

# THE 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. Fikru H. Boghossian, Dean**

## MISSION

The mission of the Earl G. Graves School of Business and Management is to:

- (1) Offer high quality undergraduate, masters, doctoral, and executive education programs that prepare a diverse student population to succeed as business professionals and to become engaged citizens in their neighborhoods and the global economy,
- (2) Conduct scholarly research that advances theory and practice in the business disciplines, contributes to teaching and learning, enhances the performance of organizations, and informs public policy decision making,
- (3) Contribute to local, state, regional, and national economic development initiatives in the pursuit of widely shared prosperity and well-being.

## CORE VALUES

The core values below guide the promotion of student learning and success, faculty scholarship and research, and community engagement at the SBM.

**Excellence:** Excellence in teaching, research, scholarship, creative endeavors, student services, and in all aspects of the School's operations is continuously pursued to ensure institutional effectiveness and efficiency.

**Integrity:** At the SBM, honest communications, ethical behavior, and accountability for words and deeds are expected from all members of the School community.

**Respect:** Each person within the SBM is to be treated with respect and dignity and is to be treated equitably in all situations.

**Diversity:** A broad diversity of people and ideas are welcomed and supported at the School as essential to quality education in a global interdependent society.

**Innovation:** The SBM encourages and supports its faculty, staff, and students in all forms of scholarship including the discovery and application of knowledge in teaching and learning.

**Leadership:** The SBM seeks to provide rigorous academic curricula and challenging co-curricular opportunities to promote the development of leadership qualities in students

and to facilitate leadership development among faculty, staff, and students.

## GOALS AND OBJECTIVES

### *A. Enhancing Student Success*

1. Improve retention and degree completion.
2. Increase student enrollment.
3. Recruit, retain, and support excellent faculty.
4. Enhance students' educational experiences.

### *B. Enhancing the School's Status as a Doctoral Research University*

1. Increase number of doctorates awarded within the School.
2. Increase opportunities for students to participate in research.
3. Ensure that policies for enhancing doctoral achievement for underrepresented people of color are given adequate attention.

### *C. Enhancing Internal Operations*

1. Continue to provide an efficient, technology-based operating system that is responsive to student needs and supports staff/faculty effectiveness in teaching, scholarship and service.

### *D. Growing the School's Resources*

1. Increase the alumni giving rate.
2. Increase the number and size of grants awarded.
3. Develop the School's fund raising capacity from corporations.

### *E. Engaging with the Community*

1. Stimulate local economic development.

## 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 2013 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 2013 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 Requirements

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 for Information, Technological, and Media Literacy. 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's 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 a minimum of 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. No grade less than a "C" may be presented to fulfill the School and departmental major requirements, including all 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 and Ethical Environment of Business
- Business Communications
- 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 2.0.

## **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.

## ACCOUNTING AND FINANCE

Chairperson of the Department: ASSOCIATE PROFESSOR SHARON GARY FINNEY; Professors: GLADSON NWANNA, HUEY-LIAN SUN, ALEX TANG; Associate Professors: KANG CHENG, YU CONG, PHYLLIS KEYS, BILAL MAKKAWI, BUAGU MUSAZI, VANTHUAN NGUYEN, SHEELA THIRUVADI Assistant Professors: KELLY CARTER, DINA EL-MAHDY, PAMELA QUEEN, CYNTHIA TOLLERSON; Instructors: KAREN ROBINSON, SAMUEL DEAL.

### MISSION OF THE DEPARTMENT OF ACCOUNTING AND FINANCE

The mission of the Department of Accounting and Finance is to provide a high quality education for a diverse student population that prepares graduates for career success, and engage in scholarship that advances theory and practice in accounting and finance, contributes to accounting and finance practice and enhances teaching and learning.

### 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 communication and interpersonal skills, technological skills, research 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 to become a CPA.

#### REQUIREMENTS FOR A MAJOR IN ACCOUNTING

In addition to the General Education requirements, accounting majors must also complete the School of Business and Management requirements and Accounting Major requirements. Under the School of Business and Management requirements, accounting

majors must take ACCT 211 and ACCT 212, instead of ACCT 201 and ACCT 202. ACCT 211 and 212 are Principles of Accounting I and II for Accounting Majors.

Also, one SBM elective is required under the School of Business and Management requirements. Any 300 level course in the business school may be taken to satisfy the SBM elective. However, students expecting to sit for the CPA examination in the State of Maryland should take BUAD 382 (Business Law) for the SBM elective since this course is required for the CPA examination.

In addition, accounting majors must take 24 credit hours in accounting major requirements as listed below:

#### Required Accounting Courses (21 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
ACCT 499	Contemporary Issues in Accounting	3

#### Accounting Electives (3 credits): Any one 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

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 150-CREDIT HOUR CPA EXAMINATION REQUIREMENT

The State of Maryland also requires candidates for the CPA examination to complete 150 credit hours before receiving the CPA license. Students have two options for satisfying the 150-hour requirement. They are:

- 1) take additional undergraduate courses in the major or any other courses (recommended courses include information systems, computer science, communications, finance and foreign languages); or
- 2) pursue the general MBA or the MPA (master's in accounting) degree as offered by the SBM. Senior students with an overall GPA of 3.0 or better may register for up to six (6) credit hours of graduate (MBA or MPA) courses at Morgan



during the senior year, before completion of the undergraduate program.

Students who plan to enter either the MBA or MPA graduate program at Morgan State University 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 masters' 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, four additional INSS courses are required beyond those required for the accounting major. Such students should consult with the INSS department concerning these requirements. 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: FIN344, FIN 345, FIN 422; and one of the following courses: FIN 423, FIN 443, FIN 444 or FIN 446. The minor in finance will take at least two semesters to complete.

### **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 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. The minor in accounting will take at least two semesters to complete. Students interested in a career in auditing may take ACCT 331, ACCT 332, ACCT 406 and one of: ACCT 300, ACCT 308 or ACCT 320.

### **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 are required to take at least one of the following honors courses: ACCT 401 or ACCT 402.

## **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 211 PRINCIPLES OF ACCOUNTING I FOR ACCOUNTING MAJORS –**

*Three hours; 3 credits.* This is an introductory accounting course focusing on financial accounting designed specifically for accounting majors. It emphasizes the accounting cycle including the accrual-basis system for recording transactions, adjusting entries, financial statement preparation, and closing entries. Other topics to be covered are: accounting for merchandising activities, valuation accounts receivable, inventory, short term investments, plant assets, natural resources, and current liabilities.

### **ACCT 212 PRINCIPLES OF ACCOUNTING II FOR ACCOUNTING MAJORS –**

*Three hours; 3 credits.* The purpose of this course is to provide a basic knowledge of accounting principles, theories and concepts. This course is a continuation of ACCT 211 with emphasis on managerial accounting topics. Topics to be covered include: financial statement analysis, concepts, procedures and analysis for product costing, managerial planning, control and decision-making, budgetary planning and control, and capital investments. This course is required of all accounting majors.



**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, and 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. International Financial Reporting Standards (IFRS) are covered. **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 I** - *Three hours; 3 credits.* This course introduces 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 II** - *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 499 CONTEMPORARY ACCOUNTING** – *Three hours; 3 credits.* This course is designed as a capstone course where contemporary accounting topics are discussed. Simulation exercises and case analyses are used with emphasis on developing students' analytical and problem-solving skills as applied to current accounting issues. **Prerequisites:** ACCT 300, ACCT 308, ACCT 331, and ACCT 332 with a grade of "C" or better. (SPRING).

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

**FRESHMAN YEAR (FIRST SEMESTER)**

ENGL101	FRESHMEN COMP I	3
HIST 1XX	HISTORY <sup>1</sup>	3
MATH 113	INTRO TO MATH ANALYSIS	4
XXX XXX	BIOL & PHY SCIENCE PART A	4
ORBM 102	FRESHMAN ORIENTATION	1
		<b>15</b>

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL102	FRESHMEN COMP II	3
HIST 1XX	HISTORY <sup>1</sup>	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	DIGITAL LIT & APP SOFT	3
XXX XXX	BIOL & PHY SCIENCE PART B	3
HEED XXX	HEALTHFUL LIVING <sup>2</sup>	3
		<b>16</b>

**SOPHOMORE YEAR (FIRST SEMESTER)**

BUAD 202	PROFESSIONAL DEVELOPMENT	3
MATH 201	CALCULUS FOR NON-SCIENCE	3
ACCT 211	PRIN OF ACCT I FOR ACCT MJRS	3
HUMA 201	HUMANITIES I	3
ECON 211	ECONOMICS (Macro)	3
		<b>15</b>

**SOPHOMORE YEAR (SECOND SEMESTER)**

PHIL 109	INTRO TO LOGIC	3
INSS 220	ANAL DEC IN BUSINESS	3
ACCT 212	PRIN OF ACCT II FOR ACCT MJRS	3
HUMA 202	HUMANITIES II	3
ECON 212	ECONOMICS II (MICRO)	3
		<b>15</b>

**JUNIOR YEAR (FIRST SEMESTER)**

INSS 360	MGMT INFOR SYSTEMS	3
ACCT 331	INTERMEDIATE ACCT I	3
ACCT 300	COST ACCOUNTING	3
MKTG 331	PRIN OF MARKETING	3
MGMT	ORGANIZATIONAL BEHAVIOR	3
FIN 343	MANAGERIAL FINANCE	3
		<b>18</b>

**JUNIOR YEAR (SECOND SEMESTER)**

ENGL 357	BUSINESS COMMUNICATION	3
BUAD 381	LEGAL & ETHICAL ENVIRON	3
ACCT 332	INTERMEDIATE ACCT II	3
ACCT 308	ACCT INFOR SYSTEMS	3
BUAD 326	BUS ETHICS AND SOCI	3
BUAD 327	FUND OF INTL BUS	3
		<b>18</b>

**SENIOR YEAR (FIRST SEMESTER)**

ACCT 320	FEDERAL INCOME TAXATION	3
MGMT 328	PRODUCTION MANAGEMENT	3
XXX XXX	GLOBAL ELECTIVE <sup>3</sup>	3
ACCT XXX	ACCOUNTING ELECTIVE <sup>4</sup>	3
		<b>12</b>

**SENIOR YEAR (SECOND SEMESTER)**

ACCT 406	AUDITING	3
ACCT 499	CONTEMPORARY ISSUES ACCT	3
SBM XXX	SBM ELECTIVE <sup>5</sup>	3
BUAD 499	BUSINESS POLICY	3
		<b>12</b>

**TOTAL CREDIT HOURS      121**

<sup>1</sup> Students should select **EITHER** the HIST 101 and 102 (World History) combination **OR** the HIST 105 and 106 (U.S. History) combination to meet the history requirement.

<sup>2</sup> Students should select eligible course from the University catalog under section "Health and Healthful Living."

<sup>3</sup> See General Education options under "Contemporary and Global Issues" section in University catalog for eligible courses.

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

<sup>5</sup> Students expecting to sit for the CPA examination should take BUAD 382 for the SBM elective. Otherwise, any SBM course at the 300 level or above may be used to satisfy the SBM elective. SBM elective must be from outside major but within the School of Business and Management.

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	FRESHMEN COMP I – HONORS	3
HIST 1XX	HISTORY - HONORS <sup>1</sup>	3
MATH 113	INTRO TO MATH ANALYSIS	4
XXX XXX	BIOL & PHY SCIENCE PART A	4
BUAD 108	INTRO TO PD I	0
ORBM 112	FRESHMAN ORIENTATION	1
		<b>15</b>

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMEN COMP II - HONORS	3
HIST 1XX	HISTORY – HONORS <sup>1</sup>	3
PHECXXX	PHYS ED ELECTIVE	1
INSS 141	DIGITAL LIT & APP SOFT	3
XXX XXX	BIOL & PHY SCIENCE PART B	3
BUAD 109	INTRO TO PD II	0
HEEDXXX	HEALTHFUL LIVING <sup>2</sup>	3
		<b>16</b>

**SOPHOMORE YEAR (FIRST SEMESTER)**

BUAD 212	HON PROF DEVELOPMENT	3
MATH 201	CALCULUS FOR NON SCI	3
ACCT 211	PRIN OF ACCT I	3
HUMA 211	HUMANITIES I	3
ECON 211	ECONOMIC (Macro)	3
BUAD 208	INTER PD I	0
		<b>15</b>

**SOPHOMORE YEAR (SECOND SEMESTER)**

PHIL 109	INTRODUCTION TO LOGIC	3
INSS 220	ANAL DEC IN BUSINESS	3
ACCT 212	PRINC OF ACCT II	3
HUMA 212	HUMANITIES II	3
BUAD 209	INTER PD II	0
ECON 212	ECONOMICS II (Micro)	3
		<b>15</b>

**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
MGMT 324	ORGANIZATIONAL BEHAVIOR	3
FIN 343	MANAGERIAL FINANCE	3
BUAD 308	ADVANCED PD I	0
		<b>18</b>

**JUNIOR YEAR (SECOND SEMESTER)**

ENGL 357	BUSINESS COMMUNICATIONS	3
BUAD 381	LEGAL & ETHICAL ENVIRON	3
ACCT 332	INTERMEDIATE ACCT II	3
ACCT 308	ACCT INFOR SYSTEMS	3
BUAD 326	BUS ETHICS AND SOCI	3
BUAD 309	ADVANCED PD II	0
BUAD 327	FUND OF INTL BUS	3
		<b>18</b>

**SENIOR YEAR (FIRST SEMESTER)**

ACCT 320	FEDERAL INCOME TAX ATION	3
XXX XXX	GLOBAL ELECTIVE <sup>3</sup>	3
MGMT 328	PRODUCTION MANAGEMENT	3
BUAD 408	SEN SEM IN PD I	0
ACCTXXX	ACCOUNTING ELECTIVE <sup>4</sup>	3
		<b>12</b>

**SENIOR YEAR (SECOND SEMESTER)**

ACCT 406	AUDITING	3
ACCT 499	CONTEMPORARY ISSUES IN ACCT	3
SBM XXX	SBM ELECTIVE <sup>5</sup>	3
BUAD 409	SEN SEM IN PD II	0
BUAD 498	BUSINESS POLICY - HONORS	3
		<b>12</b>

**TOTAL CREDIT HOURS                      121**

<sup>1</sup> Students should select **EITHER** the HIST 111 AND 112 (World History) combination **OR** the HIST 115 and 116 (U.S. History) combination to meet the history requirement.

<sup>2</sup> Students should select eligible course from the University catalog under section “Health and Healthful Living.”

<sup>3</sup> See General Education options under “Contemporary and Global Issues” section in University catalog for eligible courses.

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

<sup>5</sup> Students expecting to sit for the CPA examination should take BUAD 382 for the SBM elective. Otherwise, any SBM course at the 300 level or higher may be used to satisfy the SBM elective. SBM elective must be from outside major but within the School of Business and Management.

# 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 24 credits in finance and business courses. This includes 18 credits in finance core courses and 6 additional finance credits which depend 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 (18 credits):		Credits
FIN 341	Intro. to Fin. Planning	2
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 Electives (6 credits) Any two of the following:

FIN 423	Derivatives	3
FIN 444	Bank Management	3
FIN 448	Cases in International Finance	3
ACCT 331	Intermediate Accounting I	3
ACCT 332	Intermediate Accounting II	3

### International Finance Track (6 credits)

Required:

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

## 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 341 INTRODUCTION TO FINANCIAL PLANNING** - *Two hours; 2 credits.* This course covers careers in financial planning and provides an introduction to the responsibilities of financial planners including credit and debt management, buying versus leasing, educational funding, financial planning for special circumstances such as divorce or disability, estate planning and income tax planning. Risk management and insurance and investment planning will also be covered. (SPRING)

**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 and 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. (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:** INSS 220 and 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 with a grade of "C" or better. (SPRING)

**FIN 443 ADVANCED FINANCIAL MANAGEMENT** - *Three hours; 3 credits.* This course emphasizes long term (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)

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 1XX	HISTORY <sup>1</sup>	3
XXX XXX	BIOL & PHY SCIENCE PART A	4
MATH 113	INTRO TO MATH	4
ORBM 102	FRESHMAN ORIENTATION	1

**15**

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 102	FRESHMAN COMP II	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	DIGITAL LIT & APP SOFT	3
XXX XXX	BIOL & PHY SCIENCE PART B	3
HIST 1XX	HISTORY <sup>1</sup>	3
HEED XXX	HEALTHFUL LIVING <sup>2</sup>	3

**16**

**SOPHOMORE YEAR (FIRST SEMESTER)**

BUAD 202	PROFESSIONAL DEV	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
FIN341	INTRO TO FIN. PLANNING	2

**17**

**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
FIN 497	FINANCE INTERNSHIP	1

**16**

**SENIOR YEAR (FIRST SEMESTER)**

FIN 443	ADVANCED FIN MGMT	3
MGMT 328	PRODUCTION MGMT	3
FIN 446	INTERNATIONAL FINANCE	3
FIN XXX	FINANCE ELECTIVE <sup>3</sup>	3

**12**

**SENIOR YEAR (SECOND SEMESTER)**

BUAD 499	BUSINESS POLICY	3
FIN XXX	FINANCE ELECTIVE <sup>3</sup>	3
XXX XXX	GLOBAL ELECTIVE <sup>4</sup>	3
SBM XXX	SBM ELECTIVE <sup>5</sup>	3

**12**

**TOTAL CREDIT HOURS      121**

<sup>1</sup> Students should select **EITHER** the HIST 101 AND 102 (World History) combination **OR** the HIST 105 and 106 (U.S. History) combination to meet the history requirement.

<sup>2</sup> Students should select eligible course from the University catalog under section "Health and Healthful Living."

<sup>3</sup> Finance electives include FIN 423, FIN 444, FIN 448, ACCT 331 and ACCT 332.

<sup>4</sup> See General Education options under "Contemporary and Global Issues" section in University catalog for eligible courses.

<sup>5</sup> Any SBM course at the 300 level or higher may be used to satisfy the SBM elective. SBM elective must be from outside major but within the School of Business and Management.



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 1XX	HONORS HISTORY <sup>1</sup>	3
MATH 141	INTRO TO MATH ANALYSIS I	4
XXX XXX	BIOL & PHY SCIENCE PART A	4
ORBM 112	HON ORIENTATION	1
BUAD 108	INTRO TO PD I	0
		<b>15</b>

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMAN COMP II (HON)	3
HIST 1XX	HONORS HISTORY <sup>1</sup>	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP SYSTEM	3
XXX XXX	BIOL & PHY SCIENCE PART B	3
HEED XXX	HEALTHFUL LIVING <sup>2</sup>	3
BUAD 109	INTRO TO PD II	0
		<b>16</b>

**SOPHOMORE YEAR (FIRST SEMESTER)**

BUAD 212	HON PROF DEVELOPMENT	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
		<b>18</b>

**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
FIN341	NIROTOFIN.PLANNING	2
		<b>17</b>

**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
		<b>15</b>

**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
FIN 497	FINANCE INTERNSHIP	1
BUAD 309	ADVANCED PD II	0
		<b>16</b>

**SENIOR YEAR (FIRST SEMESTER)**

FIN 443	ADVANCED FIN MGMT	3
MGMT 328	PRODUCTION MGMT	3
FIN 446	INT'L FINANCIAL MGMT	3
FIN XXX	FINANCE ELECTIVE <sup>3</sup>	3
BUAD 408	SEN SEM PD I	0
		<b>12</b>

**SENIOR YEAR (SECOND SEMESTER)**

BUAD 498	HON BUSINESS POLICY	3
FIN XXX	FINANCE ELECTIVE <sup>3</sup>	3
XXX XXX	GLOBAL ELECTIVE <sup>4</sup>	3
SBM XXX	SBM ELECTIVE <sup>5</sup>	3
BUAD 409	SEN SEM PD II	0
		<b>12</b>

**TOTAL CREDIT HOURS                      121**

<sup>1</sup> Students should select **EITHER** the HIST 111 AND 112 (World History) combination **OR** the HIST 115 and 116 (U.S. History) combination to meet the history requirement.

<sup>2</sup> Students should select eligible course from the University catalog under section "Health and Healthful Living."

<sup>3</sup>General Finance electives include FIN 423, FIN 444, FIN 448, ACCT 331 and ACCT 332.

<sup>4</sup> See General Education options under "Contemporary and Global Issues" section in University catalog for eligible courses.

<sup>5</sup>Any SBM course at the 300 level or higher may be used to satisfy the SBM elective. SBM elective must be from outside major but within the School of Business and Management.

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 1XX	HISTORY <sup>1</sup>	3
MATH 113	INTRO TO MATH ANAL I	4
XXX XXX	BIOL & PHY SCIENCE PART A	4
ORBM 102	FRESHMAN ORIENTATION	1
		<b>15</b>

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 102	FRESHMAN COMP II	3
HIST 1XX	HISTORY <sup>1</sup>	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	DIGITAL LIT & APP SOFT	3
XXX XXX	BIOL & PHY SCIENCE PART B	3
HEED XXX	HEALTHFUL LIVING <sup>2</sup>	3
		<b>16</b>

**SOPHOMORE YEAR (FIRST SEMESTER)**

BUAD 202	PROF DEVELOPMENT	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
		<b>18</b>

**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
FIN 341	INTRO TO FIN. PLANNING	2
		<b>17</b>

**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
		<b>15</b>

**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
FIN 497	FINANCE INTERNSHIP	1
		<b>16</b>

**SENIOR YEAR (FIRST SEMESTER)**

FIN 443	ADVANCED FIN MGMT	3
MGMT 328	PRODUCTION MGMT	3
FIN 446	INT'L FINANCIAL MGMT	3
ECON 316	INT'L ECONOMICS	3
		<b>12</b>

**SENIOR YEAR (SECOND SEMESTER)**

BUAD 499	BUSINESS POLICY	3
FIN 448	CASES IN INTL FINANCE	3
XXX XXX	GLOBAL ELECTIVE <sup>3</sup>	3
SBM XXX	SBM ELECTIVE <sup>4</sup>	3
		<b>12</b>

**TOTAL CREDIT HOURS            121**

<sup>1</sup> Students should select **EITHER** the HIST 101 AND 102 (World History) combination **OR** the HIST 105 and 106 (U.S. History) combination to meet the history requirement.

<sup>2</sup> Students should select eligible course from the University catalog under section "Health and Healthful Living."

<sup>3</sup> See General Education options under "Contemporary and Global Issues" section in University catalog for eligible courses.

<sup>4</sup> Any SBM course at the 300 level or higher may be used to satisfy the SBM elective. SBM elective must be from outside major but within the School of Business and Management.

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 - HONORS	3
HIST 1XX	HONORS HISTORY <sup>1</sup>	3
MATH 141	INTRO TO MATH ANAL I	4
XXX XXX	BIOL & PHY SCIENCE PART A	4
ORBM 112	HON ORIENTATION	1
BUAD 108	INTRO TO PD I	0
		<b>15</b>

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMAN COMP II - HONORS	3
HIST 1XX	HONORS HISTORY <sup>1</sup>	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	INTRO TO COMP SYSTEM	3
XXX XXX	BIOL & PHY SCIENCE PART B	3
HEED XXX	HEALTHFUL LIVING <sup>2</sup>	3
BUAD 109	INTRO TO PD II	0
		<b>16</b>

**SOPHOMORE YEAR (FIRST SEMESTER)**

BUAD 212	HON PROF DEVELOPMENT	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
		<b>18</b>

**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
		<b>15</b>

**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
BUAD 308	ADVANCED PD I	0
		<b>15</b>

**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
BUD 326	BUS ETHICS & SOCI	3
BUAD 309	ADVANCED PD II	0
FIN 341	INTRO TO FIN. PLANNING	2
		<b>17</b>

**SENIOR YEAR (FIRST SEMESTER)**

FIN 443	ADVANCED FIN MGMT	3
MGMT 328	PRODUCTION MGMT	3
FIN 446	INT'L FINANACIAL MGMT	3
ECON 316	INT'L ECONOMICS	3
BUAD 408	SEN SEM PD I	0
FIN 497	FINANCE INTERNSHIP	1
		<b>13</b>

**SENIOR YEAR (SECOND SEMESTER)**

BUAD 498	HON BUSINESS POLICY	3
FIN 448	CASES IN INTL FINANCE	3
XXX XXX	GLOBAL ELECTIVE <sup>3</sup>	3
SBM XXX	SBM ELECTIVE <sup>4</sup>	3
BUAD 409	SEN SEM PD II	0
		<b>12</b>
		<b>121</b>

<sup>1</sup> Students should select **EITHER** the HIST 111 AND 112 (World History) combination **OR** the HIST 115 and 116 (U.S. History) combination to meet the history requirement.

<sup>2</sup> Students should select eligible course from the University catalog under section "Health and Healthful Living."

<sup>3</sup> See General Education options under "Contemporary and Global Issues" section in University catalog for eligible courses.

<sup>4</sup> Any SBM course at the 300 level or higher may be used to satisfy the SBM elective. SBM elective must be from outside major but within the School of Business and Management.

## BUSINESS ADMINISTRATION

Chairperson of Department: PROFESSOR AUGUSTUS AB-BEY; Professor: MARJORIE ADAMS, MICHAEL CALLOW, ROBERT SINGH, NATHAN AUSTIN; Associate Professors: ABDUL AZIZ, SUSAN BAKER

TIMOTHY EDLUND, HAIYAN HU, DAVID JACOBS, OMAR KHAN, LEYLAND LUCAS, CHRISTOPHER MATHIS, KAREN PROUDFORD, DARLINGTON RICHARDS, DAVID ZOOGAH; Assistant Professors: SHIMI AHMAD, ERICA ANTHONY, CHRISTOPHER DOVAL, MARY K. FOSTER, ANNETTE GEORGE, CARMEN MOORE, JULAINE RIGG, JOHN SOUTHALL, CHIEN-CHI TSENG AND MIGUEL ZUNIGA.

### 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 the following courses to earn a minor in Entrepreneurship; ENTR 351, 353, 384 and 452. For BUAD majors, MKTG 340 and FIN 443 must be taken in place of ENTR 351 and ENTR 452.

#### B. MINOR IN ENTREPRENEURSHIP FOR NON-BUSINESS STUDENTS

Students must successfully complete the following courses to earn a minor in Entrepreneurship: BUAD 200, ACCT 201, ENTR 351, 452, and either ENTR 353 or 384.

## 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 Services
MKTG 345:	Marketing
MKTG 465:	Special Topics in Marketing
HOMG 219:	Food Service Management and Operation
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)

Course Number	Credits	Title
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 (with minimum grade of “C”) 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 (with minimum grade of “C”) 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 (with minimum grade of “C”) 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 AND SOCIETY: ETHICS AND SUSTAINABILITY– 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 (with minimum grade of “C”). (Formerly Business Ethics and Society) (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 (with minimum grade of “C”). (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 (with minimum grade of "C"). (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 (with minimum grade of "C"). (FALL)

**BUAD 372 PRE-LICENSE REAL ESTATE –**

*One hour; 1 credit.* This course is designed to provide students with the opportunity to achieve their real estate license. The course provides the additional 15 hours required to fulfill the total 60 hours required by the Maryland Department of Labor, Licensing and Regulations (DLLR) that individuals need to qualify for the exam. **Prerequisite:** Successful completion of BUAD 371 (with minimum grade of "C"). (SUMMER)

**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 (with minimum grade of "C"). (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 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, FIN343, MKTG 331 (with minimum grade of "C"), 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 Development 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 ECON212, FIN 343, BUAD 202, BUAD 326, BUAD 381, MGMT 324, MKTG 331 (with minimum grade of "C") 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 long-term 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 (with minimum grade of "C"). 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 presentations are emphasized. **Prerequisites:** ACCT 202, FIN

343, MGMT 324, MGMT 328, MKTG 331, BUAD 326, BUAD 327 and BUAD381 (with minimum grade of "C"). COURSE IS TO BE TAKEN ONLY IN THE SEMESTER OF GRADUATION. (FALL, SPRING)



## THE MAJOR IN 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 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)

#### 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 with a grade of "C" or better 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 with a grade of "C" or better. (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 with a grade of "C" or better. (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 with a grade of “C” or better. (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 with a grade of “C” or better 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 with a grade of “C” or better. (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. (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 System
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 Communication
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 MARKETING IN A DIGITAL ENVIRONMENT-** *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 with a grade of “C” or better. (FALL)

**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 with a grade of “C” or better. (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 with a grade of “C” or better. (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 with a grade of “C” or better. (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 with a grade of “C” or better. (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.

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 with a grade of “C” or better. (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 with a grade of “C” or better. 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 with a grade of “C” or better. (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 with a grade of “C” or better. (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 with a grade of “C” or better. (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 with a grade of “C” or better. (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. (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 with a grade of “C” or better 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 290 SUSTAINABLE 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 with a grade of “C” or better. (SPRING)

**HOMG 292 FOOD AND BEVERAGE MANAGEMENT**—*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. (FALL, SPRING)

**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 with a grade of “C” or better and Junior standing in the SBM. (FALL)

**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 with a grade of “C” or better, and junior standing in the SBM. (SPRING).

**HOMG 383 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, 292, with a grade of “C” or better and Junior standing in the SBM. (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 with a grade of “C” or better and senior standing. This is a course with “Honors” designation. (FALL).

**HOMG 483 HOSPITALITY AND TOURISM MARKET ING**—*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, 292, 325, MKTG 331 with a grade of “C” or better and Senior standing in the SBM. ( FALL).

**HOMG 485 CURRENT ISSUES AND TRENDS IN HOSPITALITY AND TOURISM MANAGEMENT**

— *Three hours; 3 credits.* This course focuses on current issues and trends which significantly impact the Hospitality and Tourism Industry. Strategies to manage the challenges associated with these impacts are discussed and recommendations considered. **Prerequisites:** HOMG 101, HOMG 290, HOMG 292, HOMG 325, HOMG 383 with a grade of “C” or better and a 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 XXX	HISTORY **	3
HEED XXX	HEALTH <sup>1</sup>	3
MATH 113	INTRO TO MATH ANALYSIS	4
XXX XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4
ORBM 102	FRESHMAN ORIENTATION	1

**18**

**FRESHMAN YEAR (FIRST SEMESTER)**

ENG 102	FRESHMAN COMP II	3
HIST 1XX	HISTORY**	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	DIGITAL LIT & APP SOFT	3
XXX XXX	BIO & PHY SCI (BP) PART B	3

**15**

**SOPHOMORE YEAR (FIRST SEMESTER)**

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN OF ACCT I	3
HUMA 201	HUMANITIES I	3
ECON 211	ECONOMICS I (MACRO)	3
BUAD 202	PROFESSIONAL DEVELOPMENT	3

**15**

**SOPHOMORE YEAR (SECOND SEMESTER)**

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

**15**

**JUNIOR YEAR (FIRST SEMESTER)**

ENGL 357	BUSINESS COMMUNICATION	3
MGMT 324	ORG. BEHAVIOR	3
FIN 343	MANAGERIAL FINANCE	3
MKTG 331	PRIN OF MKTG	3
XXX XXX	CON/GLOBAL ELECTIVE***	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)**

MGMT 328	PRODUCTION & OM	3
BUAD 371	PRIN REAL ESTATE	3
ENTR 452	ADV ENTREPRENEURSHIP	3
BUAD XXX	ELECTIVE*	3
BUAD XXX	ELECTIVE*	3

**15**

**SENIOR YEAR (SECOND SEMESTER)**

BUAD 499	BUSINESS POLICY	3
BUAD 382	BUSINESS LAW	3
SBM XXX	ELECTIVE****	3
BUAD XXX	ELECTIVE*	3
BUAD XXX	ELECTIVE*	3

**15**

**TOTAL CREDITS**

**121**

\*For the Business Administration major, four (4) electives must be chosen from the following courses: BUAD 362, BUAD 456, BUAD 486, one MKTG (300-400 level) course, one MGMT (300 -400 level) course, one elective from the Accounting and Finance or Information Science and Systems departments, or one elective from outside the School of Business and Management (e.g., psychology, sociology, etc.).

\*\*Students should select EITHER the HIST 101 and 102 (World History) combination OR HIST 105 and 106 (U.S. History) combination in order to meet requirements.

\*\*\* Students should select eligible course from the university catalog under section "Contemporary and Global Issues".

\*\*\*\*Course must be from outside major but within the School of Business and Management.

Students should select eligible course from the catalog under section "Biological and Physical Sciences" PART A as indicated and PART B as indicated.

Students should select eligible course from the catalog under section "Health and Healthful Living".

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	HISTORY**	3
HEED XXX	HEALTH <sup>1</sup>	3
MATH 113	INTRO TO MATH ANALYSIS	4
XXX XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4
ORBM 112	FRESHMAN ORIENTATION	1
BUAD 108	INTRO TO PD I	0

**18**

**FRESHMAN YEAR (SECOND SEMESTER)**

ENG 112	FRESHMAN COMP II	3
HIST XXX	HISTORY**	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	DIGITAL LIT & APP SOFT	3
XXX XXX	BIO & PHY SCI (BP) PART B	3
BUAD 109	INTRO TO PD II	0

**15**

**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 PROF. DEVELOP.	3
BUAD 208	INTER PD I	0

**15**

**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 (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	CON/GLOBAL ELECTIVE***	3
BUAD 308	ADV PD I	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 (FIRST SEMESTER)**

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

**15**

**SENIOR YEAR (SECOND SEMESTER)**

BUAD 498	HONORS BUSINESS POLICY	3
BUAD 382	BUS LAW	3
SBM XXX	ELECTIVE*	3
BUAD XXX	ELECTIVE*	3
BUAD 409	SR SEM PD II	0

**15**

**TOTAL CREDITS**

**121**

\*For the Business Administration major, four (4) electives must be chosen from the following courses: BUAD 362, BUAD 456, BUAD 486, FIN 344, one MKTG (300-400 level) course, one MGMT (300-400 level) course, one elective from the Accounting and Finance or Information Science and Systems departments, or one elective from outside the School of Business and Management (e.g., psychology, sociology, etc.). 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 and 112 (World History) combination OR HIST 115 and 116 (U.S. History) combination in order to meet requirements.

\*\*\* Students should select eligible course from the university catalog under section "Contemporary and Global Issues".

\*\*\*\*Course must be from outside major but within the School of Business and Management.

Students should select eligible course from the catalog under section "Biological and Physical Sciences" PART A as indicated and PART B as indicated.

Students should select eligible course from the catalog under section "Health and Healthful Living".

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

**FRESHMAN YEAR (FIRST SEMESTER)**

ENGL 101	FRESHMAN COMP I	3
HIST 1XX	WORLD HISTORY I ** or	3
HEED XXX	HEALTH <sup>1</sup>	
MATH 113	INTRO TO MATH ANALYSIS I	4
XXX XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4
ORBM 102	FRESHMAN ORIENTATION	1

**18**

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 102	FRESHMAN COMP II	3
HIST 1XX	HISTORY**	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	DIGITAL LIT & APP SOFT	3
XXX XXX	BIO & PHY SCI (BP) PART B	3

**15**

**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	PROF. DEVELOPMENT	3

**15**

**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 (FIRST SEMESTER)**

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

**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

**15**

**SENIOR YEAR (FIRST SEMESTER)**

MGMT 328	PRODUCTION & OM	3
MGMT 330	COMP/BEN MGMT	3
MGMT 421	TRAINING & DVPT	3
MGMT XXX	ELECTIVE*	3
MGMT XXX	ELECTIVE*	3

**15**

**SENIOR YEAR (SECOND SEMESTER)**

SBM XXX	ELECTIVE****	3
MGMT 425	STAFFING & PERF. MGMT	3
BUAD 499	BUSINESS POLICY	3
MGMT XXX	ELECTIVE*	3
MGMT XXX	ELECTIE*	3

**13**

**TOTAL CREDITS**

**121**

\*For the Management with a Human Resource Management focus major, three (3) electives must be chosen from the following courses: MGT 420, MGMT 465, ENTR 351, ENTR 452, BUAD 456, BUAD 486, one MKTG (300-400 level) course, one elective from the Accounting and Finance or Information Science and Systems departments, or one elective from outside the School of Business and Management (e.g., psychology, sociology, etc.).

\*\*Students should select EITHER the HIST 101 and 102 (World History) combination OR HIST 105 and 106 (U.S. History) combination in order to meet requirements.

\*\*\* Students should select eligible course from the university catalog under section "Contemporary and Global Issues".

\*\*\*\*Course must be from outside major but within the School of Business and Management.

Students should select eligible course from the catalog under section "Biological and Physical Sciences" PART A as indicated and PART B as indicated.

Students should select eligible course from the catalog under section "Health and Healthful Living".

**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 1XX	HISTORY**	3
HEED XXX	HEALTH <sup>1</sup>	3
MATH 113	INTRO TO MATH ANALYSIS I	4
XXX XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4
ORBM 112	HONORS ORIENTATION	1
BUAD 108	INTRO TO PD I	0

**18**

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMAN COMP II	3
HIST 1XX	HISTORY**	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	DIGITAL LIT & APP SOFT	3
XXX XXX	BIO & PHY SCI (BP) PART B	3
BUAD 109	INTRO TO PD II	0

**13**

**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. PROF. DEVELOPMENT	3
BUAD 208	INTER PD I	0

**15**

**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 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	CON/GLOBAL ELECTIVE***	3
BUAD 308	ADV 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 (FIRST SEMESTER)**

MGMT 328	PRODUCTION & OM	3
MGMT 330	COMP/BEN MGMT	3
MGMT XXX	ELECTIVE*	3
MGMT 421	TRAINING & DVPT	3
MGMT XXX	ELECTIVE*	3
BUAD 408	SR SEM PD I	0

**15**

**SENIOR YEAR (SECOND SEMESTER)**

SBM XXX	ELECTIVE****	3
MGMT 425	STAFFING & PERF. MGMT.	3
BUAD 498	HONORS BUSINESS POLICY	3
MGMT XXX	ELECTIVE*	3
MGTM XXX	ELECTIVE*	3
BUAD 409	SSR SEM PD II	0

**15**

**TOTAL CREDITS**

**121**

\*For the Management with a Human Resource Management focus major, three (3) electives must be chosen from the following courses: MGT 420, MGMT 465, ENTR 351, ENTR 452, BUAD 456, BUAD 486, one MKTG (300-400 level) course, one elective from the Accounting and Finance or Information Science and Systems departments, or one elective from outside the School of Business and Management (e.g., psychology, sociology, etc.). 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 and 112 (World History) combination OR HIST 115 and 116 (U.S. History) combination in order to meet requirements.

\*\*\* Students should select eligible course from the university catalog under section "Contemporary and Global Issues".

\*\*\*\*Course must be from outside major but within the School of Business and Management.

Students should select eligible course from the catalog under section "Biological and Physical Sciences" PART A as indicated and PART B as indicated.

Students should select eligible course from the catalog under section "Health and Healthful Living".

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

**FRESHMAN YEAR (FIRST SEMESTER)**

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 101	FRESHMAN COMP I	3	ENGL 102	FRESHMAN COMP II	3	
HIST 1XX	HISTORY**	3	HIST 1XX	HISTORY**	3	
HEED	HEALTH <sup>1</sup>	3	PHEC XXX	PHYSICAL EDUCATION	1	
MATH113	INTRO TO MATH ANALYSIS	4	INSS 141	DIGITAL LIT & APP SOFT	3	
XXX XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4	XXX XXX	BIO & PHY SCI (BP) PART B	3	
ORBM 112	HONORS ORIENTATION	1				
		18			13	
SOPHOMORE YEAR (FIRST SEMESTER)			SOPHOMORE YEAR (SECOND SEMESTER)			
MATH 201	CALCULUS FOR NON SCI	3	ACCT 202	PRIN ACCT II	3	
ACCT 201	PRIN ACCOUNTING I	3	HUMA 202	HUMANITIES II	3	
HUMA 201	HUMANITIES I	3	ECON 212	ECONOMICS II (MICRO)	3	
ECON 211	ECONOMICS I (MACRO)	3	PHIL 109	INTRO TO LOGIC	3	
BUAD 202	PROF. DEVELOPMENT	3	INSS 220	ANALYTICAL DECISIONS	3	
		15			15	
JUNIOR YEAR (FIRST SEMESTER)			JUNIOR YEAR (SECOND SEMESTER)			
ENGL 357	BUS COMMUNICATION	3	BUAD 327	FUND INTERN BUS	3	
MGMT 324	ORG BEHAVIOR	3	MKTG 335	CONSUMER BEHAVIOR	3	
FIN 343	MANAGERIAL FINANCE	3	BUAD 381	LEGAL & ETHICAL ENV	3	
MKTG 331	PRIN OF MKTG	3	INSS 360	MGMT INFO SYSTEMS	3	
XXX XXX	CON/GLOBAL ELECTIVE***	3	BUAD 326	BUS., ETHICS & SOCIETY	3	
		15			15	
SENIOR YEAR (FIRST SEMESTER)			SENIOR YEAR (SECOND SEMESTER)			
MGMT 328	PRODUCTION & OM	3	MKTG 495	STRATEGIC MKTG	3	
MKTG 345	SERVICES MARKETING	3	BUAD 499	BUSINESS POLICY	3	
MKTG XXX	ELECTIVE*	3	MKTG XXX	ELECTIVE*	3	
MKTG 420	MKTG RESEARCH SYST	3	MKTG XXX	ELECTIVE*	3	
MKTG XXX	ELECTIVE*	3	SBM XXX	ELECTIVE****	3	
		15			15	
			TOTAL CREDITS			121

\*Marketing Electives must be chosen from the following courses: MKTG 333, 336, 337, 338, 340, 346, 419, 431, 465; ENTR 351, BUAD 456 and 486

\*\*Students should select EITHER the HIST 101 and 102 (World History) combination OR HIST 105 and 106 (U.S. History) combination in order to meet requirements.

\*\*\* Students should select eligible course from the university catalog under section "Contemporary and Global Issues".

\*\*\*\*Course must be from outside major but within the School of Business and Management.

Students should select eligible course from the catalog under section "Biological and Physical Sciences" PART A as indicated and PART B as indicated.

Students should select eligible course from the catalog under section "Health and Healthful Living".



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

**FRESHMAN YEAR (FIRST SEMESTER)**

ENGL 111	FRESHMAN COMP I	3
HIST 1XX	HISTORY**	3
HEED XXX	HEALTH <sup>1</sup>	3
MATH 113	INTRO TO MATH ANAL I	4
XXX XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4
or 112	INTRO BIOLOGY I	
ORBM 112	HONORS ORIENTATION	1
BUAD 108	INTRO TO PD I	0

18

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMAN COMP II	3
HIST 1XX	HISTORY**	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	DIGITAL LIT & APP SOFT	3
PHYS 111	INTRO TO PHYSICS	4
BUAD 109	INTRO TO PD II	0

13

**SOPHOMORE YEAR (FIRST SEMESTER)**

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN ACCOT I	3
HUMA 211	HUMANITIES I	3
ECON 211	ECONOMICS I (MACRO)	3
BUAD 212	HON. PROF. DEVELOPMENT	3
BUAD 208	INTER PD I	0

15

**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 (FIRST SEMESTER)**

ENGL 357	BUS COMMUNICATION	3
MGMT 324	ORG BEHAVIOR	3
FIN 343	MANAGERIAL FINANCE	3
MKTG 331	PRIN OF MKTG	3
XXX XXX	CON/GLOBAL ELECTIVE***	3
BUAD 308	ADV 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 (FIRST SEMESTER)**

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

15

**SENIOR YEAR (SECOND SEMESTER)**

MKTG 495	STRATEGIC MARKETING	3
BUAD 498	HONORS BUSINESS POLICY	3
MKTG XXX	ELECTIVE*	3
MKTG XXX	ELECTIVE*	3
SBM XXX	ELECTIVE*	0
BUAD 409	SR SEM PD II	0

15

**TOTAL CREDITS**

**121**

\*Marketing Electives must be chosen from the following courses: MKTG 333, 336, 337, 338, 340, 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 and 112 (World History) combination OR HIST 115 and 116 (U.S. History) combination in order to meet requirements.

\*\*\* Students should select eligible course from the university catalog under section "Contemporary and Global Issues".

\*\*\*\*Course must be from outside major but within the School of Business and Management.

Students should select eligible course from the catalog under section "Biological and Physical Sciences" PART A as indicated and PART B as indicated.

Students should select eligible course from the catalog under section "Health and Healthful Living".

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 1XX	HISTORY**	3
HEED XXX	HEALTH <sup>1</sup>	3
MATH 113	INTRO TO MATH ANALYSIS	4
XXX XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4
ORBM 102	FRESHMAN ORIENTATION	1

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**18**

**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	PROF. DEVELOPMENT	3

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**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	CON/GLOBAL ELECTIVE***	3

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**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	ELECTIVE*	3

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**15**

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 102	FRESHMAN COMP II	3
HIST 1XX	HISTORY**	3
PHED XXX	PHYSICAL EDUCATION	1
INSS 141	DIGITAL LIT & APP SOFT	3
XXX XXX	BIO & PHY SCI (BP) PART B <sup>a</sup>	3

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**13**

**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

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**15**

**JUNIOR YEAR (SECOND SEMESTER)**

BUAD 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

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**15**

**SENIOR YEAR (SECOND SEMESTER)**

BUAD 499	BUSINESS POLICY	3
SBM XXX	ELECTIVE****	3
ENTR 452	ADV. ENTREPRENEURSHIP	3
ENTR XXX	ELECTIVE*	3
ENTR XXX	ELECTIVE*	3

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**15**

**TOTAL CREDIT HOURS**

**121**

\*Entrepreneurship electives must be chosen from the following courses: BUAD 361, BUAD 362, BUAD 371, ENTR 345, ENTR 450, ENTR 457, FIN 344, MKTG (300 - 400) level or MGMT (300 – 400) level course.

\*\*Students should select EITHER the HIST 101 and 102 (World History) combination OR HIST 105 and 106 (U.S. History) combination in order to meet requirements.

\*\*\* Students should select eligible course from the university catalog under section "Contemporary and Global Issues".

\*\*\*\*Course must be from outside major but within the School of Business and Management.

Students should select eligible course from the catalog under section "Biological and Physical Sciences" PART A as indicated and PART B as indicated.

Students should select eligible course from the catalog under section "Health and Healthful Living".

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	3
HIST 1XX	HISTORY**	3
HEED XXX	HEALTH <sup>1</sup>	3
MATH 113	INTRO TO MATH ANALYSIS	4
XXX XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4
ORBM 112	HONORS ORIENTATION	1
BUAD 108	INTRO TO PD I	0

**18**

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMAN COMP I	3
HIST 1XX	HISTORY*	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	DIGITAL LIT & APP SOFT	3
XXX XXX	BIO & PHY SCI (BP) PART B <sup>a</sup>	3
BUAD 109	INTRO TO PD II	0

**13**

**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	HON. PROF. DEVELOPMENT	3
BUAD 208	INTER PD I	0

**15**

**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 (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	CON/GLOBAL ELECTIVE***	3
BUAD 308	ADV PD I	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 (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 II	0

**15**

**SENIOR YEAR (SECOND SEMESTER)**

BUAD 498	HONORS BUSINESS POLICY	3
SBM XXX	ELECTIVE****	3
ENTR 452	ADV. ENTREPRENEURSHIP	3
ENTR XXX	ELECTIVE*	3
ENTR XXX	ELECTIVE*	0
BUAD 409	SR SEM PD I	0

**15**

**TOTAL CREDIT HOURS**

**121**

\*Entrepreneurship electives must be chosen from the following courses: BUAD 361, BUAD 362, BUAD 371, ENTR 345, ENTR 450, ENTR 457, FIN 344, MKTG (300 - 400 level) or MGMT (300 – 400 level) course.

\*\*Students should select EITHER the HIST 111 and 112 (World History) combination **OR** HIST 115 and 116 (U.S. History) combination in order to meet requirements. 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 eligible course from the university catalog under section "Contemporary and Global Issues".

\*\*\*\*Course must be from outside major but within the School of Business and Management.

Students should select eligible course from the catalog under section "Biological and Physical Sciences" PART A as indicated and PART B as indicated. Students should select eligible course from the catalog under section "Health and Healthful Living".

# LEADING TO THE DEGREE OF BACHELOR OF SCIENCE SUGGESTED SEQUENCE OF COURSES

## FRESHMAN YEAR (FIRST SEMESTER)

ENGL 101	FRESHMAN COMP I	3
HIST 1XX	HISTORY**	3
HEED XXX	HEALTHFUL <sup>1</sup>	3
XXX XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4
ORBM 102	FRESHMAN ORIENTATION	1
MATH 113	INTRO TO MATH ANALYSIS I	4
		<b>18</b>

## FRESHMAN YEAR (SECOND SEMESTER)

ENGL 102	FRESHMAN COMP II	3
HIST 1XX	HISTORY**	3
HOMG 101	INTRO HOSP INDUSTRY	3
XXX XXX	BIO & PHY SCI (BP) PART B <sup>a</sup>	3
INSS 141	DIGITAL LIT & APP SOFT	3
PHEC XXX	PHYSICAL EDUCATION	1
		<b>16</b>

## SOPHOMORE YEAR (FIRST SEMESTER)

BUAD 202	PROF. DEVELOPMENT	3
ECON 211	ECONOMICS I (MACRO)	3
MATH 201	CALCULUS FOR NON SCI	3
HUMA 201	INTRO TO HUMANITIES I	3
ACCT 201	PRIN OF ACCOUNTING I	3
		<b>15</b>

## SOPHOMORE YEAR (SECOND SEMESTER)

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

## JUNIOR YEAR (FIRST SEMESTER)

MGMT 324	PRIN OF MGMT & ORG. BEH.	3
MKTG 331	PRIN OF MARKETING	3
ENGL 357	BUS. COMMUNICATIONS	3
FIN 343	MANAGERIAL FINANCE	3
HOMG 290	SUS. TRAVEL & TOUR MGMT	3
		<b>15</b>

## JUNIOR YEAR (SECOND SEMESTER)

HOMG 292	FOOD & BEV. MGMT	3
BUAD 327	FUND INTERNATIONAL BUS.	3
MGMT 328	PRODUCTION & OM	3
BUAD 326	BUS ETHICS AND SOC	3
BUAD 381	LEGAL ENVIRONMENT	3
		<b>15</b>

## SENIOR YEAR (FIRST SEMESTER)

HOMG 300	CASINO & OPERATIONS MGMT	3
SBM XXX	ELECTIVE****	3
INSS 360	MANAGEMENT INFO SYS	3
XXX XXX	CON/GLOBAL ELECTIVE**	3
HOMG XXX	RECOMMENDED ELECTIVE*	3
		<b>15</b>

## SENIOR YEAR (SECOND SEMESTER)

HOMG 325	ROOMS DIVISION MGMT	3
HOMG 412	MEETING & CONV. MGMT	3
HOMG XXX	RECOMMENDED ELECTIVE*	3
BUAD 499	BUSINESS POLICY	3
		<b>12</b>

### \*RECOMMENDED ELECTIVES:

MGMT 420 LABOR-MGMT REL.  
 BUAD 486 HOSPITALITY INTERNSHIP  
 MKTG 338 PROF. SELLING  
 HOMG 485 CURR ISS & TR IN TOUR/HOSP MGMT  
 329 HUMAN RESOURCES MGMT HOMG

### TOTAL CREDITS

121

HOMG 483 HOSP & TOUR MKTG  
 HOMG 383 FOOD, BEV/COST CON  
 ENTR 351 ENTREPRENEURSHIP  
 6 CR HOURS OF THE SAME FOREIGN LANGUAGE

\*\*Students should select EITHER the HIST 101 and 102 (World History) combination OR HIST 105 and 106 (U.S. History) combination in order to meet requirements.

\*\*\* Students should select eligible course from the university catalog under section "Contemporary and Global Issues".

\*\*\*\*Course must be from outside major but within the School of Business and Management.

<sup>a</sup>Students should select eligible course from the catalog under section "Biological and Physical Sciences" PART A as indicated and PART B as indicated.

<sup>1</sup>Students should select eligible course from the catalog under section "Health and Healthful Living".

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
HIST 1XX	HISTORY**	3
HEED XXX	HEALTH <sup>1</sup>	3
XXX XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4
ORBM 112	HONORS ORIENTATION	1
MATH 113	INTRO TO MATH ANALYSIS I	4
BUAD 108	INTRO TO PD I	0

**18**

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMAN COMP II	3
HIST 1XX	HISTORY**	3
INSS 141	DIGITAL LIT & APP SOFT	3
XXX XXX	BIO & PHY SCI (BP) PART B <sup>a</sup>	3
HOMG 101	INTRO HOSP INDUSTRU	3
PHEC XXX	PHYSICAL EDUCATION	1
BUAD 109	INTRO TO PD II	0

**17**

**SOPHOMORE YEAR (FIRST SEMESTER)**

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

**15**

**SOPHOMORE YEAR (SECOND SEMESTER)**

INSS 220	ANALYTICAL DECISIONS	3
HOMG 290	SUS. TRAV & TOUR MGMT	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

**15**

**JUNIOR YEAR (FIRST SEMESTER)**

MGMT 324	PRIN OF MGMT ORG BEHAVIOR	3
MKTG 331	PRIN OF MARKETING	3
ENGL 357	BUSINESS COMMUNICATIONS	3
FIN 343	MANAGERIAL FINANCE	3
HOMG 290	SUS. TRAVEL & TOUR MGMT	3
BUAD 308	ADV PD I	0

**15**

**JUNIOR YEAR (SECOND SEMESTER)**

HOMG 292	FOOD & BEV MGMT	3
BUAD 327	FUND INTERNATIONAL BUS.	3
MGT 328	PRODUCTION & OM	3
BUAD 326	BUS ETHICS AND SOC	3
BUAD 381	LEGAL ENVIRONMENT	3
BUAD 309	ADV PD II	0

**15**

**SENIOR YEAR (FIRST SEMESTER)**

HIST 360	AFRICAN DIASPORA	3
INSS 360	MANAGEMENT INFO SYS	3
HOMG XXX	RESTRICTED ELECTIVE*	3
HUMA XXX	HUMANITIES ELECTIVE***	3
HOMG 412	MEETING & CONV MGMT	
BUAD 408	SR SEM PD I	0

**15**

**SENIOR YEAR (SECOND SEMESTER)**

HOMG 483	HOSP & TOURISM MKTG	3
XXX	RESTRICTED ELECTIVE*	3
HOMG 486	HOSP & TOURISM MKTG	3
BUAD 498	HONORS BUSINESS POLICY	3
BUAD 409	SR SEM PD II	0

**12**

**\*RECOMMENED ELECTIVES:**

MGMT 420 LABOR-MGMT RELATIONS  
 BUAD 486 HOSPITALITY INTERNSHIP  
 MKTG 338 PROFESSIONAL SELLING  
 HOMG 485 CURR ISS & TR IN TOUR/HOSP  
 MGMT 329 HUMAN RESOURCES MGMT HOMG

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 and 112 (World History) combination OR HIST 115 and 116 (U.S. History) combination in order to meet requirements.

\*\*\* Students should select eligible course from the university catalog under section "Contemporary and Global Issues".

\*\*\*\*Course must be from outside major but within the School of Business and Management.\*Students should select eligible course from the catalog under section "Biological and Physical Sciences" PART A as indicated and PART B as indicated.<sup>1</sup>Students should select eligible course from the catalog under section "Health and Healthful Living".

**TOTAL CREDITS**

**121**

HOMG 483 HOSP & TOUR MARKETING  
 HOMG 383 FOOD, BEV/COST CONTROL  
 BUAD 361 RISK MANAGEMENT  
 6 CR HOURS OF THE SAME FOREIGN LANGUAGE

## INFORMATION S CIENCE AND SYSTEMS

Chairperson of Department: PROFESSOR ALI F. EMDAD;  
 Professors: SANJAY BAPNA, GANESH BHATT, OTIS THOMAS, JIGISH ZAVERI; Associate Professors: DENNIS

K. AGBOH, DESSA DAVID, SANDIP PATEL, ABIRAMI RADHAKRISHNAN, XINGXING ZU; Assistant Professors:, SAMUEL EJIAKU, STEVEN GIBSON, GREGORY RAMSEY, ZIPING WANG; Lecturers: MUHAMMED BADAMAS.

## **THE MAJOR IN INFORMATION SCIENCE AND SYSTEMS**

The mission of the department of Information Science and Systems is to offer high quality programs in information systems at the undergraduate and doctoral level, services and supply chain management at the undergraduate level, and project management at the graduate level. The department seeks to provide opportunities for students to study and apply various technical and organizational knowledge and skills. The department's regularly updated curricula are taught by a team of highly qualified faculty that engages in research and brings corporate and government technical IT work experience to the classroom. The programs are 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 background for pursuing graduate studies. The program enables the student to develop solid foundations in key technologies, methodologies, processes, and in organizational skills.

### **REQUIREMENTS FOR A MAJOR IN INFORMATION SYSTEMS:**

INSS 141, INSS 360, INSS 250, INSS 370, INSS 380, INSS 390, INSS 391, INSS 496 and two of the following courses: INSS 450, INSS 460, INSS 480, INSS 491, INSS 492, INSS 494, INSS 495, INSS 497, SSCM 330. In addition to the above requirements students must satisfy all Graves School of Business and Management requirements as well as the General Education requirements. In addition to two INSS courses as electives, students select one course from SBM as an elective. Please note: INSS 141 is a General Education requirement and INSS 360 is a School of Business and Management requirement.

**REQUIREMENTS FOR A MINOR IN INFORMATION SYSTEMS FOR STUDENTS ENROLLED IN THE GRAVES SCHOOL OF BUSINESS AND MANAGEMENT:** INSS 250, INSS 370, INSS 380 and one of the following courses: INSS 390, INSS 391, INSS 460, INSS 494, INSS 496.

**REQUIREMENTS FOR A MINOR IN INFORMATION SYSTEMS FOR STUDENTS IN MSU DEPARTMENTS OUTSIDE OF THE GRAVES SCHOOL:** INSS 141, MATH 113, INSS 360, INSS 250, INSS 370, INSS 380 and one of the following courses: INSS 390, INSS 391, INSS 460, INSS 494, INSS 496.

**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 and have the Honors components: INSS 380 and INSS 390 or its substitute.

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

**Digital Literacy and Application Software.** (spreadsheets coverage is heavily emphasized, database, presentation graphics) and general computing concepts. Topics include: basic components of Information Technology infrastructure including hardware, software, networking and telecommunications, database management, enterprise systems, systems development and others.

**Object-Oriented Programming.** (by validation).

**Business Statistics.** Coverage of topics in descriptive and inferential statistics. **(with C or better grade)**

## **INFORMATION SCIENCE AND SYSTEMS COURSE OFFERINGS**

**INSS 141 DIGITAL LITERACY AND APPLICATION SOFTWARE** - *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 data- base management. Note: This course is required of all Business School students. (Formerly Introduction to Computer-Based Information Systems) (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** (with C or better grade): MATH 113, INSS 141. (FALL, SPRING)

**INSS 250 CONCEPTS IN COMPUTATIONAL THINKING** - *Three hours; 3 credits* The aim of this course is to enhance the students' analytical, logical, and structured thinking skills. Students will learn to formulate problems, design algorithms, and develop and implement solutions. The course discusses the basic concepts such as, selection, sequence, and recursion. (Formerly Information Systems Concepts and Methods). **Prerequisites** (with C or better grade): INSS 141. (FALL, SPRING)

**INSS 360 MANAGEMENT INFORMATION SYSTEMS** - *Three hours; 3 credits.* This course introduces students to information systems concepts and use of in- formation 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** (with C or better grade): INSS 141. (FALL, SPRING).

**INSS 370 SYSTEMS ANALYSIS AND DESIGN** - *Three hours; 3 credits.* This course discusses the processes, methods, techniques and tools that organizations use to determine how they should conduct their business, with a particular focus on how computer-based technologies can most effectively contribute to the way business is organized. The course covers

a systematic methodology for analyzing a business problem or opportunity, specifying alternative approaches to acquiring the technology capabilities needed to address the business requirements, and specifying the requirements for the information systems solution. Traditional and agile design and development techniques will be covered. Students apply concepts from the course in a semester-long project where they identify and analyze a business problem and design a computer-based information system to solve the problem. **Prerequisite** (with C or better grade): INSS 360. (FALL)

**INSS 380 DATA AND INFORMATION MANAGEMENT**- *Three hours; 3 credits* This course provides an introduction to the fundamental concepts of data and information management. Students learn data modeling techniques, relational data models, normalization techniques, and implementation of databases. The course provides an understanding of the theory as well as hands-on experience in database design, implementation, and utilization of organizational databases with DBMS and a language such as SQL. (Formerly Database Systems). **Prerequisite** (with C or better grade): INSS 360. (FALL)

**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** (with C or better grade): INSS 360. (SPRING)

**INSS 391 IT INFRASTRUCTURE AND SECURITY** - *Three hours; 3 credits* This course provides an introduction to IT infrastructure and networking issues. It covers topics related to systems architecture and communication networks in an organizational context. It gives the students the knowledge of network software, organizational processes, and hardware. The course focuses on Internet-based solutions, computer and network security, and the role of infrastructure in regulatory compliance (Formerly Data Communication and Networks). **Prerequisite** (with C or better grade): 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** (with C or better grade): INSS 250, INSS 380. (OFFERED AS NEEDED)

**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 (with C or better grade):** INSS 360 (OFFERED AS NEEDED)

**INSS 480 ADVANCED DATA AND INFORMATION MANAGEMENT** – *Three hours; 3 credits.* This course covers advanced topics of database management systems including de-normalization, abstract data types, query optimization, and other topics. SQL is covered in-depth with extensive coverage given to SQL and database instance tuning. In this course students learn about advanced features in an industrial-strength DBMS such as Oracle. Students learn about database programming in Oracle's PL/SQL language, including triggers, stored procedures, and methods. Students define independent database term projects, which may be related to their work or other interests, to demonstrate their understanding of advanced database concepts. **Prerequisites (with C or better grade):** INSS 380. (OFFERED AS NEEDED)

**INSS 491 CURRENT ISSUES IN INFORMATION SYSTEMS** - *Three hours; 3 credits.* This course focuses on timely and relevant topics in computer information systems that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester (Formerly Special Topics in Information Systems). **Prerequisites (with C or better grade):** INSS 250. (OFFERED AS NEEDED)

**INSS 492 SPECIAL TOPICS IN INFORMATION SYSTEMS** – *Three hours; 3 credits.* This course addresses specific trends in information systems. **Pre-requisites (with C or better grade):** INSS 250, INSS 360. (OFFERED AS NEEDED)

**INSS 494 INFORMATION SECURITY AND RISK MANAGEMENT** - *Three hours, 3 credits.* This course will prepare students to develop skills in information security and risk management. This is a survey course that will cover a range of information security topics, from technical areas such as cryptology and network security to a policy area such as risk management. **Pre-requisites (with C or better grade):** INSS 391 (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 IT PROJECT MANAGEMENT** – *Three hours, 3 credits.* This course discusses the processes, methods, techniques and tools that organizations use to manage their information systems projects. The course covers a systematic methodology for initiating, planning, executing, controlling, and closing projects. The course covers all project management knowledge areas as outlined by Project Management Institute. **Prerequisite (with C or better grade):** INSS 370. (SPRING)

**INSS 497 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 260). **Prerequisite (with C or better grade):** INSS 250 (OFFERED AS NEEDED)



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**FRESHMAN YEAR (FIRST SEMESTER)**

ENG	101	FRESHMEN COMP I	3
HIST	XXX	HISTORY**	3
HEED	XXX	HEALTH <sup>1</sup>	3
MATH	113	INTRO TO MATH ANALYSIS	4
XXX	XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4
ORBM	102	FRESHMAN ORIENTATION	1

18

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL	102	FRESHMEN COMP II	3
HIST	XXX	HISTORY**	3
PHEC	XXX	PHYSICAL EDUCATION	1
INSS	141	DIGITAL LITERACY & APP	3
<u>XXX</u>	<u>XXX</u>	<u>BIO &amp; PHY SCI (BP) PART B<sup>a</sup></u>	<u>3</u>

13

**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
<u>INSS</u>	<u>360</u>	<u>MGMT INFO SYSTEMS</u>	<u>3</u>

18

**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
<u>INSS</u>	<u>250</u>	<u>COMPUTATIONAL THINKING</u>	<u>3</u>

18

**JUNIOR YEAR (FIRST SEMESTER)**

ENGL	357	BUS COMMUNICATION	3
MGMT	324	ORG. BEHAVIOR	3
MKTG	331	PRIN OF MKTG	3
INSS	370	SYSTEMS ANALY & DESIGN	3
<u>INSS</u>	<u>380</u>	<u>DATA &amp; INFO MGMT</u>	<u>3</u>

15

**JUNIOR YEAR (SECOND SEMESTER)**

MGMT	328	PROD & OPERATIONS MGT	3
FIN	343	MANAGERIAL FINANCE	3
INSS	390	ENTERPRISE INFO SYS I	3
INSS	391	INFRASTRUC & SECURITY	3
<u>BUAD</u>	<u>326</u>	<u>BUSINESS, ETHICS &amp; SOCIETY</u>	<u>3</u>

15

**SENIOR YEAR (FIRST SEMESTER)**

BUAD	381	LEGAL & ETHICAL ENV.	3
BUAD	327	FUND INTERN BUS	3
SBM	XXX	ELECTIVE****	3
<u>INSS</u>	<u>XXX</u>	<u>ELECTIVE*</u>	<u>3</u>

12

**SENIOR YEAR (SECOND SEMESTER)**

BUAD	499	BUSINESS POLICY	3
INSS	496	IT PROJECT MGT	3
INSS	XXX	ELECTIVE*	3
<u>XXX</u>	<u>XXX</u>	<u>CON/GLOBAL ELECTIVE****</u>	<u>3</u>

12

**TOTAL CREDIT HOURS      121**

\*For the INSS major two (2) electives must be chosen from the following courses: INSS 450, INSS 460, INSS 480, INSS 491, INSS 492, INSS 494, INSS 495, INSS 497, SSCM 330

\*\*Students should select either HIST 101-102 (World History) or HIST 105-106 (U.S. History) sequence to meet requirements

\*\*\* See General Education options under "Contemporary and Global Issues" section in university catalog for eligible courses.

\*\*\*\* Course must be from outside major but within the School of Business and Management.

<sup>a</sup> Students should select eligible course from the catalog under section "Biological and Physical Sciences" PART A in the first semester and PART B in the second semester.

<sup>1</sup> Students should select eligible course from the catalog under section "Health and Healthful Living".

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**FRESHMAN YEAR (FIRST SEMESTER)**

ENG 111	FRESHMEN COMP I	3
HIST XXX	HISTORY**	3
HEED XXX	HEALTH <sup>1</sup>	3
MATH 113	INTRO TO MATH ANALYSIS	4
XXX XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4
ORBM 112	HONORS ORIENTATION	1
BUAD 108	INTRO TO PD I / HON SEM	0
		18

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMEN COMP II	3
HIST XXX	HISTORY**	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	DIGITAL LITERACY & APP	3
XXX XXX	BIO & PHY SCI (BP) PART B <sup>a</sup>	3
BUAD 109	INTRO TO PD II / HON SEM	0
		13

**SOPHOMORE YEAR (FIRST SEMESTER)**

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN ACCT I	3
HUMA 211	HUMANITIES I HON	3
ECON 211	ECONOMICS I (MACRO)	3
BUAD 212	HON BUS LEADERSHIP SEM	3
INSS 360	MGMT INFO SYSTEMS	3
BUAD 208	INTERM PD I / HON SEM	0
		18

**SOPHOMORE YEAR (SECOND SEMESTER)**

PHIL 109	INTRO TO LOGIC	3
ACCT 202	PRIN ACCT II	3
HUMA 212	HUMANITIES II HON	3
ECON 212	ECONOMICS II (MICRO)	3
INSS 220	ANALYTICAL DECISIONS	3
INSS 250	COMPUTATIONAL THINKING	3
BUAD 209	INTERM PD II / HON SEM	0
		18

**JUNIOR YEAR (FIRST SEMESTER)**

ENGL 357	BUS COMMUNICATION	3
MGMT 324	ORG. BEHAVIOR	3
MKTG 331	PRIN OF MKTG	3
INSS 370	SYSTEMS ANALY & DESIGN	3
INSS 380	DATA & INFO MGMT HON	3
BUAD 308	ADV PD I / HON SEM	0
		15

**JUNIOR YEAR (SECOND SEMESTER)**

MGMT 328	PROD & OPERATIONS MGT	3
FIN 343	MANAGERIAL FINANCE	3
INSS 390	ENTERPRISE INFO SYS I HON	3
INSS 391	INFRASTRUC & SECURITY	3
BUAD 326	BUSINESS, ETHICS & SOCIETY	3
BUAD 309	ADV PD II / HON SEM	0
		15

**SENIOR YEAR (FIRST SEMESTER)**

BUAD 381	LEGAL & ETHICAL ENV.	3
BUAD 327	FUND INTERN BUS	3
SBM XXX	ELECTIVE****	3
INSS XXX	ELECTIVE*	3
BUAD 408	HON SR. SEM	0
		12

**SENIOR YEAR (SECOND SEMESTER)**

BUAD 498	HON. BUSINESS POLICY	3
INSS 496	IT PROJECT MGT	3
INSS XXX	ELECTIVE*	3
XXX XXX	CON/GLOBAL ELECTIVE***	3
BUAD 409	HON SR. SEM	0
		12

**TOTAL CREDIT HOURS                      121**

\*For the INSS major two (2) electives must be chosen from the following courses: INSS 450, INSS 460, INSS 480, INSS 491, INSS 492, INSS 494, INSS 495, INSS 497, SSCM 330

\*\*Students should select either HIST 101-102 (World History) or HIST 105-106 (U.S. History) sequence to meet requirements

\*\*\* See General Education options under “Contemporary and Global Issues” section in university catalog for eligible courses.

\*\*\*\* Course must be from outside major but within the School of Business and Management.

<sup>a</sup> Students should select eligible course from the catalog under section “Biological and Physical Sciences” PART A in the first semester and PART B in the second semester.

<sup>1</sup> Students should select eligible course from the catalog under section “Health and Healthful Living”.

## **THE MAJOR IN SERVICES AND SUPPLY CHAIN MANAGEMENT**

The objectives of the Department are to provide opportunities for students to study various services & supply chain processes and systems leading to the Bachelor of Science degree in Services and Supply Chain Management. This 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 business and systems background for pursuing graduate studies. The program enables the student to develop a solid foundation in key services and supply chain processes and in organizational and business skills.

### **REQUIREMENTS FOR A MAJOR IN SERVICES AND SUPPLY CHAIN MANAGEMENT**

SSCM 280, SSCM 330, SSCM 336, MKTG 345, SSCM 355, INSS 460, SSCM 480; plus one elective from INSS and one from SBM. In addition to the above requirements students must satisfy all Graves School of Business and Management requirements as well as the General Education and university requirements. In addition to one INSS course as an elective, students select one course from SBM as an elective.

### **REQUIREMENTS FOR A MINOR IN SERVICES AND SUPPLY CHAIN MANAGEMENT FOR STUDENTS ENROLLED IN THE GRAVES SCHOOL OF BUSINESS AND MANAGEMENT:**

SSCM 280, SSCM 330, SSCM 336 and one of the following courses: MKTG 345, SSCM 355, INSS 460 and SSCM 480

### **REQUIREMENTS FOR A MINOR IN SERVICES AND SUPPLY CHAIN MANAGEMENT FOR STUDENTS IN MSU DEPARTMENTS OUTSIDE OF THE GRAVES SCHOOL:**

MATH 113, INSS 220, MGMT 328, SSCM 280, SSCM 330, SSCM 336 and one of the following: MKTG 345, SSCM 355, INSS 460 and SSCM 480

**HONORS PROGRAM:** In addition to benefiting from a comprehensive SSCM 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 junior and senior years and have the Honors components: SSCM 355 and INSS 460 or its substitute. It is recommended that non-business majors who are seeking a minor in services and supply chain management take their electives from the Graves School courses if possible. Students are encouraged to declare the SSCM minor as early as possible and should consult with the INSS Department advisors to ensure that courses are taken in the proper sequence.

## **SERVICES AND SUPPLY CHAIN MANAGEMENT COURSE OFFERINGS**

**SSCM 280 SERVICES OPERATIONS MANAGEMENT.** *Three hours, 3 credits.* This course introduces the concepts, principles, problems, and practices of successful service operations management. Topics include: the role of services in the economy, strategic positioning and internet strategies, new service development process, managing service expectations, front-office & back-office interface, service quality, yield management, waiting time management, and site selection. (SPRING)

**SSCM 330 SUPPLY CHAIN MANAGEMENT AND SUSTAINABILITY.** *Three hours, 3 credits.* This course introduces students to strategies and techniques for effective supply chain management and sustainability. Topics include: basics of supply chain management, inventory management, procurement and outsourcing strategies, procurement contracts, global logistics management, distributions operations, coordinated product and supply chain design, information sharing in supply chains, Bullwhip effect, supply chain quality management and six sigma, supply chain risk management and sustainability issues. (FALL).

**SSCM 336 LEAN, SIX SIGMA, AND QUALITY MANAGEMENT.** *Three hours, 3 credits.* This course focuses on the business process improvement methods used within an organization or in supply chains. It discusses principles, practices and techniques for enhancing customer-defined value created through processes and integrated supply chains. Topics include: importance of quality management and continuous

improvement in organizations and their supply chains; quality planning and strategy; customer-oriented quality management; statistical and analytical tools for quality control; statistical process control, Total Quality Management, Six Sigma, Lean in manufacturing and service, quality and safety, JIT systems, and supply chain quality management. **Prerequisite (with C or better grade):** INSS 220 (SPRING)

**SSCM 355 STRATEGIC PROCUREMENT AND LOGISTICS MANAGEMENT.** *Three hours, 3 credits.* In this course, a variety of analytical tools and frameworks are presented in order to help students understand issues in strategic sourcing and logistics. Topics include: make or buy decisions, procurement strategy, procurement contracts, supply chain performance management, inventory management, vendor managed inventory, materials requirement planning, ABC inventory analysis, microanalysis of logistics and transportation services, transportation analytical models, third party logistics, warehouse management, material handling, logistics network design, transportation costing and issues related to distribution channel management. (SPRING)

**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. (FALL)

**SSCM 480 SERVICES MANAGEMENT IN GOVERNMENT AND PUBLIC SECTOR AGENCIES.** *Three hours, 3 credits.* This course focuses on issues related to services management in Government and Public sector agencies. Topics include: the role of management in the public sector, strategic planning in public service, overview of how public and nonprofit organizations work, program evaluation and execution, and tools and methods used for policy analysis and operations in public sector and non-profit organizations. **Prerequisite (with C or better grade):** SSCM 280. (SPRING)

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**FRESHMAN YEAR (FIRST SEMESTER)**

ENG 101	FRESHMEN COMP I	3
HIST XXX	HISTORY**	3
HEED XXX	HEALTH <sup>1</sup>	3
MATH 113	INTRO TO MATH ANALYSIS	4
XXX XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4
ORBM 102	FRESHMAN ORIENTATION	1
		18

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 102	FRESHMEN COMP II	3
HIST XXX	HISTORY**	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	DIGITAL LITERACY & APP	3
XXX XXX	BIO & PHY SCI (BP) PART B <sup>a</sup>	3
		13

**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
INSS 360	MGMT INFO SYSTEMS	3
		18

**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
SSCM 280	SERVICES OPS MGT	3
		18

**JUNIOR YEAR (FIRST SEMESTER)**

ENGL 357	BUS COMMUNICATION	3
MGMT 324	ORG. BEHAVIOR	3
MKTG 331	PRIN OF MKTG	3
MGMT 328	PROD & OPERATIONS MGT	3
SSCM 330	SUPPLY CHAIN MGT	3
		15

**JUNIOR YEAR (SECOND SEMESTER)**

MKTG 345	SERVICES MKTG MGT	3
FIN 343	MANAGERIAL FINANCE	3
SSCM 336	LEAN SIX SIGMA & QUALITY	3
SSCM 355	STRAT PROCURE & LOG	3
BUAD 326	BUSINESS, ETHICS & SOCIETY	3
		15

**SENIOR YEAR (FIRST SEMESTER)**

BUAD 381	LEGAL & ETHICAL ENV.	3
BUAD 327	FUND INTERN BUS	3
INSS 460	ENTERPRISE INFO SYSTEM II	3
INSS XXX	ELECTIVE*	3
		12

**SENIOR YEAR (SECOND SEMESTER)**

BUAD 499	BUSINESS POLICY	3
SBM XXX	ELECTIVE****	3
SSCM 480	SERVICE MGT IN GOVT	3
XXX XXX	CON/GLOBAL ELECTIVE***	3
		12

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

**Total Semester Hours Required: 120.** \*For the SSCM major one elective must be chosen from the INSS courses

\*\*Students should select either HIST 101-102 (World History) or HIST 105-106 (U.S. History) sequence to meet requirements

\*\*\* See General Education options under “Contemporary and Global Issues” section in university catalog for eligible courses.

\*\*\*\* Course must be from outside major but within the School of Business and Management.

<sup>a</sup> Students should select eligible course from the catalog under section “Biological and Physical Sciences” PART A in the first semester and PART B in the second semester.

<sup>1</sup> Students should select eligible course from the catalog under section “Health and Healthful Living”.

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**FRESHMAN YEAR (FIRST SEMESTER)**

ENG 111	FRESHMEN COMP I	3
HIST XXX	HISTORY**	3
HEED XXX	HEALTH <sup>1</sup>	3
MATH 113	INTRO TO MATH ANALYSIS	3
XXX XXX	BIO & PHY SCI (BP) PART A <sup>a</sup>	4
ORBM 112	HONORS ORIENTATION	1
BUAD 108	INTRO TO PD I / HON SEM	0
		17

**FRESHMAN YEAR (SECOND SEMESTER)**

ENGL 112	FRESHMEN COMP II	3
HIST XXX	HISTORY**	3
PHEC XXX	PHYSICAL EDUCATION	1
INSS 141	DIGITAL LITERACY & APP	3
XXX XXX	BIO & PHY SCI (BP) PART B <sup>a</sup>	3
BUAD 109	INTRO TO PD II / HON SEM	0
		13

**SOPHOMORE YEAR (FIRST SEMESTER)**

MATH 201	CALCULUS FOR NON SCI	3
ACCT 201	PRIN ACCT I	3
HUMA 211	HUMANITIES I HON	3
ECON 211	ECONOMICS I (MACRO)	3
BUAD 212	HON BUS LEADERSHIP SEM	3
INSS 360	MGMT INFO SYSTEMS	3
BUAD 208	INTERM PD I / HON SEM	0
		18

**SOPHOMORE YEAR (SECOND SEMESTER)**

PHIL 109	INTRO TO LOGIC	3
ACCT 202	PRIN ACCT II	3
HUMA 212	HUMANITIES II HON	3
ECON 212	ECONOMICS II (MICRO)	3
INSS 220	ANALYTICAL DECISIONS	3
SSCM 280	SERVICES OPS MGT	3
BUAD 209	INTERM PD II / HON SEM	0
		18

**JUNIOR YEAR (FIRST SEMESTER)**

ENGL 357	BUS COMMUNICATION	3
MGMT 324	ORG. BEHAVIOR	3
MKTG 331	PRIN OF MKTG	3
MGMT 328	PROD & OPERATIONS MGT	3
SSCM 330	SUPPLY CHAIN MGT	3
BUAD 308	ADV PD I / HON SEM	0
		15

**JUNIOR YEAR (SECOND SEMESTER)**

MKTG 345	SERVICES MKTG MGT	3
FIN 343	MANAGERIAL FINANCE	3
SSCM 336	LEAN SIX SIGMA & QUALITY	3
SSCM 355	STRAT PROCURE & LOG HON	3
BUAD 326	BUSINESS, ETHICS & SOCIETY	3
BUAD 309	ADV PD II / HON SEM	0
		15

**SENIOR YEAR (FIRST SEMESTER)**

BUAD 381	LEGAL & ETHICAL ENV.	3
BUAD 327	FUND INTERN BUS	3
INSS 460	ENTERPRISE INFO SYSTEM II HON	3
INSS XXX	ELECTIVE*	3
BUAD 408	HON SR. SEM	0
		12

**SENIOR YEAR (SECOND SEMESTER)**

BUAD 498	HON. BUSINESS POLICY	3
SBM XXX	ELECTIVE****	3
SSCM 480	SERVICE MGT IN GOVT	3
XXX XXX	CON/GLOBAL ELECTIVE***	3
BUAD 409	HON SR. SEM	0
		12

**TOTAL CREDIT HOURS**

**120**

**Total Semester Hours Required: 120.** \* For the SSCM major one elective must be chosen from the INSS courses

\*\*Students should select either HIST 101-102 (World History) or HIST 105-106 (U.S. History) sequence to meet requirements

\*\*\* See General Education options under “Contemporary and Global Issues” section in university catalog for eligible courses.

\*\*\*\* Course must be from outside major but within the School of Business and Management.

<sup>a</sup> Students should select eligible course from the catalog under section “Biological and Physical Sciences” PART A in the first semester and PART B in the second semester.

<sup>1</sup> Students should select eligible course from the catalog under section “Health and Healthful Living”.