computer technology is employed when applicable. Enrollment is limited to China EMBA students. (*On demand*)

**MBAD 6353 – Investments and Derivatives (3).** Prerequisite: MBAD 6352. Theory and practice of investment decisions of individuals and fund managers, and the theory and practice of market risk management through the use of financial derivatives. Topics include investment analysis, global stock markets, the Capital Asset Pricing Model and Arbitrage Pricing Theory, options and futures applications, binomial options pricing and the use of the Black-Scholes options formula. Enrollment is limited to China MBA students. (*On demand*)

**MBAD 6356 – Commercial and Investment Banking (3).** Prerequisite: MBAD 6352. In this course, the techniques employed in the management of commercial and investment banks are covered. Topics of study include the identification, measurement and management of the risks and returns encountered in the creation of value in the

banking industry. Industry products, industry structure, management of assets, liabilities, capital, and financial analysis of the banking firm are emphasized, as well as the use of financial derivatives in the management of financial risks encountered in banking.

Enrollment is limited to China EMBA students. (*On demand*)

**MBAD 6357 – Advanced Finance and Corporate Decision-Making (3).** Prerequisites:

Completion of all other courses in the EMBA program, or permission of MBA Director.

This course is designed to be a capstone course for the EMBA program, a program that specializes in financial services. This course examines the firm's financial function in the integrated context of overall corporate decision-making. The course begins by examining topics that deal with corporate investment and financing decisions. Since the goal of these decisions is to maximize firm value, an important component of the course is to understand how firm value is determined. This involves a sound understanding of the risk-return relationship in the valuation of financial securities in the market. With this framework as a backdrop, the course then brings together, in an integrated manner, corporate decision-making with respect to a broad range of perspectives in financial services. The emphasis here is to identify issues and problems at the corporate level, and integrate decision-making from a wide range of corporate functions. Enrollment is limited to China EMBA students. (*On demand*)

**MBAD 6361. Organizational Leadership & Behavior. (3)** Behavioral knowledge and skills

essential to becoming an effective manager/leader including behavior and motivation in an environment of complexity and rapid change and ethical implications of actions and

their effects on demographically diverse and increasingly international work force.

Enrollment is limited to China EMBA students. *(On demand)*

**MBAD 6371. Marketing Management. (3)** A managerial approach to strategic marketing decision making. Topics include product strategy, promotional strategy, channels of distribution, and pricing strategy. This course aids in understanding the relationships that exist in a market-based economic system. A framework of concepts and terms which facilitate the understanding of the process of exchange from the perspective of a decision maker of marketing activities in an organization is presented. Special attention will be given to the marketing of financial services. Case studies, readings and simulations are used. Enrollment is limited to China EMBA students. *(On demand)*

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**MEMORANDUM**

TO: Dean Claude Lilly

Belk College of Business Administration

FROM: Cathy Sanders

Director of Assessment and Faculty Governance

DATE: November 3, 2004

RE: Request to revise the Master of Science in Economics Program Curriculum

The request to revise the Master of Science in Economics Program Curriculum was approved by the Graduate Council on March 16, 2004 and the Faculty Council on the October 15, 2004 Consent Calendar, for immediate implementation.

Catalog Copy:

ECONOMICS

Department of Economics

220 Friday Building

704-687-2185

<http://www.belkcollege.uncc.edu/economics/MS/ms.htm>

Degree

M.S.

Coordinator

Richard A. Zuber, [razuber@uncc.edu](mailto:razuber@uncc.edu)

Graduate Faculty

Louis H. Amato, Professor

John E. Connaughton, Professor

John M. Gandar, Professor

Hwan C. Lin, Associate Professor

Gaines H. Liner, Associate Professor

Ronald A. Madsen, Professor

Rob Roy McGregor III, Associate Professor

Stanislav Radchenko, Assistant Professor

Benjamin Russo, Associate Professor

Peter M. Schwarz, Professor

Ellen Sewell, Assistant Professor

Jennifer L. Troyer, Assistant Professor

Hui-Kuan Tseng, Associate Professor

Richard A. Zuber, Professor

### Program of Study

The Master of Science degree program in Economics features a curriculum that is flexible yet thorough in its approach to theoretical training and applied course work. The program offers concentrations in Economics and in Economics/Finance. Students completing this program are prepared for analytical and management positions that require the integration of economic analysis and advanced quantitative methods. Employment opportunities for economists with a master's degree exist in both the public and private sectors. In addition, students with a master's degree may choose to pursue additional graduate education leading to a doctoral degree in Economics or in Finance.

### Additional Admission Requirements

In addition to the general requirements for admission to the Graduate School, the following are required for graduate study in Economics:

- 1) Undergraduate coursework that includes: Calculus, Econometrics (or equivalent), Intermediate Macroeconomic Theory, Intermediate Microeconomic Theory, and Mathematical Economics. (Students missing some of these courses can be admitted conditionally.)
- 2) A satisfactory score on the aptitude portions of the Graduate Record Examination. The Graduate Management Aptitude Test may be substituted for the GRE with the permission of the program coordinator.

## Degree Requirements

The program leading to the Master of Science degree in Economics requires at least 30 hours of graduate credit, with a maximum of six hours of transfer credit accepted from an accredited institution. (Credit applied toward an awarded graduate degree will not be accepted as transfer credit.) Courses taken at other accredited institutions after enrollment may receive residence credit if approved by the department and the Dean of the Graduate School. All credit hours applied toward the degree must be in courses open only to graduate students. No more than two C's are permitted in the program and at least 18 semester hours must be completed before admission to candidacy. A GPA of at least 3.0 is required to graduate. The program is organized into three curriculum components:

- 1) a core curriculum in economic theory and quantitative methods;
- 2) a concentration to be selected from one of the two described below; and
- 3) a research project or thesis.

## Admission to Candidacy Requirements

An Admission to Candidacy form listing graduate-level courses that apply to the degree must be submitted to the program coordinator one month prior to the semester in which the student plans to complete the course work for the degree.

## Assistantships

A number of graduate assistantships are available each year. To be fully competitive, applications must be submitted by March 15. Contact the coordinator for further information.

## Core Courses

ECON 6201	Advanced Macroeconomic Theory (3)
ECON 6202	Advanced Microeconomic Theory (3)
ECON 6112	Graduate Econometrics (3)
ECON 6218	Advanced Business and Economic Forecasting (3)

In addition, students who choose to complete a thesis must successfully complete six hours of ECON 6999 (Master's Thesis), while students enrolled in the non-thesis option must complete ECON 6901 and ECON 6902 (Research Methods I and Research Methods II).

## Concentrations

### 1) Economics

The purpose of the economics concentration is to provide students with the opportunity to acquire specialized theoretical skills related to their areas of interest and expertise. Elective fields of interest could include macroeconomics and monetary policy, finance and banking, environmental economics, international trade and international finance, economic modeling and simulation, urban economics, or economic and business forecasting. The program also permits the development of individualized specializations in areas that are complementary to economic theory and analysis.

### 2) Economics/Finance

There are two options available in the Economics/Finance Concentration – the Financial Management Option and the Quantitative Finance Option.

#### i. Financial Management Option

The Financial Management Option is designed for students interested in pursuing careers in corporate finance or financial planning. This option can be completed in one full year of study.

Students in this option must complete the core curriculum for the M.S. in Economics and the thesis or research project. In addition, they must complete

FINN 6152      Financial Management (3) (Prerequisite: MBAD 6131 or 6 hours of undergraduate accounting and approval of the Graduate Coordinator)

FINN 6153      Investment Management (3) (Prerequisite: MBAD 6152)

FINN 6157      Theory of Corporate Finance (3) (Prerequisite: MBAD 6152)

and one of the following:

FINN 6155      Multinational Financial Management (3) (Prerequisite: MBAD 6152)

ECON 6235      Monetary and Financial Theory (3), (Prerequisites: ECON 6112 and either ECON 6201 or 6202)

OR              An Approved Elective.

ii. Quantitative Finance Option

The Quantitative Finance Option is designed for students interested in pursuing careers in portfolio management or financial risk management. The Quantitative Finance Option can also provide an excellent foundation for students who wish to pursue additional graduate study leading to a Ph.D. degree in Finance. This option will normally be completed in one and a half years, but could be completed in one year with approval of the program coordinator.

Students in this option must complete the core curriculum for the M.S. in Economics and the thesis or research project. In addition, they must complete

ECON 6203      Financial Economic Theory (3)

ECON 6219      Financial Econometrics (3), (Prerequisite: ECON 6218)

FINN 6210      Derivatives I: Financial Elements of Derivatives (3), (Prerequisite: ECON 6203)

and one of the following:

FINN 6211      Risk Management and Fixed Income Derivatives (3), (Prerequisite: ECON 6203)

ECON 6235      Monetary and Financial Theory (3), (Prerequisites: ECON 6112 and either ECON 6201 or 6202)

OR              An Approved Elective.



## Minors

The Department of Economics also participates in the program leading to an interdisciplinary graduate minor in Operations Research. See Operations Research Section of this Catalog for complete information and program requirements.

## Advising

Prior to, or concurrent with, the first semester of study, each student will be expected to complete a program of study listing each class the student expects to take as a part of the program. The program of study requires the approval of the coordinator.

## Thesis

Students who choose the thesis track must successfully complete six hours of ECON 6999 (Master's Thesis). The thesis must be written and defended within six calendar years after admission into the M.S. in Economics program. The Thesis Committee, which must be approved by the program coordinator, will consist of a Chair and at least two other faculty members. ECON 6999 is graded on an A, B, C or U basis.

## Application for Degree

An Application for Degree form must be completed and submitted with the graduation fee to the Registrar's Office by the published deadline.

## Tuition Waivers

A limited number of in-state and out-of-state tuition waivers are made available each year. These waivers are competitively awarded using the same application required for assistantships.

## Program Certifications/Accreditations

The Belk College of Business is accredited by the American Association of Collegiate Schools of Business (AACSB).

### **Courses in Economics**

ECON 5116. Public Sector Economics. (3) Revenue and expenditure problems of governmental units, intergovernmental financial relationships and the impact of federal fiscal policy upon the American economy. (*On demand*)

ECON 5135. Economics of Growth and Development. (3) Theories of economic growth and development applied to varying economic and social systems. Current theoretical models and their relevance to efficient allocation of resources to both the developed and the developing nations. (*On demand*)

ECON 5160. Economics of Transportation. (3) Analysis of transportation systems. Topics include the historical development of various modes, costs and rate-making, regulation and national transportation policy. (*On demand*)

ECON 5171. Economics of International Trade. (3) Theory of international trade including determination of international trade patterns, welfare implications of international trade, economic integration, and effects of tariffs and quotas. (*On demand*)

ECON 5172. Economics of International Finance. (3) Survey of international monetary theory. Topics include exchange rate determination, balance of payments and adjustment, international liquidity, capital movements, international financial organizations, and monetary reform proposals. (*On demand*)

ECON 5180. Industrial Organization and Public Policy. (3) An examination of monopolistic competition, oligopoly, and monopoly and questions of public policy in dealing with problems created by industrial concentration. (*Spring, Summer*)

ECON 5181. Energy and Environmental Economics. (3) Economic issues of both energy and environment. Energy issues include the historical development of energy resources, supply and demand considerations, and projections of the future energy balance. Environmental issues are externalities, common property resources, and government regulation. Policy considerations include environmental standards, pollution charges, and property rights. Cost-benefit analysis and microeconomic theory are applied. (*On demand*)

ECON 6001. Advanced Topics in Macroeconomics. (3) Prerequisites: ECON 6112, 6201 and 6202. Advanced treatment of selected issues in macroeconomics. (*On demand*)

ECON 6002. Advanced Topics in Microeconomics. (3) Prerequisites: ECON 6112, 6201 and 6202. Advanced treatment of selected issues in microeconomics. (*On demand*)

ECON 6090. Topics in Economics. (1-3) Prerequisite: consent of the department. Topics from various areas of economics. Credit hours will vary with the topic offered. May be repeated for credit as topics vary. (*On demand*)

ECON 6100. Graduate Mathematical Economics. (3) Economic problems are analyzed with quantitative techniques. Topics covered include the study of economic growth models, utility maximization, homogeneous functions, dynamic systems, applications of linear programming, and constrained optimization. (*On demand*)

ECON 6112. Graduate Econometrics. (3) Advanced study of the theory and application of statistics to economic problems. Topics include derivation of least-squares estimators; maximum likelihood estimation; and problems of multicollinearity, heteroskedasticity, and autocorrelation. (*Fall*)

ECON 6201. Advanced Macroeconomic Theory. (3) Prerequisites: Admission to graduate program. Theories of aggregate income determination, inflation, unemployment, interest rates and economic growth; macro-economic consumption and investment behavior; the business cycle. (*Fall*)

ECON 6202. Advanced Microeconomic Theory. (3) Prerequisite: Admission to graduate program. Theories of the firm, of the consumer, and of resource owners; determination of prices under different market structures; general equilibrium analysis and welfare economics. *(Fall)*

ECON 6203. Financial Economic Theory. (3) Prerequisites: Admission to the graduate program and permission of the program coordinator. Review of financial economic theory using discrete-time models. Topics include: risk measurement; choices under uncertainty; portfolio selection; capital asset pricing model (CAPM); Arrow-Debreu pricing; options and market completeness; the Martingale measure; arbitrage theory; consumption based CAPM; and valuation of the firm. *(Fall)*

ECON 6218. Advanced Business and Economic Forecasting. (3) Prerequisite: ECON 6112. Develops forecasting techniques used in business decision making and techniques used in forecasting macroeconomic variables. Topics include: estimation, identification and prediction using ARMAX, state space, and Box-Jenkins models; spectral analysis; linear filtering. *(Spring)*

ECON 6219. Financial Econometrics. (3) Prerequisite: ECON 6218 or MATH 6201. Advanced time series with financial applications. Topics include: time series regressions (univariate and multivariate, stationary and non-stationary) and time series models (including ARMA, ARCH, GARCH, stochastic volatility and factor models). The emphasis will be on model properties, estimators, test statistics, and applications in finance. *(Fall or Summer)*

ECON 6235. Monetary and Financial Theory. (3) Prerequisites: ECON 6112 and either ECON 6201 or 6202. Theory and empirical tests of money supply, money demand, and financial markets; portfolio theory with special attention to portfolio choices of banks; term structure of interest rates; dynamic models of money and economic activity. *(On demand)*

ECON 6240. Economics of International Finance. (3) Prerequisites: ECON 6112, 6201 and 6202. Open economy macroeconomics, international transmission of inflation and unemployment, internal and external balance; balance of payments and international payments mechanisms; determination of exchange rates and effects of hedging and speculation. *(On demand)*

ECON 6241. Economics of International Trade. (3) Prerequisites: ECON 6112, 6201 and 6202. Examines the causes and consequences of trade using Ricardian and neoclassical models. Considers extensions, modifications, and empirical tests of these models. Analysis of tariffs, quotas, other trade restrictions, export subsidies, and trends in current trade policy. *(On demand)*

ECON 6250. Advanced Urban and Regional Economics. (3) Prerequisite: Admission to graduate program. Applications of microeconomic theory to problems of cities, metropolitan areas and regions; methods in regional analysis, location theory, land-use planning, measurement of economic activity; transportation, housing, poverty, and growth issues. (*Spring*)

ECON 6255. Benefit-Cost Analysis. (3) Principles, practices, and applications for defining and comparing the benefits and costs of public policy programs and private sector projects, including techniques useful for organizing and analyzing data, evaluating programs systematically, and developing a framework for decision making while recognizing ethical implications, measurement problems, and time value problems. (*On demand*)

ECON 6800. Directed Study in Economics. (1-3) Prerequisite: Admission to M.S. program in Economics. Independent study of a theoretical and/or a policy problem in a special area of economics. Topics of the investigation may originate from the student or from the faculty member supervising the study. May be repeated for up to 6 hours of credit with the approval of the program coordinator. (*On demand*)

ECON 6901. Research Methods for Economists I. (3) Prerequisites: ECON 6112, 6202 and either ECON 6201 or ECON 6203. Research programs in economics; problem identification; interpretation of statistical results; bibliographic search; data sources and collection; selection of statistical technique; preparation of reports and proposals. (*Spring*)

ECON 6902. Research Methods for Economists II. (3) Prerequisite: ECON 6901. Critique of economic research and reports, presentation of econometric results and reports. The student will develop a research project, perform statistical tests, and present the results orally and in a major research paper. (*Summer*)

ECON 6999. Graduate Thesis Research. (1-6) Individual investigation culminating in the preparation and presentation of a thesis. May be repeated for credit. (*On demand*)

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**MEMORANDUM**

TO: Dean Claude Lilly  
Belk College of Business Administration

FROM: Cathy Sanders  
Director of Assessment and Faculty Governance

DATE: October 11, 2004

RE: Request to establish MKTG 3220: Sports Marketing

The request to establish MKTG 3220: Sports Marketing was approved by the chair of the Undergraduate Course and Curriculum Committee on October 6, 2004 for immediate implementation.

Catalog copy:

**MKTG 3220. Sports Marketing. (3)**

Prerequisite: MKTG 3110 with a grade of C or better. The course will explore the strategies necessary for success in marketing sports events, products and services. The course will build knowledge, skills, and practical understanding of the nature, contexts and dynamics of sports marketing and critically explore the product, pricing, promotion, and distribution – the strategies – available to sports and sports-related businesses. (*Fall*)

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**MEMORANDUM**

TO: Dean Claude Lilly  
Belk College of Business Administration

FROM: Cathy Sanders  
Director of Assessment and Faculty Governance

DATE: October 8, 2004

RE: Request to change the prerequisite of ITCS 1214 to INFO 2231/ITCS 2231 for INFO courses

The request to change the prerequisite of ITCS 1214 to INFO 2231/ITCS 2231 for INFO courses was approved by the chair of the Undergraduate Course and Curriculum Committee on October 5, 2004 for immediate implementation.

Catalog copy:

**INFO 3231. Business Applications Development. (3)**

Prerequisite: INFO 2231/ITCS 2231 with a C or better and Junior standing or permission of the Department. A study in the development of business applications software. Course emphasizes graphical user interface development using object-oriented, event-driven programming methods, and techniques with a high-level development tool such as Visual Basic or Java. (*Fall, Spring,*)

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**MEMORANDUM**

TO: Dean Schley Lyons, College of Arts and Sciences  
Dean Claude Lilly, The Belk College of Business Administration  
Dean Robert Johnson, The William States Lee College of Engineering  
Dean Mirsad Hadzikadic, College of Information Technology

FROM: Cathy Sanders

Director of Assessment and Faculty Governance

DATE: May 1, 2004

RE: Request to revise the name and course descriptions of 15 undergraduate courses entitled "Cooperative Education" (ACCT 3500, ARSC 3500, BIOL 3500, CHEM 3500, ECON 3500, ENGR 3590, ESCI 3500, FINN 3500, GEOG 3500, INFO 3500, MATH 3551, MGMT 3500, MKTG 3500, OPER 3500, PHYS 3590)

The request to revise the name and course descriptions of 15 undergraduate courses entitled "Cooperative Education" was approved by the chair of the Undergraduate Course and Curriculum Committee on April 8, 2004 for immediate implementation.

New catalog copy (changes in blue)

**ACCT 3500. Cooperative Education or 49ership Experience. (0)**

Prerequisite: Accounting major with Department approval, in conjunction with the University Career Center. Enrollment is required for

students participating in a cooperative education or 49ership position during each semester they are working in a position. Participating students pay a registration fee for transcript notation (co-op and 49ership) and receive full-time student status (co-op only). Assignments

must be arranged and approved in advance. Course may be repeated; evaluation is Satisfactory/Unsatisfactory. For information, contact

the University Career Center. (Fall, Spring, Summer)

**ARSC 3500. Cooperative Education or 49ership Experience. (0)**

Prerequisites: Departmental GPA and credit hours required and approval by the departmental Co-op Coordinator in conjunction with the University Career Center. Enrollment in this course is required for Arts and Sciences students



involved in professional work experiences offered through either the 49ership program, or the parallel co-op (part-time work) or the alternating co-op (full-time work) option of the cooperative education program. Participating students pay a registration fee for transcript notation (49ership and co-op) and receive

full-time student status (co-op only). Assignments must be arranged and approved in advance. Course may be repeated; evaluation is Satisfactory/Unsatisfactory. For information, contact the University Career Center. (Fall, Spring, Summer)

**BIOL 3500. Biology Cooperative Education or 49ership Experience. (0)**

Prerequisite: approval by the Department and the University Career Center. Required of students participating in the

49ership or Cooperative Education Program during the semesters in which they are working. Participating students pay a registration

fee for transcript notation (49ership and coop) and receive full-time student status (co-op only). Assignments must be arranged and

approved in advance. Course may be repeated; evaluation is Satisfactory/Unsatisfactory. For more information, contact the University

Career Center. (Fall, Spring)

**CHEM 3500. Chemistry Cooperative Education or 49ership Experience.(0)**

Prerequisites: Junior standing, chemistry through 2132 and acceptance into the Experiential Learning Program by the University Career

Center. Enrollment in this course is required for chemistry majors during each semester or summer when they are working on a co-op or 49ership assignment. Participating students pay a registration fee for transcript notation (49ership and co-op) and receive full-time

student status (co-op only). Assignments must be arranged and approved in advance. Course may be repeated; evaluation is Satisfactory/Unsatisfactory. For more information, contact the University Career Center. (On demand)

**ECON 3500. Cooperative Education or 49ership Experience. (0)**

Enrollment in this course is required for the Department's Cooperative Education and 49ership students during each semester they are

working in position. Restricted to majors in the Department of Economics. Participating students pay a registration fee for transcript

notation (49ership and co-op) and receive full-time student status (co-op only). Assignments must be arranged and approved in

advance. Course may be repeated; evaluation is Satisfactory/Unsatisfactory. For more information, contact the University Career

Center. (Fall, Spring, Summer)

**ENGR 3590. Engineering Cooperative Education or 49ership Experience.**

(0) This course is required of Co-op and 49ership students during the semester they are working. Acceptance into the Experiential

Learning Program by the University Career Center is required. Participating students pay a registration fee for transcript notation

(49ership and co-op) and receive full-time student status (co-op only). Assignments must be arranged and approved in advance.

Course may be repeated; evaluation is Satisfactory/Unsatisfactory. For more information, contact the University Career Center.

(Fall, Spring, Summer)

**ESCI 3500. Earth Sciences Cooperative Education or 49ership Experience. (0)**

Enrollment in this course is required for the Department's earth sciences cooperative education and 49ership students during each

semester that they are working. Acceptance into the Experiential Learning Program by the University Career Center is required.

Participating students pay a registration fee for transcript notation (49ership and co-op) and receive full-time student status

(co-op only). Assignments must be arranged and approved in advance. Course may be repeated; evaluation is Satisfactory/

Unsatisfactory. For more information, contact the University Career Center. (Fall, Spring, Summer)

**FINN 3500. Cooperative Education or 49ership Experience. (0)**

Enrollment in this course is for the University cooperative education and 49ership students during each semester they are working

in a position. Acceptance into the Experiential Learning Program by the University Career Center is required. Participating students

pay a registration fee for transcript notation (49ership and co-op) and receive full-time student status (co-op only).  
Assignments

must be arranged and approved in advance. Course may be repeated; evaluation is Satisfactory/Unsatisfactory. For  
more

information, contact the University Career Center. (*Fall, Spring, Summer*)

**GEOG 3500. Geography Cooperative Education or 49ership Experience.**

(0) Enrollment in this course is required for the Department's geography cooperative education and 49ership  
students during each

semester that they are working. Acceptance into the Experiential Learning Program by the University Career Center  
is required.

Participating students pay a registration fee for transcript notation (49ership and co-op) and receive full-time student  
status

(co-op only). Assignments must be arranged and approved in advance. Course may be repeated; evaluation is  
Satisfactory/

Unsatisfactory. For more information, contact the University Career Center. (*Fall, Spring, Summer*)

**INFO 3500. Cooperative Education or 49ership Experience. (0)**

Enrollment in this course is required for the Department's cooperative education and 49ership students during any  
semester they

are working in a position.. Acceptance into the Experiential Learning Program by the University Career Center is  
required.

Participating students pay a registration fee for transcript notation (49ership and co-op) and receive full-time  
student status

(co-op only). Assignments must be arranged and approved in advance. Course may be repeated; evaluation is  
Satisfactory/

Unsatisfactory. For more information, contact the University Career Center. (*Spring, Summer, Fall*)

**MATH 3551. Mathematics Cooperative Education or 49ership Experience. (0)**

Prerequisites: Sophomore standing, a 3.0 GPA in MATH/STAT/OPRS courses and consent of the Department of  
Mathematics.

Acceptance into the Experiential Learning Program by the University Career Center is required. The student will be employed in

a manner that affords him/her the opportunity of using and enhancing mathematical knowledge and skills through practical

experience of co-op rotation or 49ership experience. Participating students pay a registration fee for transcript notation

(49ership and co-op) and receive full-time student status (co-op only). Assignments must be arranged and approved in advance.

Course may be repeated; evaluation is Satisfactory/Unsatisfactory. For more information, contact the University Career Center.

After completing MATH 3551, the co-op student must take MATH 3652. MATH 3551 may be repeated with consent of the

Department. Evaluation is Satisfactory/Unsatisfactory. (*On demand*)

### **MGMT 3500. Cooperative Education or 49ership Experience. (0)**

Enrollment in this course is required for the Department's cooperative education and 49ership students during each semester

they are working in a position. This course is restricted to majors in the Department of Management. Acceptance into the

Experiential Learning Program by the University Career Center is required. Participating students pay a registration fee for

transcript notation (49ership and co-op) and receive full-time student status (co-op only). Assignments must be arranged and

approved in advance. Course may be repeated; evaluation is Satisfactory/Unsatisfactory. For more information, contact the

University Career Center. (*Fall, Spring, Summer*)

### **MKTG 3500. Cooperative Education and 49ership Experience. (0)**

Enrollment in this course is required for the department's cooperative education and 49ership students during each semester they

are working in a position. This course is restricted to majors in the Department of Marketing. Acceptance into the Experiential

Learning Program by the University Career Center is required. Participating students pay a registration fee for transcript notation

(49ership and co-op) and receive full-time student status (co-op only). Assignments must be arranged and approved in advance.

Course may be repeated; evaluation is Satisfactory/Unsatisfactory. For more information, contact the University Career Center.

*(Fall, Spring, Summer)*

**OPER 3500. Cooperative Education or 49ership Experience. (0)**

Prerequisite: major in Management Information Systems or Operations Management. Enrollment in this course is required for the

Department's cooperative education and 49ership students during each semester they are working in a position. Acceptance into the Experiential Learning Program by the University Career Center is required. Participating students pay a registration fee for transcript

notation (49ership and co-op) and receive full-time student status (co-op only). Assignments must be arranged and approved in

advance. Course may be repeated; evaluation is Satisfactory/Unsatisfactory. For more information, contact the University Career

Center. *(Fall, Spring, Summer)*

**PHYS 3590. Physics Cooperative Education or 49ership Experience. (0)**

Prerequisites: junior standing and consent of Department. Registration in PHYS 3590 is required of students during each of the

semesters they are working. Acceptance into the Experiential Learning Program by the University Career Center is required.

Participating students pay a registration fee for transcript notation (49ership and co-op) and receive full-time student status

(co-op only). Assignments must be arranged and approved in advance. Course may be repeated; evaluation is Satisfactory/

Unsatisfactory. For more information, contact the University Career Center. *(Fall, Spring, Summer)*

## FINANCIAL AID PROGRAMS (p22)

### Part-Time Employment Off-Campus.

The University Career Center's Job Location and Development (JLD) Program assists students in obtaining part-time, summer

and temporary employment off-campus. Job listings may be viewed online to registered students in *Campus Professional Jobs*

may include career-related positions in various fields such as education, business, entertainment, engineering and healthcare.

The JLD Program is available to help students earn money for their academic and personal expenses during their enrollment at the

University. Students are encouraged also to participate in career related experiences such as co-op, internships, and 49erships,

which can be arranged through the University Career Center's Experiential Learning Program.

## College of Arts and Science

### Experiential Learning Opportunities. (p46)

Students are encouraged to participate in professional work experiences in support of their academic and career development

through the cooperative education, 49ership, and internship programs offered to students in the College. The College is working

with the University Career Center to expand experiential learning offerings to enable more students to graduate with career related

experience. For more information about experiential learning programs, contact the University Career Center.

*Cooperative Education* involves professionally related, paid work experiences in multiple semesters. It does not offer academic

credit, but it is noted on the student's transcript. To participate in this program, students must have a minimum GPA of at least

2.5, meet specific departmental requirements, and pay a participation fee. Approval for enrollment must be arranged before the

student begins the work experience. Most students begin this program during their junior year; transfer students must complete

one semester at UNC Charlotte before making application for the program. Students maintain full-time student status during their

co-op work semesters.

*Internships* usually involve one semester of a professional experience that allows a student to test his or her career options.

Academic requirements for participation vary by department. Typically, a GPA of at least 2.5 is required. With faculty approval,

students may receive academic credit for their work experience; non-credit internships are available through the University Career

Center. All internships must be arranged in advance.

*49erships* involve paid or unpaid work in a career-related position for professional experience. A minimum of 80 work hours for

one semester is required to complete the program. Fall and Spring 49erships are part-time. Summer 49erships may be full or part-time.

Full-time students who are in good University standing, have completed their freshman year, and have a 2.0 minimum cumulative

GPA are eligible. It does not offer academic credit, but it is noted on the student's transcript; students pay a participation fee.

Approval for enrollment must be arranged before the student begins the work experience. Students may begin this program during

their sophomore year; transfer students must complete one semester at UNC Charlotte before making application for the program.

For more information, contact the University Career Center.

### **Service Learning Opportunities through the University Career Center**

Service Learning opportunities include 49erships in non-profit and government agencies and organizations, enabling students to

gain career related and community service experience while learning about related social, civic, human service, and political issues. Students work a minimum of 80 hours per semester to complete the

program. Fall and spring 49erships are part-time, and summer 49erships may be full or part-time. Students must qualify academically, and pay a registration fee for transcript notation. Employers

(as well as career advisors) assist students in working toward learning objectives and will complete an evaluation on each student

at the end of each term. Students receive transcript notation, but not academic credit.

### **COOPERATIVE EDUCATION PROGRAM (p 54)**

Students majoring in Biology may obtain practical work experience while pursuing their degrees. The cooperative Education Program

allows qualified students either to alternate semesters of academic study with semesters of work experience or to combine academic

study and work during the same semester. The work experience is arranged by the University Career Center and must be approved by

the Department of Biology. Placements are based on a student's academic interests and on the availability of appropriate positions and

are carried out under the supervision of a Biology faculty member who serves as co-op advisor. Work semesters are followed by

participation in the Biology Cooperative Education Seminar.

### **COOPERATIVE EDUCATION EXPERIENCE (p 60)**

Students majoring in Chemistry may obtain practical work experience in chemistry before graduation by participating in the Chemistry Cooperative Education Experience any time after the completion of sophomore year and CHEM 2132. A minimum GPA of 2.5 overall

and 2.5 in chemistry is required. At least two semesters of work assignments must be completed concurrent with enrollment in

CHEM 3500. Advisors will assist students to design a schedule that accommodates both work assignments and the upper division

chemistry courses which are normally offered on alternate semesters. Experiences are arranged in coordination with the University

Career Center.



### **Cooperative Education in Geography and Earth Sciences.(p 70)**

Students in the Geography and Earth Sciences programs may obtain practical work experience while pursuing their degrees by

participating in the Cooperative Education program. The work experience is approved by the Department and is closely related to the

student's field of study. Students interested in learning more about participating in this program should contact the Department of

Geography and Earth Sciences [or the University Career Center](#).

### **COOPERATIVE EDUCATION PROGRAM (p 80)**

A student may participate in the Mathematics Cooperative Education Program in either the parallel or alternate track. The parallel track combines academic study and cooperative experience during the same semester, while the alternate track alternates semesters totally

devoted to work with semesters totally devoted to academic study. Students in the Mathematics Cooperative Education Program must participate in a minimum of two semesters in the program. Students interested in participating in the program should contact the

Coordinator of Undergraduate Programs in the Department of Mathematics for information [or the University Career Center](#).

### **COOPERATIVE EDUCATION PROGRAM (p 85)**

Students majoring in Physics have an opportunity to combine work experience with their academic experience. The Cooperative

Education Program is a plan whereby a student completes his/her lower-division coursework and, after being formally accepted as a

co-op student, alternates periods of academic coursework with periods of paid employment in an area mutually agreed upon by the

student, an employer, and the University. This program enables the student to integrate classroom instruction with practical on-the-job experience with business, industry, government agencies, or other employers. A student electing this option should expect to graduate

in five years, instead of the four years normally required. Further information regarding Cooperative Education can be found elsewhere

in this *Catalog*. Information regarding the application procedure for admission into this program can be obtained from the Physics and

Optical Science Department [or the University Career Center](#).

## College of Business Administration

### Experiential Learning Opportunities. (p 93)

Students are encouraged to participate in professional work experiences that support academic and career development. The College

is working with the University Career Center to expand experiential learning offerings to enable more students to graduate with career-

related experience. The program consists of 49ership opportunities and Cooperative Education.

*Cooperative Education* involves professionally related, paid work experiences in multiple semesters. It does not offer academic credit,

but it is noted on the student's transcript. To participate in this program, students must have a GPA of at least 2.5, meet specific

departmental requirements, and pay a participation fee. Approval for enrollment must be arranged before the student begins the work experience. Most students begin this program during their junior year; transfer students must complete one semester at UNC Charlotte

before making application for the program. Students maintain full-time student status during their co-op work semesters. For further information, and to explore other credit and non-credit experiential earning opportunities including internships, contact the major

Department Chairperson or the University Career Center.

*49erships* involve paid or unpaid work in a career-related position for professional experience. A minimum of 80 work hours for one

semester is required to complete the program. Fall and Spring 49erships are part-time. Summer 49erships may be full or part-time. Full-time students who are in good University standing, have completed their freshman year, and have a 2.0 minimum cumulative GPA are eligible.

It does not offer academic credit, but it is noted on the student's transcript; students pay a participation fee. Approval for enrollment

must be arranged before the student begins the work experience. Students may begin this program during their sophomore year; transfer students must complete one semester at UNC Charlotte before making application for the program. For more information, contact the

University Career Center.

### **Service Learning Opportunities through the University Career Center**

Service Learning opportunities include 49erships in non-profit and government agencies and organizations, enabling students to gain career related and community service experience while learning about related social, civic, human service, and political issues. Students work a minimum of 80 hours per semester to complete the program. Fall and spring 49erships are part-time, and summer 49erships

may be full or part-time. Students must qualify academically, and pay a registration fee for transcript notation. Employers (as well as

career advisors) assist students in working toward learning objectives and will complete an evaluation on each student at the end of each term. Students receive transcript notation, but not academic credit.

### **Cooperative Education Program. (p 95)**

Students in the Department of Accounting may obtain practical work experience related to their major by participating in the Cooperative Education Program. The work experience arranged in coordination with the University Career Center must be closely related to the study

of accounting and must be approved by the Co-op Advisor in the Accounting Department. To be eligible for cooperative education,

students must be juniors who have an overall GPA of at least 2.5 and have completed the progression courses required by The Belk

College of Business Administration. Transfer students must complete at least 12 hours at UNC Charlotte to be eligible for cooperative education. Completion of courses related to the co-op position may be required prior to the co-op work experience. These courses will be established by the Co-op Advisor. Students must complete either two full-time alternating semesters of work or three consecutive part-time work semesters while taking a reduced academic load of no more than nine credit hours. Students selected to work in a public accounting

firm or for an internal audit position may complete program requirements by working one semester and either writing a paper or making a

formal presentation before faculty and students.

### **Cooperative Education Program. (p 96)**

Management Information Systems and Industrial/Operations Management majors may obtain practical work experience related to their

major by participating in the cooperative education program. To be eligible for cooperative education, students must be juniors who have

an overall GPA of at least 2.5 and have completed the progression courses required by The Belk College of Business Administration.

Transfer students must complete at least 12 hours at UNC Charlotte to be eligible for cooperative education. Completion of courses related

to the co-op position may be required prior to the co-op work experience. These courses will be established by the Co-op Advisor. Students must complete either two full-time alternating semesters of work or three consecutive part-time work semesters while taking a reduced

academic load of no more than nine credit hours. Participation must be approved in advance. Contact the University Career Center for

more information.

**Cooperative Education Program.** Management Students majoring in Management Information Systems are strongly encouraged to

participate in the University cooperative education program, which provides substantial educational and employment opportunities. Furthermore, many companies hire only students who have participated in the cooperative education program. To be eligible for

cooperative education, students must be juniors who have an overall GPA of at least 2.5 and have completed the progression courses

required by The Belk College of Business Administration. Transfer students must complete at least 12 hours at UNC Charlotte to be eligible

for cooperative education. Completion of courses related to the co-op position may be required prior to the co-op work experience. These courses will be established by the Co-op Advisor. Students must complete either two full-time alternating semesters of work or three consecutive part-time work semesters while taking a reduced academic load of no more than nine credit hours. Participation must be

approved in advance. Contact the University Career Center for more information.

**Cooperative Education Program. (p 99)**

Economics majors may obtain practical work experience related to their major by participating in the cooperative education program. To

be eligible for cooperative education, students must be juniors who have an overall GPA of at least 2.5 and have completed the eight progression courses required by the Department of Economics. Transfer students must complete at least 12 hours at UNC Charlotte to be eligible for cooperative education. Completion of courses related to the co-op position may be required prior to the co-op work experience. These courses will be established by the Co-op Advisor and must be approved in advance. Contact the University Career Center for more information.

### **Cooperative Education Program. (p 102)**

Management majors may obtain practical work experience related to their major by participating in the cooperative education program. To

be eligible for cooperative education, students must be juniors who have an overall GPA of at least 2.5 and have completed the progression courses required by The Belk College of Business Administration. Transfer students must complete at least 12 hours at UNC Charlotte to be eligible for cooperative education. Completion of courses related to the co-op position may be required prior to the co-op work experience. These courses will be established by the Co-op Advisor in the University Career Center. Students must complete either two full-time

alternating semesters of work or three consecutive part-time work semesters while taking a reduced academic load of no more than nine

credit hours. Experiences are arranged in coordination with the University Career Center.

### **Cooperative Education Program. (p 104)**

Marketing majors may obtain practical work experience related to their major by participating in the cooperative education program. To be eligible for cooperative education, students must be juniors who have an overall GPA of at least 2.5 and have completed the progression courses required by The Belk College of Business Administration. Transfer students must complete at least 12 hours at UNC Charlotte to

be eligible for cooperative education. Completion of courses related to the co-op position may be required prior to the co-op work

experience. These courses will be established by the Co-op Advisor. Students must complete either two full-time alternating semesters

of work or three consecutive part-time work semesters while taking a reduced academic load of no more than nine credit hours. The

Department of Marketing coordinates the co-op experience with the University Career Center.

### **College of Engineering**

#### **Cooperative Education (Co-op) Program. (p 118)**

Students in The William States Lee College of Engineering may obtain practical work experience while pursuing their degree by participating

in cooperative education whereby a student alternates semesters of full-time academic study with semesters of full-time work experience in industry. The work experience is under the direction of the student's major department and is closely related to his or her field of study. Civil engineering, computer engineering, electrical engineering, and

mechanical engineering students who fulfill all requirements of the co-op program can earn up to three credit hours for a technical elective and will receive partial credit toward the professional practice requirement

for registration as a Professional Engineer. To be eligible for the Co-op program, an engineering student must have completed at least 24

credit hours at UNC Charlotte including a number of specified courses with a minimum GPA of 2.5. A transfer student is expected to have completed at least 12 hours at UNC Charlotte. An engineering technology student must have earned an Associate of Applied Science degree with a GPA of 2.5 or better (out of 4.0) and completed at least 12 hours at UNC Charlotte. For an undergraduate to be officially designated as

a Co-op student, he or she must participate in at least three semesters of work experience (three work sessions and three seminar courses). Consequently, participation in Co-op Education usually means that the student will take five years to complete the engineering program or three years (at UNC Charlotte) to complete the engineering technology program. Students interested in learning more about the advantages and opportunities of participating in this program should contact the College's Faculty Associate for Student Professional Development or

the University Career Center.

**Domestic Internships.** A number of opportunities for **non-credit** internships, called 49erships, exist for students in the College. Engineering internships are almost always paid positions. A minimum of 80 work hours for one semester is required to complete the program. Fall and Spring 49erships are part-time. Summer 49erships may be full or part-time. Full-time students who are in good University standing, have completed their freshman year, and have a 2.0 minimum cumulative GPA are eligible. It does not offer academic credit, but it is noted on the student's transcript; students pay a participation fee. Approval for enrollment must be arranged before the student begins the work

experience. Students may begin this program during their sophomore year; transfer students must complete one semester at UNC Charlotte before making application for the program. Students interested in learning more about these opportunities should consult with their advisor, the College's Faculty Associate for Student Professional Development or the University Career Center. ~~Information, contact the Office of Continuing Education, Extension, and Summer Programs.~~

### **Experiential Learning Requirements. (p 126)**

All students graduating after August 1999 must complete at least one experiential course. Experiential courses are practice oriented courses such as cooperative education, internships, senior design projects, or undergraduate research.

### **College of Information Technology (p 140)**

**Cooperative Education Program.** Students in the College of Information Technology may obtain practical work experience while pursuing

their degree by participating in cooperative education, whereby a student alternates semesters of academic study with semesters of work experience in industry. The work experience is under the direction of the student's department and is closely related to his or her field of

study. To be eligible for the Co-op program, students in the College of Information Technology must have completed at least 24 credit hours

at UNC Charlotte, including a number of specified courses, with a minimum GPA of 2.50. A transfer student is expected to have completed 12 hours at UNC Charlotte, with those same specified courses. For an undergraduate to be officially designated as a Co-op student, he or she must participate in at least two semesters of work experience. Consequently, participation in Co-op Education may mean that the student

will take five years to complete the programs at UNC Charlotte. Students interested in learning more about the advantages and opportunities

of participating in this program should contact the University Career Center.

**Internships.** A number of opportunities for internships exist for students in the College. These internships may be with or without pay

and with or without academic credit. Students interested in learning more about these opportunities should consult with their advisor and

with the College of Information Technology program coordinator in the University Career Center.

**Cooperative Education in Computer Science.** By participating in the Cooperative Education program, students in computer science may

pursue their education along with alternating work experiences so that they may be better prepared to enter their chosen professional career. Interested students should contact the *University Career Center* for more information.

#### **Cooperative Education in Software and Information Systems. (p 142)**

By participating in the Cooperative Education program, students in the department may pursue their education along with alternating work experiences so that they may be better prepared to enter their chosen professional career. Interested students should contact the University Career Center for more information.

Special Program (p 146)

#### **Experiential Learning Programs**

The majority of UNC Charlotte students are expected to and do participate in University-sanctioned experiential learning programs

(over 60%). Opportunities are available for both undergraduate and graduate students to receive course credit, **transcript notation**, or other recognition for supervised experiences in public and private agencies within the community, nationally, and internationally. These opportunities are offered through experiential learning programs including over 330 courses involving clinicals, cooperative education, internships, **49erships**, and practical. The University Career Center coordinates most experiential learning opportunities for the campus

and can provide information about the following options:

**Cooperative Education:** This career related professional program is available to students in the Colleges of Arts and Sciences, Business Administration, Information Technology, and Engineering. Participants must have a GPA of at least 2.5 and complete course requirements specified by their department. Transfer students must complete 12 hours at UNC Charlotte before applying to the program. Co-op students work two to three semesters either part-time or fulltime (depending on college requirements) with an employer in a paid work experience. Although the experience does not offer academic credit, participants are classified **as full-time students and receive transcript notation**.

**Internships:** Internship programs provide an introduction to career options in a professionally related work experience **which enables the student to apply classroom learning**. This experience is usually unpaid and may offer academic credit if there is appropriate faculty

supervision. Students work 8 to 12 hours a week while also taking classes.

**The 49ership Program:** The University Career Center sponsors a non-credit internship called a 49ership. Program participation is especially valuable for students who want career experience and do not have an internship option through their academic major. Students may

participate in the program after their freshman year provided they have a GPA of 2.0 or better; graduate students must complete 9 credit

hours in their graduate program before making application. (Transfer students must successfully complete 12 credit hours at UNC Charlotte before making application.) **A minimum of 80 work hours for one semester is required to complete the program. Fall and Spring 49erships**

**are part-time. Summer 49erships may be full or part-time. Full-time students who are in good University standing, have completed their**

**freshman year, and have a 2.0 minimum cumulative GPA are eligible. It does not offer academic credit, but it is noted on the student's transcript; students pay a registration fee. Approval for enrollment must be arranged before the student begins the work experience.** Participating employers have included Carolinas Medical Center, the District Attorney's Office, General Electric, Walt Disney World,

Duke Energy, Vanguard, Transamerica, and US Airways. Seventy percent (70%) of the positions in this program are compensated.



## **Service Learning Opportunities through the University Career Center**

Service Learning opportunities include 49erships in non-profit and government agencies and organizations, enabling students to gain career related and community service experience while learning about related social, civic, human service, and political issues. Students work a minimum of 80 hours per semester to complete the program. Fall and spring 49erships are part-time, and summer 49erships

may be full or part-time. Students must qualify academically, and pay a registration fee for transcript notation. Employers (as well as

career advisors) assist students in working toward learning objectives and will complete an evaluation on each student at the end of each term. Students receive transcript notation, but not academic credit.

**The Career Prospector Program:** This program involves “shadowing” professionals in various career fields. Students are able to explore career options and academic interests by conducting informational interviews and observing professionals in the career fields of their

choice. The shadowing experiences can last for one day or longer, depending on the schedules of the students and sponsors. Over 300 sponsors in various career fields participate in this program coordinated through the University Career Center.

cc: Dr. Rick Lejk, Chair, Undergraduate Course & Curriculum Comm.  
Ms. Denise Dwight Smith, Director, University Career Center

Dr. Bill Hill, Assoc. Dean, College of Arts & Sciences

Dr. Hughlene Burton, Accounting Dept.

Dr. Mark Clemens, Biology Dept.

Dr. Bernadette Donovan-Merkert, Chemistry Dept.

Dr. John Gandar, Economics Dept.

Dr. Ronald Smelser, Assoc. Dean, College of Engineering

Dr. Gerald Ingalls, Geography & Earth Sciences Dept.

Dr. Calvin W. Sealey, Jr., Finance Dept.

Dr. Moutaz Khouja, Bus. Info. Systems & Operations Management

Dr. Alan Dow, Math Dept.

Dr. Ben Tepper, Management Dept.

Dr. Linda Swayne, Marketing Dept.

Dr. Faramarz Farahi, Physics Dept.

Ms. Stephanie Hodgkin, President, Student Government Association

Mr. Richard Yount, Registrar

Mr. Craig Fulton, Director, Admissions

Ms. Peggy Gordon, Undergraduate Catalog

Advising Team

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**MEMORANDUM**

TO: Dean Claude Lilly

The Belk College of Business Administration

FROM: Cathy Sanders

Director of Assessment and Faculty Governance

DATE: May 31, 2004

RE: Request to offer the Belk MBA degree in Mexico as part of a Double Degree Program  
with Tec de Monterrey

The request to offer the Belk MBA degree in Mexico as part of a Double Degree Program  
with Tec de Monterrey was approved by the Graduate Council on May 4, 2004 and the

Faculty Council on the May 12, 2004 Consent Calendar, for forwarding to the Office of the President. Please work with Dr. Connie Martin in Continuing Education, Extension and Summer Programs to see that this is completed in a timely manner.

cc: Dr. Gerald Ingalls  
Dr. Rick Conboy

Dr. Casper Wiggins

Ms. Stephanie Hodgin

Mr. Richard Yount

Mr. Craig Fulton

Ms. Peggy Gordon

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly  
The Belk College of Business Administration

FROM: Cathy Sanders  
Director of Assessment and Faculty Governance

DATE: March 31, 2004

RE: Request to revise the MBA Program Curricula

The request to revise the MBA Program Curricula was approved by the Graduate Council on March 2, 2004 and by the Faculty Council on the March 15, 2004 Consent Calendar for immediate implementation.

New catalog copy

## **BUSINESS ADMINISTRATION**

### **Director**

Dr. Casper Wiggins

Interim Associate Dean of Graduate Programs

209 Friday Building

704-687-2569

704-687-4014 (fax)

[www.mba.uncc.edu](http://www.mba.uncc.edu)

### **Degrees**

MBA; MBA PLUS Certificate

### **Graduate Faculty**

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Jack M. Cathey, Associate Professor of Accounting

Nabil Elias, Associate Professor of Accounting

L. Howard Godfrey, Professor of Accounting

Richard G. Schroeder, Professor of Accounting

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John R. O'Malley, Jr., Assistant Professor of Management Information Systems

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John M. Gandar, Chair and Professor of Economics

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Peter M. Schwarz, Professor of Economics

Ellen M. Sewell, Assistant Professor of Economics

Jennifer Troyer, Assistant Professor of Economics

Hui-Kuan Tseng, Associate Professor of Economics

Richard A. Zuber, Professor of Economics

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Richard J. Buttimer Jr., Associate Professor of Finance

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William F. Kennedy, Associate Professor of Finance

Ben H. Nunnally Jr., Professor of Finance

Steven Ott, Professor of Finance

D. Anthony Plath, Associate Professor of Finance

Judson W. Russell, Adjunct Faculty, Finance and Principal, Global Corporate & Investment Banking Bank of America

Calvin W. Sealey, Chair and The Torrence E. Hemby, Sr., Distinguished Professor in Banking

Louis A. Trosch, Professor of Business Law

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Rosemary Booth, Associate Professor of Management

Claudio Carpano, Associate Professor of Management

Kent E. Curran, Professor of Management

Robert A. Giacalone, Surtman Distinguished Professor of Business Ethics

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### **Marketing**

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Sunil Erevelles, Associate Professor of Marketing

Alan T. Shao, North Carolina Ports Professor of Marketing and International Business

Thomas H. Stevenson, Charles E. Cullen Distinguished Professor of Marketing

Linda E. Swayne, Chair and Professor of Marketing

### **MASTER OF BUSINESS ADMINISTRATION (MBA)**

The primary objective of graduate study in business is to develop candidates for leadership positions in complex organizations. The MBA program focuses on developing the expertise to lead, influence, and persuade others through effective written and spoken communications; the ability to approach complex problems both systematically and imaginatively; the confidence to make decisions in the face of imperfect information, competing objectives, and technological change; the insight to recognize the ethical dimensions of organizational and individual decisions; the sensitivity to recognize that organizational decisions involve teamwork and consensus-building across diverse groups of individuals; and the awareness that business represents an inherently multinational enterprise that exists without geographical or cultural boundaries.

MBA courses are scheduled to accommodate both working professionals and full-time students. Full-time students may enroll in up to four courses each semester, while working professionals normally enroll in two courses each semester. Classes are held in the evening throughout the year on campus and at UNC Charlotte Uptown. A working professional student can complete the program in 24 months. Full-time students may complete the program in four semesters, depending upon scheduling of courses.

### **Additional Admission Requirements**

In addition to the general requirements for admission to the Graduate School, the following are required for graduate study in Business Administration.

- 1) A generally satisfactory undergraduate record from an accredited college or university.
- 2) A satisfactory score on the Graduate Management Admission Test (GMAT).
- 3) A full resume or a description of significant work experience.

### **Degree Requirements**

The MBA degree program comprises 37 graduate hours, including a Core Functional Component and an Elective Component. Up to 6 hours of course work may be transferred from an AACSB-accredited institution or equivalent, based on a recommendation of the relevant academic department, approval of the Director of the MBA program, and approval of the Graduate School. Necessary preparatory work will be determined during the admissions process, and courses to meet the specific need will be available in the Preparatory Component. All students in the program must meet the Graduate School's requirements for a Master's Degree.

### **Preparatory Component**

*Prerequisites (10 credit hours) - These courses may be taken after admission to the MBA. These courses are not required prior to admission to the MBA program. Courses in the MBA Preparatory Component must be completed before enrolling in 6000-level courses except by permission of the Director of the MBA program.*

MBAD5112 Foundations of Microeconomics (2)

MBAD5113 Foundations of Macroeconomics (1)

MBAD5131 Fundamentals of Financial Accounting and Financial Management (3)

MBAD5141 Business Statistics (2)

MBAD5142 Quantitative Analysis in Business (1)

MBAD5191 Legal Environment in Business (1)



## **I. Functional Component (28 hours)**

### **A. Primary Block (13 hours)**

Prerequisites: All requirements for admission to the program and Preparatory Component, except as approved by the MBA Director.

MBAD6100 Leadership, Ethics and the Business Environment Seminar (1)

MBAD6112 The Economics of Business Decisions (3)

MBAD6121 Business Information Systems (3)

MBAD6131 Management Accounting (3)

MBAD6141 Operations Management (3)

### **B. Intermediate Block (12 hours)**

Prerequisites: All requirements for admission to the program and the Preparatory Component. Completion of the Primary Block is strongly recommended.

MBAD6152 Financial Management (3)

MBAD6161 Organizational Leadership & Behavior I (3)

MBAD6171 Marketing Management (3)

MBAD6193 International Business Concepts (3)

### **C. Advanced Block (3 hours)**

Prerequisites: All functional courses, listed above, in Primary Block and Intermediate Block should be completed before MBAD 6194 is taken.

MBAD6194 Management Strategy (3)

## **II. Concentration and Elective Component (9 hours)**

Students complete nine hours of elective courses specified for a concentration or as free electives. Students may enroll in electives as soon as they complete the prerequisites for each course. MBAD 6890 (Directed Individual Study) and

MBAD 7090 (Special Topics in Business) may be included in a concentration with permission of the MBA Director and the related Department.

Concentration and elective requirements:

### **Business Finance**

Prerequisite: MBAD 6152

Requirement: The following course:

MBAD6157 Theory of Corporate Finance (3)

Plus two of the following courses:

MBAD5159 Student Managed Investment Fund II (3)

MBAD6151 Financial Institutions and Markets (3)

MBAD6153 Investment Management (3)

MBAD6154 Applied Business Finance (3)

MBAD6155 Multinational Finance (3)

MBAD6158 Real Estate Finance and Development (3)

MBAD6159 Real Estate Development (3)

MBAD6160 Real Estate Capital Markets (3)

### **Economics**

Approval of the Department of Economics is required before enrolling in 6000 level ECON courses or the Economics Concentration.

Requirement: The following two courses:

ECON6111 Macroeconomics and Business Forecasting (3)

ECON6112 Graduate Econometrics (3)

Plus one of the following courses:

ECON6201 Advanced Macroeconomic Theory (3)

ECON6202 Advanced Microeconomic Theory (3)

ECON6218 Advanced Business Forecasting (3)

### **Financial Institutions/Commercial Banking**

Prerequisite: MBAD 6152

Requirement: The following course:

MBAD6156 Commercial Bank Management (3)

Plus two of the following courses:

MBAD5159 Student Managed Investment Fund II (3)

MBAD6058 Special Topics in Financial Services (3)

MBAD6151 Financial Institutions and Markets (3)

MBAD6153 Investment Management (3)

MBAD6154 Applied Business Finance (3)

MBAD6155 Multinational Finance (3)

MBAD6158 Real Estate Finance and Development (3)

MBAD6159 Real Estate Development (3)

MBAD6160 Real Estate Capital Markets (3)

### **Information and Technology Management**

Prerequisite: MBAD 6121

Requirement: The following two courses:

MBAD6201 Data and Knowledge Management (3)

MBAD6202 Business Information Systems Development (3)

Plus one of the following courses:

MBAD6203 Information Systems Economics, Strategy, and Policy (3)

MBAD6204 Business Data Communications (3)

### **International Business**

Prerequisite: MBAD 6193

Requirement: The following three courses:

MBAD6174 International Marketing (3)

MBAD6155 Multinational Finance (3)

MBAD6197 International Business Strategy (3)

### **Management**

Prerequisite: MBAD 6161

Requirement: Three of the following courses:

MBAD6162 Organizational Leadership and Behavior II (3)

MBAD6163 Human Resource Management (3)

MBAD6164 Executive Communication (3)

MBAD6191 Entrepreneurship (3)

MBAD6192 Business and Society (3)

MBAD6195 Strategic Management of Technology (3)

MBAD6196 Strategic Planning (3)

MBAD6197 International Business Strategy (3)

### **Marketing**

Prerequisite: MBAD 6171

Requirement: Three of the following courses:

MBAD6172 Marketing Research (3)

MBAD6173 Promotional Strategy (3)

MBAD6174 International Marketing (3)

MBAD6175 Logistics Management (3)

MBAD6890 Directed Individual Study (3)

### **Real Estate Finance & Development**

Prerequisite: MBAD 6152

Requirement: The following two courses:

MBAD6158 Real Estate Finance & Investment (3)

MBAD6159 Real Estate Development (3)

Plus one of the following courses:

MBAD6160 Real Estate Capital Markets (3)

MBAD6258 Site Feasibility Analysis (3)

MBAD6259 Applied Real Estate Development (3)

### **Student Structured Concentration**

Students may propose a nine-semester hour, three-course concentration in a significant area of interest for approval by the Director of the MBA program. This concentration may include graduate courses from other programs within the University with approval of the related Department.

### **Admission to Candidacy**

An Application to Candidacy form listing graduate-level courses that apply to the degree must be submitted to the MBA Office four weeks prior to the semester in which the student plans to complete the course work for the degree.

### **Application for Degree**

An Application for Degree form must be submitted to the Graduate School by the published deadline.

### **Assistantships**

A number of assistantships are available each year. In order to be competitive, applications should be submitted by March 15. Additional information is available in the MBA office and the Graduate School website.

## **MBA PLUS POST MASTERS GRADUATE CERTIFICATE**

The MBA PLUS Post Masters Graduate Certificate program provides an opportunity for graduates of accredited MBA programs to broaden and update their business education. As business conditions, tools, and techniques change rapidly, a major way of staying at the forefront of knowledge is through additional university education. The MBA PLUS Certificate makes courses in the Belk College's MBA Concentrations available to persons who already have MBA degrees.

### **Admission Requirements**

Applicants must satisfy the general requirements established by the Graduate School for admission to a graduate certificate program. Applicants must provide two official transcripts indicating the awarding of an MBA degree from an AACSB-accredited institution or equivalent, along with the Graduate application and application fee. (Graduates from the MBA program at UNC Charlotte are not required to send an official transcript.) Applicants will not be required to retake the GMAT.

### **Completion Requirements**

The MBA PLUS Certificate requires completion of twelve or more semester hours of 6000-level courses. At least nine hours must be electives. One 3-hour course may be a repeat of a course previously taken. A student may repeat more courses, but only one such repeated course will be counted toward the certificate. The nine hour elective requirement of the MBA PLUS corresponds to the nine-hour concentrations in the MBA program.

It is expected that most students will use their twelve hours or more to gain a concentration in a particular functional area of interest. However, a broader program that draws from a number of areas may be pursued.

Transfer credits are not accepted in the MBA PLUS Certificate program. To receive the certificate, students must complete all courses with a grade of "B" or better within four years from the time of enrollment in the first certificate course.

An Application for Candidacy for a Graduate Certificate (candidacy form) and an Application for Certificate should be completed prior to the last semester of MBA PLUS course work. Consult Graduate School published deadlines.

## **COURSES FOR BUSINESS ADMINISTRATION**

*MBA Program Prerequisites*

**MBAD 5112. Foundation of Microeconomics. (2)** This course focuses on topics related to the scope and methodology of economics as a social science, the analysis of markets, the development of market structure, the characteristics of market failure, problems of economic concentration, and the theory of income distribution. Enrollment is limited to admitted MBA students. *(Fall, Spring)*

**MBAD 5113. Foundation of Macroeconomics. (1)** This course focuses on topics related to the scope and methodology of economics as a social science, the measurement of national income, the theory of national income determination, money and banking, monetary and fiscal policy, and international economics. Enrollment is limited to admitted MBA students. *(Fall, Spring)*

**MBAD 5131. Fundamentals of Financial Accounting and Financial Management. (3)** Accelerated and in-depth study of conceptual foundations and applications of financial accounting and financial management with emphasis on building accounting and finance information bases for external decision making. (Accounting and finance preparation to enter the MBA. May not be taken for credit toward any undergraduate degree within the Belk College of Business Administration or used as equivalent credit for ACCT 2121-2122). Enrollment is limited to admitted MBA students. *(Fall, Spring)*

**MBAD 5141. Business Statistics. (2)** This course is designed to bring MBA students up to an acceptable level of analytical capability in the areas of probability theory and business statistics. Enrollment is limited to admitted MBA students. *(Fall, Spring)*

**MBAD 5142 . Quantitative Analysis in Business. (1)** This course is designed to bring MBA students up to an acceptable level of analytical capability in the areas of basic linear mathematics (algebra and matrix algebra) and basic differential and integral calculus. Enrollment is limited to admitted MBA students. *(Fall, Spring)*

**MBAD 5191. Legal Environment in Business. (3)** Legal environment in which business operates today; Legal, social, and ethical considerations of managers within the framework of federal and state regulatory laws; role and function of federal regulatory agencies and their impact on business activities. Enrollment is limited to admitted MBA students. *(Fall, Spring) Graduate Only*

**MBAD 5158. Student Managed Investment Fund I. (3)** Prerequisites: FINN 3120 or MBAD 6152, and FINN 3222 or FINN/MBAD 6153. Management of an actual portfolio consisting of a portion of the University's Endowment Fund. Admission is by permission of instructor. Students selected for the course are required to take MBAD 5159. (Same as FINN 5158) *(Fall)*

**MBAD 5159. Student Managed Investment Fund II. (3)** Prerequisites: FINN 3120 or MBAD 6152, and FINN 3222 or FINN/MBAD 6153. Management of an actual portfolio consisting of a portion of the University's Endowment

Fund. Admission is by permission of instructor. Student cannot enroll in this course without successfully completing MBAD 5158. (Same as FINN 5159) *(Spring)*

**MBAD 6028. Topics in Business Information Systems. (3)** Prerequisite: MBAD 6121. Selected topics in information systems. Potential topics include information resource management, database management systems, management support systems, information systems in the financial and banking industry, information systems in manufacturing, information systems in health care, and EDP auditing. May be repeated for additional credit as the topics vary and with permission of MBA director. *(On demand)*

**MBAD 6058. Special Topics in Financial Services. (3)** Prerequisite: MBAD 6152. Each year, the subject matter of this course deals with a different specialized and contemporary topic of interest to students who are preparing for management careers in the financial services industry. The topics are chosen and covered in a way that builds on and supplements the topics covered in other courses in the Financial Institutions/Commercial Banking concentration. Emphasis is placed on the managerial implications of the subject matter as well as the impact on the financial system. Topics covered in this course may vary from semester to semester, and the course may be repeated a maximum of one time for academic credit. *(On demand)*

**MBAD 6100. Leadership, Ethics, and the Business Environment Seminar. (1)** Prerequisite: None. An introduction to leadership, ethics, and other essential skills and concepts for success in the current business environment. The particular topics and activities included will vary each semester as the business environment changes. This course is to be taken by MBA students in their first semester. *(Fall, Spring)*

**MBAD 6111. Macroeconomics and Business Forecasting. (3)** Prerequisite: MBAD 5112, 5113, 5141, and 5142 or equivalents. Advanced studies of the interrelations of markets in national and international economies; mechanisms of monetary policy and interest rate effects, foreign exchange rates and inflation; relations between national saving, fiscal policy, foreign debt and investment; short-run and long-run effects of economic policy; tax policy, government spending and economic growth; types of economic forecasts; value and limits of forecasts. *(On demand)*

**MBAD 6112. The Economics of Business Decisions. (3)** Prerequisites: MBAD 5112, 5113, 5141, and 5142 or equivalents. Economic concepts in the decision-making process. Topics include scarcity; marginal analysis and tools of optimization; demand and supply analysis and market structure; economic efficiency; regression analysis; risk analysis and game theory; and international issues. *(Fall, Spring)*

**MBAD 6121. Business Information Systems. (3)** Prerequisite: Basic computer knowledge and skills are assumed. Examination of how information systems are developed and used in organizations, how information resources are managed, and the potential strategic and competitive impact information systems have in domestic and global business environments. *(Fall, Spring)*

**MBAD 6122. Technology-Enhanced Decision Making. (3)** Prerequisite: MBAD 5141 and 5142 or equivalents. An analytical approach to the management process. Generalized models for decision making with major emphasis on application of the scientific method to management problems. *(On demand)*



**MBAD 6123. Applied Management Science. (3)** Prerequisite: MBAD 6122. Mathematical model building aimed at integrating methods and applications. Overview of mathematical programming in practice and a series of projects implementing models in business and the public sector. *(On demand)*

**MBAD 6131. Management Accounting. (3)** Prerequisite: MBAD 5131 or equivalent. This course deals with using accounting information for strategic, tactical, and operating decisions with a focus on strategic cost management. Emphasis is on using cost and other management accounting information in making sound decisions, its effect on managerial behavior, and its use in formulating and implementing strategy, and issues of design and operation of management control systems including the intended and unintended consequences of performance measurement. *(Fall, Spring)*

**MBAD 6141. Operations Management. (3)** Prerequisite: MBAD 5141 and MBAD 5142 or equivalents. Design, operation, and control of service and manufacturing systems. Emphasis on using analytical tools for problem solving in process analysis and re-engineering, work-force management, material and inventory management, aggregate planning, total quality management, and others. *(Fall, Spring)*

**MBAD 6142. Quality and Manufacturing Management. (3)** Prerequisite: MBAD 6141. Current issues and advances in operations management including just-in-time inventory management, total quality management, continuous improvement, flexible manufacturing systems, computer integrated manufacturing systems, technology evaluation and selection, and operations strategy. *(On demand)*

**MBAD 6151. Financial Institutions and Markets. (3)** Prerequisite: MBAD 6152. Major financial

institutions, particularly commercial banks, and their role in the intermediation process and as suppliers of funds to the money and capital markets. Comparative financial policies of these institutions are examined in the context of their legal and market environment. (Same as FINN 6151) *(Yearly)*

**MBAD 6152. Financial Management. (3)** Theory and practice of corporate finance including asset management, cost of capital and capital budgeting, optimization problems and socio-economic aspects of financial management. Computer technology may be employed when applicable. (Same as FINN 6152) *(Fall, Spring)*

**MBAD 6153. Investment Management. (3)** Prerequisite: MBAD 6152. Theory and practice of investment decisions of individuals and fund managers. Topics include the status of capital market theory, the efficient market hypothesis literature, and a portfolio performance measurement. Standard institutional and investment analysis topics, futures and options markets, and international investment topics are covered. (Same as FINN 6153) *(Yearly)*

**MBAD 6154. Applied Business Finance. (3)** Prerequisite: MBAD 6152. Examination of business finance topics which typically confront the firm's primary finance functional areas (CFO, Treasurer, Controller). The purpose is to develop advanced analytical skills in those topic areas. The following topics form the basis of the course: lease vs buy (borrow); leveraged buy-outs; merger analysis (emphasis on valuation); international operations of American firms (capital budgeting and cost of capital); capital structure; risk management. Such additional topics as working capital management; risk management; and relevant current topics will be included as time permits. (Same as FINN 6154) (*On demand*)

**MBAD 6155. Multinational Financial Management. (3)** Prerequisites: MBAD 6152. Financial

management of the multinational firm including management of foreign exchange risk and political risk, and the control and evaluation of financial policies of multinational firms. (Same as FINN 6155) (*Yearly*)

**MBAD 6156. Commercial Bank Management. (3)** Prerequisite: MBAD 6152. Techniques for the

management of commercial banks. Topics of study include industry structure, administrative organization, management of assets, liabilities, and capital, and financial analysis of the banking firm. (Same as FINN 6156) (*Yearly*)

**MBAD 6157. Theory of Corporate Finance. (3)** Prerequisite: MBAD 6152. Theories of modern corporate finance, including theory of efficient capital markets; uncertainty and the theory of choice; market equilibrium asset pricing models (capital asset pricing model, arbitrage pricing theory, Black-Scholes); theories of capital structure and the cost of capital; dividend policy; and leasing. (Same as FINN 6157) (*Yearly*)

**MBAD 6158. Real Estate Finance and Investment. (3)** Prerequisite: MBAD 6152. This course focuses on the techniques used to analyze, finance and structure real estate transactions. Topics include: an overview of the real estate space and capital markets; the techniques of financial analysis; project ownership, taxation and financial structure; determining the financial feasibility of real estate development; and corporate real estate strategies. (*Yearly*)

**MBAD 6159. Real Estate Development. (3)** Examination of the real estate development process.

Identification and evaluation of the critical assumptions and issues related to market and site feasibility, financial feasibility, planning, acquisition, construction, and operation of economically viable commercial real estate projects. (Same as GEOG 6103) (*Yearly*)

**MBAD 6160. Real Estate Capital Markets. (3)** Prerequisite: MBAD 6152. This course focuses on the techniques used to analyze, finance and structure real estate transactions, and emphasizes the role of the capital markets in facilitating development and investment in commercial real estate. Topics include: real estate in an investment portfolio; valuation and investment analysis for direct (private) real estate equity investment including coverage of valuation using real option methodology; primary and secondary commercial mortgage markets (CMBS); and, analysis of publicly traded equity real estate investment trusts (REITs). (*Yearly*)

**MBAD 6161. Organizational Leadership and Behavior I. (3)** Behavioral knowledge and skills essential to becoming an effective manager/leader including behavior and motivation in an environment of complexity and rapid change and ethical implications of actions and their effects on demographically diverse and increasingly international work force. *(Fall, Spring)*

**MBAD 6162. Organizational Leadership and Behavior II. (3)** Prerequisite: MBAD 6161. Continuation of MBAD 6161. Examines performance determinants and appraisal, design of complex organizations, team building, organizational change, career development and conflict management. *(Yearly)*

**MBAD 6163. Human Resource Management. (3)** Prerequisite: MBAD 6161. An examination of the current critical issues and strategic questions associated with managing employees. Case material, readings and audiovisual material will be used to stimulate discussion of the most important and strategic questions to be tackled by general managers today and in the future in the relationship between management and workers. *(Yearly)*

**MBAD 6164. Executive Communication. (3)** Intensive study of communication in organizations from middle and upper management perspectives with special attention to corporate communication, media relations, technologically mediated communication, crisis communication and public affairs. Case studies, readings and project assignments will be used in a variety of business situations. *(Yearly)*

**MBAD 6171. Marketing Management. (3)** A managerial approach to strategic marketing decision-making. Topics include promotional strategy, channels of distribution, demand analysis and pricing, e-marketing, and international marketing. Case studies, readings and simulations are used. *(Fall, Spring)*

**MBAD 6172. Marketing Research. (3)** Prerequisite: MBAD 6171. Planning, execution and evaluation of marketing research activities. Emphasis on the techniques and methodology used in the collection, analysis and interpretation of economic, demographic and sociological data for use in marketing decision making. *(Yearly)*

**MBAD 6173. Promotional Strategy. (3)** Prerequisite: MBAD 6171. Opportunities and challenges for an organization through advertising, personal selling, sales promotion and publicity. It includes analysis of the legal and ethical problems involved in this area. Case studies and a project assignment are used. *(Yearly)*

**MBAD 6174. Global Marketing Management. (3)** Prerequisite: MBAD 6171. Study of opportunities, problems and techniques involved in marketing internationally. Analysis of environmental forces which affect international marketing and the methods companies utilize to market effectively on an international scale. *(Yearly)*

**MBAD 6175. Logistics Management. (3)** Prerequisite: MBAD 6171. Study of the logistics system as a source of profitability and competitive advantage. Component activities (customer service, inventory, storage, transportation) are examined individually and as parts of a larger whole, with emphasis on effective management of the overall system of finished goods distribution. Special attention is given to managing the transportation function in a deregulated environment. *(Yearly)*

**MBAD 6181. E-Business Concepts. (3)** Prerequisite: MBAD 6121. An overview of the business practices and strategies used to compete in the new inter-networked global marketplace. Critical, technical, and managerial issues relating to establishing and maintaining a competitively successful E-Business are explored. *(On demand)*

**MBAD 6182. E-Business Systems. (3)** Prerequisites: MBAD 6181 and a programming language such as Visual Basic, C, C++, or Java. A study of the evolving business information systems facilitating electronic commerce. This course provides the basic skills required to develop successful E-Business systems. The course uses hands-on lab sessions, classroom demonstrations, on-line resources, and individual and group projects that include self-learning. *(On demand)*

**MBAD 6183. E-Business Marketing. (3)** Prerequisites: MBAD 6182 and MBAD 6171. This course integrates marketing analysis and issues with the design and implementation of E-Business marketing programs. Major topics include customer behavior (business to business and business to consumer), marketing strategy (targeting, positioning, and marketing mix) with an emphasis on marketing channels and communications problems/opportunities arising from the application of internet technologies. An E-Business marketing plan will be developed. *(On demand)*

**MBAD 6189. E-Business Strategy. (3)** Prerequisites: MBAD 6182 and MBAD 6183. E-Business Strategy is designed to integrate the business concepts and environmental issues that are essential for success in today's commercialized Internet setting. The course will consider the opportunities and problems posed by E-Business through the application of analytical models and case studies. This course addresses the changed priorities in strategic management resulting from the emergence of the Internet by emphasizing those strategic management concepts that are not the focus of traditional strategy core classes. *(On demand)*

**MBAD 6191. Entrepreneurship. (3)** Prerequisites: MBAD 6131, 6152, 6171, or permission of the MBA director. An examination of entrepreneurship and entrepreneurs. Focus on planning the start-up of a fast growth enterprise with the aim of rewarding the founders and initial investors with significant capital gains. Extensive use of case studies will provide a background of classroom activities to assist students in the preparation of a detailed plan for the hypothetical start-up of a fast-growth firm. *(Yearly)*

**MBAD 6192. Business and Society. (3)** Ethical, moral, political and social aspects of policy formulation and implementation. Management's responsibilities to consumers, employees, investor/owners, and society are stressed. Case studies are used. *(Yearly)*

**MBAD 6193. International Business Concepts. (3)** Prerequisites: MBAD 6152, 6171, or permission of the MBA director. An overview of international business management. Specifically, the functional areas of business are covered to provide an international perspective. *(Yearly)*

**MBAD 6194. Management Strategy. (3)** Prerequisite: All courses in the primary and intermediate block of the Functional Component or permission of the Director of the MBA program. Examination of the need to integrate the functional activities of the firm in planning corporate objectives and achieving operating results. Emphasis on ability to identify issues and problems of the firm as a whole, to explore alternatives and to make decisions which recognize the interrelationships of the functional specialties within the total organization. Application and integration of knowledge and skills of analysis developed in the preceding courses of the MBA program. *(Fall, Spring)*

**MBAD 6195. Strategic Management of Technology. (3)** Prerequisites: MBAD 6141, 6152, and 6171. Impact of changing technology upon industries and companies and the consequent challenges for business managers. Major topics include: the historical context of change and innovation; organization and innovation; technology and business strategy; impact on functional areas; managing linkages; venturing and organization learning; government influence on innovation; executive leadership; the management of innovation and change. A comprehensive written report covering a significant aspect of emerging technology is required. *(On demand)*

**MBAD 6196. Strategic Planning. (3)** Prerequisite: Permission of instructor. Strategic planning within a rapidly changing environment including changing industry conditions as well as technological, social, political and economic changes. Examination of strategic planning techniques being developed by researchers and by corporate practitioners. *(On demand)*

**MBAD 6197. International Business Strategy. (3)** Prerequisites: MBAD 6152 and 6171. Management challenges associated with the development of international strategies and the management of organizations in business enterprises whose operations stretch across national boundaries; how multinational enterprises (MNEs) work. Case studies, projects, and presentations are used to help students apply concepts and theories. *(On demand)*

**MBAD 6198. Professional Applications. (3)** Prerequisites: Completion of the Functional Component. Team-taught, multidisciplinary course based on (1) structured, written cases and (2) contemporary management problems/issues presented in a non-structured, non-case format. Requires formal written position papers evaluating current business problems which are presented and defended before an audience of peers, faculty members, and business leaders. *(On demand)*

**MBAD 6201. Data and Knowledge Management in Business. (3)** Prerequisite: MBAD 6121 or consent of the department. An overview of the business approach to identifying, modeling, retrieving, sharing, and evaluating an enterprise's data and knowledge assets. Covers the organizational, technological and management perspectives. *(Yearly)*

**MBAD 6202. Business Information Systems: Analysis, Design, and Management. (3)** Prerequisites MBAD 6121 or consent of the department. Examination of managerial issues associated with the study of business processes and the

development of supporting information systems. Emphasis on the application of appropriate methodologies, techniques, and tools to analyze, design, and implement business information systems. Study of relevant IS project management and quality assurance techniques. *(Yearly)*

**MBAD 6203. Information Systems Economics, Strategy and Policy. (3)** Prerequisite: MBAD 6121 or consent of the Department. This course examines a collection of topics that deal with the strategic use of information systems. These topics include Business Value of IS, Network Economics, use of IS for competitive advantage, IS Planning and policy setting, IS evaluation selection and sourcing.

**MBAD 6204. Business Data Communications. (3)** Prerequisites: MBAD 6121 or consent of the

department. Examination of the information communication requirements of business environments, the fundamentals of communication technology, and the application of the technology for solving business problems. Emphasis on understanding communication technologies to assess needs, plan for the introduction of hardware and software, and manage these communication systems. *(Yearly)*

**MBAD 6208. Supply Chain Management. (3)** Prerequisites: MBAD 6141 or consent of the Department. Supply chain management is concerned with all of the activities performed from the initial raw materials to the ultimate consumption of the finished product. From a broad perspective, the course is designed to examine the major aspects of the supply chain: the product flows; the information flows; and the relationships among supply chain participants. The course content is interdisciplinary in nature and will cover a variety of topics such as supply chain information technologies, supply chain design, strategic alliances between supply chain participants and supply chain initiatives. *(Yearly)*

**MBAD 6258. Site Feasibility Analysis. (3)** Prerequisites: consent of instructor.

Examination of factors affecting the feasibility of land parcels for commercial and residential development with emphasis on the physical evaluation of a given site, the market support for its intended use and the financial support for the proposed development. (Same as GEOG 6102) *(Fall)*

**MBAD 6259. Applied Real Estate Development. (3)** Prerequisite: MBAD 6159, GEOG 6103, or ARCH 5068. This course focuses on the application of the processes involved in real estate development. Students will work in groups on a semester project to select a site and prepare an appropriate development plan that emphasizes the market and financial feasibility of the real estate development. (Same as GEOG 6105 and ARCH 5069) *(Yearly)*

**MBAD 6500. Cooperative Education Experience. (0)** Prerequisite: Completion of nine hours of graduate coursework. Participation in the Co-op program enables MBA students to pursue practical work experience that is complementary to their major course of studies. Each student's program must be approved by the director of the MBA program. *(Fall, Spring)*

**MBAD 6890. Directed Individual Study. (3)** Directed individual study and in-depth analysis of a special area of management, economics, business or accounting. The course may be used to satisfy up to six semester hours of graduate credit requirements in the Master of Business Administration degree program and may be repeated for credit provided a different area of study is undertaken each time. Permission of a member of the graduate faculty who would direct the study and permission of the MBA director must be secured before registering for the course. *(Fall, Spring)*

**MBAD 7090. Special Topics in Business. (1-4)** This course covers special topics in any of the functional areas of business. Topics will vary. May be repeated for credit for different topics. *(On demand)*

**MBAD 7999. Master's Degree Graduate Residence. (1)** See Department for more information.

cc: Dr. Gerald Ingalls  
Dr. Casper Wiggins

Mr. Stefanos Arethas

Mr. Richard Yount

Mr. Craig Fulton

Ms. Peggy Gordon

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly

The Belk College of Business Administration

FROM: Cathy Sanders

Director of Assessment and Faculty Governance

DATE: March 15, 2004

RE: Request to establish INFO 8203: Information Systems Economics, Strategy and Policy

The request to establish INFO 8203: Information Systems Economics, Strategy and Policy was approved by the Graduate Council on February 6, 2004 and by the Faculty Council on the February 25, 2004 Consent Calendar for immediate implementation.

New catalog copy

**INFO 8203 Information Systems Economics, Strategy and Policy (3).**

Prerequisite: MBAD 6121 or consent of the Department and admission to the Ph.D.

program in IT. This course examines a collection of topics that deal with the strategic use of information systems. These topics include Business Value of IS, Network Economics, use of IS for competitive advantage, IS Planning and policy setting, IS evaluation selection and sourcing (*Fall*).

cc: Dr. Gerald Ingalls  
Dr. Moutaz Khouja

Mr. Stefanos Arethas

Mr. Richard Yount

Mr. Craig Fulton

Ms. Peggy Gordon

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly

The Belk College of Business Administration

FROM: Cathy Sanders

Director of Assessment and Faculty Governance

DATE: March 15, 2004

RE: Request to establish INFO 8201: Data and Knowledge Management in Business

The request to establish INFO 8201: Data and Knowledge Management in Business

was approved by the Graduate Council on February 6, 2004 and by the Faculty Council on the February 25, 2004 Consent Calendar for immediate implementation.

New catalog copy

**INFO 8201 Data and Knowledge Management in Business (3).**

Prerequisite: MBAD 6121 or consent of the department and admission to the Ph.D. program in IT. An overview of the business approach to identifying, modeling, retrieving, sharing, and evaluating an enterprise's data and knowledge assets. Covers the organizational, technological and management perspectives. *(Fall)*

cc: Dr. Gerald Ingalls  
Dr. Moutaz Khouja

Mr. Stefanos Arethas

Mr. Richard Yount

Mr. Craig Fulton

Ms. Peggy Gordon

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly

The Belk College of Business Administration

FROM: Cathy Sanders

Director of Assessment and Faculty Governance

DATE: March 15, 2004

RE: Request to establish MBAD 6201: Data and Knowledge Management in Business

The request to establish MBAD 6201: Data and Knowledge Management in Business was approved by the Graduate Council on February 6, 2004 and by the Faculty Council on the February 25, 2004 Consent Calendar for immediate implementation.

New catalog copy

**MBAD 6201 Data and Knowledge Management in Business (3).**

Prerequisite: MBAD 6121 or consent of the department. An overview of the business approach to identifying, modeling, retrieving, sharing, and evaluating an enterprise's data and knowledge assets. Covers the organizational, technological and management perspectives. *(Fall)*

cc: Dr. Gerald Ingalls  
Dr. Moutaz Khouja

Mr. Stefanos Arethas

Mr. Richard Yount

Mr. Craig Fulton

Ms. Peggy Gordon

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly

The Belk College of Business Administration

FROM: Cathy Sanders

Director of Assessment and Faculty Governance

DATE: March 15, 2004

RE: Request to establish MBAD 6203: Information Systems Economics, Strategy and Policy

The request to establish MBAD 6203: Information Systems Economics, Strategy and Policy was approved by the Graduate Council on February 6, 2004 and by the Faculty Council on the February 25, 2004 Consent Calendar for immediate implementation.

New catalog copy

**MBAD 6203 Information Systems Economics, Strategy and Policy (3).**

Prerequisite: MBAD 6121 or consent of the Department. This course examines a collection

of topics that deal with the strategic use of information systems. These topics include Business Value of IS, Network Economics, use of IS for competitive advantage, IS Planning and policy setting, IS evaluation selection and sourcing (Fall).

cc: Dr. Gerald Ingalls  
Dr. Moutaz Khouja

Mr. Stefanos Arethas

Mr. Richard Yount

Mr. Craig Fulton

Ms. Peggy Gordon

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly

The Belk College of Business Administration

FROM: Cathy Sanders

Director of Assessment and Faculty Governance

DATE: February 24, 2004

RE: Request to eliminate MBAD 6125 and MBAD 6124 and to renumber INFO 8300 and INFO 8200

The request to eliminate MBAD 6125 and MBAD 6124 and to renumber

INFO 8300 and INFO 8200 was approved by the chair of the Graduate Council on

February 4, 2004 for immediate implementation.

New catalog copy

**Remove:**

- **MBAD 6125. Business Data Communications**
- **MBAD 6124. Business Information Systems Development**

**Renumber:**

- **INFO 8200. Business Information Systems: Analysis, Design, and Management to:**

**MBAD 6202/INFO 8202. Business Information Systems: Analysis, Design, and Management (3).**

**MBAD 6202. Business Information Systems: Analysis, Design, and Management (3)** Prerequisites MBAD 6121 or consent of the department. Examination of managerial issues associated with the study of business processes and the development of supporting information systems. Emphasis on the application of appropriate methodologies, techniques, and tools to analyze, design, and implement business information systems. Study of relevant IS project management and quality assurance techniques. (*Yearly*)

**INFO 8202. Business Information Systems: Analysis, Design, and Management (3)** Prerequisites MBAD 6121 or consent of the department. Examination of managerial issues associated with the study of business processes and the development of supporting information systems. Emphasis on the application of appropriate methodologies, techniques, and tools to analyze, design, and implement business information systems. Study of relevant IS project management and quality assurance techniques. (*Yearly*)

- **INFO 8300. Business Data Communications to:**

**MBAD 6204/INFO 8204. Business Data Communications**

**MBAD 6204. Business Data Communications. (3)**

Prerequisites: MBAD 6121 or consent of the department. Examination of the information communication requirements of business environments, the fundamentals of communication technology, and the application of the technology for solving business problems. Emphasis on understanding communication technologies to assess needs, plan for the introduction of hardware and software, and manage these communication systems. (*Yearly*)

**INFO 8204. Business Data Communications. (3)**

Prerequisites: MBAD 6121 or consent of the department. Examination of the information communication requirements of business environments, the fundamentals of communication technology, and the application of the technology for solving business problems. Emphasis on understanding communication technologies to assess needs, plan for the introduction of hardware and software, and manage these communication systems. (*Yearly*)

cc: Dr. Gerald Ingalls  
Dr. Moutaz Khouja

Dr. Stephanie Robbins

Mr. Stefanos Arethas

Mr. Richard Yount

Mr. Craig Fulton

Ms. Peggy Gordon

Advising Team

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Revised - MEMORANDUM

TO: Dean Claude Lilly

The Belk College of Business Administration

FROM: Cathy Sanders  
Director of Assessment and Faculty Governance

DATE: December 22, 2003

RE: Request to make changes to the MIS minor.

The request to make changes to the MIS minor was approved by the chair of the Undergraduate Course and Curriculum Committee on December 18, 2003 for immediate implementation.

Summary:

- INFO 3231 (Business Application Development) is currently a prerequisite/corequisite for INFO 3233 (Business Database Systems) and therefore, this is a required course.
- INFO 3231 (Business Application Development – a programming course) is replacing ITCS 1214 (Introduction to Computer Science I) as a required course.
- INFO 3130 (Management Information Systems) is no longer a prerequisite for other INFO courses and therefore, has been dropped as a required course.
- INFO 3000 (Special Topics in MIS), INFO 3240 (Fundamentals of e Business), and INFO 3800 (Directed Study in MIS) have been added as electives.

New catalog copy

The minor in Management Information Systems is designed to provide students who have an interest in business information systems with a broad foundation for integrating information

technology techniques and concepts into their major field of study, in business. The demand for business graduates who are knowledgeable about the design, planning, developing, managing and evaluating of information systems continues to increase as the economy moves from a manufacturing to an information base. The demand for MIS professionals has increased dramatically during the past ten years and the trend is expected to continue. However, there is also an increase in the demand for management information systems professionals who have an in-depth understanding of the application domain and who can apply MIS concepts in contexts which are more specific to their major. Thus, professionals with a primary interest and expertise in marketing, health care, banking, finance, accounting, management, are being sought by business application-area specialists such as, for example, EDS, Price Waterhouse and Sprint. These firms are in the forefront of a trend in the information industry to employ qualified graduates of business programs who are knowledgeable about their primary field of study but are also conversant about how computing technology relates to and may be applied within their primary field. This is the focus of the minor in MIS; to impart a framework for understanding MIS and for utilizing MIS tools to the non-MIS majors. The minor will offer graduates a competitive advantage in terms of the types of positions for which they qualify. Graduates of the program will be able to act as technical liaisons between MIS professionals and their "home" departments, as sales specialists for specialized software/applications systems, and as technical representatives.

The minor in MIS I directed not only at UNC Charlotte students majoring in Business but also those majoring in other Colleges. The benefits of a minor in MIS include increased marketability in information-dependent firms in the public and private sector and the ability to leverage one's major discipline with state-of-the-art computing knowledge. A key benefit of taking MIS classes is that students learn to effectively use technology in business settings. A minor in MIS requires a minimum of 15 hours. All prerequisite courses are the students' responsibility.



**The following courses are required:**

INFO 2130-Introduction to Business Computing

INFO 3231-Business Application Development

INFO 3233-Special Topics in MIS

**Plus, students must choose any two of the following:**

ACCT 3340-Accounting Information Systems

INFO 3229-Business Data Communications

INFO 3000-Special Topics in MIS

INFO 3234-Business Information Systems Development

INFO 3235-Advanced Business Information Systems Development

INFO 3236-Decision Support Systems

INFO 3238-Current Issues in the Management of Information Systems

INFO 3240-Fundamentals of eBusiness

cc: Dr. Rick Lejk  
Dr. Moutaz Khouja  
Dr. Stephanie Robbins

Mr. Stefanos Arethas

Mr. Richard Yount

Mr. Craig Fulton

Ms. Peggy Gordon

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly  
The Belk College of Business Administration

FROM: Cathy Sanders  
Director of Assessment and Faculty Governance

DATE: December 18, 2003

RE: A change in the prerequisite for INFO 3233 (Business Database Systems).

The request for a change (add "Corequisite" to the catalog description) in the prerequisite for INFO 3233 (Business Database Systems) was approved by the chair of the Undergraduate Course and Curriculum Committee on December 17, 2003 for immediate implementation.

New catalog copy

**INFO 3233. Business Database Systems. (3)**

Prerequisite/**Corequisite**: INFO 3231-Business Application Development with a C or better, or permission of the Department. A study of the effective management and utilization of

organizational data resources in order to design and implement database management systems (DBMS) for business applications. Exploration of basic concepts of database systems and use of the computer to build and manipulate corporate databases. (*Fall, Spring*)

cc: Dr. Rick Lejk  
Dr. Moutaz Khouja

Mr. Stefanos Arethas

Mr. Richard Yount

Mr. Craig Fulton

Ms. Peggy Gordon

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly  
The Belk College of Business Administration

FROM: Cathy Sanders  
Director of Assessment and Faculty Governance

DATE: December 1, 2003

RE: Request to remove FINN 3223, International Financial Management, as a required course for the Financial Management Concentration. The course will be replaced by an additional Finance elective.

The request to remove FINN 3223, International Financial Management, as a required course for the Financial Management Concentration was approved by the chair of the Undergraduate Course and Curriculum Committee on November 21, 2003 for immediate implementation.

New catalog copy

**FINANCE MAJOR:** Concentration in Financial Institutions/Commercial Banking, Financial Management, or Risk Management and Insurance.

In addition to completing the College core, mathematics and statistics requirements (51 hours), students majoring in Finance must complete 15 hours of coursework in one of three concentrations: Financial Institutions/Commercial Banking, Financial Management, or Risk Management and Insurance. A student must have a GPA of at least 2.0 in all hours attempted and no more than one *D* left standing. No course may be repeated more than twice.

#### **Financial Institutions/Commercial Banking**

FINN	3220	Financial Analysis
FINN	3221	Financial Institutions and Markets
FINN	3225	Commercial Bank Management

BLAW 3250 Business Law II

**One additional course from the following:**

FINN 3222 Investments

FINN 3223 International Financial Management

FINN 3224 Applied Business Finance

FINN 3226 Financial Theory and Practice

FINN 3261 Real Estate Finance

FINN 3271 Principles of Risk Management and Insurance

FINN 3272 Life Insurance and Professional Financial Planning

FINN 3800 Directed Study (Chair approval required)

FINN 4159 Student Managed Investment Fund (Instructor pre-approval required; FINN 4158 required)

ECON 3112 Econometrics

ECON 3115 Money and Banking

ACCT 3111 Intermediate Financial Accounting I

OPER 3204 Management of Service Operations

**Financial Management**

FINN 3220 Financial Analysis

FINN 3222 Investments

FINN 3226 Financial Theory and Practice

**Two additional courses from the following:**

FINN 3221 Financial Institutions and Markets

FINN 3223 International Financial Management

FINN	3224	Applied Business Finance
FINN	3225	Commercial Bank Management
FINN	3261	Real Estate Finance
FINN	3271	Principles of Risk Management and Insurance
FINN	3272	Life Insurance and Professional Financial Planning
FINN	3800	Directed Study (Chair approval required)
FINN	4159	Student Managed Investment Fund (Instructor pre-approval required; FINN 4158 required)
BLAW	3250	Business Law II
ACCT	3111	Intermediate Financial Accounting I
ECON	3112	Econometrics

#### **RISK MANAGEMENT AND INSURANCE**

FINN	3271	Principles of Risk Management and Insurance
FINN	3272	Life Insurance and Professional Financial Planning
FINN	3273	Property and Casualty Insurance
FINN	3275	Advanced Risk Management and Insurance

**One additional course from the following:**

FINN	3222	Investments
FINN	3276	Employee Benefits
FINN	3277	Legal Aspects of Insurance
FINN	3800	Directed Study (Chair approval required)
MKTG	3213	Personal Selling and Sales Management
MGMT	3273	Small Business Management

**Cooperative Education Program.** Finance majors may obtain practical work experience related to their major by participating in the University cooperative education program.

cc: Dr. Rick Lejk  
Dr. Ben Nunnally

Mr. Stefanos Arethas

Mr. Richard Yount

Mr. Craig Fulton

Ms. Peggy Gordon

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly  
The Belk College of Business Administration

FROM: Cathy Sanders  
Director of Assessment and Faculty Governance

DATE: April 25, 2003

RE: Request to revise the Master of Accountancy Program Curricula

The request to the Master of Accountancy Program Curricula was approved by the Graduate Council on March 5, 2003 and by Faculty Council on the April 10, 2003 consent Calendar for immediate implementation.

New catalog copy

## **ACCOUNTING**

### **Department of Accounting**

259 Friday Building

704-687-2445

<http://www.uncc.edu/macc>

### **Degree**

Master of Accountancy, MACC

### **Coordinators**

Dr. Hughlene Burton

Dr. Jack Cathey

### **Graduate Faculty**

Cindy Blanthorne, Assistant Professor

Hughlene Burton, Assistant Professor

Jack Cathey, Associate Professor

Nabil Elias, Associate Professor



Howard Godfrey, Professor

John Griffing, Adjunct Faculty

Michele Matherly, Assistant Professor

Laurie McWhorter, Assistant Professor

Richard Schroeder, Professor

Suzanne Sevin, Assistant Professor

Casper Wiggins, Big Five Distinguished Professor

### **Program of Study**

The Master of Accountancy program is a multiple track program designed to prepare accountants for the rapidly changing expectations of the profession. The program has three tracks:

Professional Accounting, Financial Accounting/Auditing and Tax. The program also includes the option for development of an individualized program of study. Completion of the

Professional Accounting track or the Financial Accounting/Auditing track will enable students to pursue licensure in states requiring 150 semester hours.

### **Additional Admission Requirements**

In addition to the general requirements for admission to the Graduate School, an acceptable scores on the verbal and quantitative portions of the Graduate Management Admission Test is required for graduate study in Accounting:

### **Degree Requirements**

The program leading to the Master of Accountancy degree requires at least 30 hours of graduate

credit, with a maximum of six hours of transfer credit accepted from another regionally accredited institution upon approval by the student's adviser and the Dean of the Graduate School. A 3.0 GPA is required in all courses taken for graduate credit and a maximum of two C's is permitted for continuation in the program. The residence requirement is satisfied by completion of at least three-fourths of the required courses while in residence. Neither a comprehensive examination nor a thesis is required.

The Master of Accountancy degree consists of 30 semester hours (10 graduate classes) of course work. The 30 hours are divided into two components: accounting classes and elective classes.

### **Admission to Candidacy Requirements**

An Admission to Candidacy form listing graduate-level course that apply to the degree must be submitted to the Graduate Coordinator one month prior to the semester in which the student plans to complete the course work for the degree.

### **Assistantships**

Assistantships are available on a limited and competitive basis.

### **Accounting Program Tracks**

#### **Professional Accounting Track**

The Professional Accounting Track is designed for students who have an interest in preparing for careers in public accounting, consulting, and corporate accounting. The track is designed for students who do not have an undergraduate degree in accounting. It is also designed for students

who have an undergraduate degree in accounting from outside of the United States. The program is offered in both full-time and part-time formats with classes offered both during the daytime and in the evenings.

The required classes for this track are:

ACCT 5220 Income Tax

ACCT 5230 Advanced Income Tax

ACCT 6260 Advanced Financial Accounting I

ACCT 6270 Advanced Financial Accounting II

ACCT 6220 Financial Statement Auditing

ACCT 6230 Advanced Managerial Accounting

In addition to the required classes a student is expected to complete four elective classes.

### **Financial Accounting/Auditing Track**

The Financial Accounting/Auditing track is designed for students wishing to pursue careers in public accounting, consulting, and corporate accounting. The track is designed for students who have an undergraduate degree or equivalent in accounting from a U.S. university. The program is offered in both full-time and part-time formats with classes offered both during the daytime and in the evenings.

The required classes for this track are:

ACCT 6260 Advanced Financial Accounting I

ACCT 6270 Advanced Financial Accounting II

ACCT 6210 Advanced Accounting Information Systems

ACCT 6220 Financial Statement Auditing

ACCT 6230 Advanced Managerial Accounting

ACCT 5230 Advanced Income Tax

In addition to the required classes a student is expected to complete four elective classes.

### **Tax Track**

The Tax track is designed for students who wish to specialize in taxation. Student can enroll in the Tax track with or without an undergraduate degree in Accounting. The program is offered in both full-time and part-time formats with tax classes offered in only the evenings.

The required classes for this track are:

ACCT 5230 Advanced Income Tax

ACCT 6110 Tax Research and Planning

ACCT 6120 Taxation of Corporations and Shareholders

ACCT 6130 Taxation of Pass-Through Entities

In addition to the required classes a student is expected to complete six elective classes including at least two electives in taxation or accounting. Electives are available for students who wish to specialize in tax and also prepare for the CPA exam.

### **Individualized Track**

The Individualized Track is designed for students with unique career and professional goals that are not met by the other tracks. Consultation with the Graduate Coordinator is required for this track.

### **Advising**

Prior to, or concurrent with, the first semester of study each student will be expected to complete a program of study listing each class the student expects to take as a part of the program.

### **Application for Degree**

An Application for Degree form must be completed and submitted with the graduation fee to the Registrar's Office by the published deadline.

### **Program Certifications/Accreditation**

The Belk College of Business Administration and the Department of Accounting are accredited by the American Association of Collegiate Schools of Business (AACSB).

## **COURSES IN ACCOUNTING**

**ACCT 5220. Income Tax. (3)** An introduction to the Federal income tax system with emphasis on concepts and procedures applicable to all types of entities. (Fall)

**ACCT 5230. Advanced Income Tax. (3)** An examination of advanced tax topics regarding corporations, partnerships, and individuals. In addition, estate and gift, fiduciary accounting, tax exempt entities and retirement plans will be examined at an introductory level. (Fall, Spring)

**ACCT 6110. Tax Research and Planning. (3)** Tax research techniques applicable to federal tax law affecting individuals, corporations and partnerships, including use of traditional and computerized tax services to solve tax problems. Emphasis on tax planning principles and related tax practice matters, including handling tax compliance issues and dealing with the Internal

Revenue Service. (Fall)

**ACCT 6120. Taxation of Corporations and Shareholders. (3)** This course examines the federal and state tax law applicable to corporations and their shareholders. The course covers tax compliance matters, strategies for minimizing tax liabilities and strategies for handling tax controversies. (Spring)

**ACCT 6130. Taxation of Pass-Through Entities. (3)** Tax law applicable to partnerships, Limited Liability Companies and S corporations, including tax compliance matters strategies for minimizing tax liabilities and strategies for handling tax controversies. (Fall)

**ACCT 6140. Taxation of Estates, Gifts, and Trusts. (3)** Prerequisite: ACCT 6110. Wealth transfer taxes and taxation of estates and trusts, including integration of these taxes and tax planning opportunities for minimizing tax liabilities. (Summer)

**ACCT 6150. Tax Strategy and Policy. (3)** Prerequisite: consent of program coordinator. Tax strategies in all phases of business operations, including creation of the business, choice of the type of business entity, financing, operations, distributions to owners, expansion, reorganization and liquidation with emphasis on minimizing taxes and avoid tax traps. Analysis of business planning cases and completion of a comprehensive project with the results presented in both an oral and written report. (Spring)

**ACCT 6160. Advanced Individual Taxation (3).** This course focuses on topics related to the

taxation of individuals to enable the student to better advise taxpayers on these matters, identify problem areas and assist in tax planning matters to minimize the amount of tax due. Topics include: passive loss limitation rules, interest categorization and limitations, individual alternative minimum tax, individual net operating loss rules and rules concerning divorced taxpayers. (Fall)

**ACCT 6199. Topics in Taxation. (1-4).** This course covers topics in the area of taxation that go beyond the coverage in other existing courses by either addressing new tax issues or by delving more deeply into a tax topic. (Fall, Spring, Summer)

**ACCT 6210. Advanced Accounting Information Systems. (3)** Documentation and evaluation of current accounting information systems, evaluation of potential new systems, to extract data from existing systems from analysis, and examination of emerging technologies which have potential uses in accounting information systems. (Fall)

**ACCT 6220. Financial Statement Auditing. (3)** Analysis of the accounting control systems and the independent auditor's examination of the system and other evidence as a basis for expressing an opinion on financial statements. (Spring)

**ACCT 6230. Advanced Managerial Accounting. (3)** Management's use of and need for accounting information, which is necessary for effective managerial decision-making. Emphasis is on understanding managerial accounting information, specifically its purpose, its effect on managerial behavior, and its use in formulating and implementing strategy. Topics include

relevant information for activity and process decisions, and issues involved with management control system's design and operation. (Same as MBAD 6131) (Fall, Spring)

**ACCT 6260. Advanced Financial Accounting I. (3)** FA/A or PA track students only or consent of the program coordinator. Advanced concepts and practices in financial reporting with special emphasis on the use of accounting information in capital markets and accounting theory and research. In addition, the course will examine current topics and emerging issues in financial reporting. (Fall)

**ACCT 6270. Advanced Financial Accounting II. (3)** Prerequisite: ACCT 6260. Advanced concepts and practices in financial reporting with special emphasis on business combinations, consolidated financial statements and financial reporting issues and practices for governmental and other not-for-profit entities. In addition, the course will examine current topics and emerging issues in financial reporting. (Spring)

**ACCT 6290. Accounting Practice. (3)** Pre/Co-requisites: ACCT 5230, ACCT 6220, ACCT 6230, and ACCT 6270. This course examines business transactions from an integrated perspective. The financial, managerial, systems, assurance, and tax dimensions of common business transactions including, for example, inventory, fixed asset leasing and purchase, executive compensation, debt and equity issuance are considered. In addition new and emerging issues facing the accounting profession are examined. (Spring)

**ACCT 6299. Topics in Financial Accounting and Auditing. (1-4)** This course covers topics in



the area of financial accounting and auditing that go beyond the coverage in other existing courses by either addressing new issues or by delving more deeply into a topic. (*Fall, Spring, Summer*)

cc: Dr. Gerald Ingalls

Dr. Casper Wiggins

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Carolyn Thigpen

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly

The Belk College of Business Administration

FROM: Cathy Sanders

Director of Assessment and Faculty Governance

DATE: May 7, 2003

RE: Request to establish ECON 3151: Law and Economics

The request to establish ECON 3151: Law and Economics was approved by the Chair of the Undergraduate Course and Curriculum Committee on May 6, 2003 for immediate implementation.

New catalog copy

**ECON 3151. Law and Economics. (3)**

Prerequisite: ECON 2102. The application of microeconomic concepts to the law with an emphasis on examining the impact of laws on resource use, with the goal of using resources efficiently. The emphasis will be on property, contract, tort, and criminal law. (*On demand*)

cc: Dr. Rick Lejk  
Dr. John Gandar

Dr. Peter Schwarz

Mr. Stefanos Arethas

Mr. Richard Yount

Mr. Craig Fulton

Ms. Carolyn Thigpen

Advising Team

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**MEMORANDUM**

TO: Dean Claude Lilly

The Belk College of Business Administration

FROM: Cathy Sanders

Director of Assessment and Faculty Governance

DATE: April 21, 2003

RE: Request to change prerequisites for INFO 3229, INFO 3231, and INFO 3233

The request to change prerequisites for INFO 3229, INFO 3231, and INFO 3233 was approved by the Chair of the Undergraduate Course and Curriculum Committee April 7, 2003 for immediate implementation.

[New catalog copy \(changes in blue\)](#)

**INFO 3231. Business Applications Development. (3)**

Prerequisites: ITCS 1214 with a C or better, [INFO 2130 with a C or better](#) and Junior standing. A study in the development of business applications software. Course emphasizes graphical user interface development using object-oriented, event-driven programming methods and techniques with a high-level development tool such as Visual Basic.[Net](#) or Java (*On Demand*)

**INFO 3229. Business Data Communications. (3)**

Prerequisites: [INFO 3231 with a C or better](#). A study of the current and potential impact of computer data communications technologies on business operations and productivity. Topics

include identifying the need for and designing, planning and implementing of system solutions in such areas as text preparation and dissemination, document storage and retrieval, data communication technologies, telecommuting and teleconferencing, data communication networks, messaging and scheduling. (Fall, Spring)

**INFO 3223. Business Database Systems. (3)**

Prerequisites: **INFO 3231 with a C or better.** A study of the effective management and utilization of organizational data resources in order to design and implement database management systems (DBMS) for business applications. Exploration of basic concepts of database systems and use of the computer to build and manipulate corporate databases. (*Fall, Spring*)

cc: Dr. Rick Lejk

Dr. Moutaz Khouja

Dr. Stephanie Robbines

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Carolyn Thigpen

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly

The Belk College of Business Administration

FROM: Cathy Sanders

Director of Assessment and Faculty Governance

DATE: April 21, 2003

RE: Request to eliminate ITCS 3166 as a Management Information Systems major elective

The request to eliminate ITCS 3166 as a Management Information Systems major elective was approved by the Chair of the Undergraduate Course and Curriculum Committee April 10, 2003 for immediate implementation.

New catalog copy

Remove ITCS 3166 Introduction to Computer Networks as an elective in the Management Information Systems' major because the content of this course is already being covered in a required course.

cc: Dr. Rick Lejk

Dr. Moutaz Khouja

Dr. Stephanie Robbines

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Carolyn Thigpen

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly  
College of Business

FROM: Cathy Outland  
Director of Assessment and Faculty Governance

DATE: April 10, 2003

RE: Request to establish an area of concentration in International Business in  
MBA program and change prerequisites for  
MBAD 6197.

The request to establish an area of concentration in International Business in MBA program was approved by the Chair of the Graduate Council on March 25, 2003 for immediate implementation.

New catalog copy

International Business

Requirement: The following four courses:

MBAD 6193. International Business Concepts

MBAD 6174. International Marketing

MBAD 6155. Multinational Finance

MBAD 6197. International Business Strategy

**MBAD 6197. International Business Strategy. (3)**

Prerequisite: 6193. Management challenges associated with the development of international strategies and the management of organizations in business enterprises (MNEs) work. Case studies, projects, and presentations are used to help students apply concepts.

cc: Dr. Gerald Ingalls

Dr. Nabil Elias

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Carolyn Thigpen

Advising Team

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**MEMORANDUM**

TO: Dean Claude Lilly  
College of Business

FROM: Cathy Outland

Director of Assessment and Faculty Governance

DATE: March 26, 2003

RE: Request for change of prerequisite for MGMT 3260 and MGMT 3246

The request for change of prerequisite for MGMT 3260 and MGMT 3246 was approved by the Chair of the Undergraduate Course and Curriculum Committee on March 24, 2003 for immediate implementation.

New catalog copy (changes in blue):

**The following statement will be added to the prerequisites for MGMT 3260 and for MGMT 3246 : MGMT 3160 with a “C” or better.**

This change will be made for the following course descriptions:

- MGMT 3260. Managerial Communication
- MGMT 3246. Management Perspectives

cc: Dr. Richard Lejk

Dr. Bennett Tepper

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton



Ms. Carolyn Thigpen

Advising Team

---

**MEMORANDUM**

TO: Dean Claude Lilly

College of Business

FROM: Cathy Outland

Director of Assessment and Faculty Governance

DATE: March 26, 2003

RE: Request for change of prerequisite for upper division management courses

The request for change of prerequisite for upper division management courses was approved by the Chair of the Undergraduate Course and Curriculum Committee on March 24, 2003 for immediate implementation.

New catalog copy (changes in blue):

**The following statement will be added to the prerequisites for the upper division management courses: MGMT 3140 with a “C” or better.**

This change will be made for the following course descriptions:

- MGMT 3241. Human Resource Management
- MGMT 3242. Compensation Administration
- MGMT 3243. Employment Law
- MGMT 3244. Advanced Human Resource Management
- MGMT 3245. Human Resource Management Systems
- MGMT 3246. Management Perspectives
- MGMT 3247. Managerial Leadership
- MGMT 3260. Managerial Communication
- MGMT 3273. New Venture Creation
- MGMT 3274. International Business Processes and Problems
- MGMT 3275. International Management
- MGMT 3280. Business Policy
- MGMT 3282. Managerial Ethics
- MGMT 3283. New Venture Experience

cc: Dr. Richard Lejk  
Dr. Bennett Tepper

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Carolyn Thigpen

---

MEMORANDUM

TO: Dean Claude Lilly  
College of Business

FROM: Cathy Outland  
Director of Assessment and Faculty Governance

DATE: March 26, 2003

RE: Request for change of prerequisite for upper division management courses

The request for change of prerequisite for upper division management courses was approved by the Chair of the Undergraduate Course and Curriculum Committee on March 24, 2003 for immediate implementation.

New catalog copy (changes in blue):

**The following statement will be added to the prerequisites for the upper division management courses: MGMT 3140 with a “C” or better.**

This change will be made for the following course descriptions:

- MGMT 3241. Human Resource Management
- MGMT 3242. Compensation Administration
- MGMT 3243. Employment Law
- MGMT 3244. Advanced Human Resource Management
- MGMT 3245. Human Resource Management Systems
- MGMT 3246. Management Perspectives
- MGMT 3247. Managerial Leadership
- MGMT 3260. Managerial Communication
- MGMT 3273. New Venture Creation
- MGMT 3274. International Business Processes and Problems
- MGMT 3275. International Management
- MGMT 3280. Business Policy
- MGMT 3282. Managerial Ethics
- MGMT 3283. New Venture Experience

cc: Dr. Richard Lejk

Dr. Bennett Tepper

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Carolyn Thigpen

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**MEMORANDUM**

TO: Dean Claude Lilly

Belk College of Business Administration

FROM: Cathy Outland

Director of Assessment and Faculty Governance

DATE: January 2, 2003 – **CORRECTION 3/13/03**

RE: Request to delete INFO 3130 as a prerequisite for MGMT 3280.

The request to delete INFO 3130 as a prerequisite for MGMT 3280 was approved by the Chair of the Undergraduate Course and Curriculum Committee on December 16, 2002. It is approved for immediate implementation.

Catalog Copy:

**MGMT 3280. Business Policy. (3)**

Prerequisites: Senior standing and completion of ECON 3125, OPER 3100, MKTG 3110, FINN 3120, BLAW 3150, MGMT 3140, and **MGMT 3160**. (Accounting majors are required to take OPER 3100, MKTG 3110, FINN 3120, MGMT 3140, BLAW 3150, and either MGMT 3160 or COMM 1101.) Concerns the role of top management of the firm in integrating internal functions and environmental forces. Emphasis on defining economic, technological, ethical, political, and social factors affecting the firm and their consideration in setting goals and operating policies. (*Fall, Spring, Summer, Evenings*)

cc: Dr. Rick Lejk

Dr. Richard Conboy

Dr. Ben Tepper

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Carolyn Thigpen

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly

The Belk College of Business Administration

FROM: Cathy Outland

Director of Assessment and Faculty Governance

DATE: March 11, 2003

RE: Request to establish IBUS 3000: Topics in International Business

The request to establish IBUS 3000: Topics in International Business was approved by the Chair of the Undergraduate Course and Curriculum Committee on March 5, 2003. It is approved for immediate implementation.

Catalog Copy:

**IBUS 3000. Topics in International Business. (3)**

Prerequisites: Permission from the Director of Undergraduate International Business Programs. Topics from areas of international business. This course may be repeated for credit as topics vary. (*On demand*)

cc: Dr. Alan T. Shao

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Carolyn Thigpen

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly

College of Business

FROM: Cathy Outland

Director of Assessment and Faculty Governance

DATE: March 12, 2003

RE: Creation of a Managerial Leadership Option; Deletion of the General Management Option

The request for the Creation of a Managerial Leadership Option and Deletion of the General Management Option was approved by the Chair of the Undergraduate Course and Curriculum Committee on March 6, 2003. It is approved for immediate implementation.

Catalog Copy:

The curriculum for the Managerial Leadership Concentration will provide a rigorous course of study in the history, theory, ethics, decision-making techniques, and communication skills that make for effective leadership. The objectives of the Concentration will be to develop in each student the conceptual tools that support the exercise of leadership in a variety of settings. The curriculum will consist of four core courses and one elective course:

1. MGMT 3260 (Managerial Communication)
2. MGMT 3282 (Managerial Ethics)
3. MGMT 3247 (Managerial Leadership)
4. MGMT 3246 (Management Perspectives)



5. Students will select one elective from the following list of courses: MGMT 3243 (Employment Law), MGMT 3241 (Human Resource Management), PSYC 3130 (Social Psychology), SOCY 4112 (Sociology of Work), MGMT 3274 (International Business), and MGMT 3273 (New Venture Creation).

Existing Courses to be included in the Managerial Leadership Concentration:

**MGMT 3260. Managerial Communication. (3)**

Prerequisites: MGMT 3140, MGMT 3160.

An examination of the roles of communication networks and strategies in managerial decision making. Emphasis on the role of the communication skills in managing change, organizational conflict, and corporate cultures. Cases will be used to analyze and address specific management problems.

**MGMT 3282. Managerial Ethics. (3)**

Prerequisites: MKTG 3110, MGMT 3140, BLAW 3150.

A study of the impact of management decisions on customers, employees, creditors, shareholders, community interests, ecology, and government (including taxes and the regulatory environment). The objective is to provide future managers with a systematic way of analyzing the impact of management decisions on larger society.

**MGMT 3246. Management Perspectives. (3)**

Prerequisites: MGMT 3140, MGMT 3160.

Study of ethics, international business, and business communication in three integrated modules. Case studies, projects, and presentations are used to help students understand and apply concepts and theories to current business issues. (*Fall, Spring*)

**MGMT 3247. Managerial Leadership. (3)**

Prerequisites: MGMT 3140.

A managerial perspective on leadership in formal organizations. Emphasis is placed on team-building, exercising influence, decision-making, and conflict management. Pedagogical tools to be used include role playing, case analyses, self-assessment of leadership competencies, and shadowing of working managers. (*Fall, Spring*)

### Suggested Curriculum for the Managerial Leadership Concentration

#### Junior Year:

MGMT 3140

FINN 3120

MKTG 3110

OPER 3100

MGMT 3160

MGMT 3247

BLAW 3150

ECON 3125

Elective

Elective

Elective

#### Senior Year:

MGMT 3246

MGMT 3282

MGMT 3260

MGMT 3280

INFO 3130

MGMT Elective

Elective

Elective

Elective

Elective

cc: Dr. Ben Tepper

Dr. Richard Conboy

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Betty Johnson

Ms. Carolyn Thigpen

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly

The Belk College of Business Administration

FROM: Cathy Outland  
Director of Assessment and Faculty Governance

DATE: March 11, 2003

RE: Request to establish IBUS 3400: International Business Internship

The request to establish IBUS 3400: International Business Internship was approved by the Chair of the Undergraduate Course and Curriculum Committee on March 5, 2003. It is approved for immediate implementation.

Catalog Copy:

**IBUS 3400. International Business Internship. (3)**

Prerequisites: This course is open to junior and senior International Business majors in good standing. It requires consent of the Director of Undergraduate International Business Programs (UIBP). The internship provides a meaningful work experience in a field of International Business. Internship proposals can be initiated by the student or by the Director of UIBP. The internship requires 150 hours of supervised employment. Interested students should consult the UIBP Director to discuss availability of positions. An internship proposal form, available from the UIBP Director, must be completed and approved prior to registration. The internship will be graded on a Pass/No Credit basis. IBUS 3400 cannot be repeated for credit or taken for credit at the same time or following any other internship for credit. (*Fall, Spring, Summer*)

cc: Dr. Alan T. Shao

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Carolyn Thigpen

Advising Team

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MEMORANDUM

TO: Dean Schley Lyons  
College of Arts and Sciences

Dean Claude Lilly  
Belk College of Business Administration

FROM: Cathy Outland  
Director of Assessment and Faculty Governance

DATE: March 3, 2003

RE: Plan to establish an M.S. in Mathematical Finance

The Plan to establish an M.S. in Mathematical Finance was approved by the Graduate Council on February 11, 2003 and the Faculty Council on the February 13, 2003 Consent Calendar. It is approved for forwarding to General Administration for their approval. (\*Note: The new graduate courses that are listed are approved for immediate implementation. Course descriptions listed at end of catalog copy).

Catalog Copy:

## **MATHEMATICAL FINANCE**

### **Mathematical Finance Program Office**

349 Friday Building

704-687-2063

<http://www.uncc.edu/mathfinance>

[mathfinance@uncc.edu](mailto:mathfinance@uncc.edu)

### **Program Director**

Dr. Richard Buttiner

340B Friday Building

704-687-6219

[buttiner@uncc.edu](mailto:buttiner@uncc.edu)

### **Degree**

#### **Master of Science in Mathematical Finance**

#### **Program of Study**

The Master of Mathematical Finance program is designed to prepare graduates for a career or further research in an ever-expanding part of the financial sector. Today the principles of finance are being combined with advanced mathematical structures to form useful financial products, strategies, and models that are tested and implemented with the use of advanced quantitative techniques. These products are an integral part of the overall financial activity in several areas: financial instrument development and usage; investment; and risk analysis.

The curriculum spans five disciplines: Financial Economics and Econometrics; Statistics; Stochastic Processes; Numerical/Optimization Methods; Computational and Empirical Finance.

The program is designed for graduates in mathematics, engineering, business, economics, and finance with strong mathematical background who wish to pursue high-tech careers in the financial industry or the government.

The program in Mathematical Finance requires the successful completion of 30 hours of graduate-level course work. Electives can be selected to orient the graduate for a career in the retail and management sectors of the financial services industry, or for the product development, pricing, and risk analysis sector of the industry. Depending upon their background, students in the program are housed in one of three departments: the Department of Finance and Business Law, the Department of Economics, or the

Department of Mathematics.

### **Additional Admission Requirements for the Program**

In addition to the general requirements for admission to the Graduate School, the following are required for admission to the Master of Science in Mathematical Finance program.

1. A baccalaureate degree in a related field with a GPA of at least 2.75 out of 4.0 with an average 2.5 of 3.0 in the junior and senior years.
2. Acceptable scores on each portion of the GRE, or a GMAT score of at least 600, with a minimum score of at least the 85<sup>th</sup> percentile on the math portion of the GMAT.
3. For applicants from non-English speaking countries, a language requirement score of 550 on the TOEFL or 220 on the new computer-based TOEFL or 85% on the MELAB. Non-native speakers of English, may, at the discretion of either the Graduate School or the Program Committee for the MS in Mathematical Finance, be required to enroll in English as a Second Language (ESL) courses at the English Language Training Institute.
4. Specific course work equivalent to the following: introductory course in the Theory of Finance; a standard three-semester sequence in Calculus; Linear Algebra; working knowledge of a suitable programming language; at least one upper-level course in Probability and Statistics.

Students lacking this coursework may be admitted subject to the condition that they

satisfactorily complete such coursework during the first two semesters that they are enrolled in the program and prior to their taking any program courses where prerequisites are missing.

5. Admission is competitive but efforts will be made to recruit and retain students from the region and students from identifiable minorities.

### **Degree Requirements:**

#### **Total hours required:**

Thirty hours of course work beyond the bachelor's degree. The student must complete:

**The program core consisting of 24 credits**

1. **ECON 6203/FINN 6203** Financial Economic Theory
2. **MATH 6201** Statistical Techniques in Finance or **ECON 6218** Advanced Business & Economic Forecasting
3. **FINN/ECON 6219** Financial Econometrics
4. **FINN 6210** Derivatives I: Financial Elements of Derivatives
5. **FINN 6211** Risk Management & Fixed Income Derivatives
6. **MATH 6202** Derivatives II: Partial Differential Equations for Finance
7. **MATH 6203** Stochastic Calculus for Finance
8. **MATH 6204** Numerical Methods for Financial Derivatives

**Completion of 6 credits from Elective Math Finance related courses**

1. **ECON 6090** Topics in Economics
2. **ECON 6100** Mathematical Economics
3. **ECON 6112** Graduate Econometrics
4. **ECON 6201** Advanced Macroeconomic Theory
5. **ECON 6202** Advanced Microeconomic Theory
6. **ECON 6235** Monetary Theory and Financial Theory
7. **ECON 6800** Directed Study Economics
8. **FINN 6058** Special Topics in Financial Services
9. **MATH 5128** Applied Probability I.
10. **MATH 5129** Applied Probability II



11. **MATH 5143** Analysis I.
12. **MATH 5171** Numerical Solution of Ordinary Differential Equations
13. **MATH 6205** Financial Computing
14. Any MATH/STAT 6200 level course and above.

### **Amount of transfer credit**

No more than 6 credit hours and only courses with a grade of *A* or *B* at an accredited institution.

Requires approval of the program committee.

A student is expected to achieve *As* or *Bs* in all course work taken for graduate credit and must have at least an average of *B* in order to graduate. More than two *C* grades will result in termination of the student's enrollment in the graduate program. If a student makes a grade of *U* in any course, enrollment will be terminated and the student cannot take any further graduate course work without being readmitted to the program. Re-admission to the program requires approval of the Dean of the Graduate School upon the recommendation of one of the Mathematical Finance Program Director.

### **Advisor**

Upon admission to the program each student is assigned an advisor by the Program Director.

### **Program Approval**

Each student's individual program of study must be approved by the Mathematical Finance Program Director.

### **Admission to Candidacy**

The Admission to Candidacy form should be filed upon successful completion of a minimum of 18 semester hours of graduate work and in no case later than four weeks prior to completion of all requirements for the degree. Completed forms should be forwarded to the Graduate School.

### **Comprehensive Examination**

Student will be required to pass a comprehensive examination. An examining committee will be appointed by the program director and will be constituted from the programs faculty. The exam may be, at the committee's discretion, either written or oral.

### **Time Limit**

University policy requires that no course may be listed on a master's student candidacy form that is older than six years.

### **\*New Courses:**

1. FINN/ECON 6203 Financial Economic Theory (required)
2. FINN/ECON 6219 Financial Econometrics (required)
3. FINN 6210 Derivatives I: Financial Elements of Derivatives (required)
4. FINN 6211 Risk Management and Fixed Income Derivatives (required)
5. MATH 6201 Statistical Techniques in Finance (required)
6. MATH 6202 Derivatives II: Partial Differential Equations for Finance (required)
7. MATH 6203 Stochastic Calculus for Finance (required)
8. MATH 6204 Numerical Methods for Financial Derivatives (required)
9. MATH 6205 Financial Computing

### **\*ECON 6203 / FINN 6203. Financial Economic Theory (3)**

Prerequisites: Admission to graduate program and permission of program director. Review of financial economic theory using discrete-time models. Topics include: risk measurement; choices under uncertainty; portfolio selection; capital asset pricing model (CAPM); Arrow-Debreu pricing; options and market completeness; the Martingale measure; arbitrage theory; consumption-based CAPM; and valuation of the firm.

### **\*ECON 6219 /FINN 6219 Financial Econometrics (3)**

Prerequisites: ECON 6218 or MATH 6201.

Advanced time series with financial applications. Topics covered include time series regressions (univariate and multivariate, stationary and non-stationary) and time series models (including ARMA, ARCH, GARCH, stochastic volatility and factor models). The emphasis will be on model properties, estimators, test statistics, and applications in finance.

**\*FINN 6210 Derivatives I: Financial Elements of Derivatives (3)**

Prerequisite: FINN 6152 or equivalent, or permission of department. Theory and practice of financial derivatives markets including forwards, futures, and options markets. Topics include the economics of derivatives markets, pricing models for instruments in these markets, strategies for hedging and speculation, as well as regulatory and governance issues.

**\*FINN 6211 Risk Management and Fixed Income Derivatives (3)**

Prerequisite: FINN 6210 or permission of department. Risk management of fixed income portfolios as well as the theory and practice of fixed income markets. Topics include fixed income instruments, term structure models, pricing methods, portfolio management, duration and convexity, securitization, and hedging.

**\*MATH 6201 Statistical Techniques in Finance (3).**

This course reviews basic concepts and introduces more advanced techniques from Probability and Statistics which are commonly utilized in mathematical finance. Topics covered include random variables, distributions, conditional expectations, confidence intervals and hypothesis testing, simple and multiple regression, multivariate analysis including factor and canonical correlation analysis, and time series models including ARMA, ARIMA, ARCH, and GARCH.

**\*MATH 6202 Derivatives II: Partial Differential Equations for Finance (3).**

This course deals with those partial differential equations which are associated with financial derivatives based on factors such as equities and spot interest rates.

**\*MATH 6203 Stochastic Calculus for Finance (3).**

An introduction to those aspects of partial differential equations and diffusion processes most relevant to finance, Random walk and first-step analysis, Markov property, martingales and semi-martingales, Brownian motion. Stochastic differential equations: Ito's lemma, backward and forward Kolmogorov equations, the Feynman-Kac formula, stopping times, Hull and White Models, Cox-Ingersoll-Ross Model. Applications to finance including portfolio optimization and option pricing.

**\*MATH 6204 Numerical Methods for Financial Derivatives (3).**

This course will introduce students to numerical and computational techniques for solving both European- and American-style financial derivatives. The approach will be the finite difference method and the basic theoretical concepts will be introduced. Final projects will involve implementing the techniques on computers. Some spectral and Monte Carlo methods will also be discussed.

**\*MATH 6205 Financial Computing (3G).** This lab oriented course introduces the numerical methods needed for quantitative work in finance, focusing on derivative pricing and fixed income applications. Topics include binomial and trinomial methods, Crank-Nicholson methods for various exotic options, treatment of discrete dividends, numerical methods for stochastic differential equations, random number generators, Monte-Carlo methods for European and American options. The computing class teaches theory and practice of numerical finance as well as the programming skills needed to build software systems in C/C++, Java, Javascript, and Mathematica/Matlab.

cc: Dr. Richard Conboy

Dr. Richard Buttner

Dr. Alan Dow

Dr. Joel Avrin

Dr. Calvin W. Sealey, Jr.

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Betty Johnson

Ms. Carolyn Thigpen

Advising Team

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**MEMORANDUM**

TO: Dean Claude Lilly  
College of Business

FROM: Cathy Outland  
Director of Assessment and Faculty Governance

DATE: February 18, 2003

RE: Request to establish INFO 8900, Directed Individual Study in Business Information Systems

The request to make establish INFO 8900, Directed Individual Study in Business Information Systems, was approved by the Graduate Council on January 21, 2003 and the Faculty Council on the January 22, 2003 Consent Calendar. It is approved for immediate implementation.

Catalog Copy:

**INFO 8900. Directed Individual Study in Business Information Systems. (3)**

Prerequisites: Directed individual study and in-depth analysis of a special area of MIS. The course may be used to satisfy up to six semester hours of graduate credit requirements in the Ph.D. in IT degree program and may be repeated for credit provided a different area of study is undertaken each time. Permission of a member of the doctoral faculty who would direct the study and permission of the department must be secured before registering for the course. (*On demand*)

cc: Dr. Moutaz Khouja

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Betty Johnson

Ms. Carolyn Thigpen

Advising Team

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**MEMORANDUM**

TO: Dean Claude Lilly  
College of Business

FROM: Cathy Outland

Director of Assessment and Faculty Governance

DATE: February 18, 2003

RE: Request to establish INFO 8800, Information Systems Research Seminar

The request to make establish INFO 8800, Information Systems Research Seminar, was approved by the Graduate Council on January 21, 2003 and the Faculty Council on the January 22, 2003 Consent Calendar. It is approved for immediate implementation.

Catalog Copy:

**INFO 8800. Information Systems Research Seminar. (3)**

Prerequisites: INFO 8100, or consent of the department. A study of current research areas in MIS. (*On demand*)

cc: Dr. Moutaz Khouja

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Betty Johnson

Ms. Carolyn Thigpen

Advising Team

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**MEMORANDUM**

TO: Dean Claude Lilly  
College of Business

FROM: Cathy Outland  
Director of Assessment and Faculty Governance

DATE: February 18, 2003

RE: Request to establish INFO 8700, Advanced Topics in MIS

The request to make establish INFO 8700, Advanced Topics in MIS, was approved by the Graduate Council on January 21, 2003 and the Faculty Council on the January 22, 2003 Consent Calendar. It is approved for immediate implementation.

Catalog Copy:

**INFO 8700. Advanced Topics in MIS. (3)**

Prerequisites: Prerequisite: Consent of the department. Topics in MIS selected to supplement the regular course

offerings. May be repeated for credit as topics vary. (*On demand*)



cc: Dr. Moutaz Khouja

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Betty Johnson

Ms. Carolyn Thigpen

Advising Team

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**MEMORANDUM**

TO: Dean Claude Lilly  
College of Business Administration

FROM: Cathy Outland  
Director of Assessment and Faculty Governance

DATE: January 3, 2003

RE: MBAD 6131 Catalog Copy Changes

The request to make editorial changes to MBAD 6131 was approved by the Chair of the Graduate Council on January 2, 2003. It is approved for immediate implementation.

Catalog Copy:

**MBAD 6131. Managerial Accounting. (3)**

Prerequisites: ACCT 3200 or equivalent. Management's use of and need for accounting information, which is necessary for effective managerial decision-making. Emphasis is on understanding managerial accounting information, specifically its purpose, its effect on managerial behavior, and its use in formulating and implementing strategy. Topics include relevant information for activity and process decisions, and issues involved with management control system's design and operation. (same as ACCT 6230) (*Fall, Spring*)

cc: Professor Laurie McWhorter

Dr. Casper Wiggins

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Betty Johnson

Ms. Carolyn Thigpen

Advising Team

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MEMORANDUM

TO: Dean Claude Lilly

Belk College of Business Administration

FROM: Cathy Outland  
Director of Assessment and Faculty Governance

DATE: September 21, 2002

RE: Request to Establish MBAD 6208/OPER 8208: Supply Chain Management

The request to establish MBAD 6208/OPER 8208: Supply Chain Management was approved by the Graduate Council on October 15, 2002 and the Faculty Council on the October 28, 2002 Consent Calendar. It is approved for immediate implementation.

Catalog Copy:

**MBAD 6208 Supply Chain Management (3).**

Prerequisites: MBAD 6141 or consent of the Department. Supply chain management is concerned with all of the activities performed from the initial raw materials to the ultimate consumption of the finished product. From a broad perspective, the course is designed to examine the major aspects of the supply chain: the product flows; the information flows; and the relationships among supply chain participants. The course content is interdisciplinary in nature and will cover a variety of topics such as supply chain information technologies, supply chain design, strategic alliances between supply chain participants and supply chain initiatives. (On Demand)

**OPER 8208 Supply Chain Management (3).**

Prerequisites: MBAD 6141 or consent of the Department. Supply chain management is concerned with all of the activities performed from the initial raw materials to the ultimate consumption of the finished product. From a broad perspective, the course is designed to examine the major aspects of the supply chain: the product flows; the information flows; and the relationships among supply chain participants. The course content is interdisciplinary in nature and will cover a variety of topics such as supply chain

information technologies, supply chain design, strategic alliances between supply chain participants and supply chain initiatives. (On Demand)

cc: Dr. Gerald Ingalls

Dr. Richard Conboy

Dr. Cem Saydam

Dr. Moutaz Khouja

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Betty Johnson

Ms. Carolyn Thigpen

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**MEMORANDUM**

TO: Dean Claude Lilly  
Belk College of Business Administration

FROM: Cathy Outland  
Director of Assessment and Faculty Governance

DATE: January 2, 2003

RE: Request to revise MGMT 3140 and to delete MGMT 3240.

The request to revise MGMT 3140 and to **delete MGMT 3240** was approved by the Chair of the Undergraduate Course and Curriculum Committee on December 16, 2002. It is approved for immediate implementation.

Catalog Copy:

**MGMT 3140. Management and Organizational Behavior. (3)**

Prerequisites: ACCT 2121, ACCT 2122, ECON 2101, ECON 2102, INFO 2130; Junior standing. A study of the role of the manager with an emphasis on understanding the behavioral and administrative theories and concepts needed to succeed in contemporary organizations. Topics covered in this course include motivation, leadership, managing teams, and teamwork. (*Fall, Spring, Summer, Evenings*)

cc: Dr. Rick Lejk

Dr. Richard Conboy

Dr. Ben Tepper

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Betty Johnson

Ms. Carolyn Thigpen

Advising Team

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**MEMORANDUM**

TO: Dean Claude Lilly  
Belk College of Business Administration

FROM: Cathy Outland  
Director of Assessment and Faculty Governance

DATE: January 2, 2003

RE: Request to establish new course, MGMT 3246: Management Perspectives.

The request to establish new course, MGMT 3246: Management Perspectives was approved by the Chair of the Undergraduate Course and Curriculum Committee on December 16, 2002. It is approved for immediate implementation.

Catalog Copy:

**MGMT 3246. Management Perspectives. (3)**

Prerequisites: MGMT 3140, MGMT 3160.

Study of ethics, international business, and business communication in three integrated modules. Case studies, projects, and presentations are used to help students understand and apply concepts and theories to current business issues. (*Fall, Spring*)

cc: Dr. Rick Lejk

Dr. Richard Conboy

Dr. Ben Tepper

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Betty Johnson

Ms. Carolyn Thigpen

Advising Team

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**MEMORANDUM**

TO: Dean Claude Lilly  
Belk College of Business Administration

FROM: Cathy Outland  
Director of Assessment and Faculty Governance

DATE: January 2, 2003

RE: Request to delete INFO 3130 as a prerequisite for MGMT 3280.

The request to delete INFO 3130 as a prerequisite for MGMT 3280 was approved by the Chair of the Undergraduate Course and Curriculum Committee on December 16, 2002. It is approved for immediate implementation.

Catalog Copy:

**MGMT 3280. Business Policy. (3)**

Prerequisites: Senior standing and completion of ECON 3125, OPER 3100, MKTG 3110, FINN 3120, BLAW 3150, MGMT 3140, and MGMT 3280). (Accounting majors are required to take OPER 3100, MKTG 3110, FINN 3120, MGMT 3140, BLAW 3150, and either MGMT 3160 or COMM 1101.) Concerns the role of top management of the firm in integrating internal functions and environmental forces. Emphasis on defining economic, technological, ethical, political, and social factors affecting the firm and their consideration in setting goals and operating policies. (*Fall, Spring, Summer, Evenings*)

cc: Dr. Rick Lejk

Dr. Richard Conboy

Dr. Ben Tepper

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Betty Johnson

Ms. Carolyn Thigpen

Advising Team

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**MEMORANDUM**



TO: Dean Claude Lilly  
Belk College of Business Administration

FROM: Cathy Outland  
Director of Assessment and Faculty Governance

DATE: January 2, 2003

RE: Request to revise Human Resources Management Option.

The request to revise Human Resources Management Option was approved by the Chair of the Undergraduate Course and Curriculum Committee on December 16, 2002. It is approved for immediate implementation.

Catalog Copy:

**Human Resources Management Option**

MGMT 3240 Leadership and Organizational Behavior

MGMT 3241 Human Resources Management

MGMT 3243 Employment Law

MGMT 3244 Advanced Human resource Management

*(Select one of the following courses)*

ECON 3105 Industrial Relations

FINN 3276 Employee Benefits

MGMT 3242 Compensation Administration

MGMT 3245 Human Resource Management Systems

Note: Students electing this concentration are encouraged to select as part of their coursework outside The Belk College of Business Administration such courses offered by the Department of Psychology as PSYC 2171 (Introduction to Industrial Organizational Psychology); PSYC 3140

(Basic Processes in Psychological Assessment); PSYC 3172 (Psychology of Personnel: Employee Selection and Classification); PSYC 3173 (Psychological Bases of Training Programs); and PSYC 3670 (Seminar in Industrial Psychology).

cc: Dr. Rick Lejk

Dr. Richard Conboy

Dr. Ben Tepper

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Betty Johnson

Ms. Carolyn Thigpen

Advising Team

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**MEMORANDUM**

TO: Dean Claude Lilly  
Belk College of Business Administration

FROM: Cathy Outland  
Director of Assessment and Faculty Governance

DATE: January 2, 2003

RE: Request to establish a new course in Managerial Leadership, MGMT 3247.

The request to establish a new course in Managerial Leadership, MGMT 3247 was approved by the Chair of the Undergraduate Course and Curriculum Committee on December 16, 2002. It is approved for immediate implementation.

Catalog Copy:

**MGMT 3247. Management Leadership. (3)**

Prerequisite: MGMT 3140 (Management Concepts and Practices). A managerial perspective on leadership in formal organizations. Emphasis is placed on team building, exercising influence, decision-making, and conflict management. Pedagogical tools to be used include role-playing, case analyses, self-assessment of leadership competencies, and shadowing of working managers. (*Fall, Spring*) (*Evenings*)

cc: Dr. Rick Lejk

Dr. Richard Conboy

Dr. Ben Tepper

Mr. Brian Bradley

Mr. Richard Yount

Mr. Craig Fulton

Ms. Betty Johnson

Ms. Carolyn Thigpen

Advising Team

