

University of Miami Bulletin, 2009 – 2010
Undergraduate Course Listing

* 500 level courses appear in both the undergraduate and graduate course listing and may be considered undergraduate or graduate at the discretion of the department. Prerequisites, co-requisites and other course requirements are subject to change.

University of Miami Bulletin, 2009-2010
Undergraduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
ACCOUNTING

ACC101 Principles of Accounting

3 credits

Offered By Announcement Only

Course focuses on the use and understanding of basic financial and managerial accounting reports. Coverage of basic accounting assumptions and current issues affecting accounting processes and reporting are included, but detailed accounting procedures are not emphasized. Completion of the course should permit students to understand accounting information and to communicate with professional accountants. Limited to students in the Saturday BBA program, it does not satisfy any accounting requirement needed to sit for the CPA exam in Florida.

ACC211 Principles of Financial Accounting

3 credits

Fall & Spring Semester & First & Second Summer Session

Course explores the role of accounting in providing financial information about an enterprise to decision-makers. Emphasis is placed on understanding financial accounting from a user perspective. Course covers the reporting of financial position including coverage of assets, liabilities, equity accounts, the results of operations, and cash flows.

PREREQUISITE: SOPHOMORE STANDING.

ACC212 Managerial Accounting

3 credits

Fall & Spring Semester & First & Second Summer Session

Introduction to managerial accounting. Topics include various product costing techniques, analysis of cost behavior patterns, budgeting, and the use of accounting information to solve problems. The course is taught from a managerial perspective.

PREREQUISITE: ACC 211.

ACC301 Cost Accounting

3 credits

Fall & Spring Semester & First Summer Session

Topics include basic cost concepts, product costing techniques including job-order and process costing, in-depth studies of techniques and issues surrounding cost allocation methods, basic approaches to solving complex accounting problems, standard cost systems and variance analysis, and variable costing. Additionally, activity-based costing concepts and methodology are introduced. Course is designed to provide students with the necessary skills to perform basic cost accounting.

PREREQUISITE: ACC 212.

ACC306 Accounting Systems

3 credits

Fall & Spring Semester & First Summer Session

Contemporary accounting systems are computer based. Course covers the nature, design, implementation, and controls in computerized systems as well as manual systems. Micro computers are used as a learning tool.

PREREQUISITE: ACC 212.

ACC311 Intermediate Accounting I

3 credits

Fall & Spring Semester & First Summer Session

The accounting principles which shape the financial reporting practices followed by entities that prepare financial statements in accordance with generally accepted accounting principles are discussed. Course also includes the determination of income components and balance sheet elements with brief coverage of the statement of cash flows.

PREREQUISITE: ACC 212.

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SCHOOL OF BUSINESS ADMINISTRATION
ACCOUNTING

ACC312 Intermediate Accounting II

3 credits

Fall & Spring Semester & Second Summer Session

A continuation of ACC 311. Course focuses on more complex accounting applications such as leases, postretirement benefits, accounting for income taxes, and other topics. Additionally, the course includes coverage of the statement of cash flows.

PREREQUISITE: ACC 311 PLUS A GPA OF 3.0 OR HIGHER IN ACCOUNTING.

ACC401 International Business Analysis

3 credits

Offered By Announcement Only

Inter-disciplinary course in the international aspects of accounting, finance, marketing, and management. Students work on an integrative case project analyzing the financial, managerial, and marketing issues in the acquisition of a foreign firm by an American firm and produce a marketing plan, pro-forma financial statements, and an organizational plan.

PREREQUISITE: FIN 330 OR MKT 360.

ACC402 Auditing

3 credits

Fall & Spring Semester & First Summer Session

Course provides an introduction to the field of auditing. It concentrates on conducting an audit of financial statements in accordance with generally accepted auditing standards. Course covers accounting information systems, audit planning, audit risk and materiality assessments, evaluation of internal control, audit evidence, documentation, and audit reports.

PREREQUISITE: ACC 306, 312 AND SENIOR STATUS.

ACC403 Fundamentals of Taxation

3 credits

Fall & Spring Semester & First Summer Session

Basic concepts of federal income taxation applicable to all taxpayers. The principles of individual income taxation, the tax consequences of property transactions, and an introduction to the impact of income taxes on corporations and partnerships are discussed. Emphasis is placed on study of the basic income tax formula including income exclusions, inclusions, statutory deductions, exemptions, and credits. The fundamentals of tax research are also introduced. For students who need to take ACC 303, this course satisfies that requirement. Prerequisite: ACC 311

PREREQUISITE: ACC 311.

ACC404 Advanced Taxation

3 credits

Fall & Spring Semester & Second Summer Session

Study of Federal income tax laws and regulations as they affect corporations, partnerships, their owners, and employees. Emphasis is placed on tax planning aspects of formation, operation, reorganization, distribution, and liquidation of corporations and partnerships. Also includes an introduction to estate and gift taxation. Prerequisite: ACC 312 as prerequisite or co-requisite and ACC 403 or ACC 303.

PREREQUISITE: ACC 312 AS PREREQUISITE OR CO-REQUISITE AND ACC 303 OR ACC 403.

ACC411 Advanced Accounting

3 credits

Fall & Spring Semester & First Summer Session

The primary focus of the course is on business combinations and preparing consolidated financial statements. Additionally, there is coverage of the accounting principles and practices applied to foreign operations and partnerships. For Accounting majors who need to take a 500-level accounting course, this course satisfies that requirement. Prerequisite: ACC 312.

PREREQUISITE: ACC 312 AND SENIOR STATUS

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SCHOOL OF BUSINESS ADMINISTRATION
ACCOUNTING

ACC501 Advanced Cost Accounting

3 credits

First Summer Session

The latest developments in cost and managerial accounting are studied. Using case studies, the course focuses on activity based product cost allocation methodology in terms of: (1) basic concepts and rationale, (2) applicability in both manufacturing and service industries, (3) strategic cost analyses, and (4) applicability in total quality management programs. Other topics include cost pools, two stage costing methodologies, and the behavioral aspects of cost systems. Finally, students implement an activity based cost system using commercially developed software.

PREREQUISITE: ACC 301 AND SENIOR STATUS.

ACC505 Accounting Controls in Information Technology

3 credits

Second Summer Session

Course develops a student's understanding of the theory and practice of relational database management systems in the accounting view of enterprise-wide databases. With a focus on controls, students build accounting system elements related to main accounting transaction cycles, the revenue cycle, and the purchase cycle.

PREREQUISITE: ACC 212 AND PERMISSION OF INSTRUCTOR; SENIOR STATUS.

ACC506 Internal Auditing

3 credits

Offered By Announcement Only

Course explores the unique issues associated with the internal audit function. Additionally, the ethical code applicable to internal auditors is discussed.

PREREQUISITE: ACC 402 AND SENIOR STATUS.

ACC522 Advanced Issues in Auditing

3 credits

Spring Semester

Course covers advanced issues which arise in audit practice including audit reporting issues, fraud detection and reporting, attestation engagements, special reporting issues, compilation and review engagements, scope of services issues, and other new issues which have a significant impact on audit practice.

PREREQUISITE: ACC 402 AND SENIOR STATUS.

ACC523 International Accounting and Taxation

3 credits

First Summer Session

Course covers tax accounting and business considerations in the global business environment. U.S. issues involved in international transactions, working across national borders, the Foreign Corrupt Practices Act, money laundering, and uses of accounting information in managing an international business.

PREREQUISITE: ACC 212 AND SENIOR STATUS.

ACC524 Accounting for Governmental and Not-for-Profit Entities

3 credits

First Summer Session

The course introduces accounting within the environment of modern government and not-for-profit organizations. Emphasis is placed on financial accounting and reporting, current accounting issues, and managerial activities.

PREREQUISITE: ACC 312 AND SENIOR STATUS.

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SCHOOL OF BUSINESS ADMINISTRATION
ACCOUNTING

ACC525 Trends in Present Day Accounting

3 credits

Offered By Announcement Only

Recent developments in accounting thought and advanced accounting theory. The analysis of trends as disclosed by recent releases of the Securities and Exchange Commission, the American Institute of Certified Public Accountants, and the Financial Accounting Standards Board are discussed. Other topics include terminology, current trends in the measurement, presentation of financial data to meet the needs of third parties, and surveys accounting literature.

PREREQUISITE: ACC 312 AND SENIOR STATUS.

ACC550 Accounting Internship

0- 3 credits

Fall & Spring Semester & First & Second Summer Session

Student is individually assigned to operating business firm or other organization to gain insight into management practice in area of career interest. Periodic reports and conferences are required. Approval of chairman is required at time of registration.

PREREQUISITE: PERMISSION OF DEPARTMENT CHAIRMAN.

ACC599 Directed Readings

1- 3 credits

Fall & Spring Semester & First & Second Summer Session

Individually supervised research projects in selected fields. Approval of supervising professor as to topic and evaluation of project is required at time of registration.

PREREQUISITE: SENIOR STANDING AND PERMISSION OF DEPARTMENT CHAIR.

BUSINESS LAW

BSL212 Introduction to Business Law

3 credits

Fall & Spring Semester & First Summer Session

Introduction to law and legal procedure. Topics include contracts (nature and requisites, formation, operations, interpretation, discharge, and remedies) sales (Uniform Commercial Code, transfer of title, warranties, rights, and remedies of buyer and seller), and business ethics.

BSL213 Business Organizations and Personal Property

3 credits

Fall & Spring Semester & First Summer Session

Agency: Formation, operation, and termination. Rights and duties of partners inter se and of third parties. Agency, partnerships, and corporations: Formation, operation, and termination. Personal Property: Bailments, bills of lading, warehouse receipts under Uniform Commercial Code. Carriers: private and public, rights and liabilities. Estates: types, acquisitions, disposition, including wills, intestacy, and truth estates.

PREREQUISITE: BSL 212 OR EQUIVALENT.

BSL301 Commercial Paper and Creditors' Rights

3 credits

Fall & Spring Semester & First Summer Session

Brief history of the law merchant. Topics include Article 3 of the Uniform Commercial Code: formal requisites, negotiation, holders in due course, defenses, liabilities, discharge; Article 4 of the Uniform Commercial Code: Bank deposits; Article 9 of the Uniform Commercial Code: secured transactions, bankruptcy, suretyship, and guaranty.

PREREQUISITE: BSL 212 OR EQUIVALENT.

BSL305 Legal and Social Aspects of Business Regulation

3 credits

Offered By Announcement Only

An introduction to the legal and ethical issues arising out of business and the regulatory environment. Topics include business ethics and subjects as environmental law antitrust, securities, administrative process, consumer protection, and employment regulation.

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SCHOOL OF BUSINESS ADMINISTRATION
BUSINESS LAW

BSL313 Coastal Law

3 credits

Fall Semester

Basic doctrines and public policy related to the use and regulation of the United States coastal zone and seabed.

PREREQUISITE: BSL 212 OR EQUIVALENT.

BSL314 Ocean Law

3 credits

Spring Semester

The principles of international ocean law regarding ocean management. Topics include ocean delimitation and issues of environmental ocean regulation within international legal framework.

PREREQUISITE: BSL 212 OR EQUIVALENT.

BSL333 Legal Aspects of Real Estate Transactions

3 credits

Fall & Spring Semester & First Summer Session

Legal principles controlling the acquisition, ownership, financing, and development of real property. Topics include nature and acquisition of rights in real property, theory of estates, co-ownership, fixtures, easements, legal descriptions, evidence of title, title insurance, deeds, mortgages, closing the sales and mortgage transactions, condominiums and cooperatives, brokers, and land use.

PREREQUISITE: BSL 212 OR EQUIVALENT.

BSL412 International Business Law

3 credits

Fall & Spring Semester & First Summer Session

International law and organizations, international sales, credits and commercial transactions, U.S. trade law, and the regulation of the international market place are discussed.

PREREQUISITE: BSL 212 OR EQUIVALENT.

BSL424 Intellectual Property Law

3 credits

Spring Semester

This course is designed to acquaint the business student with the general framework of laws that regulate innovation, marketing, competition, and business development in the U.S. Special emphasis will be placed on discussion of ethical issues in information property, unfair competition, and management of intellectual property across various industries.

PREREQUISITE: BSL 212 OR EQUIVALENT.

BSL460 Healthcare Law and Ethics

3 credits

Fall & Spring Semester

This course is designed to offer the business student an appreciation of the legal foundations and ethical considerations in healthcare administration in the United States.

PREREQUISITE: BSL 212 OR EQUIVALENT.

BSL485 Managing the Legal Factor

3 credits

Fall & Spring Semester

This course offers the business manager a frank and analytical view of law and legal practice as they affect business decision-making. It addresses both the issues of cost containment and relationships between counsel and the company with the objective of achieving a more effective management of the legal function in business.

PREREQUISITE: BSL 212 OR EQUIVALENT AND SENIOR STANDING.

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SCHOOL OF BUSINESS ADMINISTRATION
BUSINESS LAW

BSL499 Special Topics

1- 3 credits

Offered By Announcement Only

Independent investigation of special subjects. Approval of supervising professor as to topic and evaluation of project required at time of registration.

PREREQUISITE: PERMISSION OF THE DEPARTMENT CHAIRMAN.

BSL550 Business Law Internship

2- 3 credits

Offered By Announcement Only

Student is individually assigned to operating business firm or other organization to gain insight into management practice in area of career interest. Periodic reports and conferences are required. Approval of chairman required at time of registration.

PREREQUISITE: PERMISSION OF DEPARTMENT CHAIRMAN.

BSL575 Advanced Business Law

3 credits

Spring Semester

Legal problems encountered by Certified Public Accountants, Finance, Management and Marketing Executives, including agency, commercial paper, bank deposits and collections, secured transactions, suretyship, bankruptcy, partnership, corporations, contracts, anti-trust, insurance, property, wills and estates, SEC law, and accountants' legal responsibility. Special attention is given to the commercial law segment of the Uniform Public Accountant Examination.

PREREQUISITE: BSL 212 OR EQUIVALENT AND SENIOR STANDING. NOT FOR LST MAJORS OR BSL MINORS.

COMPUTER INFORMATION SYSTEMS

CIS120 Introduction to Computer Information Systems

3 credits

Offered By Announcement Only

An introduction to computers and information processing, with emphasis on application software. The course material includes: spreadsheet design and analysis, as well as the use of spreadsheet tools in facilitating decision making; relational database design and the development of database management tools; basic Internet terminology and Web design; development of team-work, presentation, and communication skills through presentation software; and the use of advanced word processing features to create a more efficient and productive working environment, as well as software application integration.

CIS150 Business Analytics

3 credits

Fall & Spring Semester

The primary purpose of this course is to build skills in learning and using software technologies to support business-oriented problem solving and decisionmaking. Specifically, you will develop the ability to solve problems, to organize and analyze data using spreadsheet and database software, and to learn to distribute information to others through the effective use of collaborative technologies and the Web. Case problems will cover areas such as accounting, finance, marketing, statistics and operations management. Professors from several business school departments will discuss how their disciplines use spreadsheets to solve problems.

CIS316 Microcomputer Business Applications

3 credits

Offered By Announcement Only

A continuation of CIS 120, with emphasis on spreadsheet macros, advanced DOS, structured methodology, and command level programming. Students design and implement a relational system in Access. Course cannot be used as a technical elective in the Computer Information Systems major.

PREREQUISITE: CIS 120.

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SCHOOL OF BUSINESS ADMINISTRATION
COMPUTER INFORMATION SYSTEMS

CIS320 Introduction to Programming

3 credits

Fall & Spring Semester

Course covers the fundamentals of programming logic and structured programming principles including problem solving, algorithm design, and program development using Visual Basic.

CIS322 Introduction to C++ Programming

3 credits

Offered By Announcement Only

An introduction to the syntax and semantics of the C++ programming language. Topics include editing, compiling and linking C++ source code, data types, operators, precedence rules, flow of control, repetitive calculations, input/output, functions, arrays, structures, and pointers.

PREREQUISITE: CIS 320 OR EQUIVALENT.

CIS323 Object-Oriented Programming in C++

3 credits

Offered By Announcement Only

This course introduces the fundamental concepts of the C++ programming language and the techniques of object-orientation. Topics include data abstraction, encapsulation, inheritance, polymorphism, overloading, templates exception handling, data structures, namespaces, virtual functions, stream input/output, Standard Template Library, advanced pointers, and interactive code debugging.

PREREQUISITE: CIS 320 OR EQUIVALENT

CIS324 Object-Oriented Programming in Java

3 credits

Spring Semester

This course introduces the fundamental concepts of JAVA programming language and the techniques of Object-Orientation. Topics include data abstraction, encapsulation, inheritance, polymorphism, Java class library, graphics/GUI, exception handling, multithreading, multimedia, files and streams, Internet applets, application development, integrated development environment, and interactive program debugging.

PREREQUISITE: CIS 320 OR EQUIVALENT

CIS360 Analysis of Information Systems

3 credits

Fall & Spring Semester

Overview of the systems development life cycle (SDLC). Topics include concepts, tools, techniques of systems analysis, data modeling, process modeling, CASE tools, and the role of the system analyst in the organization. Students work in groups to analyze an application system for a business related problem.

PREREQUISITE: CIS 320, OR CSC 120 OR, EEN 118 OR EQUIVALENT

CIS361 Design of Information Systems

3 credits

Fall Semester

Continuation of CIS 360. Topics include concepts, tools, and techniques of systems design, prototyping, file/database design, and physical process modeling. Students work in groups to design an application system for a business related problem.

PREREQUISITE: CIS 360.

CIS390 Topics in Computer Information Systems

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS391 Topics in Computer Information Systems

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

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SCHOOL OF BUSINESS ADMINISTRATION
COMPUTER INFORMATION SYSTEMS

CIS392 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS393 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS394 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS395 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS396 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS397 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS398 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS399 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS410 Information Systems and Technology

3 credits

Fall & Spring Semester & First Summer Session

Course develops an understanding of the role of information technology within an organizational perspective. The course focuses upon the basic building blocks of information technology architectures and examines the issues facing a Chief Technology Officer in developing systems solutions. Topics include enterprise systems, database, decision support, intelligent systems, the Internet and e-business, as well as the ethical policy issues that affect systems architectures and their use.

PREREQUISITE: NO PREREQUISITE (ANY SCHOOL OR COLLEGE) BUT CLASS OF 2, SOPHOMORE OR BETTER.

CIS423 Database Management Systems

3 credits

Fall Semester

Course covers the fundamental concepts of database management systems using the Oracle DBMS. Topics include database theory and terminology, logical modeling, normalization, SQL language, database design and implementation, database administration, data security, database transaction/concurrency, and data backup.

PREREQUISITE: CIS 360

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SCHOOL OF BUSINESS ADMINISTRATION
COMPUTER INFORMATION SYSTEMS

CIS430 Business Telecommunications

3 credits

Spring Semester

This course introduces the subject of voice and computer networks and their use in business applications. Topics include the local and long distance telephone networks, client-server networks, network hardware and software, distributed computing, key issues in network management, and the fundamentals of data communication.

PREREQUISITE: JUNIOR OR SENIOR STANDING.

CIS465 Applied Software Project Development

3 credits

Spring Semester

Advanced concepts and techniques in application project development. Topics include project management, project development, testing, implementation, documentation, and maintenance. Students work on a group project to fully understand the skills required in the development of complete production quality applications.

PREREQUISITE: CIS 324, 361, 423 AND 430.

CIS490 Topics in Computer Information Systems

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS491 Topics in Computer Information Systems

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS492 Topics in Computer Information Systems

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS493 Topics in Computer Information Systems

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS494 Topics in Computer Information Systems

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS495 Topics in Computer Information Systems

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS496 Topics in Computer Information Systems

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS497 Topics in Computer Information Systems

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS498 Topics in Computer Information Systems

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

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SCHOOL OF BUSINESS ADMINISTRATION
COMPUTER INFORMATION SYSTEMS

CIS499 Directed Study in Computer Information Systems

1- 3 credits

Offered By Announcement Only

Individually supervised investigation or research project in selected topics. Offered by special arrangement only. Approval of supervising professor as to topic and evaluation of project required at time of registration.

PREREQUISITE: APPROVAL OF SUPERVISING PROFESSOR AND DEPARTMENT CHAIRMAN.

CIS550 Computer Information Systems Internship

1- 3 credits

Fall & Spring Semester & First & Second Summer Session

Student is individually assigned to operating business firm or other organization to gain insight in information technology practice in the area of career interest. Periodic reports and conferences are required.

PREREQUISITE: PERMISSION OF DEPARTMENT CHAIRMAN. FOR CREDIT ONLY.

CIS590 Topics in Computer Information Systems

1- 3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS591 Topics in Computer Information Systems

1- 3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS592 Topics in Computer Information Systems

1- 3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS593 Topics in Computer Information Systems

1- 3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS594 Topics in Computer Information Systems

1- 3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS595 Topics in Computer Information Systems

1- 3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS596 Topics in Computer Information Systems

1- 3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS597 Topics in Computer Information Systems

1- 3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS598 Topics in Computer Information Systems

1- 3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

CIS599 Topics in Computer Information Systems

1- 3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

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Undergraduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
ECONOMICS

ECO201 Essentials of Economic Theory

3 credits

Offered By Announcement Only

A study of the economic system providing a broad based survey of basic economic principles, concepts, and tools of conventional economics. Topics include how markets function, how firms maximize profits, and the analysis of macroeconomic factors. Limited to students in Saturday BBA program.

ECO211 Economic Principles and Problems

3 credits

Fall & Spring Semester & First & Second Summer Session

Fundamental course devoted to development and application of basic analytical tools and principles required for an understanding of major economic problems and policy alternatives available for their solution. Particular emphasis on microeconomic analysis. Topics include the study of markets under varying conditions of competition, including market deficiencies such as pollution, prices, and resource allocation distribution of income, including poverty problems, the economics of the firm and the government, and international economic relations.

ECO212 Economic Principles and Problems

3 credits

Fall & Spring Semester & First & Second Summer Session

Continuation of ECO 211. Course emphasis is placed on macroeconomic analysis. Areas covered include national income and employment analysis, money and banking, economic growth, and comparison of different economic systems, including the problems of developing the less developed world.

ECO301 Macro Economic Theory

3 credits

Fall & Spring Semester & First Summer Session

Intermediate level analysis of the measurement, determination, and control of aggregate economic activity.

PREREQUISITE: ECO 211 AND 212 AND MTH 109 OR MAS 110; OR PERMISSION OF INSTRUCTOR.

ECO302 Micro Economic Theory

3 credits

Fall & Spring Semester & First & Second Summer Session

Intermediate level analysis of the role of price in resource allocation in markets of varying degrees of competition, as well as in the determination of wages, rent, interest, profits, and public policy.

PREREQUISITE: ECO 211 AND 212 AND MTH 109 OR MAS 110.

ECO307 Public Finance and Fiscal Policy

3 credits

Offered By Announcement Only

The role of local, state, and federal government in attaining an efficient allocation of resources and an equitable distribution of income. Emphasis on criteria for the selection and evaluation of public expenditure and tax programs including the problems of coordinating federal, state, and local finance. Special attention is given to current policy issues.

PREREQUISITE: ECO 211, 212, 302.

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SCHOOL OF BUSINESS ADMINISTRATION
ECONOMICS

ECO311 Labor Economics (I)

3 credits

Fall Semester

Course surveys the structure and functioning of labor markets. Topics include determinants of labor supply and labor demand, economics of wage differentials, economic impact of labor unions, discrimination in labor markets, and the labor market effects of various government policies such as payroll and income taxes, educational subsidies, and minimum wage laws. The central goal of the course is to provide the student with a framework for analyzing diverse issues related to the labor sector of the economy.

PREREQUISITE: ECO 211.

ECO345 Economics of Natural Resources and the Environment

3 credits

Spring Semester

This course brings together the approaches of natural resource and environmental economics to provide a comprehensive overview of the economics of national, international, and global natural resource problems. A unifying theme throughout is the concept of sustainable development, defined as maximizing the net benefits of economic development while maintaining the services and quality of natural resources over time. Economic reasoning is used to examine the causes and consequences of natural resource problems, as well as measures for dealing with them. Specific topics include cost-benefit analysis, non-market valuation, incentive policy instruments, intertemporal resource management, and international trade and the environment.

ECO350 The US in the World Economy

3 credits

Offered By Announcement Only

Course introduces International Studies students to International Economics. The gains from international trade, "competitiveness" and free trade areas are dealt with in the first part of the class. The final part of the course deals with international macroeconomics. Topics include national income accounting as well as the balance of payments and exchange rates.

PREREQUISITE: ECO 211 and 212.

ECO351 Economics of Developing Countries

3 credits

Offered By Announcement Only

Factors underlying economic development, measures of and goals for development, principles applicable to problems of development, the role of markets and planning in development, social, cultural, and political factors affecting economic development, and comparative rates of progress in different countries.

PREREQUISITE: ECO 211 AND 212.

ECO355 Urban and Regional Economics

3 credits

Offered By Announcement Only

Analysis of the location and organization of urban and regional economic activities. Topics include regional income analysis, economic stability, factor mobility, economic growth and development, land use patterns, and special urban and regional problems and policies.

PREREQUISITE: ECO 211 AND 212.

ECO371 Economic Problems of Latin America

3 credits

Spring Semester

An analysis of the historical growth of major Latin American countries, with emphasis on the post World War II period. Topics include industrialization, foreign investment, international trade and regional integration, agrarian reform, inflation, and development strategies and planning within the context of Latin America.

PREREQUISITE: ECO 211 AND 212.

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SCHOOL OF BUSINESS ADMINISTRATION
ECONOMICS

ECO386 Health Economics

3 credits

Offered By Announcement Only

The course applies the tools of microeconomic analysis to the health care sector. By examining the actors and issues in this market, students are able to discuss policy issues from an economic perspective.

PREREQUISITE: ECO 211, 212, 302

ECO391 Managerial Economics

3 credits

Offered By Announcement Only

Course introduces modern techniques of economic analysis and decision science with particular application to the management of the firm in a global environment. Topics include estimation of demand (regression analysis, exponential smoothing, and moving averages), linear program solving of product mix, cost problems, game-theory in a competitive business environment, decision trees, risk and uncertainty management, and capital budgeting. Other managerial economics tools are applied to the theory of the firm.

PREREQUISITE: ECO 211/212.

ECO403 Contemporary Issues in Monetary Economics

3 credits

Fall Semester

Analysis of the role of money in economic affairs. Topics include the determinants of the money supply and interest rates, money and prices, money and stability, and growth. Emphasis is placed on current problems and policies.

PREREQUISITE: ECO 211 AND 212.

ECO420 Economic Growth

3 credits

Offered By Announcement Only

Course covers selected topics in economic growth. Topics include stylized facts associated with economic growth, the theoretical study of economic growth, and empirical tests of those theories. Course work is supplemented by case studies of individual countries, particularly developing countries.

PREREQUISITE: ECO 301.

ECO430 Applied Econometrics

3 credits

Fall & Spring Semester

This course introduces basic econometric techniques for analyzing economic data. The goal is to make students sophisticated consumers and skilled producers of empirical analysis, which will be attained by extensive work on a variety of real-world data like students' test scores, CEO wages, mortgage applications, cigarette demand, stock market capitalization, inflation, GDP and interest rates. Learning how to use econometric analysis software is an integral part of the course.

PREREQUISITE: ECO 302, MAS 110 OR MTH 109 OR EQUIVALENT, AND MAS 202 OR MTH 224 OR EQUIVALENT.

ECO441 International Trade Theory

3 credits

Fall Semester

Study of the principles of comparative advantage and the gains from international trade. Analysis of tariffs, quotas, and protectionism is included.

PREREQUISITE: ECO 301.

ECO442 International Monetary Economics

3 credits

Spring Semester

Analysis of models of the exchange rate, the balance of payments, and monetary policy in an open economy.

PREREQUISITE: ECO 211 AND 212.

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Undergraduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
ECONOMICS

ECO460 Industrial Organization

3 credits

Offered By Announcement Only

This course shows how microeconomic theory can be used to understand the diverse practices encountered in real-world markets between the extreme cases of perfect competition and monopoly. Topics to be covered include strategic pricing behavior, collusion, advertising and information, vertical integration, vertical restraints, regulation and a review of empirical literature.

PREREQUISITE: ECO 302.

ECO499 Special Topics

1- 3 credits

Fall & Spring Semester & First & Second Summer Session

Topics in area of specialization. Approval of department required at time of registration.

ECO507 Taxation and Government Expenditure

3 credits

Offered By Announcement Only

The incentive and equity effects of taxation and public expenditures. Efficiency aspects of various tax and expenditure programs and the application of cost-benefit analysis to such areas as health, education, and welfare programs, both domestic and foreign, are discussed.

PREREQUISITE: ECO 302.

ECO510 Mathematical Economics

3 credits

Fall Semester

Introduction to mathematical techniques commonly employed in economic analysis. Topics include simultaneous linear equation systems, linear algebra, expansions of polynomials, logarithmic and exponential equations, differential calculus, and optimization theory. A substantial part of the course focuses on the comparative static analysis of both macroeconomic and microeconomic problems.

PREREQUISITE: A SEMESTER COURSE IN CALCULUS. ECO 301 AND 302.

ECO511 Labor Economics (II)

3 credits

Spring Semester

A theoretical and empirical analysis of how labor markets operate. A survey of the literature, problems, and methodology of modern labor economics. Human capital analysis, the wage structure, job search and job-matching models, time-allocation models, the economic impact of labor unions, labor market discrimination, the determinants of labor demand and supply, and the factors affecting government policy relating to the labor sector is also included.

PREREQUISITE: ECO 302.

ECO512 Mathematical Economics (II)

3 credits

Spring Semester

Economics 512 will be sequential to the introductory Mathematical Economics I (ECO 510). Topics include integral calculus, differential equations, difference equations, Kuhn-Tucker conditions, solutions to general equilibrium systems, optimization under uncertainty, and an introduction to dynamic optimization. Applications of mathematical techniques to economic analysis will be stressed.

PREREQUISITE: ECO 510 OR ITS EQUIVALENT.

ECO520 Econometrics

3 credits

Fall Semester

Statistical methods of estimating and testing mathematical model of economic relationships.

PREREQUISITE: ECO 301 AND 302, A COURSE IN STATISTICS AND PERMISSION OF INSTRUCTOR.

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ECONOMICS

EC0521 Graduate Macroeconomic Theory

3 credits

Fall Semester

The primary objective of this course is to introduce the student to the mathematical presentation of the major Classical, Neo-classical, Keynesian, and Neo-Keynesian macroeconomic models.

PREREQUISITE: INTERMEDIATE MACROECONOMIC THEORY AND PERMISSION OF INSTRUCTOR.

EC0532 History of Economic Thought

3 credits

Offered By Announcement Only

Historical development of economic doctrines and theory. Topics and individuals discussed include mercantilism, physiocracy, Adam Smith, Thomas Malthus, David Ricardo, J. S. Mill, Karl Marx, marginal analysis, Alfred Marshall, and J. M. Keynes. Special emphasis is placed on the effect of historical insights upon the contemporary core of economic theory.

PREREQUISITE: ECO 301 AND 302.

EC0533 Advanced Microeconomic Theory

3 credits

Fall Semester

An introduction to the mathematical approach to microeconomic theory. Topics include consumer/household behavior, the theory of the firm, resource allocation, welfare economics, and uncertainty theory.

PREREQUISITE: ECO 302, AND PERMISSION OF INSTRUCTOR.

EC0545 Natural Resources Economics II

3 credits

Offered By Announcement Only

This course surveys the economics of natural resource use, and is targeted to upper-division undergraduate and graduate students in economics. Topics include the economics of pollution control, the application of cost/benefit analysis to the marine environment, the economics of non-renewable and renewable resource extraction, and international environmental problems.

PREREQUISITE: ECO 345 or MAF 502.

EC0586 Economics of Health

3 credits

Offered By Announcement Only

A survey of the literature on the health care market. Economic theory is used to analyze public policy alternatives.

PREREQUISITE: ECO 302 OR 691, OR CONSENT OF INSTRUCTOR.

FINANCE

FIN250 Personal Finance

3 credits

Offered By Announcement Only

This course addresses all of the major personal financial planning problems that individuals and households encounter. It presents a model of the major elements of effective money management. All of the latest financial planning tools and techniques are discussed. (Not for credit for finance majors or minors.)

FIN300 Finance for Non-Business Majors

3 credits

Fall & Spring Semester

This course provides an overview of modern finance for non-business majors. Topics include: how financial markets work, understanding financial pages in newspapers and the Internet, how stock and bond prices are determined, how investment portfolios are structured, concepts of risk and return, how companies manage their cash and investments and international finance. Not for credit for business students.

PREREQUISITE: JUNIOR STANDING.

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SCHOOL OF BUSINESS ADMINISTRATION
FINANCE

FIN302 Fundamentals of Finance

3 credits

Fall & Spring Semester & First Summer Session

Introduction to the basic tools and concepts in finance. This is the core class in finance for our undergraduate program. Topics include the financial framework of business entity, taxes, the time value of money, capital market theory, financial risk measures, and capital budgeting. Note: to be eligible to major in finance, a student must earn a grade of B or higher in this class (a grade of B- does not qualify).

PREREQUISITE: MAS 201 OR EQUIVALENT, ECO 211, ACC 211.

FIN303 Intermediate Financial Management

3 credits

Fall & Spring Semester & First Summer Session

This course provides an overview of financial decision-making by corporations. Building on topics covered in the introductory finance classes, this course develops the foundations of optimal financial policy and applies these principles to corporate financial decision-making including capital structure, capital budgeting, dividend policy, leasing, securities issuance and the role of investment banks, and mergers and acquisitions. Note: a student must have obtained a B or higher grade in FIN302 to major in Finance. Earning an A in this class or any other class or classes does not eliminate that requirement.

PREREQUISITE: FIN 302 & MAS 202

FIN320 Investment and Security Markets

3 credits

Fall & Spring Semester & First Summer Session

This course introduces to students both practical and theoretical aspects of investment with an emphasis on the financial markets. Main topics include (1) valuation of securities such as stocks, bonds and options; (2) modern portfolio theory that explains certain market phenomena; and (3) process and institutional characteristics of investments. Note that this course does not address the details of individual security valuation and selection, i.e., this course is not about stock picking or about how to get rich by investing in the markets. Instead, this course attempts to help you develop a lasting conceptual framework in which to view the investment process and to analyze future ideas and changes in investment environment. This class is essential to any students considering a finance concentration. Note:

A student must have obtained a B or higher in FIN302 to major in Finance. Earning an A in this class or any other class or classes does not eliminate this requirement.

PREREQUISITE: FIN 302, MAS 202

FIN330 International Finance

3 credits

Fall & Spring Semester & First Summer Session

This course introduces you to the management of the finance function of a multinational corporation. Discussed during the semester are such aspects as floating or fixed exchange rates, how to hedge forex risk, how to forecast FX rates, using letters of credit to guarantee exports, transfer pricing, theory of tariffs and free trade, and the Euro. We also discuss international cash management, political risk, translation losses, tax treaties, Eurobonds, Eurocurrencies, the IMF, World Bank, currency swaps, among other topics.

PREREQUISITE: FIN 302.

FIN339 Introduction to Finance for Real Estate Development

3 credits

Offered By Announcement Only

This course is designed to introduce architects, planners and traditional finance students to the financial analysis typically performed to forecast the expected profitability of proposed real estate projects.

PREREQUISITE: PERMISSION OF INSTRUCTOR.

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FINANCE

FIN340 Real Estate Principles

3 credits

Fall & Spring Semester

Basic real estate principles--Procedures, practices, institutional facts, legal issues involved in the ownership, transfer, financing, and valuing of real property. Topics include the ownership forms, financing contracts, brokerage, management, investing laws and appraisals. Waived for state license holders.

PREREQUISITE: FIN 300 OR 302.

FIN344 Real Estate Investment Analysis

3 credits

Fall & Spring Semester

Techniques of economic and financial analysis and planning for real estate investment. An investigation of current financing methods for profit making and government financed real estate projects. Special emphasis on relationship of planning, financing, and development to avoid and solve urban problems.

PREREQUISITE: FIN 302, 340

FIN401 International Business Analysis

3 credits

Offered By Announcement Only

Inter-disciplinary course in the international aspects of accounting, finance, marketing, and management. Students work on an integrative case project analyzing the financial, managerial, and marketing issues in the acquisition of a foreign firm by an American firm as well as produce a marketing plan, pro-forma financial statements, and an organizational plan.

PREREQUISITE: FIN 330 OR MKT 360, SENIOR STANDING.

FIN404 Applications in Corporate Finance

3 credits

Offered By Announcement Only

An application of the concepts and tools of corporate finance. Primary emphasis on analyzing real-world cases dealing with liquidity issues, capital budgeting, firm valuation, advanced corporate financing, hedging with options and futures, corporate financial strategy, and other current issues in corporate finance.

PREREQUISITE: FIN 302, 303.

FIN405 Financial Modeling.

3 credits

Fall & Spring Semester & First Summer Session

This course takes a variety of finance topics, which have been covered in the prerequisite courses, and implements them using practical spreadsheet models. Students will use the internet and financial databases to obtain input data for their models. Students will use Visual Basic for Applications (VBA) and design functions and macros to enhance their models. In addition to class time, this course will meet in the computer lab for hands-on instruction. Students are presumed to have a working knowledge of Windows and Excel, as well as a good understanding of the material taught in the prerequisite finance classes. In addition to this class students are required to take FIN 406 which will meet in the computer lab for hands-on instruction. Students must have a mobile computer with capability to run Windows based software.

PREREQUISITE: FIN 302, 303, 320, 406 (CO-REQUISITE)

FIN406 Financial Modeling Lab

0 credit

Fall & Spring Semester

This is the lab component for FIN 405. Students must have a mobile computer with capability to run Windows based software.

PREREQUISITE: FIN 302, 303, 320, 405 (CO-REQUISITE). PASS/FAIL ONLY.

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SCHOOL OF BUSINESS ADMINISTRATION
FINANCE

FIN410 Financial Institutions and Markets

3 credits

Fall Semester

A financial institutions, markets, and money course. Intermediation and transmutation. Management of Commercial banks, savings, banks, credit unions, pension funds, insurance companies, mutual funds, investment banking, mortgage banking. General fiscal and monetary theory, monetary lags, velocity of money, quantity theory of money, monetary base, monetary lags. Federal Reserve policy. Business cycle theory. Interest rate and term structure theory, gap management, immunization.

PREREQUISITE: FIN 302,320.

FIN411 Commercial Bank Management

3 credits

Fall & Spring Semester

This course introduces you to the theory and practice of asset-liability management of large publicly traded commercial banks. We will also deal with fundamental principles of structuring loans into balance sheets. In this way you can see how the vastly complex bank balance sheet interacts. You see how securities management affects lending policy and how liability management affects the types of securities and loans a bank undertakes. At the end of this course you should be qualified to enter the credit department in the executive development program of a major money center bank.

PREREQUISITE: FIN 302, 320.

FIN421 Investment Portfolio Management

3 credits

Fall & Spring Semester

This course covers the techniques of institutional and individual portfolio management. Topics include: Portfolio theory, diversification, asset allocation strategies, equity indexing, equity style management: value versus growth, mutual funds, basics of hedge funds and fund of funds, ETF basics, introduction to private equity, equity and bond portfolio management strategies and an introduction to asset bubbles.

PREREQUISITE: FIN 302, 320.

FIN422 Speculative Markets and Derivatives

3 credits

Fall & Spring Semester

This course provides an introduction to the fastest growing areas in derivative securities. It builds on FIN302, FIN320, and FIN421 to provide insights to the nature of financial derivatives and applications of such instruments used in an investments and corporate setting. This course is divided into three parts: (1) options; (2) futures and forwards; and (3) other derivative instruments, which include options on futures, foreign currency derivatives, swaps, exotic options, financial engineering, and corporate real options. Emphasis will be placed on derivatives on equity instruments (stocks and stock indices) although short and long term interest bearing instruments (Treasury securities, Eurodollar, etc.) will also be discussed in detail.

PREREQUISITE: FIN 302, 303, 320.

FIN425 Business and Security Valuation

3 credits

Fall Semester

Applications of finance theory to the problem of valuing public and non-public companies. Multiplier models, discounted cash flow analysis, and the strengths and weaknesses of traditional security valuation methods are addressed in detail. Financial spreadsheet programs and data sources are an integral part of the course.

PREREQUISITE: FIN 302, 320.

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FINANCE

FIN427 Fixed Income Markets and Analysis

3 credits

Offered By Announcement Only

This course takes an in-depth view of the basic fixed income markets with particular emphasis on the financial analysis of the major debt types. Students are presumed to have a working knowledge of Excel 2007, as well as a good understanding of the material taught in the prerequisite finance courses.

PREREQUISITE: FIN 320

FIN431 International Financial Management

3 credits

Fall & Spring Semester

The financial management and maintenance of international enterprises. Short and long-term capital sources, investment decisions in today's changing foreign exchange conditions, management of accounting, transactions, and competitive exposure coverage are discussed. Taxation impacts and repatriation techniques as well as lectures and cases with emphasis on cases.

PREREQUISITE: FIN 302, 330.

FIN444 Real Estate Investment Analysis

3 credits

Fall Semester

This course will introduce you to the theoretical concepts and analytical techniques used to make a decision to purchase an ownership interest in a commercial real estate project. There is heavy reliance on Excel applications and the use of the Argus database that is a standard resource in the commercial real estate market. Each student will complete a written evaluation and investment analysis of an existing or proposed commercial real estate project in Miami-Dade, Broward or Monroe County.

PREREQUISITE: FIN 303 OR 320

FIN445 Real Estate Finance

3 credits

Offered By Announcement Only

This course will introduce you to the theoretical concepts and analytical techniques used to make a decision to finance the purchase or development of a commercial real estate project. There is heavy reliance on Excel applications and the use of the Argus database that is a standard resource in the commercial real estate market. Students are also encouraged to use their semester projects to apply for one of the numerous case competitions.

FIN476 Pure Risk Management

3 credits

Offered By Announcement Only

The nature and objectives of corporate and personal risk management. Emphasis is placed on the recognition, evaluation, and treatment of the pure risks to which businesses and individuals are exposed.

PREREQUISITE: FIN 302, 303, 320.

FIN499 Special Topics in Finance

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

PREREQUISITE: FIN 302, 303, 320; REQUIRES DEPARTMENTAL APPROVAL.

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FINANCE

FIN590 Internship

1 credit

Offered By Announcement Only

Student is individually assigned to operating business firm or other organization to gain insight into management practice in area of career interest. Periodic reports and conferences are required. Approval of department is required at time of at time of registration. Note: FIN 590 is an elective and is not for credit toward the major.

PREREQUISITE: FIN 303, 320 AND PERMISSION OF DEPARTMENT CHAIRMAN. REQUIRES DEPARTMENTAL APPROVAL. NOTE: DOES NOT COUNT AS CREDIT TOWARDS MAJOR.

FIN599 Directed Study

3 credits

Offered By Announcement Only

Individually supervised research projects in selected finance topics. Approval of the Chairperson and advisor is required prior to registration.

PREREQUISITE: FIN 302, 320. REQUIRES DEPARTMENTAL APPROVAL.

MANAGEMENT

MGT100 First Step (Freshman Integrity, Responsibility, and Success through teamwork)

3 credits

Fall Semester

This course is designed to provide entering freshman business majors an enriched curriculum that examines key issues in the global business environment and emphasizes the importance of ethical business practices. The course culminates with a team project that encourages students to address real world problems and encourages a lifelong commitment to civic engagement.

MGT251 Nature and Foundations of Entrepreneurship

3 credits

Fall Semester

This course seeks to understand some of the basic social, legal, cultural, and economic infrastructure that enables and sustains the creation of new enterprises. Although conventional perspectives on entrepreneurship often overlook political or religious activists whose "products" are not "sold" in traditional markets, a more expansive view considers actions that transform idea into enterprises that generate intellectual, social, cultural, religious, or economic value. Theory, data, and case study will be covered to help students to think both broadly and deeply about what it means - and what it takes - to be an entrepreneur, and what characterizes the entrepreneurial society.

MGT270 Introduction to Health Sector Administration

3 credits

Fall & Spring Semester

This course provides a basic understanding of the components of the health care sector and their interrelationships. The role of hospitals, ambulatory care (including physicians), long-term care, mental health care, hospice care, and pharmaceuticals will be examined. The role of government financed (Medicare and Medicaid) and private health insurance in affecting decision making by health care consumers and providers will be examined as well. A historical context will be used.

MGT302 Human Resource Management

3 credits

Fall & Spring Semester

Theory and practice of modern personnel management related to the other management functions in the conduct of the enterprise. Attention is focused on the needs of the line executive as well as those intending to pursue a staff career.

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MANAGEMENT

MGT303 Operations Management

3 credits

Fall & Spring Semester

Problems and methods of planning the efficient utilization of capital, labor, equipment, and materials. Sales forecasting, production planning, production control, scheduling, routing, dispatching, expediting, materials planning, inventory control, capital budgets, and costing are discussed. The application of quantitative techniques in problem solving and decision making are included as well as case problems.

PREREQUISITE: MAS 201.

MGT304 Organizational Behavior

3 credits

Fall & Spring Semester & First & Second Summer Session

First professional course in management. Concepts of organization, motivation, leadership, dynamics of the group, personality, organizational development strategies, and other behavioral aspects involved in the effective management of an organization are discussed.

MGT307 Advanced Organizational Behavior

3 credits

Fall & Spring Semester

Continuation of MGT 304--primarily for, but not limited to, BMO majors. Through case analysis and other relevant exercises, theories are applied to specific situations in organizational settings.

PREREQUISITE: MGT 304.

MGT308 Training and Development

3 credits

Fall & Spring Semester

An examination of key issues in designing training and development programs. Topics include organizational needs analysis, training design and implementation, evaluation techniques, and understanding of how such programs interact with other human resource functions.

PREREQUISITE: MGT 302 AND HRM/BMO MAJOR.

MGT349 International Business

3 credits

Fall & Spring Semester

An introduction to the theory and institutions relevant to the conduct of business internationally. Includes an overview of current business patterns and their historical antecedents; social systems in countries as they affect the conduct of business from one country to another; basic assessment of international activities that fall within functional disciplines; and analysis of alternative ways in which international business may evolve in the future.

MGT353 Entrepreneurship

3 credits

Fall & Spring Semester

The opportunities for the organization and operation of the small business. Organization, location, financial planning, records, unit costs, merchandising, credits, and personnel are discussed. Opportunities in various other fields are also considered.

PREREQUISITE: JUNIOR STANDING AND ENT/BMO MAJOR.

MGT359 Comparative Management

3 credits

Offered By Announcement Only

Analysis of professional management as affected by the cultural environments in which it operates in major industrial nations. The problems of trans-cultural managers in multinational structures is examined.

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MANAGEMENT

MGT360 Effective Leadership

3 credits

Fall & Spring Semester

This course covers the key theories, models, and frameworks about the effective leadership of people in organizations. A multimedia approach is taken, using readings, films, lecture, discussion, and case analyses. The emphasis is on building a sound grasp of good practice, and on developing the ability to apply such knowledge to everyday leadership situations.

PREREQUISITE: MGT 304

MGT401 Strategic Management

3 credits

Fall & Spring Semester

An integrative approach to strategy formulation and implementation, from a domestic and international perspective, is the focus of this core capstone course. All the primary areas of business are emphasized using cases and readings. Course is required of all graduating seniors in Business.

PREREQUISITE: GRADUATING SEMESTER BUSINESS SENIORS ONLY.

MGT422 Leading Teams

3 credits

Offered By Announcement Only

The objectives of this course are to develop interpersonal communication and conflict management skills necessary to work in teams and exercise leadership in teams. Topics include team development, decision making, and managing conflict.

PREREQUISITE: MGT 304.

MGT428 Wage and Salary Administration

3 credits

Fall & Spring Semester

Theory techniques and procedures of Job Evaluation and Wage Incentive as a basis for managerial procedures. The development and evaluation of alternative means of determining the relative worth of jobs, and the conversion of data to actual base rates is discussed. The design, evaluation, and administration of wage incentive plans through the application of work measurement time values to jobs involving bonus, piece work, or time-saved provisions is also included.

PREREQUISITE: MGT 302 AND HRM/BMO MAJOR.

MGT454 High Potential Ventures

3 credits

Fall Semester

The basics of starting a business for aspiring entrepreneurs. Topics include sources of capital, market choices, division of the equity pie, choice of distribution channels, choosing an accountant and a legal advisor, preparation of a business plan, and product design. Teams of students develop business plans to start new enterprises.

PREREQUISITE: MGT 353

MGT455 Entrepreneurial Consulting

3 credits

Spring Semester

Students review techniques, methods, and organizational forms of management consultants. Emphasis on small business problems, particularly start-ups, is provided through preparation of consulting reports on written cases, guest speakers, and actual business firms or start-ups.

PREREQUISITE: MGT 353, 554

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MANAGEMENT

MGT459 International and Multinational Management

3 credits

Fall & Spring Semester

Foreign environment for overseas operations with a survey involving economics, political, and social constraints. The effects of overseas investments on foreign economies with emphasis on the emerging managerial structures is included.

MGT480 Organizational Development and Change

3 credits

Fall & Spring Semester

Course is intended for students who are interested in learning about how to manage, plan, and implement large-scale change efforts within organizations. Part of the course is devoted to organizational analysis techniques and the remainder addresses behavioral intervention strategies (including survey feedback, technostructural interventions, and team building).

PREREQUISITE: MGT 302, 304

MGT498 Selected Topics

1- 6 credits

Fall & Spring Semester & First Summer Session

Topics in selected areas of specialization.

MGT538 Labor-Management Relations

3 credits

Offered By Announcement Only

Legal and institutional framework of labor relations both in the United States and globally. Topics include labor law, collective bargaining, contract administration, arbitration, and NLRB regulation. Additional emphasis is placed on dispute resolution, grievance machinery, and other methods of alternative dispute resolution.

PREREQUISITE: UNDERGRADUATE: MGT 302 + JUNIOR STANDING. GRADUATE: MGT 602.

MGT540 Behavioral Aspects of Productivity

3 credits

Offered By Announcement Only

Productivity management impacts organizational strategy, efficiency, quality, and survival. Course examines these varied impacts and discusses the managerial issues related to productivity measurement, organizational values, incentives, gainsharing, motivation, organizational change, gainsharing, motivation, organizational change, and organizational politics. Course is taught from behavioral and systems theory viewpoints, focusing on how behavioral change impacts system productivity. Course is multidisciplinary and supplemented with examples of corporate applications.

MGT545 Self-Assessment and Career Development

3 credits

Offered By Announcement Only

Course provides a framework for individuals facing the complex process of making career decisions. Emphasis is placed on self-assessment to help students better understand their career motivations. Additional topics include job searches, interviewing, analyzing, choosing job offers, managing the first year on the job, developmental relationships such as mentoring, the early career experience, and managing a career over time.

PREREQUISITE: MGT 304 + SENIOR STANDING.

MGT550 MGT Internship

1 credit

Fall & Spring Semester & First & Second Summer Session

Student is individually assigned to operating business firm or other organization to gain insight into management practice in area of career interest. Periodic reports and conferences are required. Cannot be used toward major requirements.

PREREQUISITE: MAJOR/SPECIALIZATION IN MGT DEPARTMENT, MINIMUM 3.0 GPA, AND DEPARTMENT CHAIR APPROVAL PRIOR TO REGISTRATION.

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MANAGEMENT

MGT598 Selected Topics

3 credits

Fall & Spring Semester & First & Second Summer Session

Topics in selected areas of specialization.

MGT599 Directed Study

1- 6 credits

Fall & Spring Semester & First & Second Summer Session

Individually supervised research projects in selected fields. Approval of supervising professor as to topic and evaluation of project required at time of registration.

Only open to undergraduate students.

PREREQUISITE: SENIOR STANDING + MAJOR IN MGT DEPARTMENT.

MANAGEMENT SCIENCE

MAS105 Quantitative Methods in Business I

3 credits

Offered By Announcement Only

This course provides a background in algebra, linear equations, matrices, quadratic, exponential, and logarithmic functions appropriate for the successful understanding, interpretation, and use of these concepts and their application to business and economics within the Business School curriculum and in career endeavors. The course also provides an introduction to the mathematics of finance, interest rates, discounting of future returns, and linear programming.

PREREQUISITE: HIGH SCHOOL ALGEBRA.

MAS110 Quantitative Applications in Business

3 credits

Fall & Spring Semester & First & Second Summer Session

Review of algebra emphasizing its application to supply and demand functions, market equilibrium, compound interest, and amortization. Differential calculus emphasizing its applications to marginal cost and revenue functions, maximization, taxation in competitive markets, and elasticity of demand are discussed. The application of integral calculus to total cost and profit of demand, to total cost and profit functions, consumer's and producer's surplus, computation of present value, and constrained optimization using partial differentiation are also included.

PREREQUISITE: MTH107 OR EQUIVALENT

MAS201 Introduction to Business Statistics

3 credits

Fall & Spring Semester & First & Second Summer Session

Data analysis and presentation, cross tabulations, descriptive statistical measures, probability, sampling, statistical inference, hypothesis testing for one and two populations, covariance and correlation analysis. Utilization of microcomputer statistical packages is also included.

PREREQUISITE: MAS 110.

MAS202 Intermediate Business Statistics

3 credits

Fall & Spring Semester & First & Second Summer Session

Chi-squared goodness of fit tests, and contingency tables, analysis of variance, simple linear regression, multiple regression, time series, forecasting, statistical methods of quality. Utilization of microcomputer statistical packages, case analyses, and presentations are also included.

PREREQUISITE: MAS 201.

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MANAGEMENT SCIENCE

MAS251 Statistical and Operational Models for Business

6 credits

Offered By Announcement Only

Six topics from statistics and management science are integrated into a cohesive flow including exploratory data analysis, probability and decision theory, inferential analysis, forecasting, mathematical programming, and simulation. This course fulfills requirements of both MAS 201 (Introduction to Business Statistics) and MAS 302 (Operations Management Modeling).

PREREQUISITE: MAS 110.

MAS302 Operations Management Modeling

3 credits

Offered By Announcement Only

Formulation and solution of quantitative models for business decisions. Applications to operations, and production management are examined. Topics include decision theory, linear programming, project scheduling, simulation, and inventory management. Selected cases and computer assisted solutions are included.

PREREQUISITE: MAS 110 AND 201.

MAS311 Applied Probability and Statistics

3 credits

Fall & Spring Semester

Descriptive statistics, basic probability, distribution theory, point and interval estimation, testing hypotheses, simple linear regression, correlation, and quality control charts are discussed. Examples are drawn from various disciplines. Lecture, 3 hours.

PREREQUISITE: PREREQUISITE OR COREQUISITE: MTH 112 OR 132.

MAS312 Statistical Methods and Quality Control

3 credits

Fall & Spring Semester

Analysis of variance, multiple regression, and statistical quality control methodology, including reliability are discussed.

PREREQUISITE: MAS/ IEN 311 OR EQUIVALENT.

MAS441 Deterministic Models in Operations Research

3 credits

Fall Semester

Introduction to deterministic mathematical models with applications to business problems. Topics include the methodology of operations research, linear, integer, and dynamic programming, project management, networks, multi-objective optimization and heuristics. Software packages are used for programming applications. Lecture, 3 hours.

PREREQUISITE: MTH 210.

MAS442 Stochastic Models in Operations Research

3 credits

Spring Semester

Introduction to probabilistic models and their applications. Topics include inventory theory, stochastic processes (queuing systems, Markov chains), and computer simulation. Lecture, 3 hours.

PREREQUISITE: MAS 311 OR EQUIVALENT.

MAS452 Systems Analysis Methodology and Applications

3 credits

Spring Semester

Solution of problems from the general systems point of view. Case studies are used with emphasis on report writing. The preparation of a project proposal and the conduct of the proposed study are also required.

PREREQUISITE: SENIOR STANDING OR PERMISSION OF INSTRUCTOR.

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MANAGEMENT SCIENCE

MAS499 Directed Study

1- 3 credits

Fall & Spring Semester & First Summer Session

Independent investigation of special problems. Offered by special arrangement only. Approval of supervising professor as to topic and evaluation of project required at time of registration.

PREREQUISITE: PERMISSION OF DEPARTMENT CHAIRMAN.

MAS540 Quantitative Foundations for Management Science

3 credits

Offered By Announcement Only

A review of basic quantitative concepts for management. Topics include: linear and nonlinear functions, systems of equations, linear programs, financial applications, set theory, probability, differentiation, and integration.

MAS547 Computer Simulation Systems

3 credits

Fall Semester

Introduction to discrete-event computer simulation and hands-on development of simulation models. Topics include introduction to queuing theory, input and output analysis, random number generation, and variance reduction techniques. Students practice their modeling skills using commercial state-of-the-art simulation software. Assigned readings of real-life simulation projects complement the material learned in the classroom. Lecture, 3 hours.

PREREQUISITE: MAS/IEN 311 OR EQUIVALENT.

MAS548 System Dynamics Modeling and Analysis

3 credits

Offered By Announcement Only

The course involves building and analyzing simulation models of social, managerial, economic, physical, and biological systems. It focuses on modeling dynamically complex systems, strategic issues and human decision-making; and investigates case studies of successful applications in growth strategy, management of technology, operations, project management, and others.

PREREQUISITE: MTH 110-112 (OR 131-132) AND MAS 311 OR EQUIVALENTS.

MAS550 Management Science Internship

1- 3 credits

Fall & Spring Semester & First Summer Session

Student is individually assigned to operating business firm or other organization to gain insight into management practice in area of career interest. Periodic reports and conferences are required. Permission of department chair is required prior to registration.

PREREQUISITE: PERMISSION OF DEPARTMENT CHAIRMAN. FOR CREDIT ONLY.

MAS595 Topics in Management Science

1- 3 credits

Fall & Spring Semester & First Summer Session

Topics in selected areas of specialization.

MAS596 Topics in Management Science

1- 3 credits

Fall & Spring Semester & First Summer Session

Topics in selected areas of specialization.

MARKETING

MKT201 Foundations of Marketing

3 credits

Fall Semester

Understanding and satisfying consumer need through product planning, pricing, promotion, and distribution. Students identify and analyze marketing problems. Discovery and application of marketing skills are developed by marketing planning assignments, computer simulations, and case analysis.

PREREQUISITE: FOR SCHOOL OF BUSINESS FRESHMAN ONLY

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MKT301 Marketing Foundations

3 credits

Fall & Spring Semester & First & Second Summer Session

Understanding and satisfying consumer needs through product planning, pricing, promotion, and distribution. Students identify and analyze marketing problems. Discovery and application of marketing skills are developed by marketing planning assignments, computer simulation, and case analysis.

PREREQUISITE: JUNIOR STATUS.

MKT302 Marketing Research and Market Analysis

3 credits

Fall & Spring Semester

Examination of the process, role, and function of marketing research, including research problem formation, research methods and procedures, data acquisition, sampling theory and practice, data analysis, presentation of results, ethical issues, and application for each of the above.

PREREQUISITE: MAS 201, MAS 202 AND MKT 201 OR MKT 301

MKT310 Consumer Behavior and Marketing Strategy

3 credits

Fall & Spring Semester

The study of behavioral science research findings, principles, and theories, especially those from psychology and sociology, as they relate to the determinants of consumer buying behavior. The case approach is utilized to stimulate the development of creative marketing strategy.

PREREQUISITE: MKT 201 OR MKT 301

MKT320 Retailing

3 credits

Fall & Spring Semester

Retail store management, location, buying, merchandise control, policies, services, pricing, expenses, profits, training and supervision of retail sales force, and administrative problems are discussed.

PREREQUISITE: MKT 201 OR MKT 301

MKT340 Professional Selling

3 credits

Fall & Spring Semester

Nature of the professional selling function and its relationship and contribution to the marketing strategy of organizations. Special emphasis is placed on broadly applicable principles and effective personal communication skills during the sales process.

PREREQUISITE: MKT 201 OR MKT 301 OR PERMISSION OF INSTRUCTOR.

MKT360 International Marketing

3 credits

Fall & Spring Semester

The major current factors affecting international marketing. Course is designed to acquaint students with the growing importance of world marketing in the U.S. and the strategic issues involved.

PREREQUISITE: MKT 201 OR MKT 301.

MKT386 Advertising Management

3 credits

Fall & Spring Semester

In this course, students learn about the components involved in researching, planning, creating, and executing advertising strategies. The class gives students a better understanding of how advertising can be effectively used in a marketing strategy. Students also learn how advertising both influences and is influenced by cultural trends. Implications of this to both marketers and society as a whole are discussed.

PREREQUISITE: MKT 201 OR MKT 301.

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MARKETING

MKT401 International Business Analysis

3 credits

Spring Semester

Inter-disciplinary course in the international aspects of accounting, finance, marketing, and management. Students work on an integrative case project analyzing the financial, managerial, and marketing issues in the acquisition of a foreign firm by an American firm and produce a marketing plan, pro-forma financial statements, and an organizational plan.

PREREQUISITE: FIN 330, MKT 360 AND SENIOR STANDING.

MKT403 Marketing Management

3 credits

Fall Semester

Marketing Management is a capstone course that examines new concepts and insights regarding marketing management. Through case analysis the course covers important aspects of marketing management. The students also participate in a simulation in which they manage multi-segment markets.

PREREQUISITE: MKT 201 OR MKT 301, FIN 302 AND COMPLETION OF/OR CURRENTLY ENROLLED IN MKT 302.

MKT450 Marketing internship

1 credit

Fall Semester

The student is individually assigned to an operating business firm or other organization to gain insight into management practice in the area of their career interest.

The internship cannot be used to satisfy course requirements for marketing majors or minors and periodic reports and conferences are required. Obtain permission of department chairman before enrolling.

PREREQUISITE: DECLARED MARKETING OR IFM MAJOR, A MINIMUM OF 3.0 GPA AND APPROVAL OF SUPERVISING PROFESSOR AND DEPARTMENT CHAIRMAN.

MKT451 Marketing Internship

1 credit

Fall Semester

The student is individually assigned to an operating business firm or other organization to gain insight into management practices in the area of their career interest.

The internship cannot be used to satisfy course requirements for marketing majors and minors periodic reports and conferences are required. Obtain permission of department chair before enrolling.

PREREQUISITE: DECLARED MARKETING OR IFM MAJOR, A MINIMUM OF 3.0 GPA AND APPROVAL OF SUPERVISING PROFESSOR AND DEPARTMENT CHAIRMAN.

MKT469 International Marketing Management

3 credits

Fall & Spring Semester

International Marketing Management is a capstone course that examines new concepts and insights regarding international marketing management. Through case analysis the course covers important aspects of international marketing management. The students also participate in a simulation in which they manage multi-country markets.

PREREQUISITE: MKT 360 AND FIN 302 AND COMPLETION OF/OR CURRENTLY ENROLLED IN MKT 302.

MKT497 Topics in Marketing

1- 3 credits

Fall Semester

Topics in selected areas of marketing.

MKT498 Undergraduate Topics in Marketing

1- 3 credits

Fall Semester

Topics in selected areas of Marketing.

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MKT499 Undergraduate Directed Study

1- 3 credits

Fall Semester

Individually supervised readings or research projects. Restricted to students with superior academic records. Approval of supervising professor as to topic and evaluation of project required at time of registration.

PREREQUISITE: SENIOR STANDING AND APPROVAL OF SUPERVISING PROFESSOR AND DEPARTMENT CHAIRMAN.