

## **Graduate Level Courses(BUS)**

- BUS 511                      Managerial Skills and Business Ethics                      4**  
Develops the managerial skills needed for effective individual and group performance in dynamic organizational, societal, and global environments. Topics include organizational culture, ethics, social responsibility, and human resource management. Managerial communication, leadership, motivation, teamwork, negotiation, and intercultural communication skills are emphasized.
- BUS 512A      Financial Reporting, Control, Management and Markets I      4**  
Prerequisites: ACCT 200AB and 300; or ACCT 500. The course covers the use of financial and managerial accounting concepts applied for analysis, problem solving and decision-making in corporations. Topics include financial statement analysis, project and product analysis, internal control, accounting ethics, corporate governance, and tax and data security issues.
- BUS 512B      Financial Reporting, Control, Management and Markets II      4**  
Prerequisite: FIN 500 or 303 and BUS 512A. Basic concepts of managerial finance, portfolio theory, multinational financial management and financial institutions. Topics include financial statement analysis, capital budgeting, mergers and acquisitions, portfolio analysis, asset pricing, management of financial intermediaries, and risk management.
- BUS 513                      Marketing Management in Global Environment                      4**  
Integrates concepts and tools in the marketing discipline so that students will be able to apply them to the dynamic marketing systems. Topics include analyzing global marketing opportunities, designing marketing strategy, managing, implementing, and evaluating marketing programs.
- BUS 514A                      Managing Business Processes I                      4**  
Prerequisite: MGMT 500 and CIS 500. Organized around the value chain methodology, the course covers the business processes central to a firm's product creation and delivery activities. Logistics, process design, marketing, procurement, and technology will be analyzed.
- BUS 514B                      Managing Business Processes II                      4**  
Prerequisite: MGMT 500, CIS 500 and BUS 514A. Successful forecasting, development, and scheduling is crucial to productivity and Enterprise Resource Planning (ERP) is the primary way to attain it. ERP technologies, Internet and Intranet, and Customer Relations Management are discussed along with implementation and security issues.

- BUS 515 Business, Government Policies, and the Global Economy 4**  
Prerequisite: ECON 201 and 202; or ECON 500. Domestic and global economic environments for business. Effects of public policies, national economic policies, and international economic policies on business decision-making. Issues in regional and global economic integration.
- BUS516 Integrative Business Strategy 4**  
Provides an integrative view of strategically positioning the firm for success. Topics include legal, political, and economic environment, competitive, marketing and sales, technology, financial, and corporate planning strategies.
- BUS 563 E-Commerce 4**  
Fundamentals of electronic commerce, including retailing and advertisement in electronic commerce business-to-business electronic commerce; Intranet and Extranet; strategy, infrastructure and implementation of electronic commerce; legal and privacy issues.
- BUS 565 Risk Management 4**  
Nature of risk; risk measurement and strategy; financial risk, operational risk, regulation and political risk; insurance and systematic risk; emerging issues in risk and environment risk; application of theory of risk to business management.
- BUS 596 Comprehensive Examination 0**  
Students should expect to take the comprehensive examination (BUS 596) the quarter they complete all course work on their program and must comply with college and departmental requirements.
- BUS 597 Graduate Research 1-4**  
Prerequisites: Instructor consent to act as sponsor, approval of graduate associate dean prior to registration. Independent research under guidance of faculty member. Acceptable final written report required. May be repeated for credit to maximum of 8 units. Graded ABC/NC.
- BUS 599A Thesis 2**  
Prerequisites: Written approval of graduate adviser; for M.S. Business Administration candidates, completion of at least one of ECON 502, MGMT 501 and concurrent registration in at least one of the remaining two courses. Formal course in research methodology conducted at option of individual departments. Prior to completion, students will have completed a tentative outline of thesis, petitioned graduate adviser for appointment of a thesis committee, and submitted tentative outline to thesis committee. Graded CR/NC.
- BUS 599B Thesis 3**  
Prerequisites: BUS 599A, written approval of thesis committee chair. Completion of thesis under direct supervision of thesis committee. Graded CR/NC.