

BUSINESS ADMINISTRATION

Programs

- Accounting, MS (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/accounting-ms/>)
- Business Administration - Health Administration, MBA (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/business-administration-health-administration-mba/#text>)
- Business Administration, MBA (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/business-administration-mba/>)
- Business Administration/Business, MBA/MS (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/business-administration-business-mba-ms/>)
- Business Administration/Medicine, MBA/MD (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/business-administration-medicine-mba-md/>)
- Business Administration/Urban and Regional Planning, MBA/MURP (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/business-administration-urban-regional-planning-mba-murp/>)
- Business Administration: One Year MBA (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/business-administration-one-year-mba/>)
- Business Analytics, MS (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/business-analytics-ms/>)
- Business/Business, MS/MS (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/business-business-ms-ms/>)
- Entrepreneurship, MS (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/entrepreneurship-ms/>)
- Executive Master in Business Administration, EMBA (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/master-business-administration-executives-mba/>)
- Executive MBA in Health Administration (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/executive-mba-health-administration/>)
- Finance and Risk Management, MS (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/finance-risk-management-ms/>)
- Finance/Economics, MS/MA (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/finance-economics-ms-ma/>)
- Global Energy Management, MS (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/global-energy-management-ms/>)

- Information Systems, MS (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/information-systems-ms/>)
- International Business, MS (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/international-business-ms/>)
- Management and Organization, MS (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/management-organization-ms/>)
- Marketing, MS (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/marketing-ms/>)
- MBA/MS in Bioengineering (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/mba-ms-bioengineering/>)

Certificates

- Bioinnovation and Entrepreneurship Certificate (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/bioinnovation-entrepreneurship-certificate/>)
- Commodities Certificate (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/commodities-certificate/>)
- Cyber Security and Information Assurance Certificate (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/cyber-security-information-assurance-certificate/>)
- Digital Marketing Certificate (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/digital-marketing-certificate/>)
- Entrepreneurship Certificate (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/entrepreneurship-certificate/>)
- Risk Management Graduate Certificate (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/risk-management-insurance-certificate/>)
- International Entrepreneurship Certificate (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/international-entrepreneurship-certificate/>)
- Sustainability Certificate (<http://catalog.ucdenver.edu/cu-denver/graduate/schools-colleges-departments/business-school/business-administration/sustainability-certificate/>)

Accounting (ACCT)

ACCT 5939 - Internship (1-3 Credits)

Repeatable. Max hours: 9 Credits.

Grading Basis: Satisfactory/Unsatisfactory

Repeatable. Max Credits: 9.

ACCT 6015 - Accounting for the Public Interest (3 Credits)

Applies accounting knowledge and concepts in a not-for-profit organization. Student volunteers help with functions or special projects and are supervised by both faculty members and personnel from the agency to which they are assigned. Note: This class is rarely offered. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Cross-listed with ACCT 4915. Max hours: 3 Credits.

Grading Basis: Satisfactory/Unsatisfactory

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

ACCT 6020 - Auditing Theory (3 Credits)

Focus on the professional responsibilities of CPAs, generally accepted auditing standards, and PCAOB auditing standards, with emphasis on the theory underlying the development of standards, objectives and procedures. Students cannot receive credit for both ACCT 4620 & ACCT 6020. Note: A grade of C or higher must be earned to receive credit for the CPA license. Prereq: ACCT 6030 or ACCT 6031 or department consent. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Cross-listed with ACCT 4620. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6030 or ACCT 6031. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Typically Offered: Fall, Spring.

ACCT 6024 - Advanced Financial Accounting (3 Credits)

Advanced financial accounting concepts and practices with an emphasis on accounting for equity investments, business combinations, and foreign currency. Prereq: ACCT 3230 or ACCT 6030 or ACCT 6032 each with a grade of C or higher, or department consent. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Cross-listed with ACCT 4240. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 3230 or ACCT 6030 or ACCT 6032 each with a grade of C or higher, or department consent. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Typically Offered: Fall, Spring.

ACCT 6025 - Auditing Practice (3 Credits)

Focus on the application of generally accepted auditing standards and PCAOB auditing standards to practice. Emphasis on procedures used by CPAs to gather and document audit evidence. Prereq: ACCT 6020 or department consent. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Students cannot receive credit for both ACCT 4625 and ACCT 6025. Note: A grade of C or higher must be earned to receive credit for the CPA license. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6020 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6031 - Intermediate Financial Accounting I (3 Credits)

This course is designed to provide students with a comprehensive review and understanding of financial accounting principles, procedures, and financial statements as well as the measurement of income and assets. Skills related to problem solving, analytical thinking, and writing will also be developed. NOTE: Students who have taken ACCT 3220 (or equivalent) may not receive credit for ACCT 6031. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

ACCT 6032 - Intermediate Financial Accounting II (3 Credits)

Continuing the intensive coverage of financial accounting from ACCT 3220/ACCT 6031, this course covers concepts of financial accounting theory and generally accepted accounting principles not covered in 3220/6031. This typically includes detailed coverage of liabilities and equity, especially the topics of leases, deferred taxes, pensions and stock-options. Note: A grade of C or higher must be earned to receive credit for the CPA license. NOTE: Students who have taken ACCT 3230 (or equivalent) may not receive credit for ACCT 6032. Prereq: ACCT 6031 with a grade of C or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Cross-listed with ACCT 3230. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6031 with a grade of C or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6033 - Advanced Managerial Accounting (3 Credits)

Critical analysis of advanced topics in managerial accounting. Note: This class is rarely offered. Prereq: ACCT 3320. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

ACCT 6054 - Accounting Information Systems (3 Credits)

This course focuses on the analysis, design, implementation and control of accounting information systems. Emphasis is placed on primary business processes including documentation, modeling, retrieving information to support managerial decisions and controlling risks. Topics include transaction cycles, relational database modeling, data analytics and information systems risks and controls. Must earn a grade of C or better to qualify for graduation at the UG level and to receive credit for the CPA license. Prereq: ACCT 6031 or BUSN 6550 or department consent. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Cross-listed with ACCT 4054. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6031 or BUSN 6550. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6070 - Intermediate Cost Accounting (3 Credits)

Cost accounting links financial and managerial accounting and emphasizes communication between accountants and managers. Topics include managerial uses of cost data for decision making, analysis of activities and cost behavior, the role of accounting in planning and control, and computer-assisted decision modelling. Note: A grade of C or higher must be earned to receive credit for the CPA license. Note: STUDENTS WHO HAVE TAKEN ACCT 3320 (or equivalent) MAY NOT TAKE THIS COURSE. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Cross-listed with ACCT 3320. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6080 - Accounting for Government and Nonprofit Organizations (3 Credits)

Nonprofit Organizations. Planning and control of government and nonprofit organizations. Includes program budgets, responsibility accounting and fund accounting. Note: A grade of C or higher must be earned to receive credit for the CPA license. Prereq: ACCT 3220 or BUSN 6550 or ACCT 6031 each with a C or higher, or department consent. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Cross-listed with ACCT 4800. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 3220 or BUSN 6550 or ACCT 6031 each with a C or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Typically Offered: Spring.

ACCT 6140 - Fundamentals of Federal Income Tax (3 Credits)

Provisions and procedures of federal income tax laws and requirements affecting individuals and business organizations, including problems of tax planning and compliance. Note: A grade of C or higher must be earned to receive credit for the CPA license. Note: Students cannot receive credit for both ACCT 4410 and 6140. Cross-listed with ACCT 4410. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Fall, Spring.

ACCT 6150 - Taxation of Business Entities (3 Credits)

A federal tax course stressing tax planning issues affecting corporations (both C corporations and S corporations) and partnerships. Note: A grade of C or higher must be earned to receive credit for the CPA license. Note: Students cannot receive credit for both ACCT 4420 and ACCT 6150. Cross-listed with ACCT 4420. Prereq: ACCT 6140 or ACCT 4410 with a grade of C or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6140 or ACCT 4410 with a grade of C or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

ACCT 6220 - Seminar: Corporate Financial Strategy and Controls (3 Credits)

This course is designed to provide a comprehensive understanding of the wide ranging responsibilities of the Controller, including the timely and accurate preparation of the periodic financial statements, maintenance of an adequate records system, a comprehensive set of internal controls and budgets in order to manage and mitigate risk, how to enhance the accuracy of the company's reported financial results and ensure compliance with GAAP or IFRS. Topics also include techniques for cash forecasting, controlling and administering budgets, and developing effective long-range plans. Prereq: ACCT 6030 or ACCT 6032 or department consent. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6030 or ACCT 6032 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6225 - Controllership: Managerial Strategy and Benefits Analy (3 Credits)

This course is designed to provide a comprehensive understanding of the wide ranging responsibilities of the Controller from a managerial and tax accounting perspective. Topics include establishing a cost accounting system, planning and control of manufacturing costs, business and strategic planning, mergers and acquisitions and a variety of tax related issues such as employment tax, employee vs. contractor, and choice of entity. The course will also include a discussion of benefits analysis, stock based compensation, ISO, NQSO and 83b elections. Prereq: ACCT 6220 with a grade of C or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6220 with a grade of C (2.0) or higher Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6230 - Advanced Topics in Mergers and Acquisitions (3 Credits)

Mergers and acquisitions are often a key component of organizational strategy for growth and competitive advantage; yet empirical studies indicate many of these transactions fail to meet their intended objectives. This course prepares accounting students as financial leaders to positively influence the achievement of planned synergies and acculturation for more successful M&A transactions. Integrating perspectives from accounting and organizational development, course topics include transaction valuation, contingent consideration, and asset impairment testing to organizational systems theory and post-transaction integration. Prereq: Grade of C (2.0) or higher in ACCT 6020 or ACCT 4620 and ACCT 6070. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: Grade of C (2.0) or higher in ACCT 6020 or ACCT 4620 and ACCT 6070 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6250 - Seminar: Financial Accounting (3 Credits)

Nature and origin of accounting theory and the development of postulates, principles and practices. Methodology appropriate to development and evaluation of accounting theory, with special emphasis on accepted research standards and procedures. Note: A grade of C or higher must be earned to receive credit for the CPA license. Coreq: ACCT 6032 or department consent. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: ACCT 6032. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Typically Offered: Fall, Spring.

ACCT 6260 - Seminar: Managerial Accounting (3 Credits)

Focuses on the conceptual foundations of managerial accounting. Behavioral and quantitative approaches regarding information for decision making, planning, control, performance evaluation and other issues are investigated. Note: A grade of C or higher must be earned to receive credit for the CPA license. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Fall, Spring.

ACCT 6280 - Accounting Ethics (3 Credits)

This course examines the ethical responsibilities of accounting professionals from a personal and professional perspective, including examples of ethical dilemmas accounting professionals confront. The course utilizes various authoritative codes of conduct, professional standards and applied ethical theory as ethical guidance for auditors, accountants, tax professionals, and accounting management. A variety of case studies are employed to give students practice in developing a decision making approach in dealing with difficult ethical scenarios. Prereq: ACCT 6031 or BUSN 6550. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6031 or BUSN 6550. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6282 - Capitalism, Accounting and Ethical Choices (3 Credits)

Examines the development of the U.S. economy from 1850 to today with emphasis on the ethics of accounting, capitalism, and government controls. Prereq: ACCT 2220 or BUSN 6550 (not strictly enforced). Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

ACCT 6285 - Accounting and Finance for Sustainability (3 Credits)

Topics in accounting and finance related to business sustainability include the merits and challenges of a triple-bottom-line perspective, mandatory and voluntary reporting, environmental liability measurement and disclosure, emissions trading, green investments, shareholder activism, microfinance, and socially responsible investing. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

ACCT 6290 - Management Control Systems (3 Credits)

Focuses on the design and use of control systems which ensure that people in organizations behave consistently with the organizational goals. Controls for communication, motivation and performance evaluation (along with informational requirements) are stressed through analysis of cases and classroom discussion. Note: This class is rarely offered. Prereq: BUSN 6550 or equivalent. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

ACCT 6320 - White Collar and Financial Crimes (3 Credits)

Course provides an opportunity to examine criminal activity perpetrated by individuals and/or organizations in a position of trust. White collar and financial crimes are qualitatively different from street crimes or violent crimes, yet they are highly destructive. Cover: types of crime, social impact, prevention, detection, regulating etc. Prereq: BUSN 6550 with a C or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6550 with a C or higher Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6330 - Fraud Auditing (3 Credits)

This course provides an introduction to and guidance for creation of an effective fraud audit program in core business systems. The fraud audit is designed specifically to detect potential fraud and is vastly different than the traditional audit. Fraud auditing focuses on proven fraud methodology that allows auditors to discover fraud versus investigating it. The course: • Explains how to create a fraud audit program • Shows auditors how to locate fraud through the use of data mining • Focuses on proven methodology for detecting fraudulent transactions • Explores fraud discovery within specific corporate F&A functions, such as disbursement, procurement, payroll, revenue misstatement, inventory, journal entries, and management override. Prereq: ACCT 6020. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6020 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

ACCT 6340 - Financial Statement Analysis (3 Credits)

Financial statements are used as an information source on which to base investment, lending potential or even employment. Designed to develop skills in using, understanding, analyzing, and interpreting financial statements and to make students aware of the value and limitations of financial statement information. Note: Should take in the third semester of the graduate program. Prereq: BUSN 6550 or ACCT 6031 or department consent. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6031 or BUSN 6550. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Typically Offered: Fall.

ACCT 6350 - Current Issues in Professional Accounting (3 Credits)

An in-depth analysis of current issues in the accounting profession, including ethics development, and validity of standards and regulations.

Prereq: ACCT 3230, ACCT 4620, ACCT 6020 or permission of instructor.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Typically Offered: Fall.

ACCT 6360 - Fraud Examination (3 Credits)

This course examines the theories and methods of the full spectrum of fraud examination including prevention, detection, investigation, and adjudication. In this course, students will explore the significant differences between fraud examination and auditing, going beyond detection into the investigative and adjudication process. Prereq:

ACCT 6020 or department consent. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6020 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6370 - International Accounting (3 Credits)

Designed to expose students to the international aspects of accounting and financial management. Includes discussion of some of the different financial accounting practices across countries; financial statement analysis in a global context, international auditing practices and procedures, international tax implications and the implications of operating within the regulations of the Foreign Corrupt Practices Act, the European Union, North American Free Trade Agreement and General Agreement on Tariffs and Trade. Prereq: BUSN 6550 or equivalent. Note: Students cannot receive credit for both ACCT 6370 and INTB 6370. IFRS's are reviewed and compared with the requirements of US GAAP. Cross-listed with INTB 6370 and ACCT 4370. Prereq: ACCT 6031 or BUSN 6550.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6031 or BUSN 6550. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Typically Offered: Spring.

ACCT 6380 - Forensic Accounting (3 Credits)

An examination of investigative auditing, fraud auditing, litigation support, and economic quantification of damages. Prereq: ACCT 4620 or ACCT 6020. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 4620 or ACCT 6020. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

ACCT 6400 - Taxation of C Corporations and Shareholders (3 Credits)

This course is a study of federal income tax problems facing corporations and corporate shareholders. The course addresses introductory corporate tax issues found in Subchapter C of the Internal Revenue Code, including defining a "corporation" for federal income tax purposes; tax consequences associated with the formation of a corporation; taxation of corporate operations (including an analysis of the differences that exist between earnings and profits, dividend distributions and taxable income); corporate redemption transactions; partial liquidations; complete liquidations; and the acquisition, sale and disposition of corporate entities in transactions governed by Sections 336(e) and 338 of the Internal Revenue Code. Prereq: ACCT 6150 with a grade of C or higher.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6150 with a grade of C or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Fall.

ACCT 6410 - Advanced Tax for Individuals (3 Credits)

This course is an advanced federal income tax course stressing the use of the Internal Revenue Code, Treasury regulations, case law, and administrative guidance to resolve federal income tax issues affecting individuals. Topics include items of gross income inclusion, exclusions, deductions, items of non-recognition, characterization of income, and tax rates. Prereq: Grade of C or higher in ACCT 6140 or ACCT 4410.

Restriction: Restricted to graduate business majors and NDGR majors with a sub-plan of NBA or CPA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: Grade of C or higher in ACCT 6140 or ACCT 4410. Restriction: Restricted to graduate business majors and NDGR majors with a sub-plan of NBA or CPA within the Business School.

Typically Offered: Spring.

ACCT 6442 - Accounting: Professional Research and Communications (3 Credits)

This course provides students with a structured approach to researching and communicating practice-oriented financial accounting, auditing, and tax-related issues. After completing this course, students should be able to effectively: (1) Communicate (both oral and written) solutions to practice-oriented financial accounting, auditing, and tax-related issues.

(2) Navigate through U.S. and international accounting, auditing, and tax authorities. (3) Conduct systematic research for all types of accounting-related problems then reach and communicate efficient conclusions using a variety of techniques. Prereq: ACCT 6030 or ACCT 6032 or ACCT 3230 each with a grade of C or higher, or department consent.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Cross-listed with ACCT 4442. Max hours:

Grading Basis: Letter Grade

Prereq: ACCT 6030 or ACCT 6032 or ACCT 3230 each with a grade of C or higher Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6450 - Tax Research (3 Credits)

This course provides a study of various methodologies used in tax research and tax planning and requires students to present their results through various forms of business communication. In particular, this course explores techniques (with an emphasis on electronic/on-line techniques) for locating and researching judicial cases, statutory materials and legislative histories, and administrative materials promulgated by the Internal Revenue Service applicable to tax-related issues and problems. Students must present their tax research results for various client-based hypothetical factual patterns in written formats, including memoranda and client letters, and through individual oral and group presentations. Restriction: Restricted to graduate business majors and NDGR majors with a sub-plan of NBA or CPA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate business majors and NDGR majors with a sub-plan of NBA or CPA within the Business School.

ACCT 6470 - Internal Auditing (3 Credits)

Intro course for business students and CIA candidates. Topics include: IA fundamentals; IA standards; internal controls; managing the IA department; IA working papers, procedures and evidences; fraud detection and prevention; ethics; evaluation of the IA function, and Sarbanes-Oxley Act of 2002. Prereq: ACCT 4620 or ACCT 6020. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 4620 or ACCT 6020. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

ACCT 6480 - Partnership Taxation (3 Credits)

This course focuses on fundamental tax issues relating to partnerships and partners arising from the formation, operation, and liquidation of partnerships. Course work includes an examination of pertinent federal income tax returns of a partnership. Prereq: ACCT 6150 with a grade of C or higher. Restriction: Restricted to graduate business majors and NDGR majors with a sub-plan of NBA or CPA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6150 with a grade of C or higher. Restriction: Restricted to graduate business majors and NDGR majors with a sub-plan of NBA or CPA within the Business School.

ACCT 6490 - Experiential Learning (3 Credits)

Designed to provide practical knowledge on developing a professional practice in accounting or financial management. Topics: Marketing, operating a professional practice. Lectures, guest speakers (if you are interested in being a guest lecturer for the class contact the instructor), and student projects. Prereq: ACCT 3220 or permission of instructor. Cross-listed with ACCT 4490. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Satisfactory/Unsatisfactory

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6510 - Advanced Accounting Information Systems (3 Credits)

The course is designed to develop knowledge and skills used to understand and evaluate corporate accounting processes and systems. Focuses on financial and information system internal controls and the flow of corporate information through an accounting system. A financial system objective and risk assessment approach is used to present concepts and techniques for evaluating the adequacy of system processes and controls. Prereq: ACCT 6054 or department consent. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits. Grading Basis: Letter Grade Prereq: ACCT 6054 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Typically Offered: Fall.

ACCT 6520 - Issues in Oil and Gas Accounting (3 Credits)

The Oil and Gas Accounting course is a course designed to give students an overview of the oil and gas industry and the particular accounting issues this industry faces. The focus is on the oil and gas industry but many of the issues discussed are appropriate and applicable to all energy-related entities. This is a valuable learning experience for those interested in acquiring an understanding of the accounting issues for energy management firms in preparation for entry into public accounting. The course enjoys support from the energy industry in the form of guest speakers and project ideas. Prereq: ACCT 3220 or permission of instructor. Cross-listed with ACCT 4520. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 3220.

Typically Offered: Spring.

ACCT 6620 - Seminar: Auditing and Other Assurance Services (3 Credits)

A graduate seminar course providing in-depth exposure to specialized topics in auditing and other assurance services, with an emphasis on recent developments in the profession. Includes coverage of generally accepted auditing standards and PCAOB standards. Note: A grade of C or higher must be earned to receive credit for the CPA license. Prereq: ACCT 6020. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6030 or 6031 and 6020 all with a C or higher Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Typically Offered: Fall, Spring.

ACCT 6800 - Special Topics (3 Credits)

Research methods and results, special topics and professional developments in accounting. Consult the current 'Schedule Planner' for semester offerings as new special topics courses are frequently added. Prereq: Varies according to topics and instructor requirements. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Repeatable. Max Hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6840 - Independent Study (1-8 Credits)

Permission of instructor required. Allowed only under special and unusual circumstances. Regularly scheduled courses cannot be taken as independent study. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Repeatable. Max Hours: 8 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 8.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6900 - Professional Certification in Accounting (3 Credits)

This course will prepare students for the Uniform Certified Public Accountant Examination, including the Auditing and Attestation (AUD), Business Environment and Concepts (BEC), Financial Accounting and Reporting (FAR), and Regulation (REG) sections. Topical coverage will include a balance of most-tested topics, difficult topics, and exposure to topics not addressed in required accounting degree courses. Note: there will be a materials fee of \$1,100 for this course. All materials will continue to be available until successful passage of the CPA Exam. Note: Undergraduate Accounting students typically perform better in this class when taking it during the final semester prior to graduation. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

ACCT 6939 - Internship/Cooperative Education (3 Credits)

Supervised experiences involving the application of concepts and skills in an employment situation. Prereq: 15 semester hours for MS students and 21 hours for MBA students and a cumulative 3.2 GPA. Repeatable. Max Hours: 9 Credits.

Grading Basis: Satisfactory/Unsatisfactory

Repeatable. Max Credits: 9.

ACCT 6950 - Master's Thesis (1-8 Credits)

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 8 Credits.

Grading Basis: Letter Grade with IP

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Additional Information: Report as Full Time.

Business Analytics (BANA)

BANA 5939 - Internship (1-3 Credits)

Repeatable. Max Hours: 9 Credits.

Grading Basis: Satisfactory/Unsatisfactory

Repeatable. Max Credits: 9.

BANA 6610 - Statistics for Business Analytics (3 Credits)

Provides a conceptual overview of statistical thinking and its applications to business problems. Topics include descriptive statistics, data exploration, probability, inferential methods, regression analysis, classification, regression with high dimensional data, etc. Students gain hands-on experience with data analytic problems via projects using real business settings and data. Restriction: Restricted to MS BANA majors within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to BANA-MS students within the Business School.

BANA 6620 - Computing for Business Analytics (3 Credits)

Introduces database and modeling software used by business analytics professionals. Includes querying relational databases, state-of-the-art statistical freeware, and modeling software. Students learn to obtain, organize, and store data needed for analytics projects, undertake data cleansing for big data tasks, and conduct statistical data visualization. Restriction: Restricted to BANA-MS students within the Business School. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to BANA-MS students within the Business School.

BANA 6630 - Time-Series Forecasting (3 Credits)

Time series analysis is critical to industries such as finance, marketing, retail, and accounting. This course introduces time-series models with emphasis on their practical applications in business. The goal is to show how dynamic financial and economic data can be modeled and analyzed using proper statistical techniques. The topics include methods for trend and seasonal analysis and adjustment, modeling and forecasting with autoregressive moving average (ARMA) processes, and model identification and diagnostics for time series. Other subjects include volatility and state space models. This course provides hands-on experience by pairing lectures on methodology with lab sessions using R to perform real-world data analyses. If you do not meet the prerequisites you may contact the instructor for permission to register. Prereq: BANA 6610. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Note: Can only receive credit for either BANA 6630/DSCI 6230. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Prereqs: BANA 6610. Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BANA 6640 - Decision Analysis (3 Credits)

Introduces a quantitative approach to business decision making under conditions of risk and uncertainty. Emphasis will include introductions to decision analysis theory, risk analysis, utility theory, multi-criteria decision making, Bayesian decision analysis and hierarchical structured models. Psychological issues and qualitative approaches in the decision-making process will be discussed. Student computer-assisted projects are included. Prereq: BANA 6610 or permission from instructor. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereqs: BANA 6610. Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BANA 6650 - Project Management (3 Credits)

Introduces the topic of Project Management (PM) in a business environment. Emphases will include the knowledge, skills, tools, and techniques as presented in the Project Management Body of Knowledge (PMBOK), a variety of managerial aspects commonly encountered in PM, and current extensions of PM. Projects in diverse contexts are examined. Cross-listed with URPL 6249. Restriction: Restricted to Graduate level students. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Graduate level students.

Typically Offered: Fall.

BANA 6660 - Predictive Analytics (3 Credits)

Addresses statistical and machine-learning approaches to prediction using the very large data sets increasingly common in business applications such as internet-based business, fraud detection, credit scoring and market segmentation. Methods covered in the course include data partitioning, logistic regression, clustering, decision trees, dimension reduction, and neural networks, among others. Emphasis is placed on proper choice of method and understanding of the strengths and limitations of competing methods. Students are expected to analyze and report on a variety of data sets drawn from business application areas. If you do not meet the prerequisites listed, you may contact the instructor for permission. Prereq: BANA 6610. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereqs: BANA 6610. Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BANA 6670 - Prescriptive Analytics with Optimization (3 Credits)

Optimization is a key part of Business Analytics dealing with decision problems that lend themselves to modelling and analysis designed to determine optimal decisions. In this course, we'll study methodologies for determining the best course of action in situations with a large number of alternatives, each with their own financial or other characteristics, including restrictions on our actions that must be satisfied as we search for best solutions. While the focus of the course is on modeling and solving a wide variety of optimization problems, we'll also cover the basic mathematical underpinnings of linear programming, the most widely used form of optimization in industry and government and the foundation of many extensions into other classes of optimization. State of the art Software for solving optimization problems will be used throughout the course. Students will work in teams on a project involving optimization and some important problem. Restriction: Restricted to BANA-MS students within the Business School. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to BANA-MS students within the Business School.

BANA 6680 - Optimization for Machine Learning (3 Credits)

This course will give an introduction on numerical optimization algorithms in the context of machine learning applications. We shall discuss how optimization problems arise in machine learning and what makes them challenging. Topics include traditional nonlinear optimization, linear optimization and discrete optimization with an emphasis on effective computational techniques. We shall also talk about next generation large-scale machine learning algorithms such as stochastic gradient (SG) method. Applications to a variety of areas such as text mining and neural networks are also stressed through class projects. Problems will be solved using appropriate software tools.

Prereq: BANA 6620 and BANA 6670. Restriction: Restricted to graduate business majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BANA 6620 and BANA 6670. Restriction: Restricted to graduate business majors and NDGR majors with a sub-plan of NBA within the Business School.

BANA 6690 - Network Modeling (3 Credits)

This course introduces network modeling. Utilizing data and metadata, programming, algorithms, statistical analysis, and visualization; networks are studied. The focus is on Business Applications to provide managerial insights and recommendations and will include transportation, social, transactional, electrical and communication networks. Prereq: BANA 6620. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BANA 6620. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

BANA 6710 - Causal Analysis (3 Credits)

This course shows how to apply causal modeling to develop robust, causally effective business policies and interventions; and quantify their impacts using realistically imperfect data under uncertain and changing conditions. Students create causal models of customer behaviors and responses to business initiatives; quantify lifts caused by campaigns; and design customer and employee policies and interventions with robust benefits despite real-world uncertainties and data limitations. Prior exposure to probability, statistics, optimization and R programming language is helpful but not essential. Term offered: fall, spring. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Fall, Spring.

BANA 6720 - Simulation Modeling (3 Credits)

Students learn to model and analyze complex dynamic systems using state-of-the-art software. Illustrative application areas include production systems, service systems, distribution systems and health care systems. Topics include creating reliable simulation models, analyzing the input and output from the model, and managing simulation projects.

A substantial part of the course will be devoted to student projects where students define, model and analyze a significant system of their choosing. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BANA 6730 - Supply Chain Analytics (3 Credits)

Introduces the design, analysis, management, and control of supply chains. Because of continuing advances in globalization, sustainability, and information technology, course emphasis will include integration of processes and systems, relationship management of upstream and downstream players, and strategies that incorporate current and future trends. Cross-listed with INTB 6730. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BANA 6740 - VBA for Business Analytics (3 Credits)

This course teaches the essentials of Visual Basic for Applications (VBA), the programming language for Microsoft Office. Focus is on using VBA as a tool to automate common tasks and to create business analytic applications. Goal is to hide the details of the analytical and modeling techniques by creating user interfaces for inputs and then presenting managerially relevant results. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BANA 6750 - Large-Scale Optimization Methods for Big Data (3 Credits)

Optimization methodologies comprise one of the major components of modern business analytics. In the era of big data where problem scale is enormous, the ability to model and solve large-scale problems is increasingly important. In the first part of this course we will learn how to model and solve large scale applications by using the AMPL modeling language and solvers such as CPLEX and Gurobi. The second half of the course will be devoted to working on projects. Prereq: BUSN 6630 with a grade of "C" or better. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6630 with a grade of "C" or better Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BANA 6760 - Data Visualization (3 Credits)

The course equips the Business Analyst with foundational concepts and techniques required for telling a compelling story with large complex data sets. The importance of visualizing information for many analysts is often overlooked or downgraded as a natural product of the analytics or model but if the visualization is ineffective the decision making processes and knowledge discovery will be compromised. This is a project-based course that begins with reviewing concepts of human perception and cognition and perceptual accuracy and preferences. In the weeks we have together we will explore the basics of graphic design and making a "good" graph, explore why some data visualizations present information effectively and others do not, and we will also consider visualization as a component of systems for the Data Scientist and Business Analyst and presents examples of EDA (exploratory data analysis), visualizing time, networks, and maps. We end by reviewing methods and tools for static and interactive graphics. Tableau or other cutting-edge software will be utilized. Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BANA 6770 - Evaluative Analytics (3 Credits)

Introduces principles of design of experiments (DOE), multivariate trials, randomized control trials (RCTs), A/B testing, and multi-armed bandit (MAB) optimization to evaluate and improve business processes, CRM and HR policies, and marketing campaign design and performance. Students learn to design evaluation studies and analyze data to critically evaluate and improve business process design and targeting, timing, content, context, and channel decisions to increase employee and customer satisfaction and long-term value (LTV). Note: Prior exposure to probability, statistics, and R is helpful but not essential. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Spring.

BANA 6780 - AI for Business (3 Credits)

BANA 6780 introduces current artificial intelligence (AI) and machine learning (ML) technology, together with business use cases and AI/ML technology strategy for managers. Students learn how a variety of companies, from Netflix to electric utilities, apply modern AI/ML techniques to predict and manage customer demand, preferences, experiences, and behaviors; improve business processes and KPIs; automate and optimize routine business decisions; and develop more successful business strategies. Take-home software labs and demos enable students to experiment with recommendation engines, Bayesian probabilistic inference systems, pattern recognition and predictive analytics, natural language processing (NLP), anomaly detection, causal inference, and optimization and coordination of plans and decisions over time and within teams and organizations of AI agents. Students apply these AI/ML techniques to business strategy and use cases and present their analyses in a written report. Prereq: This course is intended to be self-contained. Previous experience with AI/ML or applied probability and statistics and R are helpful but not essential. Restriction: Restricted to graduate majors. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to students with graduate standing.

Typically Offered: Spring.

BANA 6800 - Special Topics (3-12 Credits)

A number of different current topics in business analytics are discussed in this course. Consult the current schedule for semester offerings.

Prereq: Permission of instructor. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Repeatable. Max hours: 12 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 12.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BANA 6840 - Independent Study (1-6 Credits)

Instructor approval is required. Allowed only under special and unusual circumstances. Regularly scheduled courses cannot be taken as independent study. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Repeatable. Max Hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BANA 6910 - Business Analytics Practicum (3 Credits)

Students apply business analytics methodologies to a real-life business problem in cooperation with a local organization. Under the supervision of faculty, students engage in problem definition, analysis and solution. Results are presented in oral and written form to the sponsoring organization. Because the practicum is a capstone course, it is not appropriate for students just beginning the program. Prereq: Will vary depending upon the particular topic (consult the schedule of classes). Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits. Grading Basis: Letter Grade Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Business (BUSN)**BUSN 5939 - Internship (1-3 Credits)**

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Repeatable. Max hours: 9 Credits. Grading Basis: Satisfactory/Unsatisfactory Repeatable. Max Credits: 9. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BUSN 6520 - Leading Individuals and Teams (3 Credits)

Students learn the strengths and weaknesses of their management style and how to work effectively with individual differences. Students also learn how to form teams around purpose/task, diagnose problems and identify and implement solutions by utilizing leadership skills such as setting goals, processes and measures, interpersonal communication, motivation and conflict management. Students develop an understanding of the effect of the organizational and social context on the behavior of individuals and teams. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits. Grading Basis: Letter Grade Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

BUSN 6521 - Leading Individuals and Teams (3 Credits)

Students learn the strengths and weaknesses of their management style and how to work effectively with individual differences. Students also learn how to form teams around purpose/task, diagnose problems and identify and implement solutions by utilizing leadership skills such as setting goals, processes and measures, interpersonal communication, motivation and conflict management. Students develop an understanding of the effect of the organizational and social context on the behavior of individuals and teams. The emphasis is on health care issues and is intended for health care students. Max hours: 3 Credits. Grading Basis: Letter Grade Restrictions: Restricted to HLAD and MBAH majors within the Business School.

BUSN 6530 - Data Analytics for Managers (3 Credits)

Provides an overview of statistical and machine learning techniques for visualizing data, developing multivariate models to explain and control variation, and predicting outcomes. Methods covered in the course include exploratory data analysis, multiple linear regression, decision trees, and time-series forecasting. The emphasis is upon application of these techniques to business problems. Students are required to analyze data and present their analyses in written or oral form. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits. Grading Basis: Letter Grade Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Typically Offered: Fall, Spring, Summer.

BUSN 6540 - Legal and Ethical Environment of Business (3 Credits)

Students develop a working knowledge of legal and ethical parameters for business decision making. The course addresses the legal system and mechanisms for resolving disputes. Topics include constitutional law, torts, product liability, contracts, property law, consumer protection, intellectual property, business entities and employment law. It stresses the influence of legal issues on organizational decision making. Note: Students can substitute ENTP 6822 but credit cannot be received for both. Health Administration students must take BUSN 6541. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits. Grading Basis: Letter Grade Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Typically Offered: Fall, Spring, Summer.

BUSN 6541 - Legal and Ethical Environment of Business (Health Section) (3 Credits)

Students develop a working knowledge of legal and ethical parameters for business decision making. Addresses the legal system and mechanisms for resolving disputes. Topics include business entities, torts, contracts, employment relationships, litigation and alternative dispute resolution. It stresses the influence of legal issues on organization and decision making. The emphasis is on health care issues and is intended for health care students. Max hours: 3 Credits. Grading Basis: Letter Grade Restrictions: Restricted to HLAD and MBAH majors within the Business School. Typically Offered: Spring.

BUSN 6550 - Analyzing and Interpreting Accounting Information (3 Credits)

Emphasizes the use of accounting statements and data in making business decisions. External financial accounting information and concepts are used for investment and credit decisions. Internal managerial accounting information and concepts are used for product costing, cost analysis and management control. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits. Grading Basis: Letter Grade Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Typically Offered: Fall, Spring, Summer.

BUSN 6560 - Marketing Dynamics in the 21st Century (3 Credits)

This course focuses on the art, science, and practice of managing dynamic market environments and making decisions about alternative marketing strategies. Students use analytical frameworks to inform decision-making about the many specific aspects of marketing: e.g., value proposition, target markets, positioning, products, channels of distribution, pricing, communication, and service. Participants learn how to integrate these elements into a Marketing Plan. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Typically Offered: Fall, Spring, Summer.

BUSN 6561 - Marketing Dynamics in the 21st Century (Health Section) (3 Credits)

Focuses on the formulation and implementation of a marketing plan in the context of the firm's strengths, overall strategy and competitive environment. Emphasis is on understanding the marketing environment and on decision making skills regarding market selection, pricing, promotion, product configuration and management of distribution channels. Restriction: Restricted to HLAD and MBAH majors within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to HLAD and MBAH majors within the Business School.

BUSN 6610 - Information Systems Strategy (3 Credits)

Digital strategy is the application of digital technologies to business models to form new differentiating business capabilities. The course starts with the highlights of genesis and importance of IT in organizations, including the relationship between digital technology and competitiveness. Then, the development and management of an effective digital infrastructure are discussed. Realizing that the effective use of digital technology requires the alignment of competitive strategies, business processes, and applications, the course takes a top management perspective on the development of policies and plans that maximize the contribution of digital technologies to organizational goals. A broad overview of how systems support the operational, administrative, and strategic needs of organizations is covered. Note: Students cannot receive credit if they have taken BUSN 6810 or ISMG 6180. Cross-listed with ISMG 6180. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Fall, Spring, Summer.

BUSN 6620 - Applied Economics for Managers (3 Credits)

After taking this course, students should be able to apply economic principles to make optimal decisions given firm cost, demand and market circumstances. Also, they should be able to analyze the firms interactions with its competitive market environment. Students will learn basic aspects of federal macroeconomic policy designed to achieve stable prices and economic growth. Also, they will learn to understand the measurement of output (GDP), employment and prices; the conduct of monetary and fiscal policy; and the balance of trade. Coreq: BUSN 6550 or ACCT 6030 or ACCT 6031. Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Co-req: BUSN 6550 or ACCT 6030 or ACCT 6031 Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

BUSN 6621 - Applied Economics for Managers (Health Section) (3 Credits)

After taking this course, students should be able to apply economic principles to make optimal decisions given firm cost, demand and market circumstances. Also, they should be able to analyze the firm's interactions with its competitive market environment. Students should understand basic aspects of federal macroeconomics policy designed to achieve stable prices and economic growth. Also, they should understand basic aspects of government regulation of business. The emphasis is on healthcare issues and is intended for healthcare students. Coreq: BUSN 6550 or ACCT 6030 or ACCT 6031 and BUSN 6530 or FNCE 6290 or BANA 6610. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Co-req: BUSN 6550 or ACCT 6030 or ACCT 6031 and BUSN 6530 or FNCE 6290 or BANA 6610. Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Typically Offered: Spring.

BUSN 6630 - Management of Operations (3 Credits)

This course is concerned with the production and delivery of goods and services. It provides an overview of a variety of contemporary Operation Management topics using current techniques and modeling to solve and understand key issues. Basic Excel skills are required. The use of model-assisted decision making is emphasized. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Typically Offered: Fall, Spring, Summer.

BUSN 6640 - Financial Management (3 Credits)

This course is concerned with the business firm's decisions to make investments and to finance its operations. Students learn to use the tools and theories underlying business valuation, cost of capital, capital budgeting and capital structure. Students will learn to evaluate a firm's financial position through the examination of its financial statements and to prepare pro forma statements for the firm. Prereq: BUSN 6550 with a grade of C or better. Coreq: BUSN 6620 or BUSN 6621. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6550 with a grade of C or better Coreq: BUSN 6620 or BUSN 6621 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

BUSN 6710 - Strategic Management (3 Credits)

Concerned with the development of a general management perspective in establishing the strategic direction for an enterprise. Students gain an understanding of strategy formulation and implementation within the context of the global environment. Note: Students may not receive credit for both BUSN 6710 and MGMT 6620. Note: This course is intended as a final semester Capstone course. Coreq: BUSN 6560 or 6561, BUSN 6630 or BUSN 6631; and BUSN 6640. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Cross-listed with MGMT 6620. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560 or 6561, BUSN 6630 or BUSN 6631; and BUSN 6640 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School

Typically Offered: Fall, Spring, Summer.

BUSN 6711 - Strategic Management (Health Section) (3 Credits)

Concerned with the development of a general management perspective in establishing the strategic direction for a health delivery organization. Students gain an understanding of strategy formulation and implementation within the context of the managed care environment. Emphasis is on the integration of knowledge acquired in the previous functional area courses. Note: This course is intended as a final semester course. Required of Health Administration majors. Coreq: BUSN 6560 or BUSN 6561, and BUSN 6640. Restriction: Restricted to HLAD and MBAH majors within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Corequisites: BUSN 6560 or BUSN 6561, and BUSN 6640 Restrictions: Restricted to HLAD and MBAH majors within the Business School. Typically Offered: Spring.

BUSN 6800 - Topics In Business (3 Credits)

Current topics in business are occasionally offered. Prerequisites vary depending on the material covered. Consult the current 'schedule planner' for specific offerings and prerequisites. Repeatable. Max Hours: 12 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 12.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BUSN 6807 - Analyzing Emerging Opps & Planning During Uncertain Time (3 Credits)

To develop strategic thinking and practical planning skills. Prepare students for the dynamic and uncertain business environment today. More specifically, we explore how to think innovatively and spot trends, develop formal business plans around emerging opportunities, address uncertain and volatile situations using scenarios. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BUSN 6811 - IT and New Business Paradigms (3 Credits)

Introduces graduate students to the relationship between information technology and the other functional areas of the business. During the course, students have an opportunity to listen and learn from guest speakers who have been involved with either guiding or interpreting the impact of information technology among functional areas of existing or new business. Through the use of current readings, guest lectures and case analysis, students examine various models of IT and new business paradigms to determine the decisions and success criteria for integrating IT in ongoing business. A unique feature of the class will be the opportunity for students to present proposals and projects to be critiqued by individuals with IT or business experience. Those individuals provide feedback and perspectives regarding potential IT or new business paradigm activities. Prereq: Permission of instructor. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BUSN 6812 - Business Intelligence and Analytics (3 Credits)

This course covers business intelligence, analytics, and artificial intelligence technologies and is organized around three types of analytics that are enabled by those technologies: descriptive, predictive, and prescriptive analytics. The theme of artificial intelligence runs throughout the course from business intelligence, to machine learning and deep learning as applied in areas such as computer vision, autonomous vehicles, and robots. The topics will be discussed using concepts and theory, business cases and applications, and hands-on analysis or model building using datasets available in the public domain, with the hands-on analysis and model building being the focus of the course. Students will use a leading BI software and a cloud computing platform to perform analysis and build machine learning models. Note: The recommended prerequisite for this course is ISMG 6080. If you are familiar with SQL and have worked with databases in the past, you satisfy the prerequisite requirement for this course. Cross-listed with ISMG 6220. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BUSN 6840 - Independent Study (1-3 Credits)

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Repeatable. Max Hours: 8 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 8.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

BUSN 6860 - Finance in the Sports Entertainment Industries (3 Credits)

This course explores the problems and solutions of financing in sports and entertainment business. It focuses on stadium/venue financing, sports team valuation, entertainment event guarantee estimation, player/artist salary issues and managing disparate revenue streams. The course utilizes speakers, articles, problem sets and cases. Prereq: BUSN 6640.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Commodities (CMDT)

CMDT 6240 - Environmental, Social, Governance (ESG) Trends in Energy & Commodities (3 Credits)

This course will introduce students to the fundamental concepts and terminology associated with Environmental, Social, Governance (ESG).

The evolution of climate change and ESG will be reviewed in terms of policies and metrics. The critical need commodities (agricultural, energy, and minerals, and metals) are studied to support more realistic views and opinions on climate change and ESG. An overarching goal is that students completing the course will have a sound understanding of ESG related policies and standards, the measuring metrics, and the benefits and costs associated with potential future trends. Cross-listed with GEMM 6240. Repeatable. Term offered: fall, spring. Max hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

Typically Offered: Fall, Spring.

CMDT 6490 - Commodity Trading (3 Credits)

This is a co-listed class with the J.P. Morgan Center for Commodities and the Finance Department. This course focuses on how securities and futures contracts are designed and traded including trading exchange operations, regulation, trading mechanisms and processes. Students will learn the theory and practice of securities and futures contract trading with a focus on hands-on trading experience using industry software (CQG and Bloomberg) as well use of data sources (Morningstar). In this course, we will review the origins of liquidity, volatility, price efficiency, and trading profits. Next we will cover a host of topics concerning equity and commodity trade execution strategies, such as why and how investors trade, what and when investors profit from investing and speculating, the key principles of high-frequency trading and investor's overconfidence, why market institutions are organized as they are, and the role of public policy in the markets. Max hours: 3 Credits.

Grading Basis: Letter Grade

CMDT 6582 - Commodity Supply Chain Management (3 Credits)

This course introduces the design, analysis, management, and control of supply chains as applied to commodities. The course covers integration of processes and systems, relationship management of upstream and downstream supply chain players, and commodity-specific supply chain strategies. Cross-listed with CMDT 4582. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBC within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBC within the Business School.

CMDT 6682 - Commodities Hedging (3 Credits)

This course is a practical introduction to commodity markets. Students will learn how commodities are managed in the global markets from a hedgers, speculators and arbitrageurs point of view. Understanding the relationships between commodities and the global economy will be investigated. In addition, commodities will be looked at as an asset class and cross-asset relationships will be studied. Students will be introduced to futures and options markets analysis deploying strategies professional traders use in diverse market conditions. Students will work with the various trading software throughout the course and gain proficiency in real-world trading. Note: Students cannot receive credit for both CMDT 6482 or FNCE 6482. Cross-listed with CMDT 4682. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBC within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBC within the Business School.

Typically Offered: Spring.

CMDT 6710 - Carbon Markets: Navigating the Future of Business (3 Credits)

Climate change is a fundamental threat to global economic development. Both public and private business practices and consumer behaviors will drive how economies will decarbonize and the extent of future impacts. Consumers, investors, and governments will increasingly look toward markets for innovation and create a low-carbon economy. This course will introduce carbon markets in all their forms and elaborate on policies, trade, reporting, and tracking. This course will demonstrate the value of carbon management to the bottom line, allowing participants to apply learnings to new and developing business strategies practically. Cross-listed with GEMM 6710. Repeatable. Max hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

Typically Offered: Fall, Spring.

CMDT 6782 - Commodity Data Analysis (3 Credits)

This course is an applied introduction commodity data analysis. Students will learn how to analyze commodity prices using quantitative and qualitative techniques. Relationships between commodities and the global economy will be investigated. In addition, commodities will be looked at as an asset class and cross-asset relationships will be studied. Students will be introduced to forecasting techniques and be able to develop and evaluate various forecasting models. Students will work with the open source Python software throughout the course and gain proficiency. Topics include: regression analysis, univariate models, non-stationarity, vector autoregressions, cointegration, volatility modeling, principal component analysis, Python programming, and other topics time permitting. Cross-listed with CMDT 4782. Max hours: 3 Credits.

Grading Basis: Letter Grade

CMDT 6802 - Foundations of Commodities (3 Credits)

This course introduces students to the physical aspects of commodities and connects them to the financial markets in which commodities are traded. Fundamental concepts and terminology necessary for understanding commodity production, transportation, economics, financial analysis and marketing are described. Supply chains for several specific commodities are reviewed in detail, as examples of the production and market structure knowledge needed to be successful professional participants in commodity trading capacities. The course also serves a foundation for more focused education in the specific commodity sectors, as well as the applied use of marketing and financial trading concepts learned in other courses. Cross-listed with CMDT 4802 and FNCE 4802/6802. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

CMDT 6840 - Commodity Independent Study (1-3 Credits)

Independent study in the field of commodities. Topic of study varies according to project. Repeatable. Max hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

Finance (FNCE)

FNCE 5939 - Internship (1-3 Credits)

Supervised experiences involving the application of concepts and skills in an employment situation. Prereq: 21 semester hours and 3.5 GPA. Repeatable. Max Hours: 9 Credits.

Grading Basis: Satisfactory/Unsatisfactory

Repeatable. Max Credits: 9.

FNCE 6290 - Quantitative Methods for Finance (3 Credits)

This course provides a statistical foundation for subsequent courses in the Master of Science in Finance program. Major topics include descriptive statistics, probability theory, statistical estimation and inference and regression analysis. The emphasis is on finance applications, such as risk measurement, for portfolio diversification and the "market model". In addition, students develop competence in the use of statistical software packages. This course provides preparation for the statistical portions of the Certified Financial Analyst professional examinations. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 6300 - Macroeconomics and Financial Markets (3 Credits)

Covers the U.S. financial system in the global economy. Specific topics include financial institutions, money creation and monetary policy; the Federal Reserve System and its operation; the international financial system; interest rate determination, yield curves, and their relation to fiscal policy; the role of households and business in financial markets; stock markets; and money markets and instruments. (Required for the M.S. in Finance degree.) Coreq: BUSN 6620. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6620 Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School

FNCE 6310 - Financial Decisions and Policies (3 Credits)

Emphasizes investment and financing decisions, and the analysis of the financial condition of the firm. Specific topics include capital budgeting, cost of capital, financing mix and strategy, firm valuation and management of working capital. Instruction is by the case method. Prereq: BUSN 6640 with a grade of C (2.0) or higher. Restriction:

Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a grade of C (2.0) or higher Restrictions:

Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School

FNCE 6330 - Investment Management Analysis (3 Credits)

In this course students will learn investment theories and how to apply them to portfolio management. Topics covered include asset allocation, security markets, the analysis and use of investment information, risk analysis and security valuation. This course is required for the M.S. in Finance degree. Prereq: BUSN 6640 and BUSN 6620 with a grade of C (2.0) or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 and BUSN 6620 with a grade of C (2.0) or higher

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 6340 - Business Firm Valuation (3 Credits)

In this class, students will learn two valuation techniques, fundamental valuation and relative valuation, to value a business. These techniques are useful in such situations as valuing firms for mergers and acquisitions and valuing stocks for investment purposes. Some of the topics included are valuation of start-up firms, valuation of privately held firms, and valuation of firms with negative earnings. Prereq: BUSN 6640 with a grade of C (2.0) or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a grade of C (2.0) or higher Restrictions:

Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School

FNCE 6350 - Financial Innovations (3 Credits)

Innovations include zero coupon bonds, inflation indexed bonds, structured notes, asset-backed securities, collateralized mortgage obligations, and interest rate swaps. The student learns about the markets and pricing of these securities, and how they affect interest rate risk. The course prepares the student for careers in corporate treasury management, structured financing, swaps trading, and mortgage backed securities design. Prereq: BUSN 6640 with a grade of C (2.0) or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a grade of C (2.0) or higher Restrictions:

Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School

FNCE 6360 - Management of Financial Institutions (3 Credits)

Overview of financial institutions and their risk management/financial performance management issues such as: management of operational, credit, liquidity, interest-rate, capital, off-balance sheet, and environmental risks; Uniform Bank Performance Report (UBPR) risk/performance analysis, hedging techniques and regulations/performance/risk. Prereq: BUSN 6640 with a grade of C (2.0) or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a grade of C (2.0) or higher Restrictions:

Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School

FNCE 6365 - Banking Principles and Practices (3-9 Credits)

Covers money and capital markets, commercial lending, asset and liability management, loan portfolio management and bank management.

This class is only available to Colorado Graduate School of Banking students. Similar material is covered in FNCE 6300 and FNCE 6360.

Therefore Business School students must enroll in those courses.

Banking students cannot receive credit for FNCE 6300 or FNCE 6360.

Repeatable. Max Hours: 9 Credits.

Grading Basis: Satisfactory/Unsatisfactory

Repeatable. Max Credits: 9.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 6370 - International Financial Management (3 Credits)

Addresses financial management in an international context that considers international capital movements and foreign exchange problems, and international operations as they affect financial functions.

It reviews foreign and international institutions and the foreign exchange process and considers financial requirements, problems, sources and policies of firms doing business internationally. Prereq: BUSN 6640 with a grade of C (2.0) or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Cross-listed with INTB 6372. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a grade of C (2.0) or higher Restrictions:

Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School

FNCE 6372 - Time-Series Forecasting (3 Credits)

Students learn forecasting methodologies such as ARIMA, regression, smoothing, and time-series decomposition applicable to marketing, finance, accounting, human resources management, and supply chain and production management decision-making. This course focuses on practical applications of forecasting techniques, choosing and comparing appropriate methods and applying the results to workplace situations.

If you do not meet the prerequisites you may contact the instructor for permission to register. Prereq: BANA 6610 or BUSN 6530 or FNCE 6290 or (BUSN 6530 taken at CU Denver or consent of instructor - no CBK waivers of BUSN 6530 will be considered. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BANA 6610 or BUSN 6530 or FNCE 6290 with a grade of C or

higher Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 6380 - Futures and Options (3 Credits)

This covers both speculation and hedging using futures and options.

The student learns about futures pricing, how futures are related to the underlying commodities and how to design hedges. Stock index futures and interest rates futures get particular attention. The course covers the theory and application of option pricing, focusing on the binomial and Black-Scholes models. Popular options trading strategies are discussed. This course is useful for those who wish to trade or become portfolio managers, as well as those who plan on corporate treasury management.

Prereq: BUSN 6640 with a C or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a C or higher Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 6382 - Survey of Financial Derivatives (3 Credits)

This course introduces forward contracts, used in price risk management for millennia. We cover the properties of forward/futures contracts, structure of the markets and strategic implications for speculation and hedging. We price forwards from spot price, and introduce convenience yield. Options used for insurance purpose (think of your car insurance as a put option) is a more expensive way to manage risk; we cover option strategies and basic pricing. The course concludes with swaps, credit derivatives and structured products. Asset classes covered are equity, fixed income, currency, agriculture, energy (oil/gas and electricity) and metal/mining. Prereq: BUSN 6640. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a C or higher Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 6410 - Real Options and Decisions Under Uncertainty (3 Credits)

This is an applied course in making investment decisions under uncertainty and flexibility. Traditional NPV analysis using tools such as Discounted Cash Flow (DCF) model assumes that once an investment decision has been made, managers have no control over the outcome and they remain passive throughout the life of the project. Most corporate projects, however, have a great deal of flexibility in terms of their execution. This course will help students develop skills to identify and analyze real options so that they may approach real world corporate investment decisions in a strategic manner. This course may be used to fulfill the requirement for an options course in the MS (Finance) program.

Prereq: BUSN 6640 with a grade of C (2.0) or higher. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a grade of C (2.0) or higher. Restrictions:

Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 6411 - International Corporate Governance (3 Credits)

Discusses the structure and goals of the modern corporation, the primary governance mechanisms used to help companies achieve these goals, and how and why these roles, goals, and mechanisms vary across nations. The topics covered in the course include managerial compensation, board of director structure and ethics, shareholder activism, and how governance structures differ across countries. Prereq: BUSN 6640 with a grade of C (2.0) or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Note: Students cannot receive credit for both FNCE 6411 and INTB 6411. Cross-listed with FNCE 4411 and INTB 6411. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a grade of C (2.0) or higher. Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 6420 - Mergers and Acquisitions (3 Credits)

Examines the processes and decisions by which mergers, takeovers and other corporate restructuring occur, the transactions occur. Analyzes merger and acquisition decisions as part of strategic decision making, and how firms are valued in mergers. Discusses the market for corporate control and the public policy implications of mergers and corporate governance. Prereq: BUSN 6640 with a grade of C (2.0) or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a grade of C (2.0) or higher. Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 6450 - Short-Term Financial Management (3 Credits)

This course is a survey of methods for managing short term assets and liabilities. Specific topics include the analysis of the firm's liquidity and cash flow, banking relationships; collection and disbursement systems; management of short term investment and financing; management of receivables, payables and inventory; and short term forecasting. This course is affiliated with the Association of Financial Professionals, allowing students earning at least a 'B' to sit for the Certified Treasury Professional (CTP-A) exam. Prereq: BUSN 6640 with a grade of C (2.0) or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a grade of C (2.0) or higher. Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 6460 - Emerging Market Finance (3 Credits)

This course aims to explore key emerging market finance issues from the perspectives of corporations, investors and markets. Emerging economies are deemed to be the engine of growth opportunities in the world economy. However, compared with developed markets, they typically have some unique features in their economic systems and financial markets, and thus different risk and return characteristics, leading to special considerations of capital budgeting, financing and investing in these economies. This course is to help develop a better understanding of financial markets, corporate finance and investments in emerging economies, with case studies on some major emerging markets (e.g., China, India). Prereq: BUSN 6640. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Cross-listed with INTB 6460. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School

FNCE 6470 - Behavioral Finance (3 Credits)

Over the past several decades, the field of finance has developed a successful paradigm based on the notions that investors and managers were generally rational and the prices of securities were generally "efficient." In recent years, however, anecdotal evidence as well as theoretical and empirical research has shown this paradigm to be insufficient to describe various features of actual financial markets. In this course we examine how the insights of behavioral finance complements the traditional paradigm and sheds light on the behavior of asset prices, corporate finance, and various Wall Street institutions and practices. Prereq: BUSN 6640. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640

FNCE 6480 - Financial Modeling (3 Credits)

Develops and implements financial models for purposes of financial planning and decision making. This course is intended to allow the student to increase her or his knowledge and skill in the development of various types of computer-based financial planning models. The students are exposed to the uses of a variety of computer software packages that can be used for modeling financial planning problems. Prereq: BUSN 6640, knowledge of computer and spreadsheet software. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a C or higher Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 6490 - Commodity Trading (3 Credits)

This is a co-listed class with the J.P. Morgan Center for Commodities and the Finance Department. This course focuses on how securities and futures contracts are designed and traded including trading exchange operations, regulation, trading mechanisms and processes. Students will learn the theory and practice of securities and futures contract trading with a focus on hands-on trading experience using industry software (CQG and Bloomberg) as well use of data sources (Morningstar). In this course, we will review the origins of liquidity, volatility, price efficiency, and trading profits. Next we will cover a host of topics concerning equity and commodity trade execution strategies, such as why and how investors trade, what and when investors profit from investing and speculating, the key principles of high-frequency trading and investor's overconfidence, why market institutions are organized as they are, and the role of public policy in the markets. Cross-listed with CMDT 4490, CMDT 6490 and FNCE 4490. Max hours: 3 Credits.

Grading Basis: Letter Grade

FNCE 6800 - Special Topics (1.5-3 Credits)

Experimental course offered irregularly for the purpose of presenting new subject matter in finance. Prerequisites vary depending upon topics covered. (Consult the 'Schedule Planner' for semester offerings.) Prereq: BUSN 6640. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Repeatable. Max hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 6802 - Foundations of Commodities (3 Credits)

This course introduces students to the physical aspects of commodities and connects them to the financial markets in which commodities are traded. Fundamental concepts and terminology necessary for understanding commodity production, transportation, economics, financial analysis and marketing are described. Supply chains for several specific commodities are reviewed in detail, as examples of the production and market structure knowledge needed to be successful professional participants in commodity trading capacities. The course also serves a foundation for more focused education in the specific commodity sectors, as well as the applied use of marketing and financial trading concepts learned in other courses. Cross-listed with FNCE 4802 and CMDT 4802/6802. Max hours: 3 Credits.

Grading Basis: Letter Grade

FNCE 6840 - Independent Study: FNCE (1-8 Credits)

Instructor approval required. Allowed only under special and unusual circumstances. Regularly scheduled courses cannot be taken as independent study. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Repeatable. Max Hours: 8 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 8.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 6995 - Travel Study (3 Credits)

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

FNCE 8990 - Dissertation Development (1-15 Credits)

Supports development of a dissertation in conjunction with a student's advisor. Repeatable. Max hours: 15 Credits.

Grading Basis: Letter Grade with IP

Repeatable. Max Credits: 15.

Additional Information: Report as Full Time.

Economics (ECON)**ECON 5030 - Data Analysis with SAS (3 Credits)**

Covers techniques for handling and interpreting economic data and conducting econometric analyses using SAS programming. Provides hands-on data management and analyses with large data sets with applications to business and economics, and prepare students for SAS Base Programmer certification exam. Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Statistics with Computer Applications(ECON 3811) or a similar course is strongly recommended as preparation for this course. Cross-listed with ECON 4030. Term offered: fall, spring. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

Typically Offered: Fall, Spring.

ECON 5050 - Special Economic Problems (1-8 Credits)

Provides students the opportunity to critically evaluate some practical and theoretical problems under supervision, and to present results of their thinking to fellow students and instructors for critical evaluation.

Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Cross-listed with ECON 4050. Max Hours: 8 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

ECON 5073 - Microeconomic Theory (3 Credits)

Fundamental features of partial equilibrium theory of the firm, consumer and market. General equilibrium and welfare economic topics are examined. Features of the models that have empirical applications are accented. Restriction: Restricted to students with graduate standing and coreq ECON 5803 or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Term offered: fall. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to students with graduate standing and coreq ECON 5803 or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

Typically Offered: Fall.

ECON 5083 - Macroeconomic Theory (3 Credits)

Examines the major macroeconomic models within a common framework. Differences in the foundations, structure, and policy implications of the competing models are analyzed. Restriction: Restricted to students with graduate standing and coreq ECON 5803 or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Term offered: spring. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to students with graduate standing and coreq ECON 5803 or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

Typically Offered: Spring.

ECON 5090 - History of Economic Thought (3 Credits)

Traces the development of economic thought from ancient times to the 20th century. Considers the context in which these ideas were developed and their relationship to modern economic thought and contemporary economic problems. Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Microeconomics (ECON 2022) and Macroeconomics (ECON 2012) or similar coursework is strongly recommended as preparation for this course. Cross-listed with ECON 4090. Term offered: fall. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

Typically Offered: Fall.

ECON 5150 - Economic Forecasting (3 Credits)

Teaches forecasting techniques used in business and government to project trends and short-term fluctuations. Actual data are employed in instruction and labs. State-of-the-art spreadsheet and algorithms are introduced as part of the course work. Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Statistics with Computer Applications (ECON 3811) or similar coursework is strongly recommended as preparation for this course. Cross-listed with ECON 4150. Term offered: spring. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

Typically Offered: Spring.

ECON 5410 - International Trade (3 Credits)

Trade theory identifies who wins and loses from trade and why there are usually overall gains. Explores issues in immigration, globalization, income inequality, tariffs, dumping, the WTO, the environment, wages and growth strategies among others. Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Cross-listed with ECON 4410. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

ECON 5530 - Economics of Natural Resources (3 Credits)

Examines economic models of renewable resource management and models of exhaustible resource depletion. Analyzes decisions made by private firms and governments affecting the methods and rate of resource development. Examines the effects of resource development on economic growth and environmental quality and the effects of economic development on resource scarcity. Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Cross-listed with ECON 4530. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

ECON 5540 - Environmental Economics (3 Credits)

Economic approach to environmental problems: relationship between ownership structures, externalities and environmental damage; poverty, population pressure, and environmental degradation; valuation of environmental amenities; sustainability of economic activity; cost-benefit analysis applied to the environment; evaluation of alternative instruments for environmental control. Prereq: ECON 5073 with a B- or higher. Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Cross-listed with ECON 4540. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prerequisite ECON 5073 with a B- or higher. Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

ECON 5660 - Health Economics (3 Credits)

Introduces students to analytical skills and economic methods, and demonstrates how these methods can be applied to issues in health policy and management. Topics include: demand for health and medical care; health care costs, health reform, medical technology; market for health insurance; physicians, hospitals, and managed care; pharmaceuticals; regulations in the U.S. health care sector; demand for addictive substances; infant and maternal health; international comparisons of health care systems. Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Max Hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

ECON 5740 - Industrial Organization (3 Credits)

Examines the determinants of, and linkages between, market structure, firm conduct, and industrial performance. Topics include: determinants of the market size; impact of different market structures on prices and outputs; strategic behavior of firms to prevent entry or induce exit of rival firms; collusion; price discrimination; advertising; competition, monopoly, and innovation; implications for economic efficiency and public policy. Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Cross-listed with ECON 4740. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

ECON 5800 - Special Topics (1-3 Credits)

Current economics topics to be determined by the instructor.

Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

ECON 5803 - Mathematical Economics (3 Credits)

Application of mathematical techniques in micro-and macro-economic analysis. Topics include single and multivariable differentiation, basic matrix algebra, optimization, and integration with applications to economic models of consumption, production, market equilibrium, national accounting, and growth. Restriction: Students must be admitted to the MA in ECON, MS or PhD in Health Economics. Cross-listed with ECON 4803. Term offered: fall, spring. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Students must be admitted to the MA in ECON, MS or PhD in Health Economics.

Typically Offered: Spring.

ECON 5813 - Econometrics I (3 Credits)

Theory and application of statistical techniques used to analyze economic problems. Topics include simple and multiple regression models, simultaneous equation models, and the problems encountered in their application. Students formulate models, obtain data, estimate models, interpret results and, forecast. Restriction: Restricted to students with graduate standing and coreq ECON 5803 or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Term offered: fall. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to students with graduate standing and coreq ECON 5803 or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

Typically Offered: Fall.

ECON 5823 - Econometrics II (3 Credits)

Second course in the econometrics sequence, covering intermediate topics in cross-section and time series analysis. Topics include limited dependent variables, autoregressive and distributed lag models, longitudinal data analysis and unit roots, co-integration and other time-series topics. Prereq: ECON 5813 with a B- or higher.

Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA). Term offered: spring. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ECON 5813 with a B- or higher Restriction: Restricted to Graduate and Graduate Non-Degree Majors or undergraduate majors in the Bachelor's to Master's program (ECON BA-BMA).

Typically Offered: Spring.

ECON 5840 - Independent Study (1-3 Credits)

Note: Students must submit a special processing form completely filled out and signed by the student and faculty member, describing the course expectations, assignments and outcomes, to the CLAS Graduate Academic Services Coordinator for approval. Term offered: fall, spring, summer. Repeatable. Max hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

ECON 5880 - Directed Research (1-6 Credits)

Students will engage in original research projects supervised and mentored by faculty. Students must work with faculty prior to registration to develop a proposal for their project and receive permission to take this course. Note: Students must submit a special processing form completely filled out and signed by the student and faculty member, describing the course expectations, assignments and outcomes, to the CLAS Graduate Academic Services Coordinator for approval. Term offered: fall, spring, summer. Repeatable. Max hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

Typically Offered: Fall, Spring, Summer.

ECON 5939 - Internship (1-6 Credits)

Note: Students must submit a special processing form completely filled out and signed by the student and faculty member, describing the course expectations, assignments and outcomes, to the CLAS Graduate Academic Services Coordinator for approval. Term offered: fall, spring, summer. Repeatable. Max hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

Typically Offered: Fall, Spring, Summer.

ECON 5950 - Master's Thesis (1-4 Credits)

Note: Students must submit a special processing form completely filled out and signed by the student and faculty member, describing the course expectations, assignments and outcomes, to the CLAS Graduate Academic Services Coordinator for approval. Max hours: 4 Credits.

Grading Basis: Letter Grade with IP

Additional Information: Report as Full Time.

ECON 6010 - Advanced Microeconomic Theory (3 Credits)

Recent and contemporary literature on fundamentals of economic theory. Consideration of value theory with particular emphasis on methodology, theory of demand, theory of the firm, and theory of distribution. Prereq: ECON 5073 with a B- or better. Restriction: Restricted to students with Graduate standing. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ECON 5073 with a B- or better Restriction: Restricted to students with Graduate standing

ECON 6020 - Advanced Macroeconomic Theory (3 Credits)

Considers general equilibrium and aggregative analysis in economic theory, with particular emphasis given to the theory of employment, consumption and investment. Prereq: ECON 5083 with a B- or higher. Restriction: Restricted to student with graduate standing. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ECON 5083 with a B- or higher. Restriction: Restricted to student with graduate standing

ECON 6022 - Federal Data for Health Research & Policy (1-3 Credits)

Students will develop the knowledge and skills required to effectively use a variety of federal and statistical data sets for health research and policy analysis. Each week is devoted to one or two federal statistical datasets—data collection methods; why they are collected and what health issues they are designed to address; what population they represent and at what geographic scale. Most critically, students will be able to distinguish between questions that can be addressed with a public version of the data and questions that require restricted versions of the data that are protected by federal law and guidelines. Students will read, discuss and present research from various perspectives (Demography, Economics, Geography, Public Health, Sociology) using these data sources and apply their knowledge of data analysis from a variety of perspectives. Students will learn how to gain access to restricted data, how to protect individual anonymity with best practice disclosure avoidance techniques and will develop a research proposal for confidential research access.

Note: Familiarity with SAS (preferable) or other statistical software such as SPSS or Stata and statistics or data analysis is recommended.

Restriction: Restricted to degree-granting graduate programs. Cross-listed with HBSC 6022, GEOG 5022, and SOCY 5022. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to degree-granting graduate programs

Typically Offered: Spring.

ECON 6053 - Seminar In Applied Economics (1.5 Credits)

Familiarizes students with applied research in economics. Students read, discuss, and critique articles in economic journals. Emphasis is placed on research design and methods employed in these articles to prepare students for development of their own research projects in subsequent courses. Topics vary with instructor, and may include international economics, labor economics, monetary theory, public or finance and development economics. Prereq: ECON 5813 with a B- or higher. Coreq: ECON 5823. Restriction: Restricted to students with graduate standing. Repeatable. Max Hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

Prereq: ECON 5813 with a B- or higher Coreq: ECON 5823 Restriction: Restricted to students with graduate standing

ECON 6054 - Seminar In Applied Economics II (1.5 Credits)

Familiarizes students with state-of-the-art applied economic research. Students read, discuss, and critique articles published in economic journals. Note: Topics vary with the instructor. Prereq: ECON 5813 with a B- or higher. Coreq: ECON 5823. Restriction: Restricted to students with graduate standing. Term offered: spring. Repeatable. Max Hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

Prereq: ECON 5813 with a B- or higher Coreq: ECON 5823 Restriction: Restricted to students with graduate standing

Typically Offered: Spring.

ECON 6060 - Special Topics (1-3 Credits)

Special topics in advanced microeconomics. Consideration of value theory based upon methodology, theory of demand, and theory of distribution. Restriction: Restricted to students with Graduate standing. Introduction to Mathematical Economics (ECON 3801) or similar coursework is strongly recommended as preparation for this course. Restriction: Restricted to Graduate and Graduate Non-Degree majors. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to Graduate and Graduate Non-Degree Majors

ECON 6073 - Research Seminar (3 Credits)

Focuses on training students to do rigorous research in economics. Topics include the analysis of large data sets, further development of econometric skills, and writing a research paper. Note: Students attend lectures and also meet regularly with the instructor in the process of doing a sophisticated research project. Prereq: ECON 5073 and ECON 5823 with a B- or higher and either ECON 6053 or ECON 6054 with a B- or higher. Restriction: Restricted to students with graduate standing. Term offered: fall. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ECON 5073 and ECON 5823 with a B- or higher and either ECON 6053 or ECON 6054 with a B- or higher. Restriction: Restricted to students with graduate standing

Typically Offered: Fall.

ECON 6210 - Public Finance (3 Credits)

Advanced economic theory applied to the problems of public and private sector decision making. Applied topics in taxation, education, voting theory, welfare economics, externalities and public goods. Prereq: ECON 5073 with a B- or higher. Restriction: Restricted to students with graduate standing. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ECON 5073 with a B- or better Restriction: Restricted to students with Graduate standing

ECON 6410 - International Trade (3 Credits)

Contemporary and classical literature on theories of international trade. Topics include the determination of the pattern and terms of trade, the relationship between growth and trade, and commercial policy. Prereq: ECON 5073 with a B- or higher. Restriction: Restricted to students with graduate standing. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ECON 5073 with a B- or better Restriction: Restricted to students with Graduate standing

ECON 6420 - International Finance (3 Credits)

Topics in international finance, including exchange rate determination, the adjustment process, international financial markets and the international monetary system. Prereq: ECON 5073 with a B- or better. Restriction: Restricted to students with Graduate standing. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ECON 5073 with a B- or better Restriction: Restricted to students with Graduate standing

ECON 6610 - Labor Economics (3 Credits)

Advanced study of the labor market, including: history, nature, and function of labor organizations; the process of wage determination; and the formation of public policy. Prereq: ECON 5073 and 5813 with a B- or higher. Restriction: Restricted to students with Graduate standing. Term offered: spring. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ECON 5073 and ECON 5813 with a B- or higher Restriction: Restricted to students with Graduate standing

Typically Offered: Spring.

ECON 6666 - The Economics of Health Behaviors (3 Credits)

This course teaches an economic approach to studying health behaviors and the policies that affect them. Special attention will be paid to analyzing the effects of excise taxes and to understanding the quasi experimental approach to doing applied research in economics. Prereq: ECON 5073 and ECON 5813 with a B- or higher. Restriction: Restricted to students with Graduate standing. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ECON 5073 and ECON 5813 with a B- or higher Restriction: Restricted to students with Graduate standing

ECON 6770 - Development Economics (3 Credits)

This course provides a theoretical and empirical framework for analyzing economic problems in developing countries focusing on the role of individuals, families and institutions. Topics include poverty traps, human capital accumulation, gender discrimination, microcredit and violent conflict. Prereq: ECON 5073 and 5803 with a B- or higher. Cross-listed with ECON 4770. Term offered: fall. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ECON 5073 and ECON 5803 with a B- or higher.

Typically Offered: Fall.

ECON 6801 - Advanced Mathematical Economics (3 Credits)

Addresses economic dynamics, formal mathematical modeling in economics, and optimization in economic theory. Prereq: ECON 5803 with a B- or higher or permission of instructor. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ECON 5803 with a B- or higher.

ECON 6810 - Econometrics and Forecasting (3 Credits)

Covers advanced topics in cross-sectional and time-series analysis. Emphasizes important theoretical and empirical issues encountered in applied work in economics and business. Topics include problems of structural change and model misspecification, instrumental variables, simultaneous equations models, distributed lags, maximum likelihood estimation, qualitative and limited dependent variables, Arima models, vector-autoregressions, issues on exogeneity and causality. Through the use of econometric software programs and actual data, students learn to execute estimation and forecasting projects soundly. Prereq: ECON 5813 and 5823 with a B- or higher. Restriction: Restricted to students with Graduate standing. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ECON 5073 and ECON 5813 with a B- or higher Restriction: Restricted to students with Graduate standing

ECON 6840 - Independent Study (1-3 Credits)

Note: Students must submit a special processing form completely filled out and signed by the student and faculty member, describing the course expectations, assignments and outcomes, to the CLAS Graduate Academic Services Coordinator for approval. Term offered: fall, spring, summer. Repeatable. Max hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

Typically Offered: Fall, Spring, Summer.

ECON 7073 - Advanced Microeconomic Theory II (3 Credits)

This is a second-semester Ph.D. level course in microeconomics. The first semester course discussed consumer and producer theory: this course will discuss game theory, market equilibrium, and information economics. Prereq: ECON 5073 with a B- or better. Restriction: Restricted to students with Graduate standing. Term offered: spring. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ECON 5073 with a B- or better Restriction: Restricted to students with Graduate standing

Typically Offered: Spring.

ECON 7661 - Health Economics I (3 Credits)

This is the first course in the Ph.D field sequence for Health Economics. The goal of this course is to familiarize you with the basic theory and empirical findings in the part of health economics which focuses on the market for medical care and the policy that surrounds it. Prereq or Coreq ECON 5823. Students must enroll in both courses concurrently or have completed ECON 5823 with a B- or better. Restriction: Restricted to students with graduate standing. Term offered: spring. Max hours: 3 Credits.

Grading Basis: Letter Grade

Co-requisite ECON 5823 OR prerequisite ECON 5823 with a grade of B- or better. Restriction: Restricted to students with graduate standing.

Typically Offered: Spring.

ECON 7662 - Health Economics II (3 Credits)

This course teaches an economic approach to studying the various policies that affect these risky health behaviors. The extensive economic literature on the causes and consequences of risky health behaviors will be studied. Prereq or Coreq: ECON 5823 with a grade of B- or better. Restriction: Restricted to students with graduate standing. Term offered: fall. Max hours: 3 Credits.

Grading Basis: Letter Grade

Co-requisite ECON 5823 OR prerequisite ECON 5823 with a grade of B- or better. Restriction: Restricted to students with graduate standing.

Typically Offered: Fall.

ECON 8990 - Doctoral Dissertation (1-10 Credits)

Designed to allow doctoral students to conduct research for course credit prior to advancement to candidacy. Note: Students must submit a special processing form completely filled out and signed by the student and faculty member, describing the course expectations, assignments and outcomes, to the CLAS Graduate Academic Services Coordinator for approval. Term offered: fall, spring. Repeatable. Max hours: 50 Credits.

Grading Basis: Letter Grade with IP

Repeatable. Max Credits: 50.

Additional Information: Report as Full Time.

Typically Offered: Fall, Spring.

Global Energy Management (GEMM)

GEMM 6000 - 21st Century Global Energy Issues and Realities (3 Credits)

Introduction to the global energy industry's past, present and future. Current and historical issues in regions such as: Atlantic Basin, former Soviet Union, east of Suez, North and South America will be covered. World production centers and markets are discussed to include relevant energy security, scenario planning, risk management and regulation, deregulation, and environmental concerns. Note: Students will learn the geographic distribution of energy resources worldwide including governmental systems. Repeatable. Max Hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6100 - Global Energy Economics (3 Credits)

Course includes energy geo-economics with and introduction to managerial tools of the trade. Topics will include world energy markets-demand and supply; refining and marketing, energy forecasts, oil and gas transportation, and National Oil Companies vs. International Oil Companies. An introduction to environmental economics will also help students connect the energy industry to sustainable work practices. In addition students will learn the geographic distribution of energy resources worldwide along with the political and government systems associated with those resources. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6200 - Environmental, Regulatory, Legal & Political Environment in the Energy Industry (3 Credits)

Exploration of current political situations regarding the energy industry, its environmental impact in the short and long term. Topics include climate change, pollution, solid wastes and conversions to natural resources. Students will become familiar with national and international energy laws and regulations, financial arrangements, confidentiality, and bidding agreements. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6210 - Energy and the Law: Property and Contracts (3 Credits)

The elective will focus on the process of managing the use and development of land resources in a sustainable way. Topics such as; public controls, powers used for land regulation, and an intro to real estate will be covered to enhance students understanding of land management and its application to the energy industry. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6220 - Interacting With Foreign Governments And State Enterprises (3 Credits)

Globalization of many energy companies, dwindling U.S. energy sources, and growing overseas energy demand have increased the need for energy professionals to gain expertise in doing business with foreign governments and state enterprises, which play a much greater role in the ownership and operation of energy extraction and energy delivery in virtually all countries beyond the United States and Canada. This course reviews negotiation strategies in the context of uncertain contract enforcement, volatility and uncertainty of prices and restrictions, and highly contentious political contexts. It also reviews the approaches for interacting effectively with state enterprises that are often undercapitalized and inefficient, and examines how valuation of energy assets can take into account political risk, and requirements to provide infrastructure and social services. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6230 - Political Risk Management for Global Energy Environmen (3 Credits)

The course examines public influence on energy business activities. Students will explore the economics of political action and methods for evaluating how stakeholder groups interact to influence political outcomes. They will use these tools to develop strategies for stakeholder engagement and to manage business risks. Max hours: 3 Credits.

Grading Basis: Letter Grade

GEMM 6240 - Environmental, Social, Governance (ESG) Trends in Energy & Commodities (3 Credits)

This course will introduce students to the fundamental concepts and terminology associated with Environmental, Social, Governance (ESG). The evolution of climate change and ESG will be reviewed in terms of policies and metrics. The critical need commodities (agricultural, energy, and minerals, and metals) are studied to support more realistic views and opinions on climate change and ESG. An overarching goal is that students completing the course will have a sound understanding of ESG related policies and standards, the measuring metrics, and the benefits and costs associated with potential future trends. Cross-listed with CMDT 6240. Repeatable. Term offered: fall, spring. Max hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

Typically Offered: Fall, Spring.

GEMM 6300 - Technical Aspects of Energy Science (3 Credits)

This course will familiarize students with the newest renewable and alternative energy sources. The course does not focus on hydrocarbon sources but examines challenges and opportunities that exist for the establishment of the new energy sources to become viable in the industry. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6400 - Leadership and Decision Making in the Global Energy Environment (3 Credits)

Students will examine leadership from an energy executive perspective. Topics include: how execs lead, change, innovation, interacting with top management teams, the board, leadership issues involved with governance of the firm, strategies for enhancing executive influence and ethics and responsibilities associated with exec. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6410 - People Management in the Global Energy Environment (3 Credits)

Explains that people are energy's most important asset. Students will learn the latest research in human resource theories, study models, and learn how to develop organizational effectiveness from the firm's human capital. Concepts on: effective teamwork, attracting and retaining talent and using HR processes such as performance management and development to drive engagement will be discussed. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6430 - Organizational Behavior in the Energy Industry (3 Credits)

Students will learn how to lead and manage human assets inside energy industries. Students will be exposed to fundamental principles of human behavior and increase their competence of working in diverse settings. Proper management can lead to a sustainable competitive advantage, because of management of employees and developing them into enthusiasts of your firm. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6450 - Strategic Management of the Energy Industry (3 Credits)

The course focuses on how to improve an organization's competitiveness in a changing global environment. Emphasis on sustainable strategies, students develop skills to formulate, implement and evaluate organizational strategies in the rapidly changing environment. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6460 - Integrated Information Management for Energy Firms (3 Credits)

This course covers issues associated with developing an integrated information managing strategy to identify major information categories used with an energy firm. It covers relationships to business processes to guide applications development and facilitate the integration and sharing of data. Using case studies from energy firms operational, administrative and strategic systems will be discussed. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6470 - Energy Marketing and Communications (3 Credits)

This course covers the challenges faced by energy industries in developing branding, and developing new markets. Marketing both products and the company to its stakeholders, in the face of competitive pressures, students learn practical marketing tools and how they can be used to effect corporate strategy. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6500 - Energy Accounting in the Global Markets (3 Credits)

The course builds a basic understanding of how to convey to decision makers, in and out of the firm, information about its resources. Emphasis on; analysis of income statements, balance sheet, statement and cash flows (historical financial accounting information) with specific coverage of cost-volume-profit, variance, forecasting, joint interest accounting and measurement of divisional performance. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6600 - Introduction To Financial Management In The Energy Industry (3 Credits)

Introduction to fundamental principal of asset valuation and financing in competitive global markets. Providing the tools necessary to analyze day-to-day financial issues in the energy industry (time value of money, valuation of income streams, risk weighted investment returns.) Topics such as: risk management, arbitrage, hedging and foreign exchange will be covered. Repeatable. Max Hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6610 - Advanced Financial Management in the Energy Industry (3 Credits)

This course is focused on understanding the costs and benefits of various forms of capital. By examining internal and external managers, students will be able to assess alternative capital sources to achieve their strategic objectives. The course will introduce effective investor communication techniques. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6620 - Energy Asset & Production Management for the Energy Industry (3 Credits)

The course covers management of an organization's energy resources and facilities as well as broader coverage of project management. Portfolio strategy, planning, scope, time, cost, quality and organizational effectiveness will be addressed. Also when budget, material, vendor relations or other factors disrupt a project, students will be prepared on how to react. Repeatable. Max Hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

Restrictions: Restricted to GEMM majors within the Business School.

GEMM 6630 - Project Development, Management and Leadership in Renewable Energy (3 Credits)

This course will focus on project management aspects of the renewable energy value stream from project conceptualization to decommissioning, inclusive of development, engineering, construction and operations.

GEMM 6630 will also focus on leadership and decision-making throughout the renewable energy value stream. Students will be exposed to decision making at corporate levels regarding directions energy and utility companies are taking towards expansion or transition into renewables. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to GEMM majors within the Business School.

Typically Offered: Fall, Spring.

GEMM 6690 - Special Topics (1-3 Credits)

This elective course is intended to be a variable-credit course specially designed to provide national and international learning opportunities. The course will offer concentrated problem-solving experiences within the energy industry through travel to industry-significant cities and regions, while meeting and visiting with people working and dealing with issues in the industry. Repeatable. Max Hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

GEMM 6699 - International Special Topics (3 Credits)

This course will offer concentrated problem-solving experiences within the energy industry through travel to industry significant cities and regions. Learn through a combination of guest lectures, field trips, and seminars with experts. Max hours: 3 Credits.

Grading Basis: Letter Grade

GEMM 6710 - Carbon Markets: Navigating the Future of Business (3 Credits)

Climate change is a fundamental threat to global economic development. Both public and private business practices and consumer behaviors will drive how economies will decarbonize and the extent of future impacts. Consumers, investors, and governments will increasingly look toward markets for innovation and create a low-carbon economy. This course will introduce carbon markets in all their forms and elaborate on policies, trade, reporting, and tracking. This course will demonstrate the value of carbon management to the bottom line, allowing participants to apply learnings to new and developing business strategies practically. Cross-listed with CMDT 6710. Repeatable. Max hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

Typically Offered: Fall, Spring.

GEMM 6840 - Independent Study (1-3 Credits)

Allow students to gain additional experience in a particular realm of energy business that interest them and suit their ultimate career goals. Repeatable. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 3.

Health Administration (HLTH)

HLTH 5939 - Internship (1-3 Credits)

Grading Basis: Satisfactory/Unsatisfactory

HLTH 6010 - Health Care Systems (3 Credits)

Introduces the structure and function of the medical care delivery system. Includes basic concepts and measures of health, disease, quality, values, needs and utilization; issues in health care manpower, institutions and system organization; general issues in policy, reimbursement and regulation; broad community, and organizational considerations in medical care organizations. The student is introduced to the principles of epidemiology and environmental health and demonstrates the application of epidemiology concepts to planning for the healthcare service needs of a population. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to HLAD and MBAH majors within the Business School.

Typically Offered: Fall.

HLTH 6070 - International Health Policy and Management (3 Credits)

A framework for understanding national health reform policy and management issues in the U.S. and other nations, including industrialized, developing, and transforming nations. This course combines classroom and on-line teaching. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to HLAD and MBAH majors within the Business School.

Typically Offered: Fall.

HLTH 6071 - Introduction To Health Information Technology (3 Credits)
Examines what needs transforming in healthcare to improve value, safety, and appropriateness of care, and what the role of IT is in that transformation. IT also examines the challenges of cultural change and IT strategy in succeeding with clinical information projects. Differences between installation, implementation, transition and actual transformation are suggested, and methods for managing subcultures in healthcare (IT, clinical, administrative) are reviewed. Cross-listed with ISMG 6071. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to HLAD, MBAH and INFS majors within the Business School.

Typically Offered: Spring.

HLTH 6072 - Management of Healthcare Information Technology (3 Credits)

Provides an introduction to the management of information technology in healthcare. A description of information processing, the origin, content, evolution of healthcare information systems, and the methodologies deployed to acquire and manage information requirements are discussed. Cross-listed with ISMG 6072. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to HLAD, MBAH and INFS majors within the Business School.

Typically Offered: Fall.

HLTH 6075 - International Health Travel Study (3 Credits)

Experiential course, which is designed to open students up to innovative health delivery practices in an international location. Students learn how health issues such as reproductive health, infectious diseases, mental health, health and economy, and chronic diseases are handled in community and public health settings. Class trips are usually 14-18 days to an Asian country during the month of January. Prereq: HLTH 6010 or permission of instructor. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to HLAD and MBAH majors within the Business School.

HLTH 6730 - Healthcare Operations Management (3 Credits)

Students in this course will obtain a comprehensive and practical examination of operations management with an emphasis on application to health care organizations. Students will use mathematical and basic spreadsheet skills to critically assess patient flows, volume projection, and supply chain management to improve the efficiency of service delivery in health care organizations. Detailed content on reducing cycle times (e.g., patient wait times), measuring productivity, streamlining process flows, tracking outcomes, staffing, and performance metrics will be presented in the course. Max hours: 3 Credits.

Grading Basis: Letter Grade

HLTH 6740 - Profiles in Health Care (3 Credits)

This colloquium provides a rare opportunity for students to interact with top CEOs from health care organizations around the country. Students learn about HMOs, hospitals, medical group practices, consulting, managing careers, how to get jobs, and how to be successful in a job. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to HLAD and MBAH majors within the Business School.

Typically Offered: Spring.

HLTH 6770 - Healthcare Quality and Outcomes (3 Credits)

Studies the identification, measurement and improvement of healthcare quality. Covers, historic and contemporary views of quality, improvement theories and methods, organizational quality systems, leadership, patient safety, cost and quality, quality measurement and reporting, clinical outcomes, care redesign and medical terminology. Restriction: Restricted to HLAD and MBAH majors within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to HLAD and MBAH majors within the Business School.

HLTH 6800 - Special Topics (3 Credits)

Offered irregularly. Current interests in the health management field.

Topics recently offered include: international health, ethics, general systems theory, and key issues for health systems. Consult the current 'Schedule Planner' for semester offerings. Prerequisites vary according to topics and instructor requirements. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to HLAD and MBAH majors within the Business School.

HLTH 6840 - Independent Study: HLTH (1-8 Credits)

Instructor approval required. Allowed only under special and unusual circumstances. Regularly scheduled courses cannot be taken as independent study. Repeatable. Max Hours: 8 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 8.

Restrictions: Restricted to HLAD and MBAH majors within the Business School.

HLTH 6911 - Health Field Studies (3 Credits)

The objective of this course is to expose students to health care organizations with which they are not familiar. Each student is assigned to a health care organization and given a specific problem or project to complete. Prereq: HLTH 6010 or permission of instructor. After registration, please contact Errol.Biggs@ucdenver.edu for further instructions. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to HLAD and MBAH majors within the Business School.

Information Systems (ISMG)

ISMG 5050 - Intermediate Excel for Business (1 Credit)

Spreadsheet software remains one of the essential digital skills required by businesses. In this course, you will learn key Excel skills including creating charts/graphs, filtering information, using pivot tables to summarize data, mastering Excel functions including sumif, countif, and vlookup. Cross-listed with ISMG 3050. Max hours: 1 Credits.

Grading Basis: Letter Grade

Typically Offered: Fall, Spring.

ISMG 5070 - Introduction to Tableau (1 Credit)

Tableau is a widely used business intelligence (BI) and analytics software that makes it easier for people to explore and understand data. This class introduces data management concepts and terminology, provides basic proficiency in analyzing and exploring data in Tableau. Students will transform raw data to meaningful visualizations and insights, create interactive dashboards and stories, and handle multiple data sources in Tableau. Cross-listed with ISMG 3070. Max hours: 1 Credit.

Grading Basis: Letter Grade

Typically Offered: Fall, Spring.

ISMG 5080 - SQL Foundations (1 Credit)

Structured Query Language (SQL or "Sequel") is a special-purpose language designed for managing data in a relational database and is necessary for careers dealing with data across many business roles. This class introduces students to data management concepts and terminology. This class will prepare you to extract data from relational databases using SQL syntax shared by many types of databases, such as PostgreSQL, MySQL, SQL Server, and Oracle. Cross-listed with ISMG 3080. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Fall, Spring.

ISMG 5090 - Introduction to Python for Business (1 Credit)

Python is a high-level programming language used by companies like Google, Facebook, and JP Morgan to solve common business and decision problems. This course introduces the Python programming language and the Pandas data analysis package to enable students to write simple data manipulation and analysis programs. The course uses business applied cases and dataset to enable students to increase decision making efficiency and productivity. It introduces algorithmic thinking skills that are beneficial for every manager in today's data-rich economy and can also serve as a starting point for learning more advanced programming skills. Cross-listed with ISMG 3090. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Fall, Spring.

ISMG 5939 - Internship (1-3 Credits)

Supervised experiences involving the application of concepts and skills in an employment situation. Repeatable. Max hours: 9 Credits.

Grading Basis: Satisfactory/Unsatisfactory

Repeatable. Max Credits: 9.

ISMG 6020 - Programming Fundamentals with Python (3 Credits)

This course is designed to provide a thorough introduction to Python and fundamental programming concepts like data structures, networked application program interfaces, files and databases. Principles of object-oriented programming and secure programming practices are demonstrated using programming constructs taken from the business domain. Students are required to design and create their own applications for data retrieval, processing, and visualization. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Recommended prerequisite: ISMG 6080 or equivalent database experience. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Fall, Spring.

ISMG 6028 - Travel Study Topics (3 Credits)

Join your classmates in an international travel study course to understand the business operations of another culture. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Repeatable. Max hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

ISMG 6060 - Analysis, Modeling and Design (3 Credits)

Provides an understanding and application of systems analysis and design processes. Students are exposed to system development life cycle (SDLC), structured systems analysis and design methods, object-oriented analysis and design methods, prototyping and commercial off-the-shelf package software approaches, and joint and rapid application development. Emphasizes the skills required for system analysts such as analytical, interpersonal, technical, fact-finding, and project management skills. Topics include data, process and object modeling, input-output and user interface design, and systems implementation and support. To provide an opportunity to develop these skills, an information system project is completed by a group of students. Students use a Case tool for their group project. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Fall.

ISMG 6080 - Database Management Systems (3 Credits)

The success of today's business often hinges on the ability to utilize critical information to make the right decisions quickly and efficiently. Transforming mountains of data into critical information to improve decision making is a skill every business decision maker must possess. This focus course covers the database design topics with a focus on enabling business decision making. Detailed topics include collecting, capturing, querying and manipulating data (using SQL and QBE) for simple to medium complex business applications. Commercial database products are utilized to demonstrate the design of database applications in management, marketing, finance, accounting, and other business areas. Students will be able to design and implement simple to medium complex database applications after successful completion of this course. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Fall, Spring.

ISMG 6120 - Network Design and Analysis (3 Credits)

Communication, knowledge sharing, and information acquisition within and between businesses are critical for long term strategic business success. Technological advancements are radically changing the way business communication and knowledge sharing are performed. This course will briefly examine the traditional concepts of local and wide area networks for reference purposes, but then will focus on how newer technologies are changing business practices. Traditional local and wide area network concepts that will be covered in this course include WiFi wide area networks, wireless local area networks, cellular networks, and additional supporting services. Newer technologies that will be covered include social computing, Internet of Things, and artificial Intelligence. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Spring.

ISMG 6180 - Information Systems Strategy (3 Credits)

Digital strategy is the application of digital technologies to business models to form new differentiating business capabilities. The course starts with the highlights of genesis and importance of IT in organizations, including the relationship between digital technology and competitiveness. Then, the development and management of an effective digital infrastructure are discussed. Realizing that the effective use of digital technology requires the alignment of competitive strategies, business processes, and applications, the course takes a top management perspective on the development of policies and plans that maximize the contribution of digital technologies to organizational goals. A broad overview of how systems support the operational, administrative, and strategic needs of organizations is covered. Cross-listed with BUSN 6610. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Fall, Spring, Summer.

ISMG 6220 - Business Intelligence Systems and Analytics (3 Credits)

This course covers business intelligence, analytics, and artificial intelligence technologies and is organized around three types of analytics that are enabled by those technologies: descriptive, predictive, and prescriptive analytics. The theme of artificial intelligence runs throughout the course from business intelligence, to machine learning and deep learning as applied in areas such as computer vision, autonomous vehicles, and robots. The topics will be discussed using concepts and theory, business cases and applications, and hands-on analysis or model building using datasets available in the public domain, with the hands-on analysis and model building being the focus of the course. Students will use a leading BI software and a cloud computing platform to perform analysis and build machine learning models. Note: The recommended prerequisite for this course is ISMG 6080. If you are familiar with SQL and have worked with databases in the past, you satisfy the prerequisite requirement for this course. Cross-listed with BUSN 6812. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Fall, Spring.

ISMG 6340 - Cloud Computing Concepts, Tools, and Security (3 Credits)

This course provides an introduction to cloud computing concepts, capabilities, and scenarios where cloud computing technology can be leveraged. Students will learn the basic building blocks of cloud computing, investigate the various types and models of cloud computing, and identify how businesses can implement these technologies. This class uses hands-on labs to give students real-world practice on how to configure and secure a cloud computing environment. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Summer.

ISMG 6430 - Information Systems Security and Privacy (3 Credits)

This course is designed to develop knowledge and skills for security of information and information systems within organizations. This course focuses on concepts and methods associated with planning, designing, implementing, managing, and auditing security at all levels and on all systems platforms, including enterprise systems. This course presents techniques for assessing risk associated with accidental and intentional breaches of security as well as disaster recovery planning. The ethical treatment of data is discussed. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Cross-listed with ISMG 4300. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Spring.

ISMG 6450 - IT Project Management (3 Credits)

Focuses on how firms successfully manage the adoption of IT. Projects and program management principles are the primary focus of this course. Topics covered include approaches to prioritizing projects, estimating cost and time-to-market, build vs. buy decision, planning, monitoring and controlling implementation, measurement, total cost of ownership, effective management of both behavioral and technical aspects of the project and change management. For the best outcome it is recommended that you complete ISMG 6180 or BUSN 6610 prior to taking this course. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Summer.

ISMG 6460 - Emerging Technologies (3 Credits)

Provides an introduction to the expansive array of information technologies that form the infrastructure of a modern business enterprise. Emphasis is placed on learning conceptual technological foundations and understanding the business value of the various technologies. The purpose of the course is to develop the student's ability to discuss recent technological advancements with other IT professionals and management. Technology assessment is emphasized. Prereq: ISMG 6180 or BUSN 6610 (6810). Restriction: Restricted to graduate majors within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Cross-listed with BUSN 6800. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ISMG 6180 or BUSN 6610 Restriction: Restricted to graduate majors within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Typically Offered: Fall.

ISMG 6470 - Text Data Analytics (3 Credits)

This course covers algorithms and tools that are required to perform quantitative analyses of unstructured text data. Concepts and algorithms that will be covered include Zipf's Law, Power Law Distribution, Pattern Discovery, Inverse Document Frequency, measurements of Document Clustering and Similarity and so on. R will be introduced as a practice tool to practice quantitative analysis of text data. After the completion of this course, students will be able to uncover and visualize underlying themes and concepts which might be latent in large text documents. Note: The recommended prerequisite for this course is ISMG 6020. If you are familiar with programming and have worked with programming languages in the past, you satisfy the prerequisite requirement for this course. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Fall.

ISMG 6480 - Data Warehouse and Administration (3 Credits)

Management of large, complex data warehouses and operational databases involves technical skills and background needed by information systems professionals as well as tactical and strategic issues faced by information technology managers. This course provides conceptual knowledge, practical skills, and policy background for prospective information systems professionals and information technology managers. The course covers business aspects, conceptual background, and product material about management of data warehouses and operational databases. Assignments and projects involve Oracle skills for database administration and tactical or strategic issues faced by information technology management. Prereq: ISMG 6080. Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ISMG 6080 Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Spring.

ISMG 6510 - Accounting and Information Systems Processes and Controls (3 Credits)

Designed to develop knowledge and skills used to understand and evaluate corporate accounting processes and systems. Focuses on financial and information system internal controls and the flow of corporate information through an accounting system. A financial system objective and risk assessment approach issued to present concepts and techniques for evaluating the adequacy of system processes and controls. Cross-listed with ACCT 6510, 4780 and ISMG 4780. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

ISMG 6800 - Special Topics (3 Credits)

A variety of advanced topics are offered in this course. Past topics include the human-computer interface, software engineering, artificial intelligence, graphical user interface, project management and electronic commerce. Consult the current 'Schedule Planner' for semester offerings. Note: Seldom offered. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Repeatable. Max hours: 15 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 15.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

ISMG 6810 - Business Intelligence in Healthcare (3 Credits)

Provides students with an overview of how business intelligence is used in the healthcare industry. Students study the evolution of IT in healthcare including digitization of electronic health records and systems integration. Next the course looks at healthcare transformation and the evolution of business intelligence in general. Using case studies and hands on exercises, students learn about different aspects of business intelligence in various subsets of the healthcare industry. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Fall.

ISMG 6820 - Business Intelligence and Financial Modeling (3 Credits)

This course will introduce students to the application of business intelligence in a corporate finance setting. Financial data intelligence is essential for effective decision making throughout the firm, in finance directly and in other functions supported by the finance department. Strategy setting, budgeting, and new product development are just a few decision areas where finance personnel play an active role. In this course, we learn how to apply business intelligence software tools to enable finance personnel to access and analyze corporate data in support of critical decision making across the enterprise. Students will also analyze data through the use of financial models built in Microsoft Excel. The development of complex financial models will provide students with valuable hands-on experience with a software tool used widely incorporate finance departments. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Cross-listed with ISMG 4750 and FNCE 4750. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Spring.

ISMG 6830 - IT Governance and Service Management (3 Credits)

Deals with interrelated decisions on clarifying the business role of IT, defining integration and standardization requirements for the IT architecture, shared and enabling services for the IT infrastructure and business need for SaaS, and governance of cloud computing, IT outsourcing, and other IT services. Restriction: Restricted to graduate majors within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Recommended Prerequisite: ISMG 6180 or BUSN 6610. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors.

Typically Offered: Spring.

ISMG 6840 - Independent Study: ISMG (1-8 Credits)

Instructor approval required. Allowed only under special and unusual circumstances. Regularly scheduled courses cannot be taken as independent study. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Repeatable. Max hours: 8 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 8.

Restrictions: Restricted to graduate majors within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors.

ISMG 6860 - Ethical Hacking Concepts and Methodologies (3 Credits)

From a technical perspective, organizations need to know how hackers work so that they can build their security around it and take preemptive measures against future attacks. The goal of ethical hacking is to understand current exploits and assess weaknesses and vulnerabilities of various organizational information systems by attacking them within legal limits. This course is designed to provide students an insight into current hacking tools and techniques used by hackers and security professionals to break into any computer systems. Throughout the course, students will engage in offensive and defensive hands-on exercises stressing ethical hacking and penetration testing that will be conducted in a vendor-neutral virtual environment. Topics include security threats and attack vectors, footprinting and reconnaissance, Google hacking, social engineering, insider threat, network scanning and enumeration techniques, vulnerability assessment, the Dark Web, and attack and defense strategies in emerging technologies, such as the Internet of Things (IoT) and cloud computing. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Cross-listed with ISMG 4860. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Fall, Spring.

ISMG 6865 - Digital Forensics Analysis (3 Credits)

From cyberterrorism to identity theft, the digital age has brought about a change in how crime is being committed. The usage of computers and the Internet in crime has led to the emerging field of digital forensics. Most businesses employ digital forensic experts to identify cyber threats, protect against insider threats, reinforce data loss prevention, reduce the risk of identity theft, fraud, and other digital crimes, and aid in the collection of digital evidence for various investigations. This course is designed to provide students the necessary skills to perform an effective digital forensics investigation. It presents a methodological approach to digital forensics, including searching and seizing, chain-of-custody, acquisition, preservation, analysis, and reporting of digital evidence. It covers major forensic investigation scenarios that enable students to acquire necessary hands-on experience on various forensic investigation techniques and standard forensic tools required to successfully carry out a digital forensic investigation leading to the prosecution of perpetrators. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Cross-listed with ISMG 4865. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Fall, Spring.

ISMG 6885 - Ethics: A Formula for Success (3 Credits)

Students will learn how to spot and address red flags that foster unethical behavior in both publicly-traded and privately-held businesses. Governance and stakeholder management techniques that incentivize ethical behavior will be highlighted using examples of companies that are financially successful by "doing the right thing." Principle-based ethics are emphasized, namely, integrity, trust, accountability, transparency, fairness, respect, viability, and compliance with the rule of law. Cross-listed with MGMT 3420, MGMT 6420, ISMG 4785. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate business school students.

ISMG 6890 - IT Risk Management (3 Credits)

This course provides an overview of IT risk management practices. Students will learn the elements of risk management and the data necessary for performing an effective risk assessment. Various risk management models will be introduced to demonstrate the methods that can be implemented to achieve Confidentiality, Integrity, and Availability of information systems. This class uses hands-on labs to give students real-world practice utilizing Security Information and Event Management (SIEM) software to gain an understanding of how to detect and respond to a cyber threat. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Spring.

ISMG 6910 - Design Science Practicum (3 Credits)

This is designed to be one of the final courses in the MS Information Systems degree. "Design Thinking" with user-centered perspectives will serve as a guiding principle to challenge assumptions and refine business problems to perform the final project. The instructor will provide students with tools and methods to identify, define and solve problems. Active discussion and creative presentation are core activities of this capstone course. Students will integrate what they have learned into a final project that can be either real-world problem designed in collaboration with an organization or a research paper on an emerging topic in the field. The final project will have multiple deliverables including a paper and a professional presentation to stakeholders who are directly related with the business problems defined in the project. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Typically Offered: Fall, Spring.

ISMG 6950 - Master's Thesis (1-8 Credits)

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Repeatable. Max hours: 8 Credits.

Grading Basis: Letter Grade with IP

Repeatable. Max Credits: 8.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors

Additional Information: Report as Full Time.

ISMG 7800 - Special Topics (3 Credits)

A variety of advanced topics are offered at the Ph.D. level in this course. Consult the current 'Schedule Planner' for semester offering. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors.

Typically Offered: Spring.

ISMG 7840 - Independent Study: Pre-Dissertation Research (1-9 Credits)

Conduct pre-dissertation research under the supervision of a faculty member. Prereq: BUSN 6530. Repeatable. Max Hours: 18 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 18.

Restrictions: Restricted to graduate majors within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors.

ISMG 8990 - Dissertation Development (1-15 Credits)

Supports development of a dissertation in conjunction with a student's advisor. Prereq: Completion of first year and second year papers (ISMG 7840). Restriction: Restricted to graduate majors within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors. Repeatable. Max hours: 15 Credits.

Grading Basis: Letter Grade with IP

Repeatable. Max Credits: 15.

Restrictions: Restricted to graduate majors within the Business School, graduate majors within the College of Engineering, Design and Computing, PHCS PhD majors and PhD majors.

Additional Information: Report as Full Time.

International Business (INTB)

INTB 5800 - Special Topics in International Business (3 Credits)

Current topics in international business are occasionally offered. Consult 'Schedule Planner' for specific course offerings or contact an advisor for information. Prereq: Topics vary depending on the topic and the instructor requirements. Repeatable. Max Hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

INTB 5939 - Internship (1-3 Credits)

Supervised experiences involving the application of concepts and skills in an employment situation. Prereq: 21 semester hours and a 3.5 grade-point average. Repeatable. Max Hours: 9 Credits.

Grading Basis: Satisfactory/Unsatisfactory

Repeatable. Max Credits: 9.

INTB 6000 - Introduction to International Business (3 Credits)

This course examines the international business environment, its impact on business operations across borders, and the international dimensions of key business and managerial functions. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6020 - Cross-Cultural Management (3 Credits)

Focuses on the management of diverse socio-cultural and political norms and values in the global marketplace. The goal of this course is to develop skills in managing impacts of such values and norms on the effectiveness of international business operations and managerial activities. Prereq: INTB 6000 or permission of instructor. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6022 - International Business Negotiations (3 Credits)

Examines the international dimensions of business negotiations. It addresses the impact of the cultural, legal, political environments in the negotiation process, and examines similarities and differences in negotiation styles and approaches across borders. (This course qualifies as an international elective for the MS in International Business program.)

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6024 - International Trade Finance and Management (3 Credits)

Provides an overview of international trade finance and trade management. It examines the roles played by various parties involved in international trade, addresses key methods of international payment and related financing, and provides practical experiences on how to manage the import and export trade management process. (This course qualifies as an international elective for the MS in International Business program.)

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6026 - Marketing Challenges at the Global Frontier (3 Credits)

Explores problems, practices, and strategies involved in marketing goods and services internationally. Emphasized analysis of uncontrollable environmental forces, including cultures, governments, legal systems, and economic conditions, as they affect international marketing planning. Emphasis on practice through the use of projects and speakers. Coreq: BUSN 6560. Instructor may waive coreq for business students.

Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD. Note: students cannot receive credit for both MKTG 6020 and INTB 6026. Cross-listed with MKTG 6020. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD

Typically Offered: Fall, Spring.

INTB 6028 - Global Study Topics (3 Credits)

This course is reserved for CU Denver faculty-led study abroad experiences. The course topic will vary based on the location and course content. Students register through the Office of Global Education. Cross-listed with ENTP 4028, ENTP 6028, and INTB 4028. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Repeatable. Max Hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6030 - 11-Month MBA International Business Study Abroad (3 Credits)

The 11-Month MBA International Business Study Abroad is an experiential learning course conducted abroad. Available for 11-Month MBA students only.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

INTB 6040 - Managing Global Talent (3 Credits)

This course has two objectives: (1) to understand the impact of cultural differences in the management of people in multinational firms; and (2) to compare and contrast critical human resource issues in the contexts of domestic and international operations. Topics include recruitment, staffing, training, performance appraisal, compensation, and labor and management relations in markets around the world. (This course qualifies as an international elective for the MS in International Business program.) Prereq: BUSN 6520 or BUSN 6521 or MGMT 6380 with a grade of C (2.0) or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Cross-listed with MGMT 6040. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6520 or BUSN 6521 or MGMT 6380 with a grade of C (2.0) or higher Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School

INTB 6060 - The Legal Aspects of International Business (3 Credits)

Analyzes the legal aspects of international business transactions and considers risk-reducing mechanisms such as letters of credit and arbitration. The course examines NAFTA, the European union, and other international trading structures and rules, giving the background for export or import activities. (This course qualifies as an international elective for the MS in International Business program.) Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6082 - Marketing in Emerging Markets (3 Credits)

Explores problems, practices, and strategies involved in marketing goods and services in emerging markets. Emphasizes analysis of uncontrollable environmental forces, including cultures, governments, legal systems, and economic conditions, as they affect the marketing plan. (This course qualifies as an international elective for the MS in International Business program.) Prereq: BUSN 6560. Note: Students cannot receive credit for both MKTG 6080 and INTB 6082. Cross-listed with MKTG 6080. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6094 - Marketing Issues in the Chinese Environment (3 Credits)

This course assesses numerous marketing and marketing related topics in the Chinese environment with the objective of helping the graduate student develop managerial and marketing expertise. In specific, the course pinpoints key developments in the Chinese business environment, develops expertise in conducting market opportunity analysis, assesses market entry conditions and strategies and applies marketing mix strategies in the context of the Chinese environment. Note: It is recommended for students to take BUSN 6560 or INTB 6000 prior to this course. Cross-listed with MKTG 6094. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6200 - International Business Policy (3 Credits)

The objective of this course is to develop competence relevant to strategy formulation and implementation in a multi-national enterprise, and in an international context. Provides theoretical knowledge, skills, and sensitivities that help deal effectively with the strategic and managerial problems of managing in a global environment. Prereq: INTB 6000 or ENTP 6826. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: INTB 6000 or ENTP 6826. Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6270 - Intercultural Communications (3 Credits)

The age of globalization means we are all neighbors, working across national boundaries and even continents. This class examines the philosophies, processes, problems, and potentials unique to communicating across cultures to address issues of social justice and ethical intercultural practices. We will consider the important role of context in interactions across cultures and subcultures, globally, transnationally, and within the U.S. Restriction: Restricted to NDGR majors with a sub-plan of NBA within the Business School. Cross-listed with COMM 4270 and COMM 5270. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Fall, Spring.

INTB 6370 - International Accounting (3 Credits)

Designed to expose students to the international aspects of accounting and financial management. Includes discussion of some of the different financial accounting practices across countries; financial statement analysis in a global context. IFRS's are reviewed and compared with the requirements of US GAAP. Note: Students cannot receive credit for both ACCT 6370 and INTB 6370. Prereq: BUSN 6550 or ACCT 6031. Cross-listed with ACCT 6370 and ACCT 4370. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6031 or BUSN 6550. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Typically Offered: Spring.

INTB 6372 - International Financial Management (3 Credits)

Addresses financial management in an international context that considers international capital movements and foreign exchange problems, and international operations as they affect financial functions. It reviews foreign and international institutions and the foreign exchange process and considers financial requirements, problems, sources, and policies of firms doing business internationally. Meets concurrently with FNCE 6370. Prereq: BUSN 6640. Cross-listed with FNCE 6370. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a C or higher Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6411 - International Corporate Governance (3 Credits)

Discusses the structure and goals of the modern corporation, the primary governance mechanisms used to help companies achieve these goals, and how and why these roles, goals, and mechanisms vary across nations. The topics covered in the course include managerial compensation, board of director structure and ethics, shareholder activism, and how governance structures differ across countries. (This course qualifies as an international elective for the MS in International Business program). Prereq: BUSN 6640 with a C or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Note: Students cannot receive credit for both FNCE 6411 and INTB 6411. Cross-listed with FNCE 6411 and FNCE 4411. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a C or higher Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6460 - Emerging Market Finance (3 Credits)

This course aims to explore key emerging market finance issues from the perspectives of corporations, investors and markets. Emerging economies are deemed to be the engine of growth opportunities in the world economy. However, compared with developed markets, they typically have some unique features in their economic systems and financial markets, and thus different risk and return characteristics, leading to special considerations of capital budgeting, financing and investing in these economies. This course is to help develop a better understanding of financial markets, corporate finance and investments in emerging economies, with case studies on some major emerging markets (e.g., China, India). Prereq: BUSN 6640. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Cross-listed with FNCE 6460. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School

INTB 6500 - International Business Consulting (3 Credits)

This action-learning course provides students the opportunity to work with and consult for a company at the senior executive level (e.g., CEO, Business Unit heads) in order to add value to the firm's international business. Students will apply international business principles and practices to address a strategic, functional, operational, or geographic opportunity facing a sponsoring organization. In addition, students will gain "on the job learning" of key protocols in an international business consulting context. Note: Because the topics change each term, student may take this course twice. Work with an advisor to make sure there is room in your degree plan before enrolling in the second course.

Repeatable. Max Hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

INTB 6600 - Blockchain and Emerging Technologies Impact Globalization (3 Credits)

Examines Blockchain and digital technologies powering globalization--how they are driving instant access to information, boosting transaction speed, and broadening the scope and reach of business across borders. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

INTB 6730 - Supply Chain Analytics (3 Credits)

Introduces the design, analysis, management, and control of supply chains. Because of continuing advances in globalization, sustainability, and information technology, course emphasis will include integration of processes and systems, relationship management of upstream and downstream players, and strategies that incorporate current and future trends. Cross-listed with BANA 6730. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6750 - Research Methods in International Business (3 Credits)

Focuses on three major issues: (1) research design from an international management perspective (e.g., qualitative, quantitative and ethnographic); (2) topical issues (e.g., culture, international negotiations, mergers and alliances); (3) trends in international business research (e.g., cross-national project teams, emerging theoretical perspectives). This course qualifies as an international elective for the MS in International Business program. Note: Available to students as Independent Study only. Prereq: INTB 6000 and BUSN 6530 or equivalent. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6800 - Special Topics in International Business (3 Credits)

Current topics in international business are occasionally offered. This includes international field study courses. Consult the 'Schedule Planner' for specific course offerings or contact an advisor for information. (This course qualifies as an international elective for the MS in International Business program.) Prereq: Topics vary depending on topic and instructor requirements. Repeatable. Max hours: 12 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 12.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6830 - Marketing and Global Sustainability (3 Credits)

Marketing & Global Sustainability focuses on the role of marketing in sustainable for-profit and not-for-profit companies from a global perspective. The course examines sustainable business practices and trends; green brands, green labels, and greenwashing; socially-conscious and "green" customer segments; innovating for sustainable new products and services; sustainable retailing and supply chains; and sustainability as a competitive advantage. The course will employ a variety of pedagogical techniques including lectures, discussion, guest speakers, case studies, and projects. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Cross-listed with MKTG 6830. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Fall.

INTB 6840 - Independent Study (1-8 Credits)

Instructor approval required. Allowed only under special and unusual circumstances. Regularly scheduled courses cannot be taken as independent study. (This course qualifies as an international elective for the MS in International Business program.) Repeatable. Max Hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6870 - Global Climate Change (3 Credits)

Global climate change may be one of the most important challenges facing business in the 21st century. This course will introduce the potential impacts of climate, then discuss possible regulatory responses to and business risks and opportunities that may emerge if climate change occurs. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6950 - Master's Thesis (1-8 Credits)

Prereq: INTB 6750. Repeatable. Max hours: 8 Credits.

Grading Basis: Letter Grade with IP

Repeatable. Max Credits: 8.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Additional Information: Report as Full Time.

Management (MGMT)

MGMT 5800 - Special Topics in Management (3 Credits)

A number of different topics in management are offered under this course number. Consult the Schedule Planner for current course offerings.

Prerequisites vary depending on the topic and instructor requirements.

Cross-listed with MGMT 4950. Repeatable. Max Hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

MGMT 5939 - Internship (1-3 Credits)

Supervised experiences involving the application of concepts and skills in an employment situation. Prereq: 21 semester hours and 3.5 GPA.

Repeatable. Max Hours: 9 Credits.

Grading Basis: Satisfactory/Unsatisfactory

Repeatable. Max Credits: 9.

MGMT 6020 - Leadership in Difficult Times (3 Credits)

The test of a leader often is their ability to lead their organizations through difficult times and crises. Such situations could be downsizing, product defects, ethical violations, a terrorist attack or a natural disaster. Successful management of these situations can strengthen and renew the organization. Inability to manage these situations can tarnish the organization's reputation and threaten its survival. This course examines leadership under stress and provides frameworks for categorizing and analyzing these difficult situations. The course also addresses strategies that leaders can use to enable their organizations to manage, recover and learn from these difficult experiences. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6028 - Travel Study Topics (3 Credits)

Join your classmates in an international travel study course to understand the business operations of another culture. Restriction:

Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Repeatable. Max Hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Additional Information: Global Education Study Abroad.

MGMT 6040 - Managing Global Talent (3 Credits)

This course has two objectives: (1) to understand the impact of cultural differences in the management of people in multinational firms; and (2) to compare and contrast critical human resource issues in the contexts of domestic and international operations. Topics include recruitment, staffing, training, performance appraisal, compensation, and labor and management relations in markets around the world. (This course qualifies as an international elective for the MS in International Business program). Restriction: Restricted to graduate Business majors and NDGR majors with a sub-plan of NBA or NBD, within the Business School. Cross-listed with INTB 6040. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

MGMT 6320 - Leading Organizational Change (3 Credits)

The course focuses on the tasks and skills of a leader that are important for leading organizational change. Topics include: diagnosing problems, creating urgency, building the change team, creating a vision, implementing change strategies, sustaining the momentum and making change stick. These tasks and skills are studied in various change contexts. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6360 - Designing Effective Organizations (3 Credits)

Examines how to design organizations within the context of environmental, technological, and task constraints. The emphasis is on learning how to recognize and correct structural problems through the analysis of existing organizations in which the students are involved. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6380 - Managing People for Competitive Advantage (3 Credits)

Focuses on the management of human resources in organizations. Oriented toward the practical application of human resources management principles in areas such as: equal employment opportunity, affirmative action, human resources planning, recruitment, staffing, benefits and compensation, labor relations, training, career management, performance management, and occupational health and safety.

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

MGMT 6420 - Ethics: A Formula for Success (3 Credits)

Students will learn how to spot and address red flags that foster unethical behavior in both publicly-traded and privately-held businesses. Governance and stakeholder management techniques that incentivize ethical behavior will be highlighted using examples of companies that are financially successful by "doing the right thing." Principle-based ethics are emphasized, namely, integrity, trust, accountability, transparency, fairness, respect, viability, and compliance with the rule of law. Cross-listed with MGMT 3420, ISMG 6885, and ISMG 4785. Restriction: Restricted to graduate business school students. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate business school students.

MGMT 6610 - Business Strategy Lab (3 Credits)

Gain strategy experience collaborating with and consulting to Senior Executives of a client company. This is a hands on, project-based course. Students will analyze a strategic initiative as defined by and with the organization's leadership and provide their client with research, insights and actionable strategic ideas. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6620 - Strategic Management (3 Credits)

Concerned with the development of a general management perspective in establishing the strategic direction for an enterprise. Students gain an understanding of strategy formulation and implementation within the context of the global environment. Cross-listed with BUSN 6710. Restriction: Restricted to graduate majors of ORMG within the Business School. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate majors of ORMG within the Business School.

MGMT 6710 - HR: Talent MGT (3 Credits)

This course explores the many aspects of Talent Management including strategic talent planning, recruiting and acquisition, employee development, performance management, engagement and retention, succession planning, and compensation, with a strong focus on recruitment and acquisition. The course demonstrates how each aspect of Talent Management is interdependent. Prereq: MGMT 6380. Max hours: 3 Credits.
Grading Basis: Letter Grade
Prereq: MGMT 6380 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6720 - Human Resources Management: Training (3 Credits)

Covers training methods, theories, research findings. Students design and deliver their own training program, including collecting and analyzing metrics to gauge training success. Coreq: MGMT 6380. Cross-listed with MGMT 4430. Max hours: 3 Credits.
Grading Basis: Letter Grade
Co-req: MGMT 6380 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6730 - Human Resources Management: Performance Management (3 Credits)

Focuses on the design and implementation of human resources management systems to assess and enhance employee performance. Areas of study include performance measurement, rater training, goal setting and feedback. Prereq: MGMT 6380. Max hours: 3 Credits.
Grading Basis: Letter Grade
Prereq: MGMT 6380 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6740 - Human Resources Management: Compensation (3 Credits)

Develop and administer pay systems considering economic and social pressures, traditional approaches and strategic choices in managing compensation. Current theory research and practice. Students design a compensation strategy and a system that translates that strategy into reality. Prereq: MGMT 6380 and BUSN 6530. Cross-listed with MGMT 4450. Max hours: 3 Credits.
Grading Basis: Letter Grade
Prereq: BUSN 6530 and MGMT 6380 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6750 - HRM: Investing in People: HR Analytics (3 Credits)

Managing talent-organization and deployment-and connections between talent and strategy in organizations. Rooted in a systematic, logical approach that challenges traditional ideas. Stresses the logical connections between progressive HR practices and firm performance and the use of data to demonstrate financial impact of the connections. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6760 - Employee Benefits and Workforce Risk Management (3 Credits)

The course surveys an array of popular employee benefit programs to attract, protect, and retain valued employees. It also focusses on risk management programs that invest in human capital and address the downside risks of employing a workforce. Cross-listed with MGMT 4460 and RISK 4409/6409. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6781 - Human Resources Management: Career and employment coaching (3 Credits)

Focuses on enhanced approaches to discovering employment opportunities and providing career coaching, with an emphasis on unemployed veterans. Topics include discovering the unique capabilities a job-seeking veteran possesses, addressing the barriers to employment he or she may face, and methods the job seeker can use to educate prospective employers about the contributions to organizational success he or she can make. Cross-listed with MGMT 4481. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6782 - Human Resources Management: Connecting talent with business needs (3 Credits)

Focuses on methods for connecting businesses and public-sector organizations with job seekers who possess the capabilities that will fuel profitable growth and mission success. Topics include networking to establish relationships with hiring decisions makers, exploration conversations to identify an organization's success factors, and identifying job seekers (with a special emphasis on unemployed veterans) with the requisite skills, knowledge, traits, and aptitudes. Cross-listed with MGMT 4482. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6800 - Special Topics in Management (3 Credits)

Current topics in management will be occasionally offered. Consult the 'Schedule Planner' for specific offerings or contact an advisor for information. Repeatable. Max hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6801 - Career Strategies (3 Credits)

The downsizing, restructuring, and re-engineering so prevalent in U.S. industries and companies have strongly affected the job and career market. Every individual must sharpen his/her competencies and skills in order to compete effectively in the changing job market. This course is designed to assist students in understanding and operating in this difficult job market. Using many of the concepts that organizations use in their strategy formulation process, and coupled with individual techniques and skills proven effective in job searches and career planning, this course prepares students to deal with the issues involved in finding a job and pursuing a career. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6803 - Visionary Leadership (3 Credits)

Examines the challenges faced by visionary leaders and the approaches used by these individuals (creation, articulation, and implementation of vision) to transform organizations. Participants utilize these approaches employed by effective leaders to develop plans for their own organizational success. Group experiences, applied readings, and videos are used to clarify the opportunities available. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6804 - Negotiation and Conflict Management. (3 Credits)

Designed as a seminar in negotiation and conflict management. Students will practice and develop negotiation and conflict management skills as they use them to craft deals and resolve differences. Students will learn how negotiation and conflict management strategies and tactics vary depending on the situation encountered. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6806 - Corporate Entrepreneurship (3 Credits)

Competitive performance in a global economy requires continuous innovation and new business growth. The creation and development of new ventures is a primary strategy for internally-generated growth. Managing innovation and new ventures requires attitudes, knowledge, and practices different from those usually required for the management of mature business units. This course provides the perspective, knowledge, and specific skills required for successful entrepreneurial management. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6808 - Leadership Development (3 Credits)

Instruction in the design and practice of leadership development. Case studies of effective organizations will be examined and a variety of assessment and development activities will be completed as part of the course. Students will learn how to develop others while experiencing the development techniques first hand. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6820 - Management Field Studies (3 Credits)

The objective of this course is to provide an opportunity for the in-depth examination of an actual management problem in a local organization. Much like an independent study conducted under faculty guidance, each student will execute a unique project suited to his or her interests. Priority is given to MGMT students. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6821 - Managing for Sustainability (3 Credits)

This course will consider how companies are using social responsibility as a competitive advantage. The so-called green revolution is calling for organizations to take on increasing responsibility for environmental conservation, employee well being, and community development. This course considers how organizations can work with various stockholders (employees, customers, communities, society-at-large) to develop and promote mutually beneficial products and solutions to key social needs and concerns. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6822 - Business Ethics and Corporate Social Responsibility (3 Credits)

Covers business ethics and corporate social responsibility in the global contexts of employment, marketing, product liability, the environment and other areas. Students compare ethical theories, including utilitarianism, Kantian, Rawlsian, stockholder, stakeholder and social contract and apply some or all of these theories to actual and hypothetical case studies. The doctrine of corporate social responsibility is defined and explored and diverging views of corporate social responsibility are discussed. Examples of how corporate social responsibility can increase a company's goodwill and net income are analyzed. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6823 - The Sustainable Business Opportunity (3 Credits)

This course examines the negative impact of a rapidly growing global economy on the natural and human environment. It shows that the need to create a more sustainable global economy represents a huge opportunity for business and how sustainability-based strategies drive innovation, competitive advantage and improved financial performance. It will examine both environmental aspects of sustainability like green supply chains, lifecycle analysis, energy and water efficiency, as well as initiatives that nurture and enhance the value of our human resources such as community development, employee and customer relations, employee wellness, telecommuting, and other stakeholder engagement in sustainability. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Fall, Spring.

MGMT 6824 - Sustainable Business/CSR Field Study (3 Credits)

Gain practical, hands-on experience with aspects of sustainable business and/or corporate social responsibility. Work with a local company/non-profit/or government organization under the direction of an executive to conduct a sustainability-focused project which is important to the organization's sustainability initiative. Prereq: Completion of one or more sustainability focused courses or permission of instructor. Cross-listed with MGMT 4824. Max hours: 3 Credits.

Grading Basis: Letter Grade

Pre: ACCT 6285orBUSN 6826or6830or6850or6870orDSCI 6826/BANA 6730orENTP 6642 or 6644or6808or6858or6860orINTB 6870orMGMT 6821or6822or6823orMKTG 6830 Restriction: Grad and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Fall.

MGMT 6825 - Sustainable Change Leadership: Turning Business Into a Force for Good (3 Credits)

This course develops leadership from the perspective of managing the people side of change required to transform a traditional business to one that is not only financially successful but also a genuine "force for good" for our natural and social environment. The B Lab Impact Assessment tool is used to measure, monitor, and link sustainable business practices to drive continuous improvement and innovation. Students will conduct hands-on, practical work with local businesses to develop change leadership skills as they relate to sustainability. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Cross-listed with MGMT 4825. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

MGMT 6826 - Business for a Better World (3 Credits)

Introduces the main concepts and tools of sustainable business, such as life-cycle analysis, circularity, Context-based sustainability, carbon footprinting, market failure, closed-loop systems, DfE (Design for the Environment), corporate sustainability reporting, then examines how companies can move from doing less bad to making the world better.

Note: Typically offered in the Fall. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Fall.

MGMT 6827 - Global Climate Change (3 Credits)

Global climate change may be one of the most important challenges facing business in the 21st century. This course will introduce the potential impacts of climate, then discuss possible regulatory responses to and business risks and opportunities that may emerge if climate change occurs. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6830 - Sports and Entertainment Management (3 Credits)

This course is designed as a speaker series of sports and entertainment industry elite focusing on: industry trends, strategic planning, managing revenue streams, managing media, managing for effectiveness, managing post-merger integration, leadership and leading change. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6832 - Law and Negotiation in the Sports/ Entertainment Industries (3 Credits)

Provides an overview of major legal issues in the sports and entertainment industries. Students develop the skills required to negotiate contracts in these industries. Topics include contracts with athletes (agency, player and sponsorship), stadium financing and sports franchises, labor law and collective bargaining agreements, entertainment contracts in the music, film and live theater fields and copyright, trademark and tort law principles in the sports and entertainment industries. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6834 - London Calling: Global Sports and Entertainment Management (3 Credits)

Through 2 weeks of visiting organizations and talking with industry elite in London a broader perspective on the Sports and Entertainment Industry is gained. Students will be asked to do advanced reading, participate in discussions, keep a journal and write a reflection paper at the end of the experience. Site visits (to be confirmed) include: Arsenal Football Club, Premier League, the O2 Arena, NHL and NBA regular season games in London, 2012 Olympics Committee, Formula One, Hollywood Studio-International Finance Office, Theatre, Lord's Cricket Ground, All England Lawn Tennis Club/Wimbledon and the office of the Minister of Sport. Cross-listed with MGMT 4834, MKTG 4834, and MKTG 6834. Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Summer.

MGMT 6840 - Independent Study (1-8 Credits)

Instructor approval required. Allowed only under special and unusual circumstances. Regularly scheduled courses cannot be taken as independent study. Repeatable. Max Hours: 8 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 8.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MGMT 6950 - Master's Thesis (1-8 Credits)

Repeatable. Max hours: 8 Credits.

Grading Basis: Letter Grade with IP

Repeatable. Max Credits: 8.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Additional Information: Report as Full Time.

Marketing (MKTG)**MKTG 5939 - Internship (1-3 Credits)**

Supervised experiences involving the applications of concepts and skills in an employment situation. Prereq: 21 semester hours and 3.5 GPA.

Repeatable. Max Hours: 9 Credits.

Grading Basis: Satisfactory/Unsatisfactory

Repeatable. Max Credits: 9.

MKTG 6010 - Marketing Strategy (3 Credits)

Focuses on marketing strategy and marketing planning. Addresses the formulation and implementation of marketing plans within the context of the overall strategies and objectives of both profit and not-for-profit organizations. There is heavy emphasis on group projects and presentations. Note: This course is intended to be taken near the end of your program. Prereq: BUSN 6560 completed with a C or better. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6560 completed with a C or better Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Fall, Spring.

MKTG 6020 - Marketing Challenges at the Global Frontier (3 Credits)

Explores problems, practices, and strategies involved in marketing goods and services internationally. Emphasized analysis of uncontrollable environmental forces, including cultures, governments, legal systems, and economic conditions, as they affect international marketing planning. Emphasis on practice through the use of projects and speakers. Coreq: BUSN 6560. Instructor may waive coreq for business students. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD. Note: students cannot receive credit for both MKTG 6020 and INTB 6026. Cross-listed with INTB 6026. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD

MKTG 6030 - Sales and Sales Force Management (3 Credits)

Focuses on issues in personal selling and managing the field sales force. Deals with organization sales analysis, forecasting, budgeting and operating, with particular emphasis on the selling task, recruiting, selection, training, compensation, supervision and motivation. Coreq: BUSN 6560. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Spring.

MKTG 6040 - Services Marketing for Traditional and Creative Industries (3 Credits)

Service industries such as health care, finance, information, entertainment, retailing, government, and professional services comprise 80% of the total employment and GDP of the US and an increasing share of GDP in both other developed and emerging economies. This course provides students with the skills to design and deliver high quality services, improve customer satisfaction, and effectively manage service organizations. It also addresses how small, medium, and large firms can develop marketing plans and strategies in the current service environment. A variety of teaching methods may be used to demonstrate these concepts, such as cases, projects, field experiences, and/or guest speakers. Coreq: BUSN 6560. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Fall, Spring.

MKTG 6050 - Market Research Analytics I (3 Credits)

The objectives relate to effective marketing information management and include: (1) developing an understanding of the techniques and procedures that can be used to generate timely and relevant marketing information; (2) gaining experience in developing and analyzing information that is decision oriented; and (3) being able to make recommendations and decisions based on relevant and timely information. Computer analysis and projects are employed. Coreq: BUSN 6560 or 6530 or BANA 6610. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560 or 6530 or BANA 6610 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Fall, Spring.

MKTG 6051 - Market Research Analytics II (3 Credits)

This course focuses on advanced topics and applications in marketing research. A variety of teaching techniques will be used. Prereq: MKTG 6050. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: MKTG 6050 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School

MKTG 6060 - Consumer Intelligence--Psychology and Behavior (3 Credits)

Why do consumers buy? How can marketing activities influence buyer behavior? Answers to these questions are key to marketing success & business fortune. In this course, we explore how to understand the heart & soul of consumers & examine the strategic implications of consumer psychology. Course participants conduct a market segmentation project that identifies & dissects various buyer groups within a chosen market. Coreq: BUSN 6560. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD

MKTG 6070 - Brand Identity & Marketing Communication Strategy (3 Credits)

A brand's identity has a substantial influence on an organization's financial wealth. But brand identity is not simply the result of a great product or a creative ad. Utilizing many real examples, historic approaches, and current trends, this course explores how integrated marketing communications help build a brand identity that reverberates with consumers. Participants create an integrated marketing communications campaign. Coreq: BUSN 6560. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MKTG 6080 - Marketing in Emerging Markets (3 Credits)

Explores problems, practices and strategies involved in marketing goods and services in emerging markets. Emphasizes analysis of uncontrollable environmental forces, including cultures, government, legal, systems and economic conditions as they affect marketing planning. Coreq: BUSN 6560. Note: students cannot receive credit for both MKTG 6080 and INTB 6082. Cross-listed with INTB 6082. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MKTG 6090 - Big Data Customer Relationship Management (3 Credits)

Involves the management of customer relationships to maximize customer service and its associated benefits at minimal cost. Includes services marketing concepts and techniques, IT applications, and software. Designed to acquaint students with practices and issues in state-of-the-art customer relationship management systems in an array of different types of organizations. The course initially focuses on the nature of customer relationship management (CRM) the interaction between strategic management planning, corporate culture and CRM. Other topics examined include successful models of CRM, managing the employee or CRM interface, marketing research, and CRM, and customer trust, loyalty, CRM customer service levels, customer service levels, customer profitability or metrics, selecting and integrating CRM software, CRM integration and timing of CRM roll-out. Coreq: BUSN 6560. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MKTG 6091 - Strategic Product Marketing (3 Credits)

Familiarizes students with key theories and practices regarding products. Successful development of a new product, or extending the life cycle of an existing product. Outlines and necessitates the understanding of product development, key concepts related to successful product management over the course of its life cycle including the way the product function adds synergy to other marketing activities and, in turn, benefits from them. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MKTG 6092 - Digital Media Marketing - Tools and Analytics (3 Credits)

This course focuses on digital marketing management, skills, applications, and analytics. Topics include web design, web analytics, online advertising, search engine optimization, search engine advertising, email marketing, social media marketing and online reputation management. Students engage in hands on applications in developing digital marketing campaigns in both simulations and for real brands.

Coreq: BUSN 6560. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MKTG 6093 - Hot Topics in Digital Marketing (3 Credits)

Students attend The Digital Marketing Summit Conference in Denver, CO. Conference speakers include Leaders in the field of Digital Marketing. Participants will learn about the latest & greatest hot trends in Digital Marketing going on NOW! This conference also includes networking sessions with national industry Leaders and Denver's "Digiterati" community. Numerous state of the art topics include Content Marketing, Search & SEO, Social Media, Mobile, Social Intelligence Data, Wearables, and Engagement. The course builds on this content in a HYBRID format in which participants continue to engage in online learning & discussion, while applying these concepts to create their own unique digital programs. The Digital Conference constitutes the classroom portion of the course and the remainder is completed via additional reading & application under the direction of the course Professor.

Enrollment is limited so make plans early. Contact the Director of the Marketing Discipline (Vicki.lane@ucdnever.edu) to reserve your spot. Special conference fees apply. Coreq: BUSN 6560. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD

MKTG 6094 - Marketing Issues in the Chinese Environment (3 Credits)

This course assesses numerous marketing and marketing related topics in the Chinese environment with the objective of helping the graduate student develop managerial and marketing expertise. In specific, the course pinpoints key developments in the Chinese business environment, develops expertise in conducting market opportunity analysis, assesses market entry conditions and strategies and applies marketing mix strategies in the context of the Chinese environment. Note: It is recommended for students to take BUSN 6560 or INTB 6000 prior to this course. Cross-listed with INTB 6094. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MKTG 6200 - CRM, Big Data, and Marketing Metrics (3 Credits)

CRM (Customer Relationship Management) involves the management of customer relationships to maximize customer benefits at minimal cost. It facilitates decision making about marketing strategies and tactics that are informed by the actual financial outcomes of these decisions. This course provides a toolkit of skills that will help in three areas, 1) identifying important marketing metrics, 2) making accurate assessments of metrics, and 3) applying the results to future decisions. Other topics include successful models of CRM, big data, marketing research, customer trust, customer loyalty, customer profitability, and CRM software. Coreq: BUSN 6560. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MKTG 6700 - Marketing Travel Study (3 Credits)

This is a 2-week travel course, designed to focus on the marketing of the specific country we visit. In the past the travel course has been to Spain and Costa Rica, but the country of destination may be different every time (usually offered every other year). While in the country, students will visit companies (such as advertising agencies, marketing research firms, local grocery stores, marketing departments of multinational corporations, etc.), have lectures/discussions on marketing in that country and work on a marketing plan for a local company or not-for-profit organization.

Prereq: BUSN 6560 with a C or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MKTG 6800 - Topics in Marketing (3 Credits)

Courses offered irregularly for the purpose of presenting new subject matter in marketing. Consult the current 'Schedule Planner' for semester offerings. Prereq: BUSN 6560. Repeatable. Max hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Fall, Spring, Summer.

MKTG 6820 - Sports & Entertainment Marketing (3 Credits)

This course focuses on techniques for formulating marketing plans for various types of sports organizations. The course deals with marketing issues particularly germane to sports organizations such as: fans as consumers, fan loyalty, sports pricing, servicescapes, player development and sports sponsorships. This course includes lectures, guest speakers, cases, examinations and student group projects. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

MKTG 6822 - "Fan"tastical Consumers of American Sports and Entertainment (3 Credits)

This course explores the study of consumer behavior via the lens of American Sports and Entertainment. Class occurs while students attend a variety of sports and entertainment performances. Students engage in experiential learning via participant and observation research techniques as they attend live performances of American sports and entertainment. The class will attend and study consumers and fans in a variety of venues, (e.g., Baseball, LaCrosse, Fun Run, Hike, Golf, Symphony, Rock Concert Festival, Jazz Concert Festival, American Ninja Warrior filming, Broadway Play, Cirque de Solei, and Museum exhibition). These performances primarily take place in downtown centers, e.g., Pepsi Center, Denver Performing Arts Complex, Coors Field, Sports Authority Field at Mile High, Walk or run through various Denver parks, 16th St. Mall, The Civic Center, the Denver Art Museum. Students will engage in observational and immersive consumer behavior research techniques as part of their experience. They will complete assignments relevant for consumer understanding and business practice. Special fee. Coreq: BUSN 6560. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD

MKTG 6824 - Sales and Negotiation (3 Credits)

This course focuses on developing executive sales skills and techniques, including contract negotiation, account management, and sales force.

Coreq: BUSN 6560. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD. Max hours: 3 Credits.

Grading Basis: Letter Grade

Coreq: BUSN 6560. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD

Typically Offered: Fall.

MKTG 6826 - The Sports and Entertainment Industry (3 Credits)

This course is designed as a speaker series of sports and entertainment industry elite focusing on: industry trends, strategic planning, management challenges, financing in sports and entertainment business (e.g., stadium/venue financing, sports team valuation, entertainment event guarantee estimation, player/artist salary issues, franchises, and managing disparate revenue streams), and major legal issues in the sports and entertainment industries (entertainment contracts, copyright, trademark and tort law). Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

MKTG 6830 - Marketing and Global Sustainability (3 Credits)

Marketing & Global Sustainability focuses on the role of marketing in sustainable for-profit and not-for-profit companies from a global perspective. The course examines sustainable business practices and trends; green brands, green labels, and greenwashing; socially-conscious and "green" customer segments; innovating for sustainable new products and services; sustainable retailing and supply chains; and sustainability as a competitive advantage. The course will employ a variety of pedagogical techniques including lectures, discussion, guest speakers, case studies, and projects. Coreq: BUSN 6560. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD. Cross-listed with INTB 6830. Max hours: 3 Credits. Grading Basis: Letter Grade
Coreq: BUSN 6560. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD

MKTG 6834 - London Calling: Global Sports & Entertainment Management (3 Credits)

Through 2 weeks of visiting organizations and talking with industry elite in London a broader perspective on the Sports and Entertainment Industry is gained. Students will be asked to do advanced reading, participate in discussions, keep a journal and write a reflection paper at the end of the experience. Site visits (to be confirmed) include: Arsenal Football Club, Premier League, the O2 Arena, NHL and NBA regular season games in London, 2012 Olympics Committee, Formula One, Hollywood Studio-International Finance Office, Theatre, Lord's Cricket Ground, All England Lawn Tennis Club/Wimbledon and the office of the Minister of Sport. Restriction: Restricted to graduate business school students. Cross-listed with MGMT 4834, MGMT 6834, and MKTG 4834. Max hours: 3 Credits. Grading Basis: Letter Grade
Restriction: Restricted to graduate business school students.
Additional Information: Global Education Study Abroad.
Typically Offered: Summer.

MKTG 6840 - Independent Study (1-8 Credits)

Allowed only under special and unusual circumstances. Regularly scheduled courses cannot be taken as independent study. Prereq: Permission of instructor. Repeatable. Max Hours: 8 Credits. Grading Basis: Letter Grade
Repeatable. Max Credits: 8.
Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Entrepreneurship (ENTP)

ENTP 5939 - Internship/Cooperative Education. (3 Credits)

Supervised experiences involving the application of concepts and skills in an employment situation. Restriction: Graduate level students. Max hours: 3 Credits. Grading Basis: Satisfactory/Unsatisfactory
Restriction: Graduate level students.

ENTP 6020 - Business Model Development & Planning (3 Credits)

This course familiarizes students with the key steps for preparing an effective business plan for a new (or existing) business venture. Utilizing strategies based on research, students learn how to create an effective pitch, a superb slide deck, and a cutting-edge business plan. Real-world feedback from seasoned entrepreneurs is synergistically interwoven with coursework, and THE CLIMB | Jake Jabs Business Plan Competition events are used to further enhance the quality of one's business concept. Several past students have won prizes at THE CLIMB and launched successful businesses from concepts developed in the course. Restriction: Graduate level students. Max hours: 3 Credits. Grading Basis: Letter Grade
Restriction: Graduate level students.
Typically Offered: Spring.

ENTP 6022 - Digital Disruption (3 Credits)

Jointly taught by one of Colorado's great entrepreneurs and an experienced professor, this CEO profiles course explores how digital innovations are disrupting traditional business practices. Students will participate in a team project where they identify an industry positioned for disruption, and then develop a relevant digital strategy. Students can also expect to learn from some of Colorado's greatest digital and tech business leaders as key speakers. Restriction: Restricted to Graduate level students. Max hours: 3 Credits. Grading Basis: Letter Grade
Restriction: Graduate level students.
Typically Offered: Fall.

ENTP 6023 - Disruption in Private Equity and Real Estate (3 Credits)

This 'profiles' class combines the elements of two important investment pathways for the entrepreneur, namely Private Equity and Real Estate investing. Both these topic areas have experienced digital disruption in recent years and the course provides students with exposure to contemporary topics in both these fields. Restriction: Restricted to Graduate level students. Max hours: 3 Credits. Grading Basis: Letter Grade
Restriction: Graduate level students.

ENTP 6028 - Global Study Topics (3 Credits)

This course is reserved for CU Denver faculty-led study abroad experiences. The course topic will vary based on the location and course content. Students register through the Office of Global Education. Cross-listed with ENTP 4028, INTB 4028, and INTB 6028. Repeatable. Max hours: 6 Credits. Grading Basis: Letter Grade
Repeatable. Max Credits: 6.
Additional Information: Global Education Study Abroad.
Typically Offered: Spring, Summer.

ENTP 6110 - Innovation in Fintech (3 Credits)

Fintech describes products and opportunities that accrue when vast synergies between finance and technology can be effectively operationalized. It is rapidly changing the way we think about money and finance and it profoundly impacts banks, global financial markets, transaction speed and government regulations. The global fintech market is predicted to reach around \$250 billion by 2027. Categories include peer-to-peer lending, digital wealth management, insurance, consumer finance, real estate, blockchain, automation, and payment systems. Max hours: 3 Credits. Grading Basis: Letter Grade

ENTP 6120 - Disruption in Private Equity (1.5 Credits)

Private Equity firms now need to contend with digital transformation as a 'new dimension' not only in terms of value creation, but also in terms of its being an imminent threat to legacy business models and industries. This course discusses sources and techniques of venture capital, including recent disruptions in the field. Additional topics covered include the critical elements in the search for financing, techniques for analyzing value, and tax considerations. Note: This 1.5-credit, 8-week course is comprised of the first half of a 3-credit, 16-week course: Disruption in Private Equity and Real Estate (ENTP 6023). Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Typically Offered: Spring.

ENTP 6130 - Disruption in Real Estate (1.5 Credits)

Real Estate has historically been an entrepreneurial industry that has created great wealth for many. It also has the advantage of market entry on a small scale which can be grown with the entrepreneur's success. Key topics such as commercial real estate, brokerage, property management, institutional investing, residential development, investment vehicles, and market disrupters such as Zillow and Redfin will be covered. Note: This 1.5-credit, 8-week course is comprised of the second half of a 3-credit, 16-week course: Disruption in Private Equity and Real Estate (ENTP 6023). Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Typically Offered: Spring.

ENTP 6200 - Mission Driven Entrepreneurship (3 Credits)

The course is designed to teach students to rethink the common market driven approach to innovation, with a mission driven focus. In this course, students will learn that impact innovation exists in the public, private and non-profit sectors. Completing this course will dispel the idea that purpose driven innovation only exists in the non-profit realm. Restriction: Graduate level students. Typically Offered: Fall. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Graduate level students.

Typically Offered: Fall.

ENTP 6420 - Ethics: Formula for Success (3 Credits)

Students will learn how to spot and address red flags that foster unethical behavior in both publicly-traded and privately-held businesses. Governance and stakeholder management techniques that incentivize ethical behavior will be highlighted using examples of companies that are financially successful by "doing the right thing." Principle-based ethics are emphasized, namely, integrity, trust, accountability, transparency, fairness, respect, viability, and compliance with the rule of law. Restriction: Graduate level students. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Graduate level students.

ENTP 6620 - New Venture Operations and Project Management (3 Credits)

Many viable businesses have failed due to cash flow problems, poor management, and poor execution. Utilizing both academic fundamentals and practical knowledge imparted by an experienced instructor, this course provides the project management knowledge and skills needed to build strong operation plans. Restriction: Restricted to graduate level students. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate students

Typically Offered: Fall.

ENTP 6800 - Special Topics in Entrepreneurship (3 Credits)

A variety of topics in entrepreneurship are offered. Consult the current 'schedule Planner' for semester offerings. Restriction: Graduate level students. Repeatable. Max hours: 15 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 15.

Restriction: Graduate level students.

ENTP 6801 - Healthcare Innovation and Entrepreneurship (3 Credits)

This hybrid course is intended for STEM and business majors who are interested in digital health entrepreneurship. After completing this course, students should be able to: understand and apply the principles and practice of digital health entrepreneurship, work in project teams to pursue a digital health opportunity and validate underlying business model canvas hypotheses, present their findings and decide whether and how to proceed. Restriction: Restricted to Graduate level students. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Graduate level students.

Typically Offered: Fall.

ENTP 6802 - Regulatory Environment of Life Science Innovation (3 Credits)

This course is designed to familiarize engineering, business, law and life science students with the fundamentals of life science technology commercialization including drugs, devices, diagnostics, and healthcare IT and platform applications. Restriction: Restricted to graduate level students. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Graduate level students.

Typically Offered: Spring.

ENTP 6807 - Personal Branding (3 Credits)

This course is designed to show students how to create successful personal brand strategies for professional and personal development in both entrepreneurial and intrapreneurial environments. The course work will demonstrate the imperative link between marketing and personal branding through case studies, projects, guest speakers and reading materials. Students will also leave the course knowing how to develop and implement a personal branding plan. Restriction: Graduate level students. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Graduate level students.

Typically Offered: Summer.

ENTP 6822 - Legal and Ethical Issues of Entrepreneurship (3 Credits)

This course addresses the legal issues most frequently encountered by entrepreneurs and others involved in startups and small, closely held or family businesses. The focus is on how to avoid legal problems and how best to cope when they arise. Topics include choice of business form, legal aspects of raising capital, taxation, intellectual property law, employment law, product liability, e-commerce and the problems of managing lawyers and litigation. Note: Cannot receive credit for both BUSN 6540 and this course. Restriction: Graduate level students. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Graduate level students.

ENTP 6824 - Entrepreneurial Financial Management (3 Credits)

This course provides a foundation for the financial management of an entrepreneurial business. Topics covered include differentiation from traditional corporate financial management assumptions, financial aspects of setting up a business, and how to create, evaluate, forecast, and analyze future financial statements. Students will examine theoretical and practical valuation techniques, considerations for buying versus starting a business and franchising. The course also discusses different choices for financing a new business, venture capital, angel financing, crowd funding, private equity and security laws, harvesting alternatives, and financial distress turnaround considerations. Cannot receive credit for both FNCE 6460 and this course. Restriction: Graduate level students. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Graduate level students.

ENTP 6826 - International Entrepreneurship (3 Credits)

This course focuses on the intersection of international business and entrepreneurship. Topics addressed include international entrepreneurship theory and practice (opportunity identification, processes and route to market). This course also highlights new topics in international entrepreneurship such as digital globalization and new technologies driving international entrepreneurship (blockchain and the global supply chain). Leading practitioners and entrepreneurs will be facilitating these modules. Restriction: Graduate level students. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Graduate level students.

ENTP 6834 - Lean Marketing (3 Credits)

This course teaches students how to create successful marketing strategies in entrepreneurial environments where resources are often limited and negative outcomes can be unforgiving. The course work will demonstrate the imperative link between the fundamental marketing principles and entrepreneurial lean marketing guiding principles through real-life case studies, project, videos, podcasts and reading materials. Students will leave this course understanding how to develop an effective and pragmatic marketing plan for an entrepreneurial venture. Restriction: Restricted to Graduate level students. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Graduate level students.

Typically Offered: Spring.

ENTP 6836 - High Impact Sales for Entrepreneurs (3 Credits)

Selling one's own concept to prospective customers and investors is very different from selling products in a corporate environment. In this course, you will learn how to shift your mindset to an "ownership" stance, so as to effectively persuade clients, venture capitalists and angels, and other entrepreneurs to invest in your vision, your concept, and your authentic brand. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Fall.

ENTP 6838 - Data Analysis in Innovation and Entrepreneurship (3 Credits)

Entrepreneurial activity based on sound data analytics greatly reduces the probability of new concept failure and increases the odds of continued venture success. This quantitative analytics course covers various aspects of data collection, assimilation, and analysis. Topics covered include questionnaire design, measurement, advanced multivariate analysis, and interpretive report writing. Both primary and secondary approaches, including making sense of big data, are covered. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Spring.

ENTP 6840 - Independent Study: ENTP (3 Credits)

Restriction: Graduate level students. Repeatable. Max Hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

Restriction: Graduate level students.

ENTP 6842 - New Concept Development (3 Credits)

This course provides insights and tools that will help students assess the viability of new business concepts (a.k.a. those in the very early stages of development). Unlike the "business plan" course where students create an actual plan, this course will help students determine if a new business concept is truly worthy of a business plan. The main objective of the course focuses on understanding problems and solutions from the potential market's perspective. The value of the problem-solution approach is that it quickly gets to the reason why people buy things: to solve perceived problems. Along the way students will employ various experiential and theoretical learning aids to investigate a series of relevant topics such as product markets, new business concepts and entrepreneurial risk-taking. Restriction: Graduate level students. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Graduate level students.

ENTP 6848 - Leadership in New Ventures (3 Credits)

This course provides students with an overview of key leadership principles for creating strategy and managing teams in a startup environment. It introduces leadership concepts critical to gaining true organizational commitment and focuses on case studies relevant to common business issues. By exploring what entrepreneurial leaders actually do and how visionary leadership is required to develop an organization, students will learn how to execute these concepts through measurable goals and objectives. Restriction: Graduate level students. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Graduate level students.

ENTP 6860 - Innovation in Financial Technology and Blockchain (3 Credits)

The class has four focus areas. The first covers the fields in which fintech is operating, such as financial education, blockchain and crypto currency, retail banking and investment. The second examines examples of fintech, including trading apps, peer-to-peer lending and robo-advisors. The third analyzes the four types of users. The fourth is about fintech innovations in machine learning and AI. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to non-degree majors and graduate majors within UC Denver.

Typically Offered: Fall.

Risk Management (RISK)

RISK 5939 - Experiential Learning in RMI Industry (1-3 Credits)

This course connects students to risk management service providers through the Risk Management and Insurance (RMI) Program. The students will intern with a specific provider. The RMI program and faculty will supervise and monitor tasks and assignments, and coordinate with the providers to maximize the learning experience. Max hours: 3 Credits.
Grading Basis: Satisfactory/Unsatisfactory
Typically Offered: Fall, Spring, Summer.

RISK 6129 - Practical Enterprise Risk Management (3 Credits)

Enterprise RM involves identifying the risks and opportunities faced by a firm, assessing them, developing and implementing a plan to address them, and then monitoring progress. Students will learn the basics of ERM while working with risk management professionals to develop and present such a plan to an ongoing business. Cross-listed with RISK 4129. Max hours: 3 Credits.
Grading Basis: Letter Grade

RISK 6209 - Cyber Risk Management (3 Credits)

Computer networks and the data that travels upon them are under constant and increasing attack. This course will focus on a discussion of how state and non-state actors utilize this form of asymmetrical warfare to infiltrate government and corporate networks, risk management responds and risk strategies apply. Cross-listed with RISK 4209. Max hours: 3 Credits.
Grading Basis: Letter Grade

RISK 6309 - Strategic Risk Management (3 Credits)

This course introduces strategic risk management, the process of managing the uncertain and unknown risks to a firm's plans to add value to its owners and society. Cross-listed with RISK 4309. Max Hours: 3 Credits.
Grading Basis: Letter Grade

RISK 6409 - Employee Benefits and Workforce Risk Management (3 Credits)

The course surveys an array of popular employee benefit programs to attract, protect, and retain valued employees. It also focusses on risk management programs that invest in human capital and address the downside risks of employing a workforce. Cross-listed with RISK 4409 and MGMT 4460/6760. Max hours: 3 Credits.
Grading Basis: Letter Grade

RISK 6509 - Global Risk Management (3 Credits)

This course is designed to study how risk is transferred globally. The course will include travel to London, which is the home to many of the world's largest insurers and reinsurers. While in London, we will visit and have presentations from insurance brokers, companies, Lloyds of London, and reinsurers. Prereq: One RISK course. Cross-listed with RISK 4509. Max hours: 3 Credits.
Grading Basis: Letter Grade
Prereq: One RISK Course

RISK 6709 - Life and Health Insurance (3 Credits)

This course introduces students to life and health insurance concepts and policy types with an emphasis on insurance planning for individuals and businesses. The insurance industry and trends within are also explored. Prereq: BUSN 6640. Cross-listed with RISK 4709. Max hours: 3 Credits.
Grading Basis: Letter Grade
Prereq: BUSN 6640.

RISK 6809 - Principles of Risk Management & Insurance (3 Credits)

This course prepares students for advanced work in insurance and RM. The course first covers the nature of risk and risk fundamentals, insurer operations and insurance regulation. It then considers the principal techniques of managing risk exposures and the basis of decision making in management of business and personal risks. Coreq: BUSN 6640 or permission of instructor. Max hours: 3 Credits.
Grading Basis: Letter Grade
Coreq: BUSN 6640

RISK 6840 - Independent Study (3 Credits)

Max hours: 3 Credits.
Grading Basis: Letter Grade

RISK 6909 - Corporate Risk Management (3 Credits)

This course provides an overview of the corporate risk management process. It considers the ways companies identify their risk exposures, the tools used to measure and mitigate those exposures including the latest developments in alternative risk transfer, and ultimately, how risk management adds value to the firm. Coreq: BUSN 6640. Max hours: 3 Credits.
Grading Basis: Letter Grade
Co-req: BUSN 6640

Sustainability (SUST)

SUST 5880 - Directed Research (1-6 Credits)

Students will engage in original research projects supervised and mentored by faculty. Students must work with faculty prior to registration to develop a proposal for their project and receive permission to take this course. Note: Students must submit a special processing form completely filled out and signed by the student and faculty member, describing the course expectations, assignments and outcomes, to the CLAS Graduate Academic Services Coordinator for approval. Max hours: 6 Credits.
Grading Basis: Letter Grade
Repeatable. Max Credits: 6.