

EARL GRAVES SCHOOL OF BUSINESS

**DEPARTMENT
OF ACCOUNTING
AND FINANCE**
(Accounting, Finance)

**DEPARTMENT
OF BUSINESS
ADMINISTRATION**
(Business Administration,
Entrepreneurship,
Hospitality Management,
Management, Marketing)

**DEPARTMENT OF
INFORMATION
SCIENCE AND
SYSTEMS**



THE EARL G. GRAVES SCHOOL OF BUSINESS AND MANAGEMENT

Dr. Otis A. Thomas, Dean

Dr. Fikru H. Boghossian, Associate Dean

MISSION

The Mission of the Earl G. Graves School of Business and Management is to pursue excellence in providing a high quality management education for a diverse student population and to be recognized as a leading school of business in the Mid-Atlantic region. Building on its competitive advantages of outstanding faculty, diversity, and geographic location, the School engages in student-centered instruction, conducts scholarship both basic and applied, and offers service that fosters the economic and social advancement of its varied constituencies.

SHARED VALUES

We are a community of teacher-scholars committed to providing a responsive educational environment and intellectually challenging educational experience in which our students are prepared for successful roles in business and society.

Excellence: We will create a (technology-based) learning environment in which excellence in instruction, scholarship and service are recognized and rewarded.

Community: We strive to foster a sense of community among students, faculty, staff and administrators.

Responsibility: We are committed to creating an environment in which faculty, staff, and students recognize their individual responsibilities for success.

Teamwork: We are committed to creating a culture which emphasizes cooperation, teamwork, collegiality and mutual respect.

Partnership: We will establish partnerships with external constituencies including urban-centered enterprises.

GOALS AND OBJECTIVES

Instruction

1. To provide a strong teaching-learning environment in business related fields,
2. To provide degree seeking students with knowledge, skills, and values necessary to succeed in a rapidly changing global economy,
3. To offer a well-rounded liberal arts education through

a broad-based selection of general education courses outside the School,

4. To develop and enhance curricula that utilize information technology tools and techniques for instructional effectiveness,
5. To provide advice and guidance enabling a culturally diverse student body to complete successfully rigorous programs of study, and
6. To recruit and retain quality students and faculty in both graduate and undergraduate programs.

Intellectual Activities

1. To encourage faculty to engage in applied research and instructional development activity,
2. To support programs which enhance continuous improvement in instruction and research skills,
3. To recruit and retain faculty who are committed to quality research and scholarship and related intellectual pursuits,
4. To encourage involvement of students in research projects to help develop research skills.

Service

1. To offer continuing education programs serving the Greater Baltimore area by offering workshops and seminars through EDAC,
2. To maintain close interaction and communication with the business community through:
 - 1) **Business Advisory Council**—serves as the primary link between the School and the business community,
 - 2) **Career and Professional Development Conference Week**—During this week long activity, students interact with representatives from various companies, learning about everything from networking to “getting and keeping the job you want.”
 - 3) To provide opportunities for the faculty to conduct urban-centered research through the School’s Entrepreneurial Development and Assistance Center (EDAC) and other centers.

MEASURES OF SUCCESS

1. *Faculty*
 - Academic and professional credentials
 - Scholarly accomplishments
 - Demographic profile – Diversity
 - Financial resources available for faculty support
2. *Student body*
 - Number and quality of applicants—SAT scores
 - Demographic profile – Diversity
3. *Curriculum*
 - Alumni assessment
 - Corporate partners' review
 - Accreditation reviews
4. *Instruction and student services*
 - Student/faculty ratios
 - Graduating students' assessment
 - Alumni assessment
5. *Placement*
 - Placement statistics
 - Graduating students' assessment—Internships
6. *Financial support*
 - Annual contributions
7. *Alumni relations*
 - Alumni assessment
 - Alumni support
8. *Staff*
 - Diversity
 - Staff survey – Satisfaction
 - Retention
9. *Technology*
 - Financial resources
 - User survey
 - Maintenance

REQUIREMENTS FOR MAJORS IN THE SCHOOL OF BUSINESS AND MANAGEMENT

All students admitted to Morgan State University for the Fall of 2010 and any intra-University transfer students must follow the program outlined herein. Students enrolled in the School of Business and Management before the Fall of 2010 will be required to follow either the catalog in which they were admitted or an appropriate catalog based on the University's statute of limitations.

General Education Requirements

Students should consult the Academic Affairs section of this catalog for information concerning the University's General Education requirements.

Supporting Courses Requirement

In addition to the University General Education Requirements, students within the School of Business and Management must take the following courses:

MATH 113	Intro to Math Analysis I
MATH 118	Finite Mathematics
MATH 201	Calculus for Non-Science Majors
ECON 211	Principles of Economics I (Macro)
ECON 212	Principles of Economics II (Micro)

MATH 113 satisfies the University's General Education requirements. However, students may be placed directly into MATH 201 by placement examination, in which case MATH 201 would satisfy the General Education requirement. Students placed directly into MATH 201 will have to complete a three credit elective course to satisfy graduation requirements.

EARL G. GRAVES SCHOOL OF BUSINESS AND MANAGEMENT REQUIREMENTS

All students majoring in disciplines in the Earl G. Graves School of Business and Management must complete the following courses:

ACCT 201	Principles of Accounting I
ACCT 202	Principles of Accounting II
BUAD 202	Business Leadership Seminar
BUAD 326	Business, Ethics & Society
BUAD 327	Fundamentals of International Business
BUAD 381	Legal and Ethical Environment of Business
BUAD 499	Business Policy
ENGL 357	Business Communications
FIN 343	Managerial Finance
INSS 141	Introduction to Computer-Based Systems
INSS 220	Analytical Decisions in Business and Management
INSS 360	Management Information Systems
MGMT 324	Organizational Behavior
MGMT 328	Production and Operations Management
MKTG 331	Principles of Marketing

INSS 141 satisfies the University's General Education Requirement GENL 201 as of February 2005. Therefore, students who have successfully passed the INSS 141 core course will have met both the University's and the School of Business and Management School requirements.

All lower division level courses must be completed before enrolling in upper division courses.

MAJOR REQUIREMENTS

Students should consult the departmental listings for major requirements.

Degree Requirements for B.S. Degree Programs within The School of Business and Management

The Bachelor of Science Degree shall be awarded for the successful completion of an undergraduate curriculum in business. The minimum requirements for the receipt of the Bachelor of Science degree are stated below:

1. The completion of at least 121 credits including the General Education Requirements, the School of Business and Management Requirements, and the department major requirements.
2. All 400-level courses of the departmental major requirements must be taken at Morgan State University.
3. Passing grades on two comprehensive examinations.
4. No grade less than a "C" may be presented to fulfill the School and departmental major requirements, including supporting courses.

In order to evaluate student learning, the School of Business and Management has established the following learning goals:

1. Effective Communication

- Be able to organize, present, discuss and defend positions effectively through formal written reports and summaries
- Be able to make clear, informative and persuasive presentations using appropriate visual aids
- Be able to communicate effectively electronically, i.e., via e-mail and the internet
- Listen to the ideas and opinions of others
- Understand the role of cultural diversity in domestic and global business and be able and willing to interact with a diverse population

2. Ethics

- Understand the impact of legal, ethical and ecological

issues in business decision-making

- Understand the concept of social responsibility and be able to act ethically and with integrity, both individually and as a member of a group
- Accept responsibility for their decisions

3. Critical Thinking

- Be able to identify and define problem statements
- Be able to seek information and data most relevant to the problem
- Be able to evaluate options, taking into account the advantages and disadvantages of each option, and the consequences of decisions
- Be able to identify and understand the boundaries and constraints of the evaluation process
- Be able to develop implementation plans for continuous improvement

4. Technology

- Be familiar with technologies used in written and oral communication
- Recognize the relevance of life-long learning in an environment of rapidly changing technological knowledge
- Be familiar with relevant technologies used in solving business problems

5. Discipline Specific

- Knowledge of how the functional areas of business interact
- Be able to understand the fundamental principles of each functional area
- Possess the managerial skills necessary for the effective interaction of the functional areas
- Be able to integrate functional knowledge into the strategic planning process
- Be aware of the dangers of skills obsolescence

Additional Information

TRANSFER STUDENTS: Consistent with University policy, the Earl G. Graves School of Business and Management will accept as transfer equivalent courses from a two-year higher education institution only those courses that address the following areas:

- Principles of Accounting I and II
- Intermediate Accounting I (Accounting majors only; must be validated by a higher level course)
- Legal Environment of Business
- Business Communication
- Principles of Marketing (Marketing majors only; must be validated by a higher level course)
- Managerial Finance (Finance majors only; must be validated by a higher level course)
- Economics I and II
- Introduction to Hospitality Management

Students transferring from four-year institutions must complete at least 50 percent of the School of Business and Management requirements at Morgan.

The School of Business and Management will accept Transfer credits from an AACSB accredited business program. Transfer credit from non-accredited AACSB programs is limited to lower division courses. Exceptions may be made with the approval of the Dean.

Intra-University Transfer

Students who wish to transfer into the Earl G. Graves School of Business and Management from another academic program within the University must have achieved a minimum grade point average of 2.5.

Off-Campus Courses

Students who wish to take courses at another University must receive prior approval of the Dean.

HONORS SEMINARS CATALOG DESCRIPTIONS

The Honors Seminars in Professional Development

These courses are experiential professional development seminars for honors students. During the courses, students practice their “soft skills” in order to facilitate continuous learning and professional development while in the School of Business. The Seminar includes a speaker series, workshops and service activities. Students have an opportunity to hone their business research skills, build social confidence, practice group facilitation skills and strengthen their leadership ability. Emphasis throughout the course is placed on the three fundamental priorities of the Honors Program: performance, leadership, and service.

First-time freshmen take Seminar each semester they are enrolled at Morgan, beginning with BUAD 108 Seminar in the fall of their freshman year. Similarly, transfer or continuing students who enter the Honors Program typically begin the series by enrolling in BUAD 108 (Fall) or BUAD 109 (Spring). Transfer or continuing students who believe they have sufficient experience to begin the series at an advanced level should see the course professor for approval.

Second-year students (BUAD 208 and 209) are expected to display competence at an intermediate level. Their written communication skills are more polished and they are more adept at asking questions, taking on quasi-supervisory roles in their team activities. Their knowledge of the business world is broadened by exposure to additional guests. Second-year students take on the role of moderator for guest speakers, developing their social networking and group facilitation skills.

Third-year students (BUAD 308 and 309) are expected to display competence at an advanced level. Third-year students are adept at researching guests, their companies and their industries. Having been exposed to a wide variety of speakers and companies, they are comfortable acting as moderator or facilitator for a session with little outside supervision. Their questions reflect material learned in their core business courses and their internship experiences. They readily interact with guests in Seminar and reception settings, and they take on leadership roles in Seminar by acting as coordinators of Honors Program activities. Third-year students help first and second-year students become acclimated in the program.

Senior honors students (BUAD 408 and 409) are expected to have mastered leadership and professional development skills. They serve as role models for other students in the program by asking insightful questions that reflect both the range and depth of the knowledge acquired in their core and major area courses and through their internship experiences. They are able to coordinate and implement specific activities with minimal supervision. They are given opportunities to explore additional topics of interest to graduating seniors, such as preparation for graduate school and the transition from college to the world of work.

Honors Program

The School of Business and Management (SBM) Honors students (as determined by the University Honors Program) must successfully complete Honors Freshman Orientation (ORBM 112), Honors Business Leadership Seminar (BUAD 212), Honors Business Policy (BUAD

498) and one course from their major to complete the four-course requirement. In addition, honors students must take the Honors Seminars in Professional Development each semester.

ACCOUNTING AND FINANCE DEPARTMENT

Accounting

ACCT 401	Advanced Accounting
ACCT 402	Governmental and NFP Accounting
ACCT 498	Accounting Research Project

Finance

FIN 498	Finance Research Project
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BUSINESS ADMINISTRATION DEPARTMENT

Business Administration

BUAD 452	Advanced Entrepreneurship
BUAD 456	Special Topics in Business Administration

Hospitality Management

HOMG 219	Food Service Management and Operations
HOMG 412	Meeting and Convention Management

Marketing

MKTG 345	Services Marketing
MKTG 465	Special Topics in Marketing

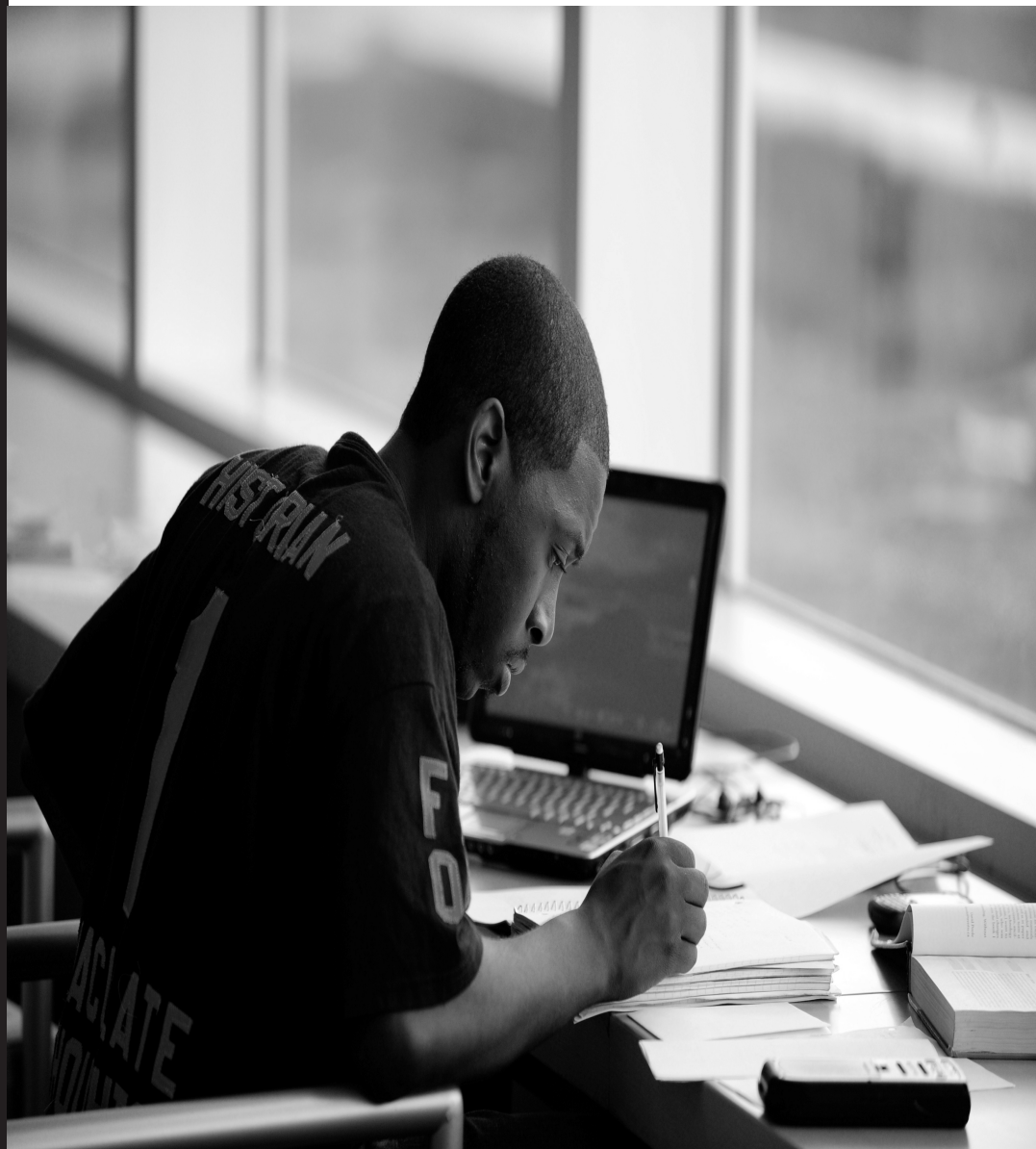
INFORMATION SCIENCE AND SYSTEMS

Information Science and Systems

INSS 260	Object-oriented Programming
INSS 460	Enterprise Information Systems II

The School of Business and Management Honors students participate in structured activities and experiences designed to both challenge them and to ensure that they have every opportunity to fully develop personally and professionally. Honors students should refer to the Honors Seminar Guidelines for detailed information about the program.

DEPARTMENT OF ACCOUNTING AND FINANCE



ACCOUNTING AND FINANCE

Chairperson of the Department: ASSOCIATE PROFESSOR SHARON GARY FINNEY; Professors: GLADSON NWANNA, HUEY-LIAN SUN, ALEX TANG, VARDYA YAARI; Associate Professors: BILAL MAKKAWI, LEO UKPONG, PHYLLIS KEYS; Assistant Professors: SALMA IBRAHIM, BUAGU MUSAZI, VANTHUN NGUYEN, SHEELA THIRUVADI, KANG CHENG, YU CONG; Instructors: KAREN ROBINSON.

MISSION OF THE DEPARTMENT OF ACCOUNTING AND FINANCE

The mission of the Department of Accounting and Finance is to provide a high quality accounting and finance education for the diverse student population in the mid-Atlantic region. The department seeks to provide its students with the foundation for career success at the undergraduate, masters and PhD levels. For this purpose, the department utilizes a highly qualified faculty and continuously maintains highly relevant curricula. To enhance the academic programs and contribute to accounting and finance literature, department faculty engage in intellectual activity in the areas of discipline-based research and learning and pedagogical research. Some research related to accounting and finance practice is also conducted in connection with the urban focus of the University.

THE ACCOUNTING MAJOR

OBJECTIVES OF THE ACCOUNTING PROGRAM

1. Provide students with the technical and professional knowledge needed for entry-level positions in all areas of accounting.
2. Develop and enhance the skills needed for success in accounting careers including critical thinking skills, technological skills, communication and interpersonal skills, and problem-solving skills.
3. Provide students with exposure to global, political, social, legal, regulatory, ethical and environmental issues as these issues relate to business and accounting.
4. Offer a well-rounded business education and accounting foundation sufficient for future career growth and further educational development.
5. For students interested in becoming Certified Public Accountants (CPAs):
 - a. Offer the courses required by the state of Maryland to sit for the CPA examination, and

- b. Provide opportunities for students to obtain the 150 credit hours required by most states to become a CPA.

REQUIREMENTS FOR A MAJOR IN ACCOUNTING

In addition to the General Education requirements and the School of Business and Management requirements, students interested in the accounting major must take an additional 24 credit hours in accounting courses as listed below:

Required Courses (18 credits):		Credits
ACCT 300	Cost Accounting	3
ACCT 308	Accounting Information Systems	3
ACCT 320	Federal Taxation-Individuals	3
ACCT 331	Intermediate Accounting I	3
ACCT 332	Intermediate Accounting II	3
ACCT 406	Auditing	3

Electives (6 credits):

Any two of the following:

ACCT 307	International Accounting	3
ACCT 321	Federal Taxation-Business Entities	3
ACCT 401	Advanced Accounting	3
ACCT 402	Govt., Non-Profit Accounting	3
BUAD 382	U.S. Business Law	3

Both of the following two courses may be completed to substitute for one accounting elective:

ACCT 480	Volunteer Income Tax Assistance	1
ACCT 497	Accounting Internship/Cooperative Education	2

THE CPA EXAMINATION REQUIREMENT FOR ORAL COMMUNICATIONS

Students interested in the CPA track must also take one additional general education course to satisfy the State of Maryland's CPA examination requirement for oral communications:

SPCH 101	Principles of Speech Communication	3
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THE 150-CREDIT HOUR CPA EXAMINATION REQUIREMENT

The State of Maryland also requires candidates for the CPA examination to complete 150 credit hours before submitting the examination application. Students have three options for satisfying the 150-hour requirement. They are: 1) to take additional undergraduate courses in the major or any other courses (recommended courses include information systems, computer science, communications, finance and foreign languages); 2) to pursue the general MBA degree as offered by the SBM; or 3) to pursue a master's degree in accounting at another Maryland institution. Undergraduate accounting students interested in the first option should consider taking the courses required for the minor in Information Science and Systems and/or Finance while completing the 150-hour requirement.

Students may desire to satisfy the 150-hour requirement by pursuing the MBA degree at Morgan, the second option. Seniors who have completed 96 credit hours and have a quality point average overall and in the major of 3.0 or better may register for up to six (6) credit hours of graduate (MBA) courses at Morgan before completion of the undergraduate program. Students who plan to enter a graduate program to satisfy the 150-hour requirement after completing the undergraduate degree at Morgan should take the Graduate Management Admissions Test (GMAT) during the summer after the junior year and apply for the MBA program during the second semester of the senior year.

ACCOUNTING MAJOR WITH MINOR IN INFORMATION SCIENCE AND SYSTEMS

For those students planning to have a minor in Information Science and Systems, the following additional courses are required: INSS 250, INSS 260, INSS 370; and one of the following: INSS 380, INSS 390 or INSS 391. Since the course requirements for the minor in Information Science and Systems require prerequisite courses, it is recommended that students make an early decision to pursue the minor and start taking these courses in the first semester of their junior year. Delay in the decision of having a minor in Information Science and Systems may result in extra time in school to complete the required courses.

ACCOUNTING MAJOR WITH MINOR IN FINANCE

For accounting students planning to have a minor in Finance, the following finance courses are required: FIN 344, FIN 422, FIN 345; and one of the following courses: FIN 423, FIN 444 or FIN 446.

REQUIREMENTS FOR A MINOR IN ACCOUNTING FOR STUDENTS ENROLLED IN THE GRAVES SCHOOL OF BUSINESS AND MANAGEMENT:

For business students desiring a minor in Accounting, four (4) additional accounting courses beyond the business core are required: ACCT 331, ACCT 300 and any two of the following courses: ACCT 308, ACCT 320 or ACCT 332.

HONORS PROGRAM

The department participates in the University Honors Program. All Honor Students enrolled in the School of Business and Management are required to take noncredit Professional Development Seminars during each semester enrolled. Honor students who are Accounting majors can enroll in ACCT 401, ACCT 402 or ACCT 498 to receive honors credit in the accounting major.

ACCOUNTING COURSE OFFERINGS

ACCT 201 PRINCIPLES OF ACCOUNTING I -

Three hours; 3 credits. This is an introductory accounting course with a focus on financial accounting. The course introduces the accounting cycle that includes the double entry system for recording transactions, adjusting and closing entries, and preparation of financial statements. In addition, the accounting for merchandising activities, inventory valuation, receivables, short-term investments, plant assets, natural resources, intangible assets and current liabilities are discussed. **Prerequisites:** ENGL 101, INSS 141 and MATH 113 with a grade of "C" or better. (FALL, SPRING).

ACCT 202 PRINCIPLES OF ACCOUNTING II -

Three hours; 3 credits. This course is a continuation of ACCT 201 with a focus on financial accounting for the first half of the course and a focus on managerial accounting for the second half of the course. The financial accounting topics include the accounting for partnerships and corporations, long-term liabilities, long-term investments, international accounting, and financial statement analysis. The managerial accounting topics include the accounting measurements, concepts, procedures and analysis for product costing, managerial planning, control and decision-making. **Prerequisite:** ACCT 201 with a grade of "C" or better. (FALL, SPRING).

ACCT 300 COST ACCOUNTING -

Three hours; 3 credits. This course provides in-depth coverage of cost behavior, product costing, cost-volume-profit analysis, budgeting, cost structures for variance analysis, direct costing, activity based costing and special managerial

decisions. The design, interpretation and identification of opportunities and methods for improving costs and performance are discussed. **Prerequisite:** ACCT 202 with a grade of “C” or better. (FALL, SPRING).

ACCT 307 INTERNATIONAL ACCOUNTING – *Three hours; 3 credits.* This course addresses how the internationalization of capital markets and the dramatic increase in the foreign direct investments of multinational enterprises have increased the need for relevant, timely and comparable information about the activities of business enterprises having operations in more than one nation. This course describes some of the historical and current developments that push for commonality in accounting and reporting standards at national, regional, and international levels. The cultural and perceived ethical differences relative to accounting and reporting are examined. **Prerequisite:** ACCT 300 with a grade of “C” or better. (SPRING).

ACCT 308 ACCOUNTING INFORMATION SYSTEMS - *Three hours; 3 credits.* This course studies accounting systems that include the events and the steps of the accounting cycle, from source documents to the preparation of financial statements, both manual and computerized. Additional topics covered are internal controls, the impact of technology on accounting systems, data management and e-commerce. The course stresses problem solving, critical thinking, and computer application skills. The course also provides hands-on experience with accounting, flowcharting, and database software. **Prerequisites:** ACCT 202 and INSS 360 with a grade of “C” or better. (FALL, SPRING).

ACCT 310 HOSPITALITY MANAGEMENT ACCOUNTING - *Three hours; 3 credits.* This course is open only to NON-ACCOUNTING major students. The course focuses on accounting in the hospitality industry. Accounting concepts, statements and principles are discussed relative to the accounting cycle. Financial and managerial accounting techniques and processes applicable to the measurement and management of assets and liabilities are covered. Ethics, global diversity and technology as they relate to hospitality management are introduced. **Prerequisite:** ACCT 201 with a grade of “C” or better. (FALL).

ACCT 320 FEDERAL INCOME TAX-INDIVIDUALS - *Three hours; 3 credits.* This course introduces the theories underlying federal tax law. The course also briefly covers types of tax audits and the appeals process. Major topics covered are: exemptions, filing status, income

inclusions and exclusions, deductions for employee and self-employed taxpayers, property transactions, capital gains and losses, amended tax returns, individual and business tax credits, and introduction to employee retirement plans. Students prepare tax returns throughout the course using commercial tax preparation programs and complete some tax research for compliance and planning. **Prerequisite:** ACCT 202 with a grade of “C” or better. (FALL, SPRING).

ACCT 321 FEDERAL INCOME TAX-BUSINESS ENTITIES - *Three hours; 3 credits.* This course focuses on the principles and application of federal tax law to C-Corporations, S-Corporations, and Partnerships. Some coverage is also devoted to international taxation of U.S. corporations and individuals having foreign-source income, estate and gift taxation, fiduciary taxation - trusts and estates, and taxation of beneficiaries who receive distributions from trusts and estates. Students prepare tax returns throughout the course using commercial tax preparation programs and complete some tax research for compliance and planning. **Prerequisite:** ACCT 320 with a grade of “C” or better. (SPRING).

ACCT 331 INTERMEDIATE ACCOUNTING I - *Three hours; 3 credits.* The course gives an intense coverage of financial accounting theory and practice, including the conceptual framework underlying financial accounting, statement of income and retained earnings, balance sheet and statement of cash flows, cash and receivables, inventory valuation, long-term assets and current liabilities. **Prerequisites:** ACCT 201 and ACCT 202 with a grade of “C” or better. (FALL, SPRING).

ACCT 332 INTERMEDIATE ACCOUNTING II - *Three hours; 3 credits.* The course is a continuation of ACCT 331 with an intense coverage of the accounting theory and practice for long-term liabilities, contributed capital, retained earnings, EPS calculations, temporary and long term investments, revenue recognition principles, deferred income taxes, pensions, leases, accounting changes and error analysis. **Prerequisite:** ACCT 331 with a grade of “C” or better. (FALL, SPRING).

ACCT 401 ADVANCED ACCOUNTING (Honors) - *Three hours; 3 credits.* This course provides an in-depth coverage of accounting concepts, principles, and procedures applicable to partnerships; contemporary financial accounting theories and practices for complex business entities; mergers and consolidated financial statements; fundamental aspects of international accounting

principles; and analytical approaches to solve complex accounting problems. **Prerequisites:** ACCT 331 and ACCT 332 with a grade of "C" or better. (FALL).

ACCT 402 GOVERNMENTAL & NON-PROFIT ACCOUNTING (Honors) - *Three hours; 3 credits.* Accounting principles, concepts, and practices in local, state and other government units are covered with emphasis on fund accounts. The related budgetary and encumbrance procedures are included. Financial accounting principles and practices related to hospitals, colleges/universities, and other non-profit organizations are also covered. **Prerequisites:** ACCT 331 and ACCT 332 with a grade of "C" or better. (SPRING).

ACCT 406 AUDITING - *Three hours; 3 credits.* This course approaches the study of auditing as a decision making process. This process entails accumulation and evaluation of evidence to determine and report on the degree of correspondence between the information and economic reality. It emphasizes auditing as a risk based discipline. **Prerequisites:** ACCT 300, ACCT 308, ACCT 331, and ACCT 332 with a grade of "C" or better. (FALL, SPRING).

ACCT 480 VOLUNTEER INCOME TAX ASSISTANCE (VITA) - *Two hours; 1 credit.* This course provides fieldwork in the preparation of individual income tax returns (State and Federal) covering topics of gross income, deductions and credits. **Prerequisite:** ACCT 320 with a grade of "C" or better, or permission of instructor. (SPRING).

ACCT 497 ACCOUNTING INTERNSHIP/ CO-OPERATIVE EDUCATION - *Six hours; 2 credits.* This course provides an opportunity for students to broaden their educational experience through supervised work assignments in the accounting area with a firm or an association. **Prerequisite:** ACCT 331 with a grade of "C" or better and permission of chairperson. (SPRING).

ACCT 498 ACCOUNTING RESEARCH PROJECT (Honors) - *Two hours; 2 credits.* This course is designed to provide an opportunity for accounting majors to broaden their knowledge in the area of accounting by conducting research in the field and completing a research project under the supervision of an accounting faculty member. Registration is limited to seniors with a minimum cumulative and major grade point average of 3.0. Approval of the Departmental Chairperson is required. (FALL, SPRING).

MORGAN STATE UNIVERSITY
CURRICULUM IN ACCOUNTING
LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
 SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 101	FRESHMAN COMP I	3
HIST 101	WORLD HISTORY I or	
or 105	HISTORY OF THE U.S. I ¹	3
HEED 100	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANALYSIS	4
BIOL 101	INTRODUCTORY BIOLOGY I	4
or 102	INTRODUCTORY BIOLOGY II	
ORBM 102	FRESHMAN ORIENTATION	1
		17

FRESHMAN YEAR (SECOND SEMESTER)

ENGL 102	FRESHMAN COMP II	3
HIST 102	WORLD HISTORY II or	
or 106	HISTORY OF THE U.S. II ¹	3
PHEC XXX	PHYSICAL EDUCATION	3
INSS 141	INTRO TO COMP SYSTEM	3
CHEM 101	GENERAL CHEMISTRY	
or CHEM	105 or CHEM 110 or	
PHYS 101	or PHYS 203 or PHYS 205	4
MATH 118	FINITE MATH	3
		17

SOPHOMORE YEAR (FIRST SEMESTER)

BUAD 202	BUS LEADERSHIP SEM	3
MATH 201	CALCULUS FOR NON-SCIENCE	3
ACCT 201	PRIN OF ACCT I	3
HUMA 201	HUMANITIES I	3
ECON 211	ECONOMICS (Macro)	3
PHIL 109	INTRO TO LOGIC	3
		18

SOPHOMORE YEAR (SECOND SEMESTER)

ENGL 357	BUSINESS COMMUNICATION	3
INSS 220	ANAL DEC IN BUSINESS	3
ACCT 202	PRIN OF ACCT II	3
HUMA 202	HUMANITIES II	3
ECON 212	ECONOMICS II (MICRO)	3
		15

JUNIOR YEAR (FIRST SEMESTER)

INSS 360	MGMT INFOR SYSTEMS	3
ACCT 331	INTERMEDIATE ACCT I	3
ACCT 300	COST ACCOUNT	3
XXX XXX	HUMANITIES ELECTIVE ²	3
MKTG 331	PRINCIPLES OF MARKETING	3
FIN 343	MANAGERIAL FINANCE	3
		18

JUNIOR YEAR (SECOND SEMESTER)

MGMT 324	ORGANIZATIONAL BEHAVIOR	3
BUAD 381	LEGAL & ETHICAL ENVIRON	3
ACCT 332	INTERMEDIATE ACCT II	3
ACCT 308	ACCT INFOR SYSTEMS	3
BUAD 327	FIND OF INT'L BUS	3
		15

SENIOR YEAR (FIRST SEMESTER)

ACCT 320	INDIVIDUAL TAXATION	3
MGMT 328	PRODUCTION MANAGEMENT	3
BUAD 326	BUS ETHICS AND SOCI	3
ACCT XXX	ACCOUNTING ELECTIVE ⁴	3
		12

SENIOR YEAR (SECOND SEMESTER)

ACCT 406	AUDITING	3
XXX XXX	AFRICANA STUDIES ELECTIVE ³	3
ACCT XXX	ACCOUNTING ELECTIVE ⁴	3
BUAD 499	BUSINESS POLICY	3
		12

TOTAL CREDIT HOURS**124**

¹ Students who elect to take HIST 101 in the first semester should take HIST 102 in the second semester. Similarly, students who elect to take HIST 105 in the first semester should take HIST 106 in the second semester.

² Humanities electives include ART 308, HUMA 301, MUSA 391, PHIL 220, RELG 305, TELC 202, THEA 210 or any foreign language course at the 102 level or higher.

³ Africana studies electives include HIST 350 and AFST 350.

⁴ Accounting electives include ACCT 307, ACCT 321, ACCT 401, ACCT 402 and BUAD 382. Also, ACCT 480 may be combined with ACCT 497 to satisfy a three (3) credit hour accounting elective.

**MORGAN STATE UNIVERSITY CURRICULUM IN ACCOUNTING
HONORS PROGRAM
LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
SUGGESTED SEQUENCE OF COURSES**

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 111	FRESHMAN COMP I - HONORS	3
HIST 111	WORLD HISTORY I ¹ or	3
or 115	HISTORY OF THE U.S. I	
HEED 111	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANAL I	4
BIOL 111	INTRODUCTORY BIOLOGY I or	
or 112	INTRODUCTORY BIOLOGY II	4
BUAD 108	INTRO TO PD I	0
ORBM 112	HON ORIENTATION	1

17**SOPHOMORE YEAR (FIRST SEMESTER)**

BUAD 212	HON BUS LEADERSHIP SEM	3
MATH 201	CALCULUS FO NON SCI	3
ACCT 201	PRIN OF ACCT I	3
HUMA 211	HUMANITIES I	3
ECON 211	ECONOMICS (Macro)	3
BUAD 208	INTER PD I	0
PHIL 119	INTRO TO LOGIC	3

18**JUNIOR YEAR (FIRST SEMESTER)**

INSS 360	MGMT INFOR SYSTEMS	3
ACCT 331	INTERMEDIATE ACCT I	3
ACCT 300	COST ACCOUNTING	3
XXX XXX	HUMANITIES ELECTIVE ²	3
MKTG 331	PRINCIPLES OF MARKETING	3
BUAD 308	ADVANCED PD I	0
FIN 343	MANAGERIAL FINANCE	3

18**SENIOR YEAR (FIRST SEMESTER)**

ACCT 320	INDIVIDUAL TAXATION	3
MGMT 328	PRODUCTION MANAGMENT	3
BUAD 326	BUS ETHICS AND SOCI	3
BUAD 408	SEN SEM IN PD I	0
ACCT 401	ADVANCED ACCOUNTING	3

12**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMAN COMP II - HONORS	3
HIST 112	WORLD HISTORY II ¹ or	3
or 116	HISTORY OF THE U.S. II	
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP SYSTEM	3
CHEM 111	GENERAL CHEMISTRY	
or CHEM 112 or PHYS 111		
or PHYS 203 or PHYS 205		4
BUAD 109	INTRO TO PD II	0
MATH 118	FINITE MATH	3

17**SOPHOMORE YEAR (SECOND SEMESTER)**

ENGL 357	BUSINESS COMMUNICATION	3
INSS 220	ANAL DEC IN BUSINESS	3
ACCT 202	PRIN OF ACCT II	3
HUMA 212	HUMANITIES II	3
BUAD 209	INTER PD II	0
ECON 212	ECONOMICS (Micro)	3

15**JUNIOR YEAR (SECOND SEMESTER)**

MGMT 324	ORGANIZATIONAL BEHAVIOR	3
BUAD 381	LEGAL & ETHICAL ENVIRON	3
ACCT 332	INTERMEDIATE ACCT II	3
ACCT 308	ACCT INFOR SYSTEMS	3
BUAD 309	ADVANCED PD II	0
BUAD 327	FUND OF INTL BUS	3

15**SENIOR YEAR (SECOND SEMESTER)**

ACCT 406	AUDITING	3
XXX XXX	AFRICANA ST. ELECTIVE ³	3
ACCT 402	GOVT/NFP ACCOUNTING	3
BUAD 409	SEN SEM IN PD II	0
BUAD 498	HON BUSINESS POLICY	3

12**TOTAL CREDIT HOURS****124**

¹ Students who elect to take HIST 111 in the first semester should take HIST 112 in the second semester. Similarly, students who elect to take HIST 115 in the first semester should take HIST 116 in the second semester.

² Humanities electives include ART 308, HUMA 301, MUSA 391, PHIL 220, RELG 305, TELC 202, THEA 210 or any foreign language course at the 102 level or higher.

³ Africana studies electives include HIST 360 and AFST 360.

MORGAN STATE UNIVERSITY
CURRICULUM IN ACCOUNTING
CPA Track
LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 101	FRESHMAN COMPOSITION I	3
HIST 101	WORLD HISTORY I ¹ or	3
or 105	HISTORY OF THE U.S. I	
HEED 100	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANAL I	4
BIOL 101	INTRODUCTORY BIOLOGY I or	
or 102	INTRODUCTORY BIOLOGY II	4
ORBM 102	FRESHMAN ORIENTATION	1

17**SOPHOMORE YEAR (FIRST SEMESTER)**

BUAD 202	BUS LEADERSHIP SEM	3
MATH 201	CALCULUS FOR NON-SCI	3
ACCT 201	PRIN OF ACCT I	3
HUMA 201	HUMANITIES	3
ECON 211	ECONOMICS (Macro)	3
PHIL 109	INTRO TO LOGIC	3

18**JUNIOR YEAR (FIRST SEMESTER)**

INSS 360	MGMT INFOR SYSTEMS	3
ACCT 331	INTERMEDIATE ACCT I	3
ACCT 300	COST ACCOUNTING	3
XXX XXX	HUMANITIES ELECTIVE ²	3
MKTG 331	PRINCIPLES OF MARKETING	3
FIN 343	MANAGERIAL FINANCE	3

18**SENIOR YEAR (FIRST SEMESTER)**

ACCT 320	FEDERAL INCOME TAX- INDIVIDUALS	3
MGMT 328	PRODUCTION MANAGEMENT	3
BUAD 326	BUS ETHICS AND SOCI	3
BUAD 382	BUSINESS LAW	3

12**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 102	FRESHMAN COMPOSITION II	3
HIST 102	WORLD HISTORY II ¹ or	3
or 106	HISTORY OF THE U.S. II	
PHYC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP SYSTEM	3
CHEM 101	GENERAL CHEMISTRY	
or CHEM 105 or CHEM 110 or		
PHYS 101 or PHYS 203 or PHYS 205		4
MATH 118	FINITE MATH	3

17**SOPHOMORE YEAR (SECOND SEMESTER)**

SPCH 101	PRINCIPLES OF SPEECH	3
INSS 220	ANAL DEC IN BUSINESS	3
ACCT202	PRIN OF ACCT II	3
HUMA 202	HUMANITIES II	3
ECON 212	ECONOMICS II (Micro)	3

15**JUNIOR YEAR (SECOND SEMESTER)**

MGMT 324	ORGANIZATIONAL BEHAV	3
BUAD 381	LEGAL & ETHICAL ENVIRON	3
ACCT 332	INTERMEDIATE ACCT II	3
ACCT 308	ACCT INFOR SYSTEMS	3
ENGL 357	BUSINESS COMMUNICATION	3
BUAD 327	FUND OF INTL BUS	3

18**SENIOR YEAR (SECOND SEMESTER)**

ACCT 406	AUDITING	3
XXX XXX	AFRICANA ST. ELECTIVE ³	3
ACCT XXX	ACCOUNTING ELECTIVE ⁴	3
BUAD 499	BUSINESS POLICY	3

12**TOTAL CREDIT HOURS****127**

¹Students who elect to take HIST 101 in the first semester should take HIST 102 in the second semester. Similarly, students who elect to take HIST 105 in the first semester should take HIST 106 in the second semester.

²Humanities electives include ART 308, HUMA 301, MUSA 391, PHIL 220, RELG 305, TELC 202, THEA 210 and any foreign language course at the 102 level or higher.

³Africana studies electives include HIST 350 and AFST 350.

⁴Accounting electives include ACCT 307, ACCT 321, ACCT 401 and ACCT 402. Students in this track are encouraged to complete ACCT 401 and ACCT 402. Also, ACCT 480 and ACCT 497 may be combined for a three (3) credit hour accounting elective.

MORGAN STATE UNIVERSITY
CURRICULUM IN ACCOUNTING
CPA Track-Honors Program
LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 111	FRESHMAN COMP I	3
HIST 111	WORLD HISTORY I ¹ or	3
or 115	HISTORY OF THE U.S. I	
HEED 111	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANAL I	4
BIOL 111	INTRODUCTORY BIOLOGY I or	
or 112	INTRODUCTORY BIOLOGY II	4
BUAD 108	INTRO TO PD I	0
ORBM 112	HON ORIENTATION	1

17**SOPHOMORE YEAR (FIRST SEMESTER)**

BUAD 212	HON BUS LEADERSHIP SEM	3
MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN OF ACCT I	3
HUMA 211	HUMANITIES I	3
ECON 211	ECONOMICS (Macro)	3
BUAD 208	INTER PD I	0
PHIL 119	INTRO TO LOGIC	3

18**JUNIOR YEAR (FIRST SEMESTER)**

INSS 360	MGMT INFOR SYSTEMS	3
MKTG 331	PRINCIPLES OF MARKETING	3
ACCT 331	INTERMEDIATE ACCT I	3
ACCT 300	COST ACCOUNTING	3
XXX XXX	HUMANITIES ELECTIVE ²	3
BUAD 308	ADVANCED PD I	0
FIN 343	MANAGERIAL FINANCE	3

18**SENIOR YEAR (FIRST SEMESTER)**

ACCT 320	FEDERAL INCOME TAX- INDIVIDUALS	3
BUAD 326	BUS ETHICS AND SOCI	3
MGMT 328	PRODUCTION MANAGEMENT	3
ACCT 401	ADVANCED ACCOUNTING	3
BUAD 408	SEN SEM IN PD I	0
BUAD 382	BUSINESS LAW	3

15**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMAN COMP II	3
HIST 112	WORLD HISTORY II ¹ or	3
or 116	HISTORY OF THE U.S. II	
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP SYSTEM	3
CHEM 111	GENERAL CHEMISTRY	
or CHEM 112 or PHYS 111		
or PHYS 203 or PHYS 205		4
BUAD 109	INTRO TO PD II	0
MATH 118	FINITE MATH	3

17**SOPHOMORE YEAR (SECOND SEMESTER)**

SPCH 101	PRINCIPLES OF SPEECH	3
INSS 220	ANAL DEC IN BUSINESS	3
ACCT 202	PRIN OF ACCT II	3
HUMA 212	HUMANITIES II	3
BUAD 209	INTER PD II	0
ECON 212	ECONOMICS (Micro)	3

15**JUNIOR YEAR (SECOND SEMESTER)**

MGMT 324	ORGANIZATIONAL BEHAVIOR	3
BUAD 381	LEGAL & ETHICAL ENVIRON	3
ACCT 332	INTERMEDIATE ACCT II	3
ACCT 308	ACCT INFOR SYSTEMS	3
ENGL 357	BUSINESS COMMUNICATION	3
BUAD 309	ADVANCED PD II	0
BUAD 327	FUND OF INTL BUS	3

18**SENIOR YEAR (SECOND SEMESTER)**

ACCT 406	AUDITING	3
XXX XXX	AFRICANA ST. ELECTIVE ³	3
ACCT 402	GOVT/NFP ACCOUNTING	3
BUAD 409	SR SEM IN PD II	0
BUAD 498	HON BUSINESS POLICY	3

12**TOTAL CREDIT HOURS****130**

¹Students who elect to take HIST 111 in the first semester should take HIST 112 in the second semester. Similarly, students who elect to take HIST 115 in the first semester should take HIST 116 in the second semester.

² Humanities electives include ART 308, HUMA 301, MUSA 391, PHIL 220, RELG 305, TELC 202, THEA 210 and any foreign language course at the 102 level or higher.

³ Africana studies electives include HIST 360 and AFST 360.

THE FINANCE MAJOR

OBJECTIVES OF THE FINANCE PROGRAM

The goal of the finance program is to prepare students for entry-level positions in all areas of finance. The program accomplishes this by offering a broad range of course work, by emphasizing and developing critical skills in students, and by providing students with real work experiences via internships. The finance program offers dual tracks: a **General Finance** track and an **International Finance** track. The General Finance track prepares students to excel in any business environment. The International Finance track, in addition, provides students with a thorough foundation in the international aspects of finance. Students who complete the General Finance track or the International Finance track will receive a BS degree in finance.

REQUIREMENTS FOR A MAJOR IN FINANCE

In addition to the General Education requirements and the School of Business and Management requirements, students interested in the finance major must take an additional 22 credits in finance and business courses. This includes 16 credits in finance core courses and 6 - 9 additional finance credits, depending upon the track selected. Core finance courses and additional courses required for the General Finance track and the International Finance track are listed below:

Finance Core (16 credits):		Credits
FIN 344	Security Analysis	3
FIN 345	Financial Markets & Institutions	3
FIN 422	Portfolio Management	3
FIN 443	Advanced Financial Management	3
FIN 446	International Finance	3
FIN 497	Finance Internship/Cooperative Education	1

General Finance Track (6 credits)

Electives: Any two of the following:

FIN 423	Derivatives	3
FIN 444	Bank Management	3
ACCT 331	Intermediate Accounting I	3
ECON 331	Money and Banking	3

International Finance Track (9 credits)

Required:

ECON 316	International Economics	3
FIN 448	Cases in International Finance	3

Electives: Any one of the following (3 credits each):

FIN 423, FIN 444, ACCT 331, ECON 331

REQUIREMENTS FOR A MINOR IN FINANCE

For those business students planning to have a minor in Finance, the following finance courses are required: FIN 344, FIN 422, FIN 345, and one of the following courses: FIN 423, FIN 444 or FIN 446.

HONORS PROGRAM

The department participates in the University Honors Program. Finance majors who have been admitted to the University Honors Program can enroll in FIN 498, Finance Research Project, and receive honors credit.

FINANCE COURSE OFFERINGS

FIN 342 PERSONAL FINANCE - *Three hours; 3 credits.* The focus of this course is the development of a framework for planning a lifetime finance program and making it operational. The course investigates alternative investments with a view toward optimizing personal wealth. Topics covered include budgeting, investing in education, cars, houses, securities, health and property insurance, pensions, and financial planning. (FALL)

FIN 343 MANAGERIAL FINANCE - *Three hours; 3 credits.* This course covers the principles and practices used in the financing of business organizations. Topics include financial planning, funds acquisition, financial analysis, current asset management, capital budgeting, cost of capital, and ethical issues related to financial management. **Prerequisites:** ACCT 201 with a grade of "C" or better, ECON 212 with a grade of "C" or better. (FALL, SPRING)

FIN 344 SECURITY ANALYSIS - *Three hours; 3 credits.* This course emphasizes the investment needs of both individual and institutional investors. Topics covered include various types of securities, security markets, security analysis, risk-return analysis, regulation of security markets and ethics. **Prerequisites:** FIN 343 with a grade of "C" or better, INSS 220 with a grade of "C" or better. (FALL, SPRING)

FIN 345 FINANCIAL MARKETS AND INSTITUTIONS - *Three hours; 3 credits.* This is an integrative course, which covers a variety of financial instruments and institutions. Topics include supply and demand for loanable funds, financial markets and institutions, level and structure of interest rates, and monetary, fiscal and debt management policies. **Prerequisite:** FIN 343 with a grade of "C" or better. (FALL, SPRING)

FIN 422 PORTFOLIO MANAGEMENT - *Three hours; 3 credits.* This course is a continuation of FIN 344. It emphasizes the portfolio aspects of investments. Topics covered include in-depth coverage of fixed income portfolio management; derivatives, options, futures, and forward contracts; international portfolio diversification and ethics. **Prerequisite:** FIN 344 with a grade of “C” or better. (FALL, SPRING)

FIN 423 DERIVATIVES - *Three hours; 3 credits.* This course builds on FIN 344, Security Analysis, and FIN 422, Portfolio Management. It introduces students to the major types of derivatives and conducts a comprehensive analysis of derivative pricing and applications. Topics include options, forwards, futures, swaps, and application of these derivatives in hedging investment risks. **Prerequisites:** FIN 344, FIN 422 with a grade of “C” or better. (SPRING)

FIN 443 ADVANCED FINANCIAL MANAGEMENT - *Three hours; 3 credits.* This course emphasizes longterm (capital budgeting) and short-term investment decisions. The course also covers the total environment in which the financial officer functions with comprehensive coverage of the financial officer’s use of budgets as well as financial and accounting concepts. **Prerequisite:** FIN 343 with a grade of “C” or better. (FALL, SPRING)

FIN 444 BANK MANAGEMENT - *Three hours; 3 credits.* This course covers such topics as problems and policies associated with liquidity and solvency, reserves and earning assets, loans and discounts, accounting analysis, income and expense, services, personnel and public relations. **Prerequisite:** FIN 345 with a grade of “C” or better. (FALL)

FIN 446 INTERNATIONAL FINANCIAL MANAGEMENT - *Three hours; 3 credits.* This course examines international banking and business finance from the conceptual, theoretical, ethical, and practical standpoints in the context of multinational business operations. Topics include foreign exchange markets, international banking, exchange risks management, financing and operational strategies and practices, and taxation of multinational operations. **Prerequisite:** FIN 344 with a grade of “C” or better. (FALL, SPRING)

FIN 448 CASES IN INTERNATIONAL FINANCE - *Three hours; 3 credits.* This course is based on international financial management cases which analyze financial problems faced by corporations when operating

in an international environment. Major topics covered are the international financial environment, international monetary systems, corporate strategy, and international investment decisions, portfolio diversifications, taxation issues, cost of capital, and financial structure in the multinational firm, sources of financing, foreign exchange risk and management, and managing multinational operations. **Prerequisites:** FIN 344, FIN 422 and FIN 443 with a grade of “C” or better. (SPRING)

FIN 497 FINANCE INTERNSHIP/COOPERATIVE EDUCATION - *Three hours; 1 credit.* This course requires the student to work in the finance area with a firm and/or an association. The student will be required to report on the results of the work experience both orally and in writing. **Prerequisite:** FIN 343 with a grade of “C” or better. (FALL, SPRING)

FIN 498 FINANCE RESEARCH PROJECT - *Two hours; 2 credits.* This course is designed to provide an opportunity for finance majors to broaden their knowledge in the area of finance by conducting research in the field and completing a research project under the supervision of a finance faculty member. Registration is limited to seniors with a minimum cumulative and major grade point average of 3.0. Approvals of the instructor and departmental chairperson are required. (FALL, SPRING)

MORGAN STATE UNIVERSITY
CURRICULUM IN FINANCE
General Finance Track
LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 101	FRESHMAN COMP I	3
HIST 101	WORLD HISTORY I ¹ or	3
or 105	HISTORY OF U.S. I	
HEED 100	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANALYSIS I	4
BIOL 101	INTRO TO BIOLOGY I or	4
or 102	INTRO TO BIOLOGY II	
ORBM 102	FRESHMAN ORIENTATION	1
		17

FRESHMAN YEAR (SECOND SEMESTER)

ENGL 102	FRESHMAN COMP II	3
HIST 102	WORLD HISTORY II ¹ or	3
or 106	HISTORY OF U.S. II	
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP SYSTEM	3
CHEM 101	GENERAL CHEMISTRY	
or CHEM 105 or CHEM 110 or		
PHYS 101 or PHYS 203	PHYS or 205	4
MATH 118	FINITE MATH	3
		17

SOPHOMORE YEAR (FIRST SEMESTER)

BUAD 202	BUS LEADERSHIP SEM	3
MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN OF ACCOUNTING I	3
HUMA 201	HUMANITIES I	3
ECON 212	ECONOMICS (Micro)	3
PHIL 109	INTRO TO LOGIC	3
		18

SOPHOMORE YEAR (SECOND SEMESTER)

FIN 343	MANAGERIAL FINANCE	3
HUMA 202	HUMANITIES II	3
ACCT 202	PRIN OF ACCOUNTING II	3
INSS 220	ANAL DEC FOR BUSINESS	3
ECON 211	ECONOMICS (Macro)	3
		15

JUNIOR YEAR (FIRST SEMESTER)

ENGL 357	BUSINESS COMMUNICATION	3
MKTG 331	PRINCIPLES OF MKTG	3
MGMT 324	ORG BEHAVIOR	3
FIN 344	SECURITY ANALYSIS	3
FIN 345	FIN MKTS & INSTITUTIONS	3
		15

JUNIOR YEAR (SECOND SEMESTER)

BUAD 327	FUND OF INT'L BUSINESS	3
INSS 360	MGMT INFO SYSTEMS	3
BUAD 381	LEGAL ENVIRONMENT	3
FIN 422	PORTFOLIO MANAGEMENT	3
BUAD 326	BUS ETHICS & SOCI	3
		15

SENIOR YEAR (FIRST SEMESTER)

MGMT 328	PRODUCTION MGMT	3
FIN 446	INT'L FINANACIAL MGMT	3
FIN 443	ADVANCED FIN MGMT	3
FIN 497	INTERN/COOP EDUC	1
FIN XXX	FINANCE ELECTIVE ³	3
		13

SENIOR YEAR (SECOND SEMESTER)

BUAD 499	BUSINESS POLICY	3
FIN XXX	FINANCE ELECTIVE ³	3
XXX XXX	HUMANITIES ELECTIVE ²	3
HIST 350	AFRICAN DIASPORA	3
		12

TOTAL CREDITS**122**

¹ Students who elect to take HIST 101 in the first semester should take HIST 102 in the second semester. Similarly, students who elect to take HIST 105 in the first semester should take HIST 106 in the second semester.

² Humanities electives include ART 308, HUMA 301, MUSA 391, PHIL 220, RELG 305, TELC 202, THEA 210 and any foreign language course at the 102 level or higher.

³General Finance electives include FIN 423, FIN 444, ACCT 331 and ECON 331.

MORGAN STATE UNIVERSITY
CURRICULUM IN FINANCE
General Finance Track-Honors Program
LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
 SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 111	FRESHMAN COMP I (HON)	3
HIST 111	WORLD HISTORY I ¹ or	3
or 115	HISTORY OF U.S. I	
HEED 111	HEALTHFUL LIVING	2
MATH 141	INTRO TO MATH ANALYSIS I	4
BIOL 111	INTRODUCTORY BIOLOGY I or	4
or 112	INTRODUCTORY BIOLOGY II	
ORBM 112	HON ORIENTATION	1
BUAD 108	INTRO TO PD I	0

17**SOPHOMORE YEAR (FIRST SEMESTER)**

BUAD 212	HON BUS LEADERSHIP SEM	3
MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN OF ACCOUNTING I	3
HUMA 211	HUMANITIES I	3
ECON 212	ECONOMICS (Micro)	3
PHIL 119	INTRO TO LOGIC	3
BUAD 208	INTER PD I	0

18**JUNIOR YEAR (FIRST SEMESTER)**

ENGL 357	BUSINESS COMMUNIACTION	3
MKTG 331	PRIN OF MARKETING	3
MGMT 324	ORG BEHAVIOR	3
FIN 344	SECURITY ANALYSIS	3
FIN 345	FIN MKTS & INSTITUTIONS	3
BUAD 308	ADVANCED PD I	0

15**SENIOR YEAR (FIRST SEMESTER)**

FIN 343	ADVANCED FIN MGMT	3
MGMT 328	PRODUCTION MGMT	3
FIN 446	INT'L FINANCIAL MGMT	3
FIN 497	INTERN/COOP EDUC	3
FIN XXX	FINANCE ELECTIVE ³	3
BUAD 408	SEN SEM PD I	0

13**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMAN COMP II (HON)	3
HIST 112	WORLD HISTORY II ¹ or	3
or 116	HISTORY OF U.S. II	
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTOR TO COMP SYSTEM	3
CHEM 111	GENERAL CHEMISTRY	
or CHEM 112 or PHYS 111 or		
PHYS 203 or PHYS 205		4
MATH 118	FINITE MATH	3
BUAD 109	INTRO TO PD II	0

17**SOPHOMORE YEAR (SECOND SEMESTER)**

FIN 343	MANAGERIAL FINANCE	3
HUMA 212	HUMANITIES II	3
ACCT 202	PRIN OF ACCOUNTING II	3
INSS 220	ANAL DEC FOR BUSINESS	3
ECON 211	ECONOMICS (Macro)	3
BUAD 209	INTER PD II	0

15**JUNIOR YEAR (SECOND SEMESTER)**

BUAD 327	FUND OF INT'L BUS	3
INSS 360	MGMT INFO SYSTEMS	3
BUAD 381	LEGAL ENVIRONMENT	3
FIN 422	PORTFOLIO MANAGEMENT	3
BUAD 326	BUS ETHICS & SOCI	3
BUAD 309	ADVANCED PD II	0

15**SENIOR YEAR (SECOND SEMESTER)**

BUAD 498	HON BUSINESS POLICY	3
FIN XXX	FINANCE ELECTIVE ³	3
XXX XXX	HUMANITIES ELECTIVE ²	3
HIST 360	AFRICAN DIASPORA	3
BUAD 409	SEN SEM PD II	0

12**TOTAL CREDITS****122**

¹Students who elect to take HIST 111 in the first semester should take HIST 112 in the second semester. Similarly, students who elect to take HIST 115 in the first semester should take HIST 116 in the second semester.

²Humanities electives include ART 308, HUMA 301, MUSA 391, PHIL 220, RELG 305, TELC 202, THEA 210 and any foreign language course at the 102 level or higher.

³General Finance electives include FIN 423, FIN 444, ACCT 331 and ECON 331.

MORGAN STATE UNIVERSITY
CURRICULUM IN FINANCE
International Finance Track
LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 101	FRESHMAN COMP I	3
HIST 101	WORLD HISTORY I ¹ or or 105 HISTORY OF U.S. I	3
HEED 100	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANAL I	4
BIOL 101	INTRO BIOLOGY I	4
or 102	INTRO BIOLOGY II	
ORBM 102	FRESHMAN ORIENTATION	1
		17

FRESHMAN YEAR (SECOND SEMESTER)

ENGL 102	FRESHMAN COMP II	3
HIST 102	WORLD HISTORY II ¹ or or 106 HISTORY OF THE U.S. II	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP SYSTEM	3
CHEM 101	GENERAL CHEMISTRY or CHEM 105 or CHEM 110 or	
PHYS 101 or PHYS 203 or PHYS 205		4
MATH 118	FINITE MATH	3
		17

SOPHOMORE YEAR (FIRST SEMESTER)

BUAD 202	BUS LEADERSHIP SEM	3
MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN OF ACCOUNTING I	3
HUMA 201	HUMANITIES I	3
ECON 212	ECONOMICS (Micro)	3
PHIL 109	INTRO TO LOGIC	3
		18

SOPHOMORE YEAR (SECOND SEMESTER)

FIN 343	MANAGERIAL FINANCE	3
HUMA 202	HUMANITIES II	3
ACCT 202	PRIN OF ACCOUNTING II	3
INSS 220	ANAL DEC FOR BUSINESS	3
ECON 211	ECONOMICS (Macro)	3
		15

JUNIOR YEAR (FIRST SEMESTER)

ENGL 357	BUSINESS COMMUNICATION	3
XXX XXX	HUMANITIES ELECTIVE ²	3
MGMT 324	ORG BEHAVIOR	3
FIN 344	SECURITY ANALYSIS	3
FIN 345	FIN MKTS & INSTITUTIONS	3
		15

JUNIOR YEAR (SECOND SEMESTER)

BUAD 327	FUND OF INT'L BUS	3
INSS 360	MGMT INFO SYSTEMS	3
BUAD 381	LEGAL ENVIRONMENT	3
FIN 422	PORTFOLIO MANAGEMENT	3
MKTG 331	PRIN OF MARKETING	3
		15

SENIOR YEAR (FIRST SEMESTER)

FIN 343	ADVANCED FIN MGMT	3
MGMT 328	PRODUCTION MGMT	3
BUAD 326	BUS ETHICS & SOCI	3
FIN 446	INT'L FINANCIAL MGMT	3
ECON 316	INT'L ECONOMICS	3
		15

SENIOR YEAR (SECOND SEMESTER)

BUAD 499	BUSINESS POLICY	3
FIN XXX	FINANCE ELECTIVE ³	3
FIN 448	CASES IN INT'L FINANCE	3
HIST 350	AFRICAN DIASPORA	3
FIN 497	INTERN/COOP EDUC	1
		13

TOTAL CREDITS**125**

¹Students who elect to take HIST 101 in the first semester should take HIST 102 in the second semester. Similarly, students who elect to take HIST 105 in the first semester should take HIST 106 in the second semester.

²Humanities electives include ART 308, HUMA 301, MUSA 391, PHIL 220, RELG 305, TELC 202, THEA 210 and any foreign language course at the 102 level or higher.

³International Finance electives include FIN 423, FIN 444, ACCT 331 and ECON 331.

MORGAN STATE UNIVERSITY
CURRICULUM IN FINANCE
International Finance Track-Honors Program
LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
 SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 111	FRESHMAN COMP I	3
HIST 111	WORLD HISTORY I ¹ or	3
or 115	HISTORY OF U.S. I	
HEED 111	HEALTHFUL LIVING	2
MATH 141	INTRO TO MATH ANAL I	4
BIOL 111	INTRODUCTORY BIOLOGY I or	4
or 112	INTRODUCTORY BIOLOGY II	
ORBM 112	HON ORIENTATION	1
BUAD 108	INTRO TO PD I	0

17**SOPHOMORE YEAR (FIRST SEMESTER)**

BUAD 212	HON BUS LEADERSHIP SEM	3
MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN OF ACCOUNTING I	3
HUMA 211	HUMANITIES I	3
ECON 212	ECONOMICS (Micro)	3
PHIL 119	INTRO TO LOGIC	3
BUAD 208	INTER PD I	0

18**JUNIOR YEAR (FIRST SEMESTER)**

ENGL 357	BUSINESS COMMUNICATION	3
XXX XXX	HUMANITIES ELECTIVE ²	3
MGMT 324	ORG BEHAVIOR	3
FIN 344	SECURITY ANALYSIS	3
FIN 345	FIN MKTS & INSTITUTIONS	3
BUAD 308	ADVANCED PD I	0

15**SENIOR YEAR (FIRST SEMESTER)**

FIN 443	ADVANCED FIN MGMT	3
MGMT 328	PRODUCTION MGMT	3
BUAD 326	BUS ETHICS & SOCI	3
ECON 316	INT'L ECONOMICS	3
FIN 446	INT'L FINANACIAL MGMT	3
BUAD 408	SEN SEM PD I	0

15**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMAN COMP II	3
HIST 112	WORLD HISTORY II ¹ or	3
or 116	HISTORY OF U.S. II	
PHED XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP SYSTEM	3
CHEM 111	GENERAL CHEMISTRY	
or CHEM 112 or PHYS 111 or		
PHYS 203 or PHYS 205		4
MATH 118	FINITE MATH	3
BUAD 109	INTRO TO PD II	0

17**SOPHOMORE YEAR (SECOND SEMESTER)**

FIN 343	MANAGERIAL FINANCE	3
HUMA 212	HUMANITIES II	3
ACCT 202	PRIN OF ACCOUNTING II	3
INSS 220	ANAL DEC FOR BUSINESS	3
ECON 211	ECONOMICS (Macro)	3
BUAD 209	INTER PD II	0

15**JUNIOR YEAR (SECOND SEMESTER)**

BUAD 327	FUND OF INT'L BUSINESS	3
INSS 360	MGMT INFO SYSTEMS	3
BUAD 381	LEGAL ENVIRONMENT	3
FIN 422	PORTFOLIO MANAGEMENT	3
MKTG 331	PRIN OF MARKETING	3
BUAD 309	ADVANCED PD II	0

15**SENIOR YEAR (SECOND SEMESTER)**

BUAD 498	HON BUSINESS POLICY	3
FIN XXX	FINANCE ELECTIVE ³	3
FIN 448	CASES IN INT'L FINANCE	3
HIST 360	AFRICAN DIASPORA	3
FIN 497	INTERN/COOP EDUC	1
BUAD 409	SEN SEM PD II	0

13**TOTAL CREDITS****125**

¹ Students who elect to take HIST 111 in the first semester should take HIST 112 in the second semester. Similarly, students who elect to take HIST 115 in the first semester should take HIST 116 in the second semester.

² Humanities electives include ART 308, HUMA 301, MUSA 391, PHIL 220, RELG 305, TELC 202, THEA 210 and any foreign language course at the 102 level or higher.

³ International Finance electives include FIN 423, FIN 444, ACCT 331 and ECON 331.

**DEPARTMENT OF
BUSINESS
ADMINISTRATION**

(Business Administration,
Entrepreneurship, Hos-
pitality Management,
Management, Marketing)



BUSINESS ADMINISTRATION

Chairperson of Department: PROFESSOR AUGUSTUS AB-BEY; Professor: MARJORIE ADAMS; Associate Professors: ABDUL AZIZ, NATHAN AUSTIN, MIKE CALLOW, TIMOTHY EDLUND, DAVID JACOBS, LEYLAND LUCAS, WILLIAM PROCTOR, KAREN PROUDFORD, DARLINGTON RICHARDS, ROBERT SINGH, BALA SUBRAMANIAN, FRANK TURNER; Assistant Professors: BINTA ABUBAKAR, SUSAN BAKER, HAIYAN HU, CHRISTOPHER MATHIS, VICTORIA MILLER, CARMEN MOORE, SHEETAL SINGH, JOHN SOUTHALL, DAVID ZOOGAH; Lecturer: CHARLES MONAGAN

GOAL AND OBJECTIVES

The goal of the Department is to provide the highest quality academic programs in business administration, human resource management, marketing, entrepreneurship and hospitality management. Students are prepared to assume careers in business and industry, government, non-profit organizations, and entrepreneurial ventures. Objectives include the development of future business leaders with an understanding and appreciation of the business world and its relationship to a global economy and society. Students are provided a solid foundation in the general liberal arts education and the majors of business administration, management, marketing, and hospitality management.

In addition, the Department offers a minor in Entrepreneurship for students enrolled in the SBM and for nonbusiness students which may be met by fulfilling the following requirements and descriptions given in the catalog. (*Note: A given course can be used to satisfy only one category of requirements, i.e., it cannot be double-or triple-counted.*)

A. MINOR IN ENTREPRENEURSHIP FOR STUDENTS ENROLLED IN THE SCHOOL OF BUSINESS AND MANAGEMENT

Students must successfully complete 12 credit hours which include the required ENTR 384 and ENTR 450; plus 6 credit hours from the following, depending on the students' major: ENTR 351, ENTR 452, MKTG 340, FIN 443.

B. MINOR IN ENTREPRENEURSHIP FOR NON-BUSINESS STUDENTS

Course Number Credits

		<i>Title</i>
BUAD 200	3	Intro to Bus. for Non-Bus
ENTR 351	3	Entrepreneurship
ENTR 452	3	Advanced Entrepreneurship
BUAD 456	3	Special Topics in Business

HONORS DESIGNATION

The following courses make up the "Honors" designation in the department:

ENTR 452:	Advanced Entrepreneurship
BUAD 456:	Special Topics in Business Administration
MGMT 421:	Training and Development
MGMT 465:	Issues in HR
MKTG 345:	Services Marketing
MKTG 465:	Special Topics in Marketing
HOMG 219:	Food Service Management and Operations
HOMG 412:	Meeting and Convention Management

THE MAJOR IN BUSINESS ADMINISTRATION

In addition to the General Education requirements and the School of Business and Management requirements, students are required to take 21 credits which include 6 credits of electives. The *required* courses are: BUAD 361, BUAD 371, BUAD 382, ENTR 351, and ENTR 452. Six credits of electives may be chosen from among the following: BUAD 362, BUAD 456, BUAD 486, one 300-400 level Management course, one 300-400 level Marketing course, and FIN 344.

STUDENTS IN THE HONORS PROGRAM MUST FOLLOW THE HONORS CURRICULUM

Business Administration

Required (15 credits)

<i>Course Number</i>	<i>Credits</i>	<i>Title</i>
ENTR 351	3	Entrepreneurship
BUAD 361	3	Fund. of Risk Mgmt.
BUAD 371	3	Prin. of Real Estate
BUAD 382	3	Business Law
ENTR 452	3	Adv. Entrepreneurship

Electives (6 credits)

BUAD 362	3	Life and Health Insurance
BUAD 456	3	Special Topics in Business Administration
MGMT 486	3	Internship
MGMT	3	300-400 Level
MKTG	3	300-400 Level
FIN 344	3	Investments

Note: Junior standing in the School of Business and Management means successful completion of 60 credits in General Education and SBM Requirements including MATH 201, ECON 212, ACCT 202 (or ACCT 300), and INSS 141.

BUSINESS ADMINISTRATION COURSE OFFERINGS

ORBM 102 FRESHMAN ORIENTATION FOR BUSINESS AND MANAGEMENT MAJORS—*Two hours; 1 credit.* This course introduces students to the expectations and demands of higher education, to the legacy and tradition at Morgan State University, to college survival strategies, and to the broad array of career opportunities in business and management. Students enrolled in this course are required to attend all university convocations and other prescribed extra-curricular activities. They are also required to hold conferences with their faculty advisors in order to pass the course. Students transferring 24 or more credits to the university when admitted are exempted from this requirement. (Formerly ORIE 102) (FALL, SPRING)

ORBM 112 HONORS ORIENTATION FOR BUSINESS MAJORS – *Two hours; 1 credit.* This course introduces students to the expectations and demands of higher education, to the legacy and tradition of the School of Business and Management and of Morgan State University, to college survival strategies, to the world of business, to the core competencies necessary for success at Morgan, and to the broad array of internship and career opportunities available to business majors. Students enrolled in this course are required to attend all University convocations and other prescribed activities. Students transferring 24 or more credits to the University when admitted are exempt from taking Honors Orientation. (Formerly ORIE 112) (FALL)

BUAD 108 HONORS SEMINAR – INTRODUCTION TO PROFESSIONAL DEVELOPMENT I (HONOR SEMINAR – INTRO TO PD I) – *0 credit.* This course is an experiential professional development seminar for first-year honors students. The course includes a speaker series, workshops and service activities designed to provide honors students with an opportunity to practice their professional development skills. Students will have an opportunity to hone their business research skills, build social confidence, practice group facilitation skills and strengthen their leadership ability. The course also includes participation in a service project. Emphasis throughout the course is placed on the three fundamental priorities of the Honors Program: performance, leadership and service. Required for GSBM honors students and open to non-honors students by permission. (FALL)

BUAD 109 HONORS SEMINAR – INTRODUCTION TO PROFESSIONAL DEVELOPMENT II (HONOR SEMINAR – INTRO TO PD II) – *0 credit.* This course is an experiential professional development seminar for first-year

honors students. The course includes a speaker series, workshops and service activities designed to provide honors students with an opportunity to practice their professional development skills. Students will have an opportunity to hone their business research skills, build social confidence, practice group facilitation skills and strengthen their leadership ability. The course also includes participation in a service project. Emphasis throughout the course is placed on the three fundamental priorities of the Honors Program: performance, leadership and service. Required for GSBM honors students and open to non-honors students by permission. (SPRING)

BUAD 200 INTRODUCTION TO BUSINESS FOR NON-BUSINESS MAJORS—*Three hours; 3 credits.* This course is for non-business majors and will NOT count toward degree requirements in the School of Business and Management. The course is designed to assist students in exploring the field of business as a career. Topics such as Private Enterprise and its challenges, global business, forms of business ownership, financing, marketing, etc., are discussed in their most basic levels. **Prerequisites:** ENGL 101 AND 102 and sophomore standing. (FALL, SPRING)

BUAD 202 BUSINESS LEADERSHIP SEMINAR—*Three hours; 3 credits.* This course is designed to develop and strengthen the competencies necessary to prepare students for leadership positions in their chosen field. This course emphasizes skill building in business writing, preparing and delivering business presentations, social skills in informal settings, interviewing skills, working in teams, learning about and adapting to organizational cultures, and mentoring and networking. Leadership skills such as adaptability, self motivation, risk taking, time orientation, and adding value to the firm are also covered. **Prerequisites:** ORBM 102 and sophomore standing in the SBM. (FALL, SPRING)

BUAD 208 HONORS SEMINAR – INTERMEDIATE PROFESSIONAL DEVELOPMENT I (HONOR SEMINAR – INTER PD I) – *0 credit.* This course is an experiential professional development seminar for second-year honors students. The course includes a speaker series, workshops and service activities designed to provide honors students with an opportunity to practice their professional development skills. Students will have an opportunity to hone their business research skills, build social confidence, practice group facilitation skills and strengthen their leadership ability. The course also includes participation in a service project. Emphasis throughout the course is placed on the three fundamental priorities of the Honors Program: performance, leadership and service. Required for GSBM honors students and open to non-honors students by permission. (FALL)

BUAD 209 HONORS SEMINAR – INTERMEDIATE PROFESSIONAL DEVELOPMENT II (HONOR SEMINAR – INTER PD II) – 0 credit. This course is an experiential professional development seminar for second-year honors students. The course includes a speaker series, workshops and service activities designed to provide honors students with an opportunity to practice their professional development skills. Students will have an opportunity to hone their business research skills, build social confidence, practice group facilitation skills and strengthen their leadership ability. The course also includes participation in a service project. Emphasis throughout the course is placed on the three fundamental priorities of the Honors Program: performance, leadership and service. Required for GSBM honors students and open to non-honors students by permission. (SPRING)

BUAD 212 HONORS BUSINESS LEADERSHIP ACADEMY – Three hours; 3 credits. This course is designed to develop and strengthen the competencies necessary to prepare students for leadership positions in their chosen fields. This course emphasizes skill building in business writing, preparing and delivering business presentations, social skills in informal settings, interviewing skills, working in teams, learning about and adapting to organizational cultures, and mentoring and networking. Leadership skills such as adaptability, self motivation, risk taking, time orientation, and adding value to the firm are also covered. (For Honors Students Only) **Prerequisites:** ORBM 112 and sophomore standing in the SBM. (FALL, SPRING)

BUAD 308 HONORS SEMINAR – ADVANCED PROFESSIONAL DEVELOPMENT I (HONOR SEMINAR – ADV PD I) - 0 credit. This course is an experiential professional development seminar for third-year honors students. The course includes a speaker series, workshops and service activities designed to provide honors students with an opportunity to practice their professional development skills. Students will have an opportunity to hone their business research skills, build social confidence, practice group facilitation skills and strengthen their leadership ability. The course also includes participation in a service project. Emphasis throughout the course is placed on the three fundamental priorities of the Honors Program: performance, leadership and service. Required for GSBM honors students and open to non-honors students by permission. (FALL)

BUAD 309 HONORS SEMINAR – ADVANCED PROFESSIONAL DEVELOPMENT II (HONOR SEMINAR – ADV PD II) – 0 credit. This course is an experiential professional development seminar for third-year honors students. The course includes a speaker series, workshops and service activities designed to provide honors students with an opportunity to practice their professional development skills. Students will have an opportunity to hone their business research skills, build social confidence, practice group facilitation skills and strengthen their leadership ability. The course also includes participation in a service project. Emphasis throughout the course is placed on the three fundamental priorities of the Honors Program: performance, leadership and service. Required for GSBM honors students and open to non-honors students by permission. (SPRING)

BUAD 326 BUSINESS, ETHICS AND SOCIETY– Three hours; 3 credits. In this course the business-government-society relationship is examined. Emphasis is placed on business ethics and ethical decision-making, social costs, corporate social responsibility and responsiveness, corporate governance, global trends and the role of government. **Prerequisites:** Successful completion of MGMT 324 and MKTG 331 (FALL, SPRING)

BUAD 327 FUNDAMENTALS OF INTERNATIONAL BUSINESS–Three hours; 3 credits. This course provides conceptual and functional analysis of business operations in the global environment encompassing the impact of institutional, socio-cultural, political and legal forces on international business relations and current policy issues. **Prerequisite:** Junior standing in the SBM. (FALL, SPRING)

BUAD 361 FUNDAMENTALS OF RISK MANAGEMENT–Three hours; 3 credits. This is an introductory survey course that defines and analyzes the nature of risks encountered in modern industrial society and of methods and institutions devised to cope with them; a review of the evolution of the concept of insurance in the context of changing needs in economic security. Theories, insurance mathematics, and practices of both private risk management programs and public insurance systems are covered. **Prerequisite:** Successful completion of FIN 343. (FALL, SPRING)

BUAD 362 LIFE AND HEALTH INSURANCE– Three hours; 3 credits. Life, health, annuity, and

related insurance contracts and programs are examined from the viewpoints of individuals, businesses, government agencies, and insurance companies. Topics include policy types and content, rate making, underwriting, investments, regulation, group insurance, estate planning, and industry trends. **Prerequisite:** Successful completion of BUAD 361. (FALL, SPRING)

BUAD 371 PRINCIPLES OF REAL ESTATE - *Three hours; 3 credits.* This course examines the basic concepts, characteristics, and principles of real property, ownership, and real estate practices; deeds, leases, restrictions, brokerage, marketing, and appraisals, rental and purchasing contracts, regulations, licensing law, and real estate professional selling. **Prerequisite:** Successful completion of BUAD 361. (FALL)

BUAD 381 THE LEGAL AND ETHICAL ENVIRONMENT OF BUSINESS- *Three hours; 3 credits.* The course introduces students to ethical theory and decision making models, as well as the power and functions of courts, court systems, litigation, and the U.S. Constitution and business. Students are introduced to substantive rules of law in the areas of contract, torts, criminal law, product and service liability and their impact internationally. Governmental efforts to regulate business activity relative to worker protection, consumer protection and environmental law are covered. **Prerequisite:** Junior standing in the SBM. (FALL, SPRING)

BUAD 382 BUSINESS LAW- *Three hours; 3 credits.* This course examines the basic concepts in determining the various types of business organizations. Emphasis is placed on agency, partnership, corporations. Students are introduced to the Uniform Commercial Codes treatment of sales, security transactions, and negotiable instruments. Bankruptcy and Accounts legal liability are also covered. **Prerequisite:** Successful completion of BUAD 381. (FALL, SPRING)

BUAD 408 HONORS SENIOR SEMINAR IN PROFESSIONAL DEVELOPMENT I (HON SEN SEM – PD I) *0 credit.* This course is an experiential professional development seminar for fourth-year/senior honors students. The course includes a speaker series, workshops and service activities designed to provide honors students with an opportunity to prepare for the transition from an academic to a professional environment. Students will have an opportunity to hone their business research skills, build social confidence, practice group facilitation skills and strengthen their

leadership skills, build social confidence, practice group facilitation skills and strengthen their leadership ability. The course will also include case analyses, career management and GMAT preparation. Emphasis throughout the course is placed on the three fundamental priorities of the Honors Program: performance, leadership and service. Required for GSBM honors students and open to non-honors students by permission. (FALL)

BUAD 409 HONORS SENIOR SEMINAR IN PROFESSIONAL DEVELOPMENT II (HON SEN SEM – PD II) *0 credit.* This course is an experiential professional development seminar for fourth-year/senior honors students. The course includes a speaker series, workshops and service activities designed to provide honors students with an opportunity to prepare for the transition from an academic to a professional environment. Students will have an opportunity to hone their business research skills, build social confidence, practice group facilitation skills and strengthen their leadership ability. The course will also include case analyses, career management and GMAT preparation. Emphasis throughout the course is placed on the three fundamental priorities of the Honors Program: performance, leadership and service. Required for GSBM honors students and open to non-honors students by permission. (SPRING)

BUAD 450 MANAGING THE VENTURE FINANCING PROCESS – *Three hours; 3 credits.* This course will examine the venture financing options available for new business startups. It emphasizes creating and analyzing financial documents, approaching financial sources, selling stock for growing companies, and managing the financial condition of a new venture. **Prerequisite:** BUAD 351 and BUAD 384.

BUAD 456 SPECIAL TOPICS IN BUSINESS ADMINISTRATION- *Three hours; 3 credits.* This course will investigate selected topics of significance to entrepreneurship, business and management. The precise focus varies by semester. Emphasis will be placed on developing the entrepreneurial, analytical and problem-solving skills of students as applied to current business issues. **Prerequisites:** MGMT 324, FIN 343, MKTG 331, and senior standing in SBM. This is a course with “Honors” designation. (SPRING)

BUAD 486 INTERNSHIP AND FIELD EXPERIENCE- *Nine hours; 3 credits.* A student works with the department faculty. Career De-

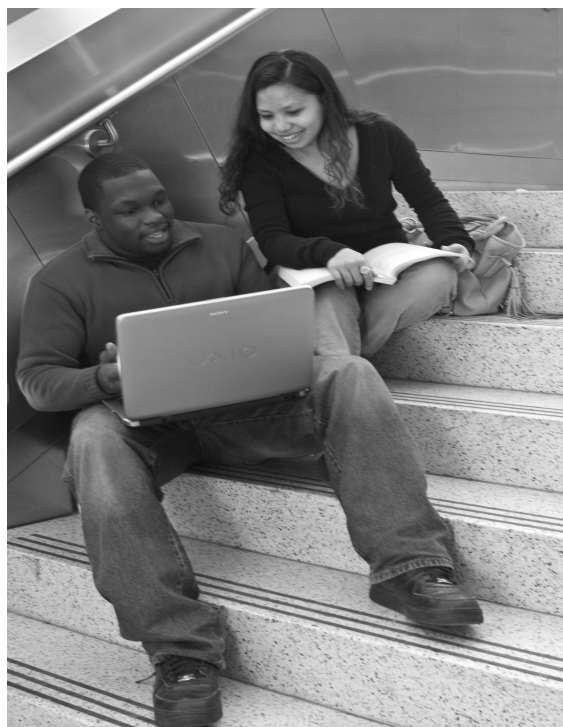
velopment and agency or company officials arrange a qualitatively useful job assignment that provides hands-on experience directly related to the student's major field of study in business administration, management, marketing or hospitality management.

Prerequisites: Permission of chairperson; employer acceptance; successful completion of ECON 212, FIN 343, BUAD 202, BUAD 326, BUAD 381, MGMT 324, MKTG 331 and cumulative GPA of 2.50. (Non-repeatable) (FALL, SPRING)

BUAD 498 BUSINESS POLICY (Honors Students Only) – *Three hours; 3 credits.* This is an advanced course in management and should be taken as a capstone course during the student's final semester. It utilizes the case approach and an Internet-based business simulation as learning tools. The student is required to apply all the concepts of management, accounting, production, marketing, economics and finance. This course requires integrating skills at developing and deploying organizational resources and capabilities; applying analytical tools and perspectives to changing industries and multi-business markets; and designing organizational structures, systems, and processes that achieve short-term and longterm strength and growth. Students learn how to manage the interpersonal dynamics of strategy decision making and how to communicate effectively their visions and strategies to internal and external stakeholders of the organization. Core strategy themes including analyzing scale and scope, evaluating competencies, understanding the importance of organizational capabilities, managing the multi-business corporation, and choosing strategies are all emphasized in this course. **Prerequisites:** ACCT 202, FIN 343, MKTG 331, BUAD 327, BUAD 381, MGMT 324, MGMT 328. COURSE IS TO BE TAKEN THE SEMESTER OF GRADUATION. (SPRING)

BUAD 499 BUSINESS POLICY–*Three hours; 3 credits.* This course focuses on management, entrepreneurial decision-making, strategy formulation, implementation, and evaluation/control to ensure that organizational resources, internal factors, external information, and current performance are helping achieve organizational mission, goals, and objectives. The course emphasizes strategy, survival and success, and long-term performance. Strategic concepts, case analysis, computer simulations, library research, student management teams, and presenta-

tions are emphasized. **Prerequisites:** ACCT 202 (or ACCT 300), FIN 343, MGMT 324, MGMT 328, MKTG 331, BUAD 326, BUAD 327 and BUAD 381. COURSE IS TO BE TAKEN ONLY IN THE SEMESTER OF GRADUATION. (FALL, SPRING)



THE MAJOR IN HUMAN RESOURCE MANAGEMENT

The Management major offers a Human Resource Management focus. Fifteen credit hours of *required* courses must be taken in MGMT 329, MGMT 330, MGMT 420, MGMT 421 and MGMT 425. Students can choose 6 credits from among the following: BUAD 351, BUAD 452, BUAD 456, BUAD 486, MGMT 465 and one 300-400 level course in Marketing.

STUDENTS IN THE HONORS PROGRAM MUST FOLLOW THE HONORS CURRICULUM

Management

Required (15 credits)

<i>Course Number</i>	<i>Credits</i>	<i>Title</i>
MGMT 329	3	HR: Management
MGMT 330	3	Compensation/Bene Mgmt
MGMT 420	3	Labor-Management Relations
MGMT 421	3	Training and Development
MGMT 425	3	Staffing and Performance Management

Electives (6 credits)

ENTR 351	3	Entrepreneurship
ENTR 452	3	Adv'd Entrepreneurship
BUAD 456	3	Special Topics in Bus. Administration
BUAD 486	3	Internship and Field Experience
MGMT 465	3	Issues in HR
MKTG	3	300-400 Level

NOTE: Junior standing in the School of Business and Management means successful completion of 60 credits in General Education and SBM Requirements including MATH 201, ECON 212, ACCT 202, INSS 141.

MANAGEMENT COURSE OFFERINGS

ORBM 102 FRESHMAN ORIENTATION FOR BUSINESS AND MANAGEMENT MAJORS-*Two hours; 1 credit.* This course introduces students to the expectations and demands of higher education, to the legacy and tradition at Morgan State University, to college survival strategies, and to the broad array of career opportunities in business and management. Students enrolled in this class are required to attend all university convocations and other prescribed extra-curricular activities. They are also required to hold conferences with their faculty advisors in order to pass the course. Students transferring 24 or more credits to the university when admitted are exempted from this requirement. (Formerly ORIE 102) (FALL, SPRING)

ORBM 112 HONORS ORIENTATION FOR BUSINESS AND MANAGEMENT MAJORS – *Two hours; 1 credit.* This course introduces students to the expectations and demands of higher education, to the legacy and tra-

dition of the School of Business and Management and of Morgan State University, to college survival strategies, to the world of business, to the core competencies necessary for success at Morgan, and to the broad array of internship and career opportunities available to business majors. Students enrolled in this course are required to attend all University convocations and other prescribed activities. Students transferring 24 or more credits to the University when admitted are exempt from taking Honors Orientation. (Formerly ORIE 112) (FALL)

MGMT 324 ORGANIZATIONAL BEHAVIOR-*Three hours; 3 credits.* This course introduces students to the principles of management and organizational behavior, focusing on the behavior of individuals and groups and how such behavior contributes to organizational effectiveness. Topics include managerial functions and roles, perception, learning, motivation, personality, attitudes and values, team dynamics, leadership, influence and power, communication, conflict, and organizational strategy, structure, change, ethics and culture. **Prerequisite:** Junior standing in the SBM. (FALL, SPRING)

MGMT 328 PRODUCTION AND OPERATIONS MANAGEMENT-*Three hours; 3 credits.* This course thoroughly examines the vital function of product manufacturing and service creation as an integrated production and operations management system of resource inputs, conversion processes, and value-added outputs. A managerial, system focus emphasizes effective and efficient production management concepts and techniques. **Prerequisites:** Successful completion of INSS 220 and Junior standing in the SBM. (FALL, SPRING)

MGMT 329 HUMAN RESOURCE MANAGEMENT - *Three hours; 3 credits.* This course examines principles and practices involved in recruiting, interviewing, selecting, hiring and developing employees. Separations, transfers, promotions, EEO considerations, privacy and affirmative action are considered. **Prerequisite:** Successful completion of MGMT 324. (FALL, SPRING)

MGMT 330 COMPENSATION AND BENEFITS MANAGEMENT-*Three hours; 3 credits.* This course is an advanced examination of compensation theory, practice, and benefit programs. Readings, cases, exercises, simulations, projects, and a paper are used to develop competence in compensation management and benefits such as health care, dental, legal rights, child care, educational payments, profit sharing, sick leave, and other employee and managerial incentives. **Prerequisite:** Successful completion of MGMT 329. (FALL, SPRING)

MGMT 420 LABOR-MANAGEMENT RELATIONS – *Three hours; 3 credits.* This course examines the concepts, policies, programs, and practices of labor organizations and management groups working together, along with community, agency, and neutrals, to resolve work-place conflicts, minimize labor market and employment adjustments, and enhance organizational performance, productivity, and survivability. Readings, projects, cases and a research-oriented paper are expected. **Prerequisite:** Successful completion of MGMT 329. (Formerly MGMT 350, MGMT 450). (FALL)

MGMT 421 TRAINING AND DEVELOPMENT–*Three hours; 3 credits.* This is a senior level course that applies the management fundamentals to improve supervisory, managerial, and executive effectiveness. Texts, readings, and projects are designed to enhance managerial skills of planning, organizing, leading, and evaluating well beyond basic principles of management. Cases, simulations, and workshop-oriented management training exercises build on other management and business courses to improve managerial performance and prospects for upward mobility. Focus is on training to be a better manager and improving fast-track entry into middle and upper management in corporations, and entrepreneurial enterprises. **Prerequisites:** MGMT 329 and Senior standing in the SBM. This is a course with “Honors” designation. (SPRING)

MGMT 425 STAFFING AND PERFORMANCE MANAGEMENT - *Three hours; 3 credits.* This course is an advanced examination of the body of theory and practices involved in recruiting, selecting and placing employees as well as techniques and processes involved in measuring and managing the performance contribution of employees. Readings, cases, exercises, simulations, internal or external projects, or a term paper are used to develop an understanding of how systematic staffing and performance management practices serve as means to attract, develop and retain high performing employees to build a sustainable competitive advantage for the organization. **Prerequisite:** Successful completion of MGMT 329. (SPRING)

MGMT 465 ISSUES IN HUMAN RESOURCE MANAGEMENT–*Three hours; 3 credits.* This course is an in-depth investigation of selected current trends and issues of importance in HR and industrial relations. It is an integrative, case-oriented approach to the study of problems and policy in HR and industrial relations. Simulation exercises and case analysis are used in addition to

lecture and student presentations. **Prerequisite:** Senior standing in the SBM. This is a course with “Honors” designation. (Formerly MGMT 422, MGMT 495). (SPRING).

THE MAJOR IN MARKETING

The major in Marketing requires 21 credits beyond the General Education requirements and SBM Requirements. The 15 credits of required Marketing courses are: MKTG 335, MKTG 338, MKTG 340, MKTG 420, and MKTG 495. In addition, students can choose 6 credits from among the following: MKTG 333, MKTG 334, MKTG 336, MKTG 337, MKTG 345, MKTG 346, MKTG 419, MKTG 431, MKTG 465, ENTR 351 and BUAD 486.

STUDENTS IN THE HONORS PROGRAM MUST FOLLOW THE HONORS CURRICULUM

Marketing

Required (15 credits)

Course	Credits	Title
MKTG 335	3	Consumer Behavior
MKTG 338	3	Professional Selling
MKTG 340	3	Global Marketing
MKTG 420	3	Marketing Research Systems
MKTG 495	3	Strategic Marketing Management

Electives (6 credits)

MKTG 333	3	E-Marketing
MKTG 334	3	B-2-B Marketing
MKTG 336	3	Retail Management
MKTG 337	3	Marketing Channels Management
MKTG 345	3	Services Marketing
MKTG 346	3	Soc. Mktg.
MKTG 419	3	Product Management
MKTG 431	3	Advertising and Marketing Communications
MKTG 465	3	Special Topics in Marketing
ENTR 351	3	Entrepreneurship
BUAD 456	3	Special Topics in Business Administration
BUAD 486	3	Internship and Field Experience

NOTE: Junior standing in the School of Business and Management means successful completion of 60 credits in General Education and SBM Requirements including MATH 201, ECON 211, ECON 212, ACCT 202 (OR ACCT 300), INSS 141.

MARKETING COURSE OFFERINGS

ORBM 102 FRESHMAN ORIENTATION FOR BUSINESS AND MANAGEMENT MAJORS—*Two hours; 1 credit.* This course introduces students to the expectations and demands of higher education, to the legacy and tradition at Morgan State University, to college survival strategies, and to the broad array of career opportunities in business and management. Students enrolled in this course are required to attend all university convocations and other prescribed extra-curricular activities. They are also required to hold conferences with their faculty advisors in order to pass the course. Students transferring 24 or more credits to the university when admitted are exempted from this requirement. (Formerly ORIE 102) (FALL, SPRING)

ORBM 112 HONORS ORIENTATION FOR BUSINESS AND MANAGEMENT MAJORS — *Two hours; 1 credit.* This course introduces students to the expectations and demands of higher education, to the legacy and tradition of the School of Business and Management and of Morgan State University, to college survival strategies, to the world of business, to the core competencies necessary for success at Morgan, and to the broad array of internship and career opportunities available to business majors. Students enrolled in this course are required to attend all University convocations and other prescribed activities. Students transferring 24 or more credits to the University when admitted are exempt from taking Honors Orientation. (Formerly ORIE 112) (FALL)

MKTG 331 PRINCIPLES OF MARKETING—*Three hours; 3 credits.* Marketing forms the foundation of all successful business and non-business transactions. This course introduces the student to the concepts and applications of marketing in society and in the firm and presents an overview of the marketing mix, global marketing, and careers in marketing. **Prerequisite:** Junior standing in the SBM. (FALL, SPRING)

MKTG 333 E-MARKETING - *Three hours; 3 credits.* This course introduces the student to the principles and practices of electronic marketing. It explores strategies and techniques unique to electronic marketing in pricing, product, promotion and distribution as well as integrating e-marketing with business processes. Topics covered include the unique issues pertaining to consumer behavior, ethics and public policy in electronic marketing. **Prerequisites:** INSS 141 and MKTG 331. (FALL)

MKTG 334 BUSINESS-TO-BUSINESS MARKETING—*Three hours; 3 credits.* Business markets comprise industrial buyers, government, and various marketing intermediaries and account for the largest portion of domestic and global economic activity. This course focuses on the processes by which firms understand, create and deliver value to their targeted business markets and customers through the goods and services that they offer. **Prerequisite:** MKTG 331. (SPRING)

MKTG 335 CONSUMER BEHAVIOR—*Three hours; 3 credits.* This course focuses the marketing concept on customer orientation, wants, needs, and desires so that organizational resources can be used to deliver need-satisfying products and services. It introduces explanatory and predictive models concerning buyers, marketing policy and strategy. **Prerequisite:** Successful completion of MKTG 331. (Formerly MKTG 347). (FALL, SPRING)

MKTG 336 RETAIL MANAGEMENT—*Three hours; 3 credits.* This course examines principles and methods of management as applied for retail problem solving at the managerial level. Includes analysis of location, organization, personnel, inventory control, buying functions, selling and profitability planning and management. **Prerequisite:** Successful completion of MKTG 331. (SPRING)

MKTG 337 MARKETING CHANNELS MANAGEMENT—*Three hours; 3 credits.* Marketing channels are the most enduring aspect of marketing strategy. The strategic management of marketing channels involves the design and operation of a distribution network to provide ongoing contact with targeted customers, as well as logistics, which focuses on providing product/service availability at the appropriate times and places in the marketing channel. **Prerequisite:** MKTG 331. (FALL)

MKTG 338 PROFESSIONAL SELLING—*Three hours; 3 credits.* This course is a detailed examination of the process and steps in effective selling. It examines the contemporary salesperson's responsibilities of prospecting, making sales calls and presentations, closing sales, ensuring customer satisfaction. It covers sales promotion and territory management. **Prerequisite:** Successful completion of MKTG 331. (FALL, SPRING)

MKTG 340 GLOBAL MARKETING—*Three hours; 3 credits.* This course is an analysis and examination of key concepts, environmental and strategic issues involved in entering international markets and conducting marketing operations across national borders. Attention will be focused upon the identification and evaluation of market

opportunities, modification of marketing strategies and programs in response to different market needs and constraints, and coordinating strategies in world markets. **Prerequisite:** Successful completion of MKTG 331. (FALL, SPRING)

MKTG 345 SERVICES MARKETING—*Three hours; 3 credits.* This course provides a framework for understanding the key issues of services marketing. It focuses on how services differ from goods and how this influences the way the former are marketed. Particular attention is paid to the role of quality in delivering services to meet and exceed customer expectations. Topics covered include the following: blueprinting, role of physical evidence, customer satisfaction, service delivery, promotion, pricing, locating facilities, and consumer decision-making. **Prerequisite:** Successful completion of MKTG 331. This is a course with “Honors” designation. (FALL)

MKTG 346 SOCIAL MARKETING—*Three hours; 3 credits.* This course provides coverage of marketing activities related to social causes, ideas, and behaviors. These activities are typically carried out by non-profit organizations involved in such areas as education, health care, religion, and philanthropy. The focus of marketing in these areas is to encourage, promote and sustain desirable social behaviors and ideas and to foster community and volunteer support. **Prerequisite:** MKTG 331. (SPRING)

MKTG 419 PRODUCT MANAGEMENT—*Three hours; 3 credits.* Product management involves managing the entire marketing operation of a product from its inception to final customer distribution. This course focuses on both strategic issues, such as product development, positioning, and branding, as well as tactical aspects, such as researching customer needs, managing the product commercialization process, organizing promotions, and sales tracking. **Prerequisite:** MKTG 331. (SPRING)

MKTG 420 MARKETING RESEARCH SYSTEMS —*Three hours; 3 credits.* Students learn the salient features of a total marketing research and information system that encompasses internal reports, marketing intelligence, marketing research and analytical marketing. **Prerequisites:** Successful completion of MKTG 331, INSS 141, and INSS 220. (Formerly MKTG 343). (FALL, SPRING)

MKTG 431 ADVERTISING AND MARKETING COMMUNICATIONS—*Three hours; 3 credits.* This course emphasizes an understanding and application of the principles of marketing communications from a managerial perspective. It will focus on advertising, sales promotion, and public relations with special attention to the economic, sociological and

psychological aspects of behavior. **Prerequisite:** Successful completion of MKTG 335. (FALL)

MKTG 465 SPECIAL TOPICS IN MARKETING -*Three hours; 3 credits.* An advanced course in marketing devoted to the exploration of new developments in marketing theory and practice and investigation of marketing problems and issues. **Prerequisite:** Senior standing in the SBM. This is a course with “Honors” designation. (Formerly Seminar in Marketing). (FALL)

MKTG 495 STRATEGIC MARKETING MANAGEMENT—*Three hours; 3 credits.* This is a capstone course with a “big picture,” environmental focus that examines major managerial problems in marketing. Cases, computer simulations, and literature on strategic marketing management are utilized to enhanced student competence with the principles and processes of strategic market planning, and the development, implementation, and control of marketing plans and programs. **Prerequisites:** MKTG 335, MKTG 420 and Senior standing in the SBM. (FALL, SPRING)

THE MAJOR IN ENTREPRENEURSHIP

In recognition of the role entrepreneurship plays in the economic development of the nation, the entrepreneurship major focuses on the process of new venture creation, risks and rewards of entrepreneurship, identification and exploitation of entrepreneurial opportunities, and the managerial skills and important inter-relationships between business functions (e.g., finance, marketing, management, human resources, and accounting) that are required for successful entrepreneurship.

In addition to the General Education and the SBM requirements, the major in Entrepreneurship requires 21 credits made up of 15 credits of required courses and 6 credits of electives. The required courses are: ENTR 351 (formerly BUAD 351), ENTR 353, BUAD 382, ENTR 384 (formerly BUAD 384), and ENTR 452 (formerly BUAD 452). The 6 credits of electives may be selected from the following courses: BUAD 361, BUAD 362, BUAD 371, ENTR 450, ENTR 457, FIN 344, one 300-400 level course in Management or Marketing.

Required (15 credits)

Course Number	Credits	Title
ENTR 351	3	Entrepreneurship
ENTR 353	3	Social Entrepreneurship
BUAD 382	3	Business Law

ENTR 384	3	Entrepreneurial Opportunity Recognition
ENTR 452	3	Advanced Entrepreneurship

Electives (6 credits)

BUAD 361	3	Fund of Risk Mgmt
BUAD 362	3	Life and Health Insurance
BUAD 371	3	Principles of Real Estate
ENTR 450	3	Managing the Venture Financing Process
ENTR 457	3	Special Topics in Entrepreneurship
FIN 344	3	Investments
MGMT	3	300-400 Level
MKTG	3	300-400 Level

Note: Junior standing in the School of Business and Management means successful completion of 60 credits in General Education and SBM Requirements including MATH 201, ECON 212, ACCT 202 (or ACCT 300), INSS 141.

ENTREPRENEURSHIP COURSE OFFERINGS

ORBM 102 FRESHMAN ORIENTATION FOR BUSINESS AND MANAGEMENT MAJORS – *Two hours; 1 credit.* This course introduces students to the expectations and demands of higher education, to the legacy and tradition at Morgan State University, to college survival strategies, and to the broad array of career opportunities in business and management. Students enrolled in this class are required to attend all university convocations and other prescribed extracurricular activities. They are also required to hold conferences with their faculty advisors in order to pass the course. Students transferring 24 or more credits to the university when admitted are exempted from this requirement. (Formerly ORIE 102) (FALL/SPRING)

ENTR 351 ENTREPRENEURSHIP – *Three hours; 3 credits.* This course focuses on creating, owning and operating a business firm as well as selected opportunities, challenges and strategic problems. The course theme is that success for a new business is dependent upon distinctive strategy, competence, and managerial effectiveness, supported by consistent, efficient policies and practices in marketing, production, finance, human resource management, and customer service. **Prerequisites:** FIN 343, MKTG 331, and MGMT 324. (Formerly BUAD 351) (FALL/SPRING)

ENTR 353 SOCIAL ENTREPRENEURSHIP – *Three hours; 3 credits.* Social entrepreneurship examines the characteristics of a social enterprise and explores the challenges of managing a successful social enterprise. “Social return on investment” is described and applied in diverse “nonprofit” settings. The course prepares the student for a career in social entrepreneurship through understanding the vision, mission, strategies, goals, and organizational structure of successful and failed social enterprises. **Prerequisites:** FIN 343, MKTG 331, and MGMT 324. (SPRING)

ENTR 384 ENTREPRENEURIAL OPPORTUNITY RECOGNITION – *Three hours; 3 credits.* This course examines the entrepreneurial opportunity recognition process. Discussion of psychological, demographic, economic, social network, marketing, and finance factors will help students better understand how to take an initial new venture concept or idea and turn it into an entrepreneurial opportunity. Students will develop networking and presentation skills, as well as refine their ability to conduct market research and prepare financial projections. **Prerequisites:** FIN 343, MKTG 331, and MGMT 324. (Formerly BUAD 384) (FALL)

ENTR 450 MANAGING THE VENTURE FINANCING PROCESS – *Three hours; 3 credits.* This course will examine the venture financing options available for new business startups. Emphasis is placed on creating and analyzing financial documents, approaching financial sources, selling stock for growing companies, and managing the financial condition of a new venture. **Prerequisites:** ENTR 351, ENTR 384. (FALL)

ENTR 452 ADVANCED ENTREPRENEURSHIP – *Three hours; 3 credits.* This course concentrates on how new ventures are started. Objectives of the course are understanding entrepreneurs, seeking and evaluating opportunities for new ventures, and gathering resources to convert those opportunities into businesses. There are two projects: Students interview entrepreneurs and write a report, and students write business plans for new ventures they have chosen. **Prerequisite:** ENTR 351. This is a course with “Honors” designation. (Formerly BUAD 452) (FALL/SPRING)

ENTR 457 SPECIAL TOPICS IN ENTREPRENEURSHIP – *Three hours; 3 credits.* This course will investigate selected topics of significance to entrepreneurship, business and management. The precise focus varies by semester. Emphasis will be placed on developing the entrepreneurial, analytical and problem-solving skills of students as applied to current business issues. **Prerequisites:** ENTR 351, BUAD 382, ENTR 384. Senior standing in SBM. (SPRING)

THE MAJOR IN HOSPITALITY MANAGEMENT

The Hospitality Management major has a strong business component. The curriculum emphasizes managerial leadership and is designed to develop/prepare students with theoretical and applied business and hospitality knowledge, skills, values and attributes. In addition to the general education and the School of Business and Management requirements, students are required to take twenty-seven hours of hospitality management courses: HOMG 101, 219, 290, 322, 325, 412, 483, 486, and MGMT 329. Six credits of electives may be chosen from the following: ENTR 351, BUAD 361, 456, 486, MGMT 420, MKTG 338, 345, HOMG 300, 321 and six credits of a foreign language.

STUDENTS IN THE HONORS PROGRAM MUST FOLLOW THE HONORS CURRICULUM

Hospitality Management Required (27 credits)

Course Number	Credit	Title
HOMG 101	3	Introduction to Hospitality
HOMG 219	3	Food Service Management and Operations
HOMG 290	3	Travel & Tourism Mgmt
HOMG 322	3	Principles of Hotel & Restaurant Management
HOMG 325	3	Rooms Division Management
HOMG 412	3	Meeting and Convention Management
HOMG 483	3	Food, Bev. & Cost
HOMG 486	3	Hospitality Marketing
MGMT 329	3	H R Management

Electives (6 Credits)

ENTR 351	3	Entrepreneurship
BUAD 361	3	Risk Management
BUAD 486	3	Internship
MGMT 420	3	Labor/Mgmt. Relations

MKTG 338	3	Professional Selling
MKTG 345	3	Services Marketing
HOMG 300	3	Casino Hotel Management
HOMG 321	3	Restaurant Management
		From Concept to Operation
XXX	3	Foreign Language*
XXX	3	Foreign Language*

*Six (6) credits of the same foreign language.

HOSPITALITY MANAGEMENT COURSE OFFERINGS

ORBM 102 FRESHMAN ORIENTATION FOR BUSINESS AND MANAGEMENT MAJORS - *Two hours; 1 credit.* This course introduces students to the expectations and demands of higher education, to the legacy and tradition at Morgan State University, to college survival strategies, and to the broad array of career opportunities in business and management. Students enrolled in this course are required to attend all University convocations and other prescribed extracurricular activities. They are also required to hold conferences with their faculty advisor in order to pass the course. Students transferring 24 or more credits to the University when admitted are exempted from this requirement. (Formerly ORIE 102). (FALL, SPRING)

ORBM 112 HONORS ORIENTATION FOR BUSINESS AND MANAGEMENT MAJORS – *Two hours; 1 credit.* This course introduces students to the expectations and demands of higher education, to the legacy and tradition of the School of Business and Management and of Morgan State University, to college survival strategies, to the world of business, to the core to the core competencies necessary for success at Morgan, and to the broad array of internship and career opportunities available to business majors. Students enrolled in this course are required to attend all University convocations and other prescribed activities. Students transferring 24 or more credits to the University when admitted are exempt from taking Honors Orientation. (Formerly ORIE 112). (FALL)

HOMG 101 INTRODUCTION TO THE HOSPITALITY TOURISM INDUSTRY– *Three hours; 3 credits.* An introduction to the study of the hospitality and tourism industry and career opportunities. Emphasis is placed on the history and development of the hospitality industry as well as current trends of restaurants, hotels and motels with food service operations. (FALL, SPRING)

HOMG 219 FOOD SERVICE MANAGEMENT AND OPERATION— *Three hours; 3 credits.* A study of the different types of food service beginning with an overview of the food-service industry. Detailed consideration is given to the components of the food-service system: Menu planning, logistical support, current issues on food safety and sanitation, production, service and controls. **Prerequisite:** HOMG 101. This is a course with “Honors” designation. (SPRING)

HOMG 290 TRAVEL AND TOURISM OPERATIONS— *Three hours; 3 credits.* This course takes a detailed look at the daily operation of suppliers in the travel industry, to include airlines, cruise lines, rail lines, motor coaches and car rental companies. The course examines legislation and industry practices that have shaped the development of the travel and tourism industry. Sustainable tourism development and marketing practices are discussed. **Prerequisite:** HOMG 101. (Formerly HOMG 390). (FALL)

HOMG 300 CASINO OPERATION AND MANAGEMENT— *Three hours; 3 credits.* Practices and problems associated with casino management including staffing, security and control, taxation and entertainment. Topics include the economics of the casino, its interface with the hotel, organization and terminology. **Prerequisites:** HOMG 101, 219 and Junior standing in the SBM.

HOMG 321 RESTAURANT MANAGEMENT FROM CONCEPT TO OPERATION. This course will take the students step-by-step through the complicated process of creating and opening a restaurant. The course will concentrate in the following areas of operation: liabilities of restaurant operation, types and characteristics of restaurant operation, concept, marketing and business plans, financing, leasing, menu, purchasing, recruiting, staffing, training, service and customer relations. **Prerequisites:** HOMG 101, 219, and MKTG 331.

HOMG 322 PRINCIPLES OF HOTEL AND RESTAURANT MANAGEMENT – *Three hours; 3 credits* This course provides a well rounded look at all components of the hospitality/ tourism industry as it impacts the lodging and foodservice industry. It examines various types of hotel and restaurant property development, financing, marketing, management, control and operation. **Prerequisites:** HOMG 101, 219 and junior standing in the SBM. (Formerly HOMG 325). (FALL, SPRING).

HOMG 325 ROOMS-DIVISION MANAGEMENT *Three hours; 3 credits.* A study of the components of the rooms division, i.e., the front office, reservations, communications-PBX, housekeeping, and security. Full house management and yield management strategies are emphasized in this course. Effective selling techniques and profit maximizing options are examined. **Prerequisites:** HOMG 101, and junior standing in the SBM. (Formerly HOMG 322). (SPRING).

HOMG 412 MEETING AND CONVENTION MANAGEMENT - *Three hours; 3 credits.* This course closely examines areas of daily concern to meeting planners. Special emphasis is placed on budgeting for meetings, negotiating contracts with hoteliers, airlines, and surface transportation providers. Timelines for promotion of meetings to membership of associations and corporations are discussed. This course reviews how successful planners use destination marketing organizations, airlines, convention bureaus, etc. to facilitate their meeting plans in a cost-effective manner. **Prerequisites:** HOMG 101 and senior standing. This is a course with “Honors” designation. (Formerly HOMG 312). (SPRING).

HOMG 483 FOOD, BEVERAGE AND LABOR COSTS CONTROLS – *Three hours; 3 credits.* Managerial use of food, beverage and labor controls will be discussed, defining a number of key terms and concepts. Detailed consideration is given to the following components: control process, the basics of cost/ volume/ profit analysis, and the application of control processes to the various phases of food and beverage operations; purchasing, receiving, storing, issuing, production and service. **Prerequisites:** HOMG 101, 219, 322 and Senior standing in the SBM. (FALL)

HOMG 486 HOSPITALITY/TOURISM MARKETING— *Three hours; 3 credits.* This course applies marketing concepts to the hospitality and tourism industry with special emphasis on the role of promotion, market segmentation, positioning, target marketing, and consumer needs and wants. Specific concentration on the hospitality marketing mix: Product/ Service, Presentation, Communication, and distribution mix. **Prerequisites:** HOMG 101, 219, 325, MKTG 331 and Senior standing in the SBM. (SPRING).

MORGAN STATE UNIVERSITY
CURRICULUM IN BUSINESS ADMINISTRATION
 LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
 SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENG 101	FRESHMAN COMP I	3
HIST 101	WORLD HISTORY I** or	3
or 105	U.S. HISTORY I	
HEED 100	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANAL I	4
BIOL 101	INTRO BIOLOGY I or	4
or 102	INTRO BIOLOGY II	
ORBM 102	FRESHMAN ORIENTATION	1

17**SOPHOMORE YEAR (FIRST SEMESTER)**

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN OF ACCOUNTING I	3
HUMA 201	HUMANITIES I	3
ECON 211	ECONOMICS I (MACRO)	3
BUAD 202	BUS LEADERSHIP SEM	3

15**JUNIOR YEAR (FIRST SEMESTER)**

ENGL 357	BUSINESS COMMUNICATION	3
MGMT 324	ORG. BEHAVIOR	3
FIN 343	MANAGERIAL FINANCE	3
MKTG 331	PRINCIPLES OF MKTG	3
HUMA XXX	HUMANITIES ELECTIVE***	3

15**SENIOR YEAR (FIRST SEMESTER)**

MGMT 328	PRODUCTION & OM	3
BUAD 371	PRIN REAL ESTATE	3
ENTR 452	ADV ENTREPRENEURSHIP	3
BUAD XXX	ELECTIVE*	3
BUAD 381	LEGAL & ETHICAL ENV.	3

15**FRESHMAN YEAR (FIRST SEMESTER)**

ENG 102	FRESHMAN COMP II	3
HIST 102	WORLD HISTORY II** or	3
or 106	U.S. HISTORY II	
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP INFO SYST	3
CHEM 101	GENERAL CHEMISTRY	
or CHEM 105 or CHEM 110 or PHYS 101		
or PHYS 203 or PHYS 205		4
MATH 118	FINITE MATH	3

17**SOPHOMORE YEAR (SECOND SEMESTER)**

PHIL 109	INTRO TO LOGIC	3
ACCT 202	PRIN OF ACCOUNTING II	3
HUMA 202	HUMANITIES II	3
ECON 212	ECONOMICS II (MICRO)	3
INSS 220	ANALYTICAL DECISIONS	3

15**JUNIOR YEAR (SECOND SEMESTER)**

BUAD 327	FUND OF INTERN BUS	3
BUAD 361	FUND RISK MGMT I	3
BUAD 326	BUSINESS, ETHICS & SOCIETY	3
ENTR 351	ENTREPRENEURSHIP	3
INSS 360	MGMT INFO SYSTEMS	3

15**SENIOR YEAR (FIRST SEMESTER)**

BUAD 499	BUSINESS POLICY	3
HIST 350	INTRO TO AFRICAN DIASPORA	3
BUAD XXX	ELECTIVE*	3
BUAD 382	BUS LAW	3

15**TOTAL CREDITS****121**

Total Semester Hours Required: 121. *Business Administration Electives must be chosen from the following courses: BUAD 362, BUAD 456, BUAD 486, FIN 344, MKTG (300-400) Level, and one MGMT (300-400) Level.

**Students should select either the HIST 101 - 102 or HIST 105 - 106 sequence to meet requirements.

*** See General Education Requirements for eligible courses.

MORGAN STATE UNIVERSITY
CURRICULUM IN BUSINESS ADMINISTRATION - HONORS
 LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
 SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENG 111	FRESHMAN COMP I	3
HIST 111	WORLD HISTORY I** or	3
or 115	U.S. HISTORY I	
HEED 111	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANAL I	4
BIOL 111	INTRODUCTORY BIOLOGY I or	4
or 112	INTRODUCTORY BIOLOGY II	
ORBM 112	FRESHMAN ORIENTATION	1
BUAD 108	INTRO TO PD I	0

17**SOPHOMORE YEAR (FIRST SEMESTER)**

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN OF ACCOUNTING I	3
HUMA 211	HUMANITIES I	3
ECON 211	ECONOMICS I (MACRO)	3
BUAD 212	HONORS BUS LEADERSHIP SEM	3
BUAD 208	INTER PD I	0

15**JUNIOR YEAR (FIRST SEMESTER)**

ENGL 357	BUS COMMUNICATION	3
MGMT 324	ORG. BEHAVIOR	3
FIN 343	MANAGERIAL FINANCE	3
MKTG 331	PRINCIPLES OF MKTG	3
XXX XXX	HUMANITIES ELECTIVE***	3
BUAD 308	ADV PD I	0

15**SENIOR YEAR (FIRST SEMESTER)**

MGMT 328	PRODUCTION & OM	3
BUAD 371	PRIN REAL ESTATE	3
ENTR 452	ADV ENTREPRENEURSHIP	3
BUAD XXX	ELECTIVE*	3
BUAD 381	LEGAL & ETHICAL ENV.	3
BUAD 408	SR SEM PD I	0

15**FRESHMAN YEAR (SECOND SEMESTER)**

ENG 112	FRESHMAN COMP II	3
HIST 112	WORLD HISTORY II** or	3
or 116	U.S. HISTORY II	
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP SYSTEM	3
CHEM 111	GENERAL CHEMISTRY	
or CHEM 112 or PHYS 111 or PHYS 203		
or PHYS 205		4
MATH 118	FINITE MATH	3
BUAD 109	INTRO TO PD II	0

17**SOPHOMORE YEAR (SECOND SEMESTER)**

PHIL 119	INTRO TO LOGIC	3
ACCT 202	PRIN OF ACCOUNTING II	3
HUMA 212	HUMANITIES II	3
ECON 212	ECONOMICS II (MICRO)	3
INSS 220	ANALYTICAL DECISIONS	3
BUAD 209	INTER PD II	0

15**JUNIOR YEAR (SECOND SEMESTER)**

BUAD 327	FUND OF INTERN BUS	3
BUAD 361	FUND RISK MGMT I	3
BUAD 326	BUS ETHICS & SOCIETY	3
ENTR 351	ENTREPRENEURSHIP	3
INSS 360	MGMT INFO SYSTEMS	3
BUAD 309	ADV PD II	0

15**SENIOR YEAR (SECOND SEMESTER)**

BUAD 498	HONORS BUSINESS POLICY	3
HIST 360	INTRO TO AFRICAN DIASP	3
BUAD XXX	ELECTIVE*	3
BUAD 382	BUS LAW	3
BUAD 409	SR SEM PD II	0

15**TOTAL CREDITS****121**

Total Semester Hours Required: 121. *Business Administration Electives must be chosen from the following courses: BUAD 362, BUAD 456, BUAD 486, FIN 344, MKTG (300-400) Level, and one MGMT (300-400) Level.

Honors Students take Honors Seminars in Professional Development (BUAD 108 - 408 & 109 - 409) each semester they are enrolled at Morgan. Honors Seminars are Pass/Fail courses.

**Students should select either the HIST 111 - 112 or HIST 115 - 116 sequence to meet requirements.

*** See General Education Requirements for eligible courses.

MORGAN STATE UNIVERSITY
CURRICULUM IN **HUMAN RESOURCE MANAGEMENT**
LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 101	FRESHMAN COMP I	3
HIST 101	WORLD HISTORY I ** or	3
or 105	HISTORY OF THE U.S. I	
HEED 100	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANALYSIS I	4
BIOL 101	INTRO BIOLOGY I or	4
or 102	INTRO BIOLOGY II	
ORBM 102	FRESHMAN ORIENTATION	1
		<hr/>
		17

SOPHOMORE YEAR (FIRST SEMESTER)

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN OF ACCOUNTING I	3
HUMA 201	HUMANITIES I	3
ECON 211	ECONOMICS I (MACRO)	3
BUAD 202	BUS. LEADERSHIP SEM	3
		<hr/>
		15

JUNIOR YEAR (FIRST SEMESTER)

ENGL 357	BUS COMMUNICATION	3
MGMT 324	ORG BEHAVIOR	3
FIN 343	MANAGERIAL FINANCE	3
MKTG 331	PRINCIPLES OF MKTG	3
XXX XXX	HUMANITIES ELECTIVE***	3
		<hr/>
		15

SENIOR YEAR (FIRST SEMESTER)

MGMT 328	PRODUCTION & OM	3
MGMT 330	COMP/BEN MGMT	3
MGMT XXX	ELECTIVE*	3
HIST 350	INTRO TO AFRICAN DIASP	3
MGMT 420	LABOR-MGMT REL.	3
		<hr/>
		15

FRESHMAN YEAR (SECOND SEMESTER)

ENGL 102	FRESHMAN COMP II	3
HIST 102	WORLD HISTORY II** or	3
or 106	HISTORY OF THE U.S. II	
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP INFO	3
CHEM 101	GENERAL CHEMISTRY	
or	CHEM 105 or CHEM 110 or	
PHYS 101	or PHYS 203 or PHYS 205	4
MATH 118	FINITE MATH	3
		<hr/>
		17

SOPHOMORE YEAR (SECOND SEMESTER)

ACCT 202	PRIN OF ACCOUNTING II	3
HUMA 202	HUMANITIES II	3
ECON 212	ECONOMICS II (MICRO)	3
PHIL 109	INTRO TO LOGIC	3
INSS 220	ANALYTICAL DECISION	3
		<hr/>
		15

JUNIOR YEAR (SECOND SEMESTER)

BUAD 327	FUND INTERN BUS	3
MGMT 329	HR: MANAGEMENT	3
BUAD 381	LEGAL & ETHICAL ENV	3
INSS 360	MGMT INFO SYSTEMS	3
BUAD 326	BUS., ETHICS & SOCIETY	3
		<hr/>
		15

SENIOR YEAR (SECOND SEMESTER)

MGMT 421	TRAINING & DVPT	3
MGMT 425	STAFFING & PERF. MGMT	3
BUAD 499	BUSINESS POLICY	3
MGMT XXX	ELECTIVE*	3
		<hr/>
		12

TOTAL CREDITS**121**

Total Semester Hours Required: 121. *Management Electives must be chosen from the following courses: MGMT 465; ENTR 351 and 452, BUAD 456 and 486; and one MKTG (300-400) Level.

**Students should select either the HIST 101 - 102 or HIST 105 - 106 sequence to meet requirements.

*** See General Education Requirements for eligible courses.

MORGAN STATE UNIVERSITY
CURRICULUM IN **HUMAN RESOURCE MANAGEMENT - HONORS**
LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 111	FRESHMAN COMP I	3
HIST 111	WORLD HISTORY I ** or	3
or 115	HISTORY OF THE U.S. I	
HEED 111	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANALYSIS I	4
BIOL 111	INTRO BIOLOGY I or	4
or 112	INTRO BIOLOGY II	
ORBM 112	HONORS ORIENTATION	1
BUAD 108	INTRO TO PD I	0

17**SOPHOMORE YEAR (FIRST SEMESTER)**

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN ACCOUNTING I	3
HUMA 211	HUMANITIES I	3
ECON 211	ECONOMICS I (MACRO)	3
BUAD 212	HON. BUS. LEADERSHIP SEM	3
BUAD 208	INTER PD I	0

15**JUNIOR YEAR (FIRST SEMESTER)**

ENGL 357	BUSINESS COMMUNICATION	3
MGMT 324	ORG BEHAVIOR	3
FIN 343	MANAGERIAL FINANCE	3
MKTG 331	PRINCIPLES OF MKTG	3
XXX XXX	HUMANITIES ELECTIVE***	3
BUAD 308	ADV PD I	0

15**SENIOR YEAR (FIRST SEMESTER)**

MGMT 328	PRODUCTION & OM	3
MGMT 330	COMP/BEN MGMT	3
MGMT XXX	ELECTIVE*	3
HIST 360	INTRO TO AFRICAN DIASP	3
MGMT 420	LABOR-MGMT REL.	3
BUAD 408	SR SEM PD I	0

15**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMAN COMP II	3
HIST 112	WORLD HISTORY II ** or	3
or 116	HISTORY OF THE U.S. II	
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP SYSTEM	3
CHEM 111	GENERAL CHEMISTRY	
or CHEM 112 or PHYS 111		
or PHYS 203 or PHYS 205		4
MATH 118	FINITE MATH	3
BUAD109	INTRO TO PD II	0

17**SOPHOMORE YEAR (SECOND SEMESTER)**

ACCT 202	PRIN OF ACCOUNTING II	3
HUMA 212	HUMANITIES II	3
ECON 212	ECONOMICS II (MICRO)	3
PHIL 119	INTRO TO LOGIC	3
INSS 220	ANALYTICAL DECISION	3
BUAD 209	INTER PD I	0

15**JUNIOR YEAR (SECOND SEMESTER)**

BUAD 327	FUND INTERN BUS	3
MGMT 329	HR: MANAGEMENT	3
BUAD 381	LEGAL & ETHICAL ENV	3
INSS 360	MGMT INFO SYSTEMS	3
BUAD 326	BUS., ETHICS & SOCIETY	3
BUAD 309	ADV PD II	0

15**SENIOR YEAR (SECOND SEMESTER)**

MGMT 421	TRAINING & DVPT	3
MGMT 425	STAFFING & PERF. MGMT.	3
BUAD 498	HONORS BUSINESS POLICY	3
MGMT XXX	ELECTIVE*	3
BUAD 409	SR SEM PD II	0

12**TOTAL CREDITS****121**

Total Semester Hours Required: 121. *Management Electives must be chosen from the following courses: MGMT 465; ENTR 351 and 452; BUAD 456 and 486, and one MKTG (300-400) Level. Honors Students take Honors Seminars in Professional Development (BUAD 108 - 408 & 109 - 409) each semester they are enrolled at Morgan. Honors Seminars are Pass/Fail courses.

**Students should select either the HIST 111 - 112 or HIST 115 - 116 sequence to meet requirements.

*** See General Education Requirements for eligible courses.

MORGAN STATE UNIVERSITY
CURRICULUM IN MARKETING
 LEADING TO THE DEGREE OF BACHELOR OF SCIENCE

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 101	FRESHMAN COMP I	3
HIST 101	WORLD HISTORY I ** or	3
or 105	U.S. HISTORY I	
HEED 100	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANALYSIS	4
BIOL 101	INTRODUCTORY BIOLOGY	4
or 102		
ORBM 102	FRESHMAN ORIENTATION	1
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		17

SOPHOMORE YEAR (FIRST SEMESTER)

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN ACCOUNTING I	3
HUMA 201	HUMANITIES I	3
ECON 211	ECONOMICS I (MACRO)	3
BUAD 202	BUS. LEADERSHIP SEM	3
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		15

JUNIOR YEAR (FIRST SEMESTER)

ENGL 357	BUS COMMUNICATION	3
MGMT 324	ORG BEHAVIOR	3
FIN 343	MANAGERIAL FINANCE	3
MKTG 331	PRINCIPLES OF MKTG	3
XXX XXX	HUMANITIES ELECTIVE***	3
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		15

SENIOR YEAR (FIRST SEMESTER)

MGMT 328	PRODUCTION & OM	3
MKTG 338	PROF SELLING	3
MKTG 340	GLOBAL MKTG	3
MKTG 420	MKTG RESEARCH SYST	3
MGMT XXX	ELECTIVE*	3
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		15

FRESHMAN YEAR (SECOND SEMESTER)

ENGL 102	FRESHMAN COMP II	3
HIST 102	WORLD HISTORY II ** or	3
or 106	U.S. HISTORY II	
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO INFO SYSTEM	3
CHEM 101	GENERAL CHEMISTRY	
or	CHEM 105 or CHEM 110 or	
PHYS 101 or	PHYS 203 or PHYS 205	4
MATH 118	FINITE MATH	3
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SOPHOMORE YEAR (SECOND SEMESTER)

ACCT 202	PRIN ACCOUNTING II	3
HUMA 202	HUMANITIES II	3
ECON 212	ECONOMICS II (MICRO)	3
PHIL 109	INTRO TO LOGIC	3
INSS 220	ANALYTICAL DECISION	3
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JUNIOR YEAR (SECOND SEMESTER)

BUAD 327	FUND INTERN BUS	3
MKTG 335	CONSUMER BEHAVIOR	3
BUAD 381	LEGAL & ETHICAL ENV	3
INSS 360	MGMT INFO SYSTEMS	3
BUAD 326	BUS., ETHICS & SOCIETY	3
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SENIOR YEAR (SECOND SEMESTER)

MKTG 495	STRATEGIC MKTG	3
BUAD 499	BUSINESS POLICY	3
MKTG XXX	ELECTIVE*	3
HIST 350	INTRO TO AFRICAN DIASP	3
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		12

TOTAL CREDITS**121**

Total Semester Hours Required: 121. *Marketing Electives must be chosen from the following courses: MKTG 333, 334, 336, 337, 345, 346, 419, 431, 465; ENTR 351, BUAD 456 and BUAD 486.

**Students should select either the HIST 101 - 102 or HIST 105 - 106 sequence to meet requirements.

*** See General Education Requirements for eligible courses.

MORGAN STATE UNIVERSITY
CURRICULUM IN MARKETING - HONORS
 LEADING TO THE DEGREE OF BACHELOR OF SCIENCE

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 111	FRESHMAN COMP I	3
HIST 111	WORLD HISTORY I ** or	3
or 115	HISTORY OF THE U.S. I	
HEED 111	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANAL I	4
BIOL 111	INTRO BIOLOGY I or	4
or 112	INTRO BIOLOGY I	
ORBM 112	HONORS ORIENTATION	1
BUAD 108	INTRO TO PD I	0

17**SOPHOMORE YEAR (FIRST SEMESTER)**

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN ACCOUNTING I	3
HUMA 211	HUMANITIES I	3
ECON 211	ECONOMICS I (MACRO)	3
BUAD 212	HON. BUS. LEADERSHIP SEM	3
BUAD 208	INTER PD I	0

15**JUNIOR YEAR (FIRST SEMESTER)**

ENGL 357	BUS COMMUNICATION	3
MGMT 324	ORG BEHAVIOR	3
FIN 343	MANAGERIAL FINANCE	3
MKTG 331	PRINCIPLES OF MKTG	3
XXX XXX	HUMANITIES ELECTIVE***	3
BUAD 308	ADV PD I	0

15**SENIOR YEAR (FIRST SEMESTER)**

MGMT 328	PRODUCTION & OM	3
MKTG 338	PROF SELLING	3
MKTG 340	GLOBAL MKTG	3
MKTG 420	MKTG RESEARCH SYST	3
MKTG XXX	ELECTIVE*	3
BUAD 408	SR SEM PD I	0

15**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMAN COMP II	3
HIST 112	WORLD HISTORY II ** or	3
or 116	HISTORY OF THE U.S. II	
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP INFO	3
CHEM 111	GENERAL CHEMISTRY	
or CHEM 112 or PHYS 111		
or PHYS 203 or PHYS 205		4
MATH 118	FINITE MATHEMATICS	3
BUAD109	INTRO TO PD II	0

17**SOPHOMORE YEAR (SECOND SEMESTER)**

ACCT 202	PRIN OF ACCOUNTING II	3
HUMA 212	HUMANITIES II	3
ECON 212	ECONOMICS II (MICRO)	3
PHIL 119	INTRO TO LOGIC	3
INSS 220	ANALYTICAL DECISION	3
BUAD 209	INTER PD I	0

15**JUNIOR YEAR (SECOND SEMESTER)**

BUAD 327	FUND INTERN BUS	3
MKTG 335	CONSUMER BEHAVIOR	3
BUAD 381	LEGAL & ETHICAL ENV	3
INSS 360	MGMT INFO SYSTEMS	3
BUAD 326	BUS., ETHICS & SOCIETY	3
BUAD 309	ADV PD II	0

15**SENIOR YEAR (SECOND SEMESTER)**

MKTG 495	STRATEGIC MKTG	3
BUAD 498	HONORS BUSINESS POLICY	3
MKTG XXX	ELECTIVE*	3
HIST 360	INTRO TO AFRICAN DIASP	3
BUAD 409	SR SEM PD II	0

12**TOTAL CREDITS****121**

Total Semester Hours Required: 121. *Marketing Electives must be chosen from the following courses: MKTG 333, 334, 336, 337, 345, 346, 419, 431, 465; ENTR 351, BUAD 456 and 486. Honors Students take Honors Seminars in Professional Development (BUAD 108 - 408 & 109 - 409) each semester they are enrolled at Morgan. Honors Seminars are Pass/Fail courses.

**Students should select either the HIST 111 - 112 or HIST 115 - 116 sequence to meet requirements.

*** See General Education Requirements for eligible courses.

MORGAN STATE UNIVERSITY
CURRICULUM IN **ENTREPRENEURSHIP**
LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 101	FRESHMAN COMP I	3
HIST 101	WORLD HISTORY I or	3
or 105	HISTORY OF THE U.S. I**	
HEED 100	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANALYSIS	4
BIOL 101	INTRO TO BIOLOGY I or	4
or 102	INTRO TO BIOLOGY II	
ORBM 102	FRESHMAN ORIENTATION	1

17

SOPHOMORE YEAR (FIRST SEMESTER)

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN ACCT I	3
HUMA 201	HUMANITIES I	3
ECON 211	ECONOMICS I (MACRO)	3
BUAD 202	BUS. LEADERSHIP SEM	3

15

JUNIOR YEAR (THIRD SEMESTER)

ENGL 357	BUS. COMMUNICATION	3
MGMT 324	ORG. BEHAVIOR	3
FIN 343	MANAGERIAL FINANCE	3
MKTG 331	PRIN OF MKTG	3
XXX XXX	HUMANITIES ELECTIVE***	3

15

SENIOR YEAR (FIRST SEMESTER)

MGMT 328	PRODUCTION & OM	3
ENTR 353	SOCIAL ENTREPRENEURSHIP	3
BUAD 382	BUSINESS LAW	3
ENTR 384	ENTR. OPPTY. RECOGNITION	3
ENTR XXX	ELECTIVE*	3

15

FRESHMAN YEAR (SECOND SEMESTER)

ENGL 102	FRESHMAN COMP II	3
HIST 102	WORLD HISTORY II or	3
or 106	HISTORY OF THE U.S. II**	
PHED XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP INFO SYST	3
CHEM 101	GENERAL CHEMISTRY	
or	CHEM 105 or CHEM 110	
PHYS 101	or PHYS 203 or PHYS 205	4
MATH 118	FINITE MATH	3

17

SOPHOMORE YEAR (SECOND SEMESTER)

PHIL 109	INTRO TO LOGIC	3
ACCT 202	PRIN ACCT II	3
HUMA 202	HUMANITIES II	3
ECON 212	ECONOMICS II (MICRO)	3
INSS 220	ANALYTICAL DECISIONS	3

15

JUNIOR YEAR (SECOND SEMESTER)

ENGL 327	FUND INTERN BUS	3
BUAD 381	LEGAL & ETHICAL ENV	3
BUAD 326	BUSINESS, ETHICS & SOCIETY	3
ENTR 351	ENTREPRENEURSHIP	3
INSS 360	MGMT INFO SYSTEMS	3

15

SENIOR YEAR (SECOND SEMESTER)

BUAD 499	BUSINESS POLICY	3
HIST 350	INTRO TO AFR DIASPORA	3
ENTR 452	ADV. ENTREPRENEURSHIP	3
ENTR XXX	ELECTIVE*	3

12

TOTAL CREDIT HOURS**121**

Total Semester Hours Required: 121.

*Entrepreneurship Electives must be chosen from the following courses: BUAD 361, BUAD 362, BUAD 371, ENTR 450, ENTR 457, FIN 344, MKTG (300-400) level and one MGMT (300-400) level.

**Students should select either the HIST 101-102 or HIST 105-106 sequence to meet requirements.

***See General Education Requirements for eligible courses.

MORGAN STATE UNIVERSITY
CURRICULUM IN **ENTREPRENEURSHIP-HONORS**
LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 111	FRESHMAN COMP I	3
HIST 111	WORLD HISTORY I or	3
or 115	HISTORY OF THE U.S. I**	
HEED 111	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANALYSIS	4
BIOL 111	INTRO TO BIOLOGY I or	4
or 112	INTRO TO BIOLOGY II	
ORBM 112	FRESHMAN ORIENTATION	1
BUAD 108	INTRO TO PD I	0

17**SOPHOMORE YEAR (FIRST SEMESTER)**

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN ACCT I	3
HUMA 211	HUMANITIES I	3
ECON 211	ECONOMICS I (MACRO)	3
BUAD 212	BUS. LEADERSHIP SEM	3
BUAD 208	INTER PD I	0

15**JUNIOR YEAR (THIRD SEMESTER)**

ENGL 357	BUS. COMMUNICATION	3
MGMT 324	ORG. BEHAVIOR	3
FIN 343	MANAGERIAL FINANCE	3
MKTG 331	PRIN OF MKTG	3
XXX XXX	HUMANITIES ELECTIVE***	3
BUAD 308	ADV PD I	0

15**SENIOR YEAR (FIRST SEMESTER)**

MGMT 328	PRODUCTION & OM	3
ENTR 353	SOCIAL ENTREPRENEURSHIP	3
BUAD 382	BUSINESS LAW	3
ENTR 384	ENTR. OPPTY. RECOGNITION	3
ENTR XXX	ELECTIVE*	3
BUAD 408	SR SEM PD I	0

15**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMAN COMP II	3
HIST 112	WORLD HISTORY II or	3
or 116	HISTORY OF THE U.S. II**	
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP INFO SYST	3
CHEM 111	GENERAL CHEMISTRY	
or CHEM 112 or	PHYS 111 or	
	PHYS 203 or PHYS 205	4
MATH 118	FINITE MATH	3
BUAD 109	INTRO TO PD II	0

17**SOPHOMORE YEAR (SECOND SEMESTER)**

PHIL 119	INTRO TO LOGIC	3
ACCT 202	PRIN ACCT II	3
HUMA 212	HUMANITIES II	3
ECON 212	ECONOMICS II (MICRO)	3
INSS 220	ANALYTICAL DECISIONS	3
BUAD 209	INTER PD II	0

15**JUNIOR YEAR (SECOND SEMESTER)**

ENGL 327	FUND INTERN BUS	3
BUAD 381	LEGAL & ETHICAL ENV	3
BUAD 326	BUSINESS, ETHICS & SOCIETY	3
ENTR 351	ENTREPRENEURSHIP	3
INSS 360	MGMT INFO SYSTEMS	3
BUAD 309	ADV PD II	0

15**SENIOR YEAR (SECOND SEMESTER)**

BUAD 498	HONORS BUSINESS POLICY	3
HIST 360	INTRO TO AFR DIASPORA	3
ENTR 452	ADV. ENTREPRENEURSHIP	3
ENTR XXX	ELECTIVE*	3
BUAD 409	SR SEM PD II	0

12**TOTAL CREDIT HOURS****121**

*Entrepreneurship Electives must be chosen from the following courses: BUAD 361, BUAD 362, BUAD 371, ENTR 450, ENTR 457, FIN 344, MKTG (300-400) level and one MGMT (300-400) level.

**Students should select either the HIST 111-112 or HIST 115-116 sequence to meet requirements.

***See General Education Requirements for eligible courses.

MORGAN STATE UNIVERSITY
CURRICULUM IN HOSPITALITY MANAGEMENT
 LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
 SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 101	FRESHMAN COMP I	3
HOMG 101	INTRO HOSP INDUSTRY	3
HEED 100	HEALTHFUL LIVING	2
BIOL 101	INTRO BIOLOGY I or	4
or 102	INTRO BIOLOGY II	
ORBM 102	FRESHMAN ORIENTATION	1
MATH 113	INTRO TO MATH ANALYSIS I	4
		17

SOPHOMORE YEAR (FIRST SEMESTER)

HIST 102	WORLD HISTORY II** or	3
or HIST 106	HISTORY OF THE U.S. II	
HUMA 201	INTRO TO HUMANITIES I	3
ACCT 201	PRIN OF ACCOUNTING I	3
HOMG 290	TRAVEL & TOURISM OPER	3
BUAD 202	BUS. LEADERSHIP SEM	3
		15

JUNIOR YEAR (FIRST SEMESTER)

ECON 212	PRIN OF ECONOMICS II	3
HOMG 322	PRIN OF HOTEL & REST MGMT	3
MKTG 331	PRINCIPLES OF MKTG	3
ENGL 357	BUS COMMUNICATIONS	3
FIN 343	MANAGERIAL FINANCE	3
		15

SENIOR YEAR (FIRST SEMESTER)

HIST 350	AFRICAN DIASPORA	3
INSS 360	MANAGEMENT INFO SYS	3
XXX	RESTRICTED ELECTIVE*	3
HUMA XXX	HUMANITIES ELECTIVE***	3
HOMG 483	FOOD, BEV/LAB COST CNT	3
		15

*** RESTRICTED ELECTIVE CHOICES:**

MGMT 420	LABOR-MGMT RELATIONS
BUAD 486	HOSPITALITY INTERNSHIP
MKTG 338	PROFESSIONAL SELLING
BUAD 361	RISK MANAGEMENT
BUAD 327	INTERNATIONAL BUSINESS
ENTR 351	ENTREPRENEURSHIP

RECOMMENDED: 500 HOURS OF SUPERVISED HANDS-ON INDUSTRY EXPERIENCE

Students should select either the HIST 101 -102 or HIST 105 - 106 sequence to meet requirements, * See General Education Requirements for eligible courses.

FRESHMAN YEAR (SECOND SEMESTER)

ENGL 102	FRESHMAN COMP II	3
INSS 141	INTRO TO COMP INFO	3
ECON 211	PRIN OF ECONOMICS I	3
HIST 101	WORLD HISTORY I** or	
or 105	HISTORY OF THE U.S. I	3
CHEM 101	GENERAL CHEMISTRY	
	or CHEM 110 or CHEM 111	
	or PHYS 101, 203, or 205	4
PHEC XXX	PHYSICAL EDUCATION	1

17**SOPHOMORE YEAR (SECOND SEMESTER)**

INSS 220	ANALYTICAL DECISIONS	3
HOMG 219	FOOD SVC MGMT & OPER	3
HUMA 202	HUMANITIES II	3
PHIL 109	INTRO TO LOGIC	3
ACCT 202	PRIN OF ACCOUNTING II	3
		15

JUNIOR YEAR (SECOND SEMESTER)

BUAD 381	LEGAL ENVIRONMENT	3
MGMT 324	PRIN OF MGMT & ORG BEH	3
HOMG 325	ROOMS DIVISION MGMT	3
MGMT 329	HUMAN RESOURCE MGMT	3
BUAD 326	BUS., ETHICS & SOCIETY	3
		15

SENIOR YEAR (SECOND SEMESTER)

HOMG 412	MEETING & CONV MGMT	3
XXX	RESTRICTED ELECTIVE*	3
HOMG 486	HOSP & TOURISM MKTG	3
BUAD 499	BUSINESS POLICY	3
		12

TOTAL CREDITS**121**

HOMG 300	CASINO HOTEL MANAGEMENT
MKTG 345	SERVICES MARKETING
HOMG 321	REST MGMT FR CONCEPT TO OPER
6 CR HOURS OF THE SAME FOREIGN LANGUAGE	

MORGAN STATE UNIVERSITY
CURRICULUM IN HOSPITALITY MANAGEMENT - HONORS
 LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
 SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 111	FRESHMAN COMP I	3
HOMG 101	INTRO HOSP INDUSTRY	3
HEED 111	HEALTHFUL LIVING	2
BIOL 111	INTRODUCTORY BIOLOGY I or 4	
or 112	INTRODUCTORY BIOLOGY II	
ORBM 112	HONORS ORIENTATION	1
MATH 113	INTRO TO MATH ANAL	4
BUAD 108	INTRO TO PD I	0
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		17

SOPHOMORE YEAR (FIRST SEMESTER)

HIST 112	WORLD HISTORY II or **	3
or HIST 116	HISTORY OF THE U.S. II	
HUMA 211	INTRO TO HUMANITIES I	3
ACCT 201	PRIN OF ACCOUNTING I	3
HOMG 290	TRAVEL & TOURISM OPER	3
BUAD 212	HON. BUS. LEADERSHIP SEM	3
BUAD 208	INTER PD I	0
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		15

JUNIOR YEAR (FIRST SEMESTER)

ECON 212	PRIN OF ECONOMICS II	3
HOMG 322	PRIN OF HOTEL & REST MGMT	3
MKTG 331	PRINCIPLES OF MKTG	3
ENGL 357	BUSINESS COMMUNICATIONS	3
FIN 343	MANAGERIAL FINANCE	3
BUAD 308	ADV PD I	0
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		15

SENIOR YEAR (FIRST SEMESTER)

HIST 360	AFRICAN DIASPORA	3
INSS 360	MANAGEMENT INFO SYS	3
XXX	RESTRICTED ELECTIVE*	3
HUMA XXX	HUMANITIES ELECTIVE***	3
HOMG 483	FOOD, BEV/LAB COST CNT	3
BUAD 408	SR SEM PD I	0
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		15

***RESTRICTED ELECTIVES CHOICES:**

MGMT 420 LABOR-MGMT RELATIONS
 BUAD 486 HOSPITALITY INTERNSHIP
 MKTG 338 PROFESSIONAL SELLING
 BUAD 361 RISK MANAGEMENT
 ENTR 351 ENTREPRENEURSHIP

RECOMMENDED: 500 HOURS OF SUPERVISED HANDS-ON INDUSTRY EXPERIENCE.

**Students should select either the HIST 111 - 112 or HIST 115 - 116 sequence to meet requirements.

*** See General Education Requirements for eligible courses.

NOTE: Honors Students take Honors Seminars in Professional Development (BUAD 108 - 408 & 109 - 409) each semester they are enrolled at Morgan. Honors Seminars are Pass/Fail courses.

FRESHMAN YEAR (SECOND SEMESTER)

ENGL 112	FRESHMAN COMP II	3
INSS 141	INTRO TO COMP SYSTEM	3
ECON 211	PRIN OF ECONOMICS I	3
HIST 111	WORLD HISTORY I or**	
or 115	HISTORY OF THE U.S. I	3
CHEM 111 or	GENERAL CHEMISTRY	4
PHYS 111	or PHYSICS	
PHED XXX	PHYSICAL EDUCATION	1
BUAD 109	INTRO TO PD II	0
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		17

SOPHOMORE YEAR (SECOND SEMESTER)

INSS 220	ANALYTICAL DECISIONS	3
HOMG 219	FOOD SVC MGMT & OPER	3
HUMA 212	HUMANITIES II	3
PHIL 119	INTRO TO LOGIC	3
ACCT 202	PRIN OF ACCOUNTING II	3
BUAD 209	INTER PD II	0
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		15

JUNIOR YEAR (SECOND SEMESTER)

BUAD 381	LEGAL ENVIRONMENT	3
MGMT 324	PRIN OF MGMT & ORG BEH	3
HOMG 325	ROOMS DIVISION MGMT	3
MGMT 329	HUMAN RESOURCE MGMT	3
BUAD 326	BUS ETHICS AND SOC	3
BUAD 309	ADV PD II	0
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		15

SENIOR YEAR (SECOND SEMESTER)

HOMG 412	MEETING & CONV MGMT	3
XXX	RESTRICTED ELECTIVE*	3
HOMG 486	HOSP & TOURISM MKTG	3
BUAD 498	HONORS BUSINESS POLICY	3
BUAD 409	SR SEM PD II	0
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		12

TOTAL CREDITS**121**

HOMG 300 CASINO HOTEL MANAGEMENT
 MKTG 345 SERVICES MARKETING
 HOMG 321 REST MGMT FR CONCEPT TO OPER
 BUAD 327 INTERNATIONAL BUSINESS
 6 CR HOURS OF THE SAME FOREIGN LANGUAGE

INFORMATION SCIENCE AND SYSTEMS

Chairperson of Department: ASSOCIATE PROFESSOR ALI F. EMDAD; Associate Professors: DENNIS K. AGBOH, SANJAY BAPNA, GANESH BHATT, SANDIP PATEL, ABIRAMI RADHAKRISHNAN, ANTHONY WILBON, JIGISH ZAVERI; Assistant Professors: DESSA DAVID, STEVEN GIBSON, GREGORY RAMSEY, XINGXING ZU; Lecturers: MOHAMMAD BADAMAS, SAMUEL EJIAKU.

THE MAJOR IN INFORMATION SCIENCE AND SYSTEMS

OBJECTIVES: The objectives of the Department are to provide opportunities for students to study and apply various technical and organizational aspects of information technology leading to the Bachelor of Science degree in Information Systems. The Information Systems major is suitable for students who are planning (1) to work in a corporate environment, (2) to operate their own business, (3) to obtain a strong systems and business background for pursuing graduate studies. The program enables the student to develop a solid foundation in key information technologies and in organizational and business skills.

REQUIREMENTS FOR A MAJOR IN INFORMATION SYSTEMS:

INSS 141, INSS 250, INSS 260, INSS 360, INSS 370, INSS 380, INSS 390, INSS 391, INSS 450, INSS 460, and INSS 496. In addition to the above requirements students must satisfy all Graves School of Business and Management requirements as well as the General Education requirements.

REQUIREMENTS FOR A MINOR IN INFORMATION SYSTEMS FOR STUDENTS ENROLLED IN THE GRAVES SCHOOL OF BUSINESS AND MANAGEMENT: INSS 250, INSS 260, INSS 370, and one of the following courses: INSS 380 or INSS 390 or INSS 391.

REQUIREMENTS FOR A MINOR IN INFORMATION SYSTEMS FOR STUDENTS IN MSU DEPARTMENTS OUTSIDE OF THE GRAVES SCHOOL: INSS 141, MATH 118, INSS 250, INSS 260, INSS 360, INSS 370 and one of the following: INSS 380, INSS 390, or INSS 391.

NOTE: It is recommended that non-business majors who are seeking a minor in information systems take their electives from the Graves School courses if possible. Students are encouraged to declare the INSS minor as early as possible and should consult with the INSS Department advisors to ensure that courses are taken in the proper sequence.

HONORS PROGRAM: In addition to benefiting from a comprehensive IS curriculum, Honors students must satisfy the Honors requirement by taking two specially designated courses. They must successfully complete the assigned projects developed specifically for the Honors students. The following two courses are offered during the sophomore and senior years and have the Honors components: INSS 260 and INSS 460 or its substitute.

TRANSFER POLICY: Students may receive transfer credits for the following:

- Introduction to computing with hands-on experience in productivity tools (spreadsheets, database, word processing, presentation graphics) and general computing concepts.
- Object-Oriented Programming (by validation only).

INFORMATION SCIENCE AND SYSTEMS COURSE OFFERINGS

INSS 141 INTRODUCTION TO COMPUTER-BASED INFORMATION SYSTEMS- *Three hours; 3 credits.*

This course is an introduction to computers and information processing in business. Students will examine and understand the importance, function, and use of computers in business. The course provides hands-on experience with commercially available microcomputer software packages for word processing, electronic spreadsheets, and database management. Note: This course is required of all Business School students. (FALL, SPRING, SUMMER)

INSS 220 ANALYTICAL DECISION-MAKING FOR BUSINESS AND MANAGEMENT- *Three hours; 3 credits.*

This course covers the statistical methods for solving business problems encountered in the functional areas of business. Students will learn and apply measures of central tendency and dispersion, probability concepts and probability distributions, sampling methods and sampling distributions, hypothesis testing procedures, analysis of variance models, correlation and regression analysis, and nonparametric statistical methods. Case studies and software tools will be used extensively throughout the course to relate the concepts and methods to business environments. Note: This course is required of all Business School students. **Prerequisites:** MATH 113, MATH 118, INSS 141. (FALL, SPRING)

INSS 250 INFORMATION SYSTEMS CONCEPTS AND METHODS -*Three hours; 3 credits.*

This course introduces students to principles of structured programming in an object-oriented setting with practical examples from business environments. Students will gain

proficiency with the foundations of structured program development using flowcharting and pseudo-code tools. Sequence, selection and repetition control structures will be covered in-depth. Topics include data types, operators, operands, expressions, conditional statements, iteration, arrays, sorting, functions, parameter passing, returning values and others. Students design, code and execute structured programs. **Prerequisite:** INSS 141. (FALL)

INSS 260 OBJECT-ORIENTED PROGRAMMING FOR BUSINESS APPLICATIONS - *Three hours, 3 credits*. This course introduces students to classes, objects, inheritance, polymorphism, abstraction, events and exception handling. Using integrated development environment, this course provides a comprehensive foundation in object-oriented programming for business applications. Students design, code and execute object-oriented programs. (Formerly INSS 350). **Prerequisite:** INSS 250. (SPRING)

INSS 360 MANAGEMENT INFORMATION SYSTEMS- *Three hours; 3 credits*. This course introduces students to information systems concepts and use of information systems in different functional areas of business. Students identify, analyze and use information systems solutions for organizational problems. The course material will include real world case studies that highlight theoretical concepts. Topics include enterprise information systems, strategic utilization of IT, information systems planning, IT in organizations and others. **Prerequisites:** INSS 141 and Junior status. (FALL, SPRING).

INSS 370 OBJECT-ORIENTED SYSTEMS ANALYSIS AND DESIGN - *Three hours; 3 credits*. This course introduces students to structured methodologies in the analysis and design of information systems. Topics include systems development life cycle, business process analysis, entity relationship diagrams, data flow diagrams, physical design and others. Through small scale projects, students identify and analyze a problem area in a business and design computer-based information systems to solve the problem. **Prerequisite:** INSS 260. (FALL).

INSS 380 DATABASE SYSTEMS - *Three hours; 3 credits*. This course introduces students to effective design and administration of organizational databases. It provides an understanding of the theory as well as hands-on experience in database design, implementation and administration. Topics include entity relationship diagrams, normalization, triggers, stored procedures, audit controls, security, backup, maintenance of databases and others. Students design, build databases and gain hands-on ex-

perience in SQL. **Prerequisite:** INSS 360. (SPRING).

INSS 390 ENTERPRISE INFORMATION SYSTEMS MANAGEMENT I - *Three hours, 3 credits*. This course introduces students to issues related to adoption and strategic use of enterprise information systems in a variety of corporate settings. Topics include adoption and strategic use of enterprise information systems such as ERP, CRM and supply chain management systems, enterprise architectures, distributed business systems, business process configuration and management, change management, investment analysis, security issues, IT outsourcing, client side programming, current trends related to study of enterprise information systems and others. (Formerly INSS 430). **Prerequisite:** INSS 360. (SPRING)

INSS 391 DATA COMMUNICATION AND NETWORKS - *Three hours, 3 credits*. This course examines business data communication and networking concepts from a managerial perspective. It provides an understanding of hardware, software, and transmission facilities and how to integrate this knowledge in the design of data communication networks. The course explores the strategic role of data communication technologies in business at local, national, and international levels. It also includes hardware and software issues related to Internet and Intranet application. (Formerly INSS 420). **Prerequisites:** INSS 250, INSS 360. (SPRING)

INSS 450 APPLICATION DEVELOPMENT - *Three hours, 3 credits*. This course introduces students to application development. Students design and develop dynamic business applications. Topics include web architecture, human-computer interactions, dynamic programming, data binding and others. This hands-on course provides a comprehensive foundation for event driven object-oriented programming. (Formerly INSS 455). **Prerequisites:** INSS 260, INSS 380. (FALL)

INSS 460 ENTERPRISE INFORMATION SYSTEMS MANAGEMENT II - *Three hours, 3 credits*. This course introduces students to advanced system configuration and operational issues related to enterprise information systems that are used in large organizations. Students learn how to configure and provide basic systems support for an enterprise information systems module that support a business process. Concepts, issues, current trends, decision making and systems configuration are addressed through case studies and multi-layered views of an enterprise system. **Prerequisite:** INSS 390 (FALL)

INSS 491 SPECIAL TOPICS IN INFORMATION SYSTEMS-*Three hours; 3 credits.* This course addresses specific trends in information systems. **Prerequisites:** INSS 350, INSS 360. (OFFERED AS NEEDED)

INSS 492 SPECIAL TOPICS IN INFORMATION SYSTEMS – *Three hours; 3 credits.* This course addresses specific trends in information systems. **Prerequisites:** INSS 350, INSS 360. (OFFERED AS NEEDED)

INSS 495 INTERNSHIP IN INFORMATION SYSTEMS - *Three hours; 3 credits.* This course provides students in Information Systems the opportunity to broaden their education experience through supervised work assignments with organizations or governmental agencies. **Prerequisite:** Permission of the INSS chairperson. (FALL, SPRING, SUMMER)

INSS 496 INFORMATION SYSTEMS PROJECT MANAGEMENT - *Three hours, 3 credits.* This capstone course introduces students to project management knowledge areas as outlined by Project Management Institute. Topics include selection methods, work breakdown structures, Gantt charts, scheduling, network diagrams, critical path analysis, cost estimation, earned value management, risk management, human resources management and others. Students plan, design and develop an information systems project by utilizing the knowledge they gained in other systems courses. (Formerly INSS 490). **Prerequisite:** INSS 460. (SPRING)



MORGAN STATE UNIVERSITY
CURRICULUM IN INFORMATION SYSTEMS
 LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
 SUGGESTED SEQUENCE OF COURSES

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 101	FRESHMAN COMP I	3
HIST 101	WORLD HISTORY I * or	3
or 105	U.S. HISTORY I	
HEED 100	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANALYSIS	4
BIOL 101	INTRO TO BIOLOGY I or	4
or 102	INTRO TO BIOLOGY II	
ORBM 102	FRESHMAN ORIENTATION	1

17**SOPHOMORE YEAR (FIRST SEMESTER)**

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN OF ACCOUNTING I	3
HUMA 201	INTRO TO HUMANITIES I	3
ECON 211	ECONOMICS I (MACRO)	3
PHIL 109	INTRO TO LOGIC	3
INSS 250	SYS CONCEPTS & METH	3

18**JUNIOR YEAR (FIRST SEMESTER)**

MGMT 324	PRIN MGMT & ORG BEH	3
MKTG 331	PRIN OF MARKETING	3
ENGL 357	BUSINESS COMM	3
INSS 360	MGMT INFO SYS	3
INSS 370	OBJ-ORIE SYS ANAL DES	3

15**SENIOR YEAR (FIRST SEMESTER)**

BUAD 381	LEGAL & ETHICAL ENV	3
INSS 450	APPLICATION DEV	3
BUAD 327	FUND INT'L BUS	3
INSS 460	ENTERPRISE INFO SYS II	3

12**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 102	FRESHMAN COMP II	3
HIST 102	WORLD HISTORY II * or	3
or 106	U.S. HISTORY II	
PHEC XXX	PHYS ED ELECTIVE	1
INSS 141	INTRO TO COMP SYSTEM	3
CHEM 101	GEN. CHEM.	
or CHEM 105		
or PHYS 101 or PHYS 203 or PHYS 205		4
MATH 118	FINITE MATHEMATICS	3

17**SOPHOMORE YEAR (SECOND SEMESTER)**

BUAD 202	BUS. LEADERSHIP SEMINAR	3
INSS 220	ANALYTICAL DEC. MAKG	3
ACCT 202	PRIN OF ACCOUNTING II	3
ECON 212	ECONOMICS II (MICRO)	3
INSS 260	OBJ ORIENTED PROGRAM	3
HUMA 202	INTRO TO HUMANITIES II	3

18**JUNIOR YEAR (SECOND SEMESTER)**

FIN 343	MANAGERIAL FINANCE	3
MKTG 328	PROD & OPER MGMT	3
INSS 380	DATABASE SYSTEMS	3
BUAD 326	BUS., ETHICS & SOCIETY	3
INSS390	ENTERPRISE INFO SYS I	3
INSS 391	DATACOM & NETWORKS	3

18**SENIOR YEAR (SECOND SEMESTER)**

HIST 350	INTRO TO AFR DIASPORA or	
or AFST 350	AFRICANA STUDIES	3
BUAD 499	BUSINESS POLICY	3
INSS 496	INFO SYS PROJECT MANAGE	3
XXX XXX	HUMANITIES ELECTIVE**	3

12**TOTAL CREDITS****127**

* Students must select either the HIST 101 - HIST 102 or HIST 105 - HIST 106 sequence to meet requirements.

** See General Education requirements for eligible courses.

MORGAN STATE UNIVERSITY
CURRICULUM IN INFORMATION SYSTEMS
 LEADING TO THE DEGREE OF BACHELOR OF SCIENCE
 SUGGESTED SEQUENCE OF COURSES - HONORS PROGRAM

FRESHMAN YEAR (FIRST SEMESTER)

ENGL 111	FRESHMAN COMP	3
HIST 111	WORLD HISTORY I or*	3
or 115	U.S. HISTORY I	
HEED 111	HEALTHFUL LIVING	2
MATH 113	INTRO TO MATH ANALYSIS	4
BIOL 111	INTRO TO BIOLOGY I or	4
or 112	INTRO TO BIOLOGY II	
ORBM 112	HONORS ORIENTATION	1
BUAD 108	INTRO TO PD I/HON SEN	0

17

SOPHOMORE YEAR (FIRST SEMESTER)

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN OF ACCOUNTING I	3
HUMA 211	INTRO HUMANITIES I	3
ECON 211	ECONOMICS I (MACRO)	3
PHIL 119	INTRO TO LOGIC	3
INSS 250	SYS CONCEPTS & METH	3
BUAD 208	INTERM PD I/HON SEM	0

18

JUNIOR YEAR (FIRST SEMESTER)

MGMT 324	PRIN MGMT & ORG BEH	3
MKTG 331	PRIN OF MARKETING	3
ENGL 357	BUSINESS COMM	3
INSS 360	MGMT INFO SYS	3
INSS 370	OBJ-ORIE SYS ANAL DES	3
BUAD 308	ADV PD I/HON SEM	0

15

SENIOR YEAR (FIRST SEMESTER)

BUAD 381	LEGAL & ETHICAL ENV	3
INSS 450	APPLICATION DEV	3
BUAD 327	FUND INT'L BUS	3
INSS 460	ENTER INFO II	3
BUAD 408	HON SR. SEM	0

12

FRESHMAN YEAR (SECOND SEMESTER)

ENGL 112	FRESHMAN COMP II	3
HIST 112	WORLD HISTORY II* or	3
or 116	U.S. HISTORY II	
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP SYSTEM	3
CHEM 111	GEN. CHEM.	
or CHEM 112		
or PHYS 111 or PHYS 203 or PHYS 205		4
MATH 118	FINITE MATHEMATICS	3
BUAD 109	INTRO TO PD II/HON SEM	

17

SOPHOMORE YEAR (SECOND SEMESTER)

BUAD 212	HON BUS LEADERSHIP SEM	3
INSS 220	ANALYTICAL DEC. MAKG	3
ACCT 202	PRIN OF ACCOUNTING II	3
INSS 260	OBJECT-ORIENT PROG	3
ECON 212	ECONOMICS II (MICRO)	3
HUMA 212	INTRO HUMANITIES II	3
BUAD 209	INTERM PD II/HON SEM	0

18

JUNIOR YEAR (SECOND SEMESTER)

FIN 343	MANAGERIAL FINANCE	3
MKTG 328	PROD & OPER MGMT	3
INSS 380	DATABASE SYSTEMS	3
INSS390	ENTERPRISE INFO SYS I	3
INSS 391	DATACOM & NETWORKS	3
BUAD 326	BUS., ETHICS & SOCIETY	3
BUAD 309	ADV PD II/HON SEM	0

18

SENIOR YEAR (SECOND SEMESTER)

HIST 360	AFRICAN DIASPORA or	
or AFST 360	AFRICANA STUDIES	3
BUAD 498	HONORS BUS POLICY	3
INSS 496	INFO SYS PROJ MANAGE	3
XXX XXX	HUMANITIES ELECTIVE**	3
BUAD 409	HON SR. SEM	0

12

TOTAL CREDITS

127

* Students must select either the HIST 111 - HIST 112 or HIST 115 - HIST 116 sequence to meet requirements.

** See General Education requirements for eligible courses.