

**University of Miami Bulletin, 2009 – 2010
Graduate 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
Graduate Course Listing
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.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
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.

ACC600 Accounting for Decision-Making and Control

3 credits

Offered By Announcement Only

The course focuses on the use and understanding of basic financial and managerial accounting reports. The course is oriented to the user of financial data rather than the preparer of the data. 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. Does not satisfy any accounting requirements needed to sit for the CPA exam in Florida.

ACC601 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 third financial data to meet the needs of third parties, and surveys accounting literature.

PREREQUISITE: ACC 312.

ACC602 Analysis of Financial Statements

3 credits

Spring Semester

Course emphasizes the fundamental techniques of financial statement analysis. Building upon core accounting and investment concepts, the course covers the analysis (including ratio analysis) and interpretation of financial accounting information including the balance sheet, income statement, and statement of cash flows. The course also examines the use of accounting information in investment and credit decisions.

PREREQUISITE: ACC 312

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

ACC603 Studies in Financial Reporting Issues

3 credits

Spring Semester

An exploration of complex financial reporting issues using the case method.

PREREQUISITE: ACC 312.

ACC604 Seminar in Cost Accounting

3 credits

Fall Semester

Course covers four major segments. First, it review the basic concepts and tools associated with management control systems. Second, it underscores the importance of decentralization and the impact it has on decision making. Third, it examines the strategic place for cost management. Examples include the adoption of the balanced score card, quality control, productivity, and environmental cost management. Fourth, the course brings costing and control tools into the discussion of decision making.

PREREQUISITE: ACC 301 OR PERMISSION OF INSTRUCTOR.

ACC605 Enterprise Resource Planning (ERP) Financial Systems

3 credits

Offered By Announcement Only

Course emphasizes the use of Enterprise Resource Planning Systems to collect, monitor, and evaluate financial and managerial data. Students are introduced to how data is captured from the purchasing function through the sales function and how business activities impact the financial statements. The course also utilizes the Enterprise Resource Planning Systems to evaluate managerial performance and financial performance using concepts such as Activity Based Costing, Data Warehousing, and Key Performance Indicators. ERP systems installations are introduced using case materials.

PREREQUISITE: ACC 212.

ACC606 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.

ACC607 Financial Accounting & Reporting

3 credits

Spring Semester & Second Summer Session

Basic concepts of accounting designed to increase understanding of the function of accounting statements and their limitations. The generally accepted principles governing the preparation of financial reports and the use of accounting information in investment and credit decisions. Does not satisfy any accounting requirement needed to sit for the CPA Exam in Florida. Limited to Executive MBA students only.

PREREQUISITE: LIMITED TO EXECUTIVE MBA ONLY.

ACC608 Managerial Accounting

3 credits

Offered By Announcement Only

Current managerial accounting techniques and theories. Topics include the use of accounting data in making decisions and planning and control systems for implementation of decisions. Does not satisfy any accounting requirements needed to sit for the CPA Exam in Florida. Limited to Executive MBA students only.

PREREQUISITE: ACC 607 OR EQUIVALENT.

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

ACC610 Accounting Research and Theory

3 credits

Fall Semester

This course is an introduction to research in financial accounting. In this course, students will become familiar with the foundations of accounting research, including hypothesis development, data collection, and data analysis. To this end, students will become familiar with empirical research in accounting, learn to construct a dataset for hypothesis testing, and conduct some basic statistical analysis (e.g., Ordinary Least Squares regressions). Accounting topics covered will include accounting information and the capital markets, financial restatements, accounting method choice, earnings management, earnings quality, and international accounting.

PREREQUISITE: ACC 312.

ACC611 Auditing Seminar

3 credits

Offered By Announcement Only

Practical applications of auditing and research into audit matters. Emphasis of the course is placed on cases involving audit failures, appropriate auditing procedures, reporting, and exercise of audit judgment.

PREREQUISITE: ACC 402.

ACC612 Contemporary Issues in Financial Accounting

3 credits

Offered By Announcement Only

Doctoral seminar investigating financial reporting issues and their implications in the behavior of users and preparers of the financial statements. Course focuses on research methodologies used to investigate these issues and discuss alternative approaches.

PREREQUISITE: LIMITED TO DOCTORAL STUDENTS USING ACCOUNTING AS A MAJOR OR MINOR FIELD OF STUDY OR PERMISSION OF INSTRUCTOR.

ACC614 Contemporary Issues in Cost/Managerial Accounting

3 credits

Offered By Announcement Only

Doctoral seminar investigating the use and implications of cost and managerial accounting systems in an organizational context. Course emphasizes the behavioral aspects of accounting systems.

PREREQUISITE: LIMITED TO ACCOUNTING DOCTORAL STUDENTS OR PERMISSION OF INSTRUCTOR.

ACC615 Personal Financial Planning

3 credits

First Summer Session

Fundamentals of personal financial planning. Overview of the financial planning process including regulation and ethical considerations. Topics include an introduction to tax planning, insurance planning, investment planning, retirement planning, and estate planning.

PREREQUISITE: ACC 303

ACC616 Insurance and Retirement Planning

3 credits

Spring Semester

Course covers the fundamentals of insurance and retirement planning including tax and investment implications. In addition, various types of employee plans available are discussed.

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

ACC620 ACCOUNTING CONTROLS IN INFORMATION TECHNOLOGY

3 credits

Offered By Announcement Only

Course develops students' 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 systems elements related to main accounting transaction cycles, the revenue cycle, and the purchase cycle.

PREREQUISITE: ACC 306

ACC621 ADVANCED COST ACCOUNTING

2 credits

Offered By Announcement Only

PREREQUISITE: ACC 301

ACC622 Advanced Issues in Auditing

3 credits

Fall 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 in audit practice. Not open to students with credit in ACC 522.

PREREQUISITE: ACC 402.

ACC623 International Accounting and Taxation

3 credits

Fall Semester & First Summer Session

Course covers tax accounting and business considerations in the global business environment. U.S. tax 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. Not open to students with credit for ACC 523.

PREREQUISITE: ACC 670 AND 671 OR EQUIVALENT.

ACC624 Accounting for Governmental and Not-for-Profit Entities

3 credits

Spring Semester & 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. Not open to students with credit for ACC 524.

PREREQUISITE: ACC 312 OR PERMISSION OF INSTRUCTOR.

ACC631 Accounting for Decision-Making and Control II

3 credits

Offered By Announcement Only

Continuation of ACC 600. A further study of the generally accepted accounting principles governing the preparation of financial statements. Not for credit in MPA or MST Programs.

PREREQUISITE: ACC 600.

ACC639 Income Taxation and Business Entities

3 credits

Offered By Announcement Only

This course is designed to be the second tax course for MBA students who are interested in the business applications of federal income tax laws, as they affect corporations, partnerships, and their owners. Emphasis is placed on tax planning aspects of formation, operation, reorganization, liquidation, and distributions of corporations and partnerships. Not open to students with credit in ACC 404 or equivalent.

PREREQUISITE: ACC 673 OR EQUIVALENT.

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

ACC640 Corporations I

3 credits

Fall Semester

Course covers treatment of the corporate form of organization, its related opportunities, and problem areas, including formation, tax formula, non-liquidating and liquidating distributions, capital structure, redemptions, alternative minimum tax, S corporation election, and operation.

PREREQUISITE: ACC 404 OR PERMISSION OF INSTRUCTOR.

ACC641 Corporations II

3 credits

Spring Semester

An in-depth study of taxable and nontaxable corporate reorganizations. An introduction to affiliated corporations, requirements for consolidated returns, and their associated problems and opportunities are discussed.

PREREQUISITE: ACC 640 OR PERMISSION OF INSTRUCTOR.

ACC642 Seminar in Taxation

3 credits

Offered By Announcement Only

Investigation of significant major topical areas in taxation, such as taxation of individuals and planning considerations, pension and deferred compensation plans, accounting for income taxes, and specialized topics.

PREREQUISITE: ACC 404 OR PERMISSION OF INSTRUCTOR.

ACC643 Tax Research

3 credits

Spring Semester

Study of the tax practice environment including the Treasury Department, the Courts, and the legislative history of the Internal Revenue Code. Ethics in tax practice are also examined. Course includes training in the use of tax services such as RIA Checkpoint and LEXIS, in performing tax research. A research methodology for solving tax problem cases is studied and cases to be researched are assigned.

PREREQUISITE: ACC 404 OR PERMISSION OF INSTRUCTOR.

ACC645 Partnerships

3 credits

Fall Semester

Taxation of partners and partnerships, formation, termination, distributions, liquidations, and sales of partnership interests are covered. Limited partnerships in conjunction with their use as tax shelters are discussed as well as family partnerships, limited liability companies, and LLPs.

PREREQUISITE: ACC 404 OR PERMISSION OF INSTRUCTOR.

ACC647 Estates and Gift Taxes

3 credits

First Summer Session

Estate and gift planning for shifting wealth from one individual to another by death, gift, or by the use of trusts. Property included in the decedent's gross estate valuation methods, gifts in contemplation of death, jointly held property, life insurance, transfers with retained life estates, bequests, revocable transfers, the marital deduction, powers of appointment, gifts of present and future interest, and gifts to minors are covered.

PREREQUISITE: ACC 404 OR PERMISSION OF INSTRUCTOR.

ACC649 Issues in Tax Policy

3 credits

Second Summer Session

A study of tax policy issues inherent in individual and corporate income taxes, consumption taxes, wealth, and wealth transfer taxes. Focus is placed on the purposes of taxation and the development of a "good" tax system.

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

ACC650 Accounting 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 into management practice in area of career interest. Periodic reports and conferences required.

PREREQUISITE: PERMISSION OF DEPARTMENT CHAIRMAN.

ACC662 Taxation of Multinational Corporations

3 credits *Spring Semester*

This course introduces the fundamental tax concepts underlying U.S. taxation of international transactions. Topics include the taxation of U.S. corporations with income from foreign sources, intercompany pricing, anti-tax avoidance provisions, and tax treaties.

PREREQUISITE: ACC 640 OR PERMISSION OF THE INSTRUCTOR.

ACC670 Financial Reporting and Analysis

2 credits *Fall & Spring Semester & Second Summer Session*

The course focuses on the analysis and use of financial accounting information in the evaluation of corporate performance. The course initially demonstrates the accounting process and resulting generation of financial statements. Building on these core accounting concepts, the course emphasizes the understanding of financial statements prepared under U.S. and International Accounting Standards and the analysis of these financial statements including common size analysis, ratio analysis, the impact of taxes, and credit analysis. Completion of the course enhances the student's ability to read, interpret, and analyze financial statements for making investment, credit, acquisition, and other evaluation decisions. Limited to MBA students and Executive MBA students. Does not satisfy any accounting requirements needed to sit for the CPA Exam in Florida.

PREREQUISITE: LIMITED TO MBA STUDENTS AND EXECUTIVE MBA STUDENTS.

ACC671 Accounting for Decision Making

2 credits *Fall & Spring Semester*

The course focuses on the use of accounting information in reporting managerial performance and making business decisions. The course covers the preparation and use of managerial accounting information for use in planning, budgeting, control, break-even analysis and pricing, including the impact of taxes. Completion of the course will enhance the student's ability to understand managerial accounting reports and use this information in making business decisions. Limited to MBA students and Executive MBA students. Does not satisfy any accounting requirement needed to sit for the CPA Exam in Florida.

PREREQUISITE: ACC 670.

ACC672 Advanced Financial Analysis and Valuation

2 credits *Spring Semester*

Advanced Financial Analysis and Valuation builds on the analytical techniques developed in the basic financial statement analysis course, Accounting 670: Financial Reporting and Analysis, to augment your understanding of more complex financial reporting issues and to introduce you to the valuation of equity investments. The viewpoint is that of the user of financial statements, particularly from the standpoint of an equity investor or purchaser of a business. We discuss each financial reporting issue in terms of its effect on assessments of a firm's profitability and risk. This course is designed primarily for students who expect to be intensive users of financial statements as part of their professional responsibilities.

PREREQUISITE: ACC 670

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

ACC673 Taxation for Business and Investment Decisions

2 credits

Spring Semester

This course is designed to be the first tax course for MBA students who are interested in acquiring the basic knowledge that all executives and investors should have about our federal income tax system. The primary focus of this course is on business entities (including C corporations, S corporations, partnerships and sole proprietorships) with individuals covered in their role as employees and investors. A sample of topics includes choice of business organizational form, deductible business expenses, employee fringe benefits and retirement planning capital gains and losses, and tax-deferred exchanges. Completion of this course will enhance the students' appreciation of the role of taxation in making investment, employment-related, and business decisions. Not open to students with credit in ACC 303 or equivalent.

PREREQUISITE: ACC 670 OR EQUIVALENT.

ACC697 Ph.D. Colloquium

0 credit

Offered By Announcement Only

Doctoral colloquium required of all Ph.D. students. Course serves as a forum for faculty, Ph.D. students, and visiting researchers to present their research and for Ph.D. students to critique and evaluate such research. Open only to Ph.D. students.

PREREQUISITE: OPEN ONLY TO PH.D. STUDENTS.

ACC698 Selected Topics

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

ACC699 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 required at time of registration.

ACC730 Doctoral Dissertation

1-12 credits

Offered By Announcement Only

Required of all candidates for the PhD. The student will enroll for credit as determined by their advisor, but not for less than a total of 24. Not more than 12 hours of ACC 730 may be taken in a regular semester, nor more than six in a summer session. Where a student has passed their (a) qualifying examinations, and (b) is engaged in an assistantship, they may still take the maximum allowable credit stated above.

ACC750 Research in Residence

0 credit

Offered By Announcement Only

Used to establish research in residence for the PhD after the student has been enrolled for the permissible cumulative total in appropriate doctoral research. Credit not granted. May be regarded as full-time residence as determined by the Dean of the Graduate School.

BUSINESS

BUS600 Fundamentals of Critical Thinking and Effective Writing

1 credits

Fall Semester

Critical thinking skills are developed by studying questions that transcend any single business discipline. Utilizing a variety of written formats, students hone analytic and persuasive skills, with emphasis on identifying critical issues, developing reasoned positions, and making compelling written arguments.

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

BUS602 Critical Thinking and Effective Writing

1 credits

Fall Semester

Critical thinking skills are developed by studying questions that transcend any single business discipline. Utilizing a variety of written formats, students hone analytic and persuasive skills, with emphasis on identifying critical questions, developing reasoned positions, and making compelling written arguments.

BUS604 MBA Career Development and Enrichment

0- 1 credit

Fall & Spring Semester

This course will expose students to a variety of academic and industry career lectures, events, and workshops to enhance their MBA experience. The focus is to establish added-value to an MBA student through real world and relevant access to information and resources beyond the traditional curriculum.

BUSINESS LAW

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.

BSL612 Legal Aspects of International Business

3 credits

Spring Semester

International legal framework, transactional legal issues in finance, marketing, management, distribution, and a review of theory and practice of negotiations. Case studies on such topics as legal implications of GATT, European Competition, C.I.S.G., and Export Import Rules are also included.

BSL616 Law of Business Organizations

3 credits

Offered By Announcement Only

The Law of Business Organizations provides an examination of the legal and social issues involved in the organization, operation, and governance of the various forms of business organizations, including corporations, limited and general partnerships, syndicates, and trusts. The course is also designed to supply a background in law relating to investments and capital markets.

BSL617 Telecommunications: Law and Regulation

3 credits

Offered By Announcement Only

A study and analysis of law and regulation governing the telecommunications industry. Topics include state and federal legislation, administrative law, antitrust, rate regulation as well as those principles which constitute the industry's legal environment such as contracts, employment rules, and defamation.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
BUSINESS LAW

BSL676 Legal Aspects of Real Estate Development

3 credits

Offered By Announcement Only

An examination of the legal issues encountered by the real estate professional involved in the development of commercial real estate, i.e. ownership vehicles, acquisition, financing, governmental regulation, land use, construction, and sales contracting. Case study analysis is used to detail the legal factors of developing a real estate project from land acquisition to final sale.

BSL685 Legal Aspects of Health Administration

3 credits

Fall Semester

Derivation of rule of law governing health providers, vicarious liability of administrative and medical personnel, informed consent, and other related problems are discussed.

BSL690 Legal and Ethical Implications of Business Decision Making

2 credits

Fall & Spring Semester

The course provides an introduction to our legal and governmental regulatory system, as well as a review of constitutional considerations for businesses. Morality and ethics are defined and distinguished. Applied philosophy is then introduced, to give the student a foundation upon which to analyze the ethical dimensions of common business questions. The relationship between the letter and the spirit of the law is examined. Specific business topics and their legal and ethical aspects are then addressed. This includes, but is not limited to, discussion of the following areas: consumer relationships; business organizations; the balancing of corporate vs. individual power (employee rights and responsibilities, employment discrimination); and the emerging ethic of a global economy.

BSL691 The Public Corporation: Legal Perspectives

2 credits

Fall Semester

The Public Corporation: Legal Perspectives reviews the laws governing the formation, operation, regulation, and governance of the public corporation with the objective of providing the graduate business student a sophisticated examination of the legal and social aspects of managing the money of others. Further, the course examines the rules and regulations governing the raising of capital from the public through the sale of securities for the development of and investment in a private enterprise.

BSL692 Legal Implications of International Business Transactions

2 credits

Fall Semester

International legal framework, transactional legal issues in finance, marketing, management, and distribution. Case studies in substantive international legal topics such as international sales contracts, international documentary sale, international terms of trade, legal implications and substantive rules governing international finance, collections, payments, and letter of credit, the resolution of international disputes with a particular emphasis and examination upon the management of litigation, enforcement of foreign judgments, and alternative dispute resolution are also included.

BSL693 Legal Principles of Commercial Contracting

2 credits

Offered By Announcement Only

Course examines the fundamentals of all business dealings including the law of contracts. Reported court cases are presented and analyzed in order to assist the student's understanding of basic commercial contracting principles. This methodology is intended to develop the graduate student's critical thinking process as well as their skills in oral and written communication.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
BUSINESS LAW

BSL694 Real Estate Law

2 credits

Spring Semester

Course focuses on the U.S. legal system as it relates to the buying, selling, and financing of real property. In addition to traditional text material, the analysis of U.S. court cases is used to detail the legal factors of ownership rights and liabilities, specific interests in real property, contracting issues related to the purchase and sale of real property, as well as financing and closing the real estate transaction. The course provides a problem-solving experience, which is intended to develop graduate which is intended to develop graduate communication.

BSL695 Legal Implications in Executive Decision Making

3 credits

Offered By Announcement Only

Law and legal process are examined as they mix with the politics and ethics of business, including the weight given to legal implications in the executive decision-making process.

BSL696 Legal and Ethical Implications in Executive Decision Making

3 credits

Offered By Announcement Only

Business and public administration cases requiring identification of the legal, ethical, and social elements as well as the determination of the weight such elements should have in setting policy are discussed. Integration of law and ethics with public and business administration is also included.

BSL698 Selected Topics

1- 3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

PREREQUISITE: PERMISSION OF DEPARTMENT CHAIR.

COMPUTER INFORMATION SYSTEMS

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.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
COMPUTER INFORMATION SYSTEMS

CIS595 Topics in Computer Information Systems

1- 3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS596 Topics in Computer Information Systems

1- 3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS597 Topics in Computer Information Systems

1- 3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS598 Topics in Computer Information Systems

1- 3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS599 Topics in Computer Information Systems

1- 3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS610 Foundations of Management Information Systems

2 credits

Spring Semester

Course is designed to provide the foundations in management information systems information systems required to understand and effectively use an enterprise wide information system. Topics include the role of the CIO, managing Information Technology (IT) as a strategic resource, business process reengineering, IT planning, IT governance and communication, the Internet, and eBusiness.

CIS612 Enterprise Technologies

2 credits

Offered By Announcement Only

Course addresses the needs of business students who wish to expand their understanding of information technology fundamentals. Focusing upon their use in today's enterprises, the course aims to provide students with knowledge of a variety of technological concepts commonly used in the IT Organization's systems development initiatives and enables students to understand the implications of deploying such technologies within the enterprise.

CIS613 Business Intelligence Technologies

2 credits

Offered By Announcement Only

Course facilitates business decision makers in their understanding of data analysis tools that operate over data warehouses and 'data marts' more commonly referred to as Business Intelligence. Course focuses upon using technologies to drive effective data driven decision making through effective mining of corporate data warehouses, thus improving operational efficiency and ultimately increasing profitability. Students are exposed to the concepts, analysis techniques, data cubes, and manipulation of information extracted from a data warehouse that enables the formulation and execution of business strategies. Data analysis case studies are used to reinforce students' understanding and strategic use of results to accomplish business objectives.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
COMPUTER INFORMATION SYSTEMS

CIS616 IT Systems Modeling

2 credits

Offered By Announcement Only

Overview of the systems development life cycle (SDLC). Topics include concepts, tools, and techniques of systems analysis modeling with an emphasis on data and process modeling. Modeling is accomplished by using both structured and object-oriented tools and techniques. Students work in groups to model an application system for a business related problem using CASE tools.

CIS617 Information Technology Project Management

2 credits

Fall Semester

Course covers the identification and development of information technology plans for projects supporting the organization's business objectives and all activities required in the initiating, planning, executing, controlling, and closing phases of the project's lifecycle. Course is intended to provide the body of knowledge and best practices necessary for a new Consultant, Business Analyst or Project Manager to successfully perform his/her responsibilities on a wide variety of IT enterprise projects.

CIS618 IT Security for Managers

2 credits

Offered By Announcement Only

This course provides a systematic and practical approach for establishing, managing and operating a comprehensive Information Assurance (IA) program. It is designed to provide INFOSEC managers, IT managers, CIOs, Business owners, organizations that provide the outsourcing of IT, organizational senior and general managers with an understanding of the essential issues required to develop and apply a targeted information security posture for both public and private corporations and government-run agencies.

CIS620 Information Systems Analysis and Design

3 credits

Offered By Announcement Only

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

PREREQUISITE: KNOWLEDGE OF A HIGH LEVEL PROGRAMMING LANGUAGE.

CIS621 Management Information Systems

3 credits

Offered By Announcement Only

Course is designed to give prospective managers a foundation in MIS sufficient to understand and effectively use information systems. Topics include types of information systems, role of MIS in organizations, CIO issues, ERP systems, and electronic commerce.

CIS630 Fundamentals of Local and Wide Area Networks

3 credits

Offered By Announcement Only

Course provides the graduate student the necessary knowledge to understand the design, integration, technologies, and services of local and wide area net works (LANs and WANs) in the business environment. Topics include signal transmission and propagation, standards and protocols, data communications media and devices, layered/encapsulated communications based on the hybrid TCP/IP-OSI standards, small and large-site PC LANs, Frame Relay, ATM, Virtual Private Networking (VPN), Telephony, Internet technologies, and network security.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
COMPUTER INFORMATION SYSTEMS

CIS631 Computer and Network Security

3 credits

Offered By Announcement Only

Protection of computers and networks against unauthorized access, access control, encryption, firewalls, proxy, digital certificates, and software security are discussed.

PREREQUISITE: A HIGH-LEVEL PROGRAMMING LANGUAGE COURSE WITH A GRADE OF C OR BETTER AND CIS 630 (OR EQUIVALENT).

CIS640 Data Communications and Networking

3 credits

Offered By Announcement Only

Course addresses advanced topics in computer networks from the perspective of a business decision-maker. The course begins with a focus on signal propagation, media characteristics, and digital and analog encoding techniques. It continues with a study of datalink, network, and transport layer functions as defined by the OSI and TCP/IP models. The architecture of the Internet is explored and routing algorithms for wired, wireless, and peer-to-peer networks are introduced. Course concludes with a high-level overview of the top OSI layers. After taking the class the students should be able to critically evaluate network solutions based on the capabilities and limitations of the equipment.

PREREQUISITE: CIS 630 (OR EQUIVALENT) OR PERMISSION OF INSTRUCTOR.

CIS646 IT Planning and Project Management

3 credits

Offered By Announcement Only

Course covers the development of information technology strategic and tactical plans for projects supporting the organization's business objectives and project management as applied to planning, implementing, controlling networking, information systems and e-commerce projects. Course is intended to provide a body of knowledge necessary for a new Consultant or Project Manager to successfully initiate, plan, manage, control, and report on a variety of project types. People skills required in the areas of team selection, structure, conflict resolution, and leadership is also covered.

PREREQUISITE: A PRIOR GRADUATE LEVEL CIS OR IT COURSE.

CIS650 Advanced Topics in Database

3 credits

Offered By Announcement Only

In depth treatment of database design and performance, data administration, dictionaries, distributed database, database machines, and other current database topics.

PREREQUISITE: CIS 423 OR EQUIVALENT.

CIS660 Computer Information Systems Graduate Internship

1- 3 credits

Offered By Announcement Only

Student is individually assigned to an operating business firm or other organization to gain insight and experience in information technology practice in area of career interest. Periodic reports and conferences are required. This course can only be taken as "satisfactory/unsatisfactory."

PREREQUISITE: PERMISSION OF DEPARTMENT CHAIRMAN.

CIS661 Introduction to Expert Systems for Management

3 credits

Offered By Announcement Only

An introduction to the fundamental techniques of Artificial Intelligence (AI) that are used in the creation of expert systems. The techniques include problems as game trees and knowledge engineering and management of expert system projects.

PREREQUISITE: A HIGH-LEVEL PROGRAMMING LANGUAGE COURSE WITH A GRADE OF C OR BETTER OR PERMISSION OF INSTRUCTOR.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
COMPUTER INFORMATION SYSTEMS

CIS680 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS681 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS682 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS683 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS684 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS685 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS686 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS687 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS688 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS689 Topics in Computer Information Systems

3 credits

Topics in selected areas of specialization.

Offered By Announcement Only

CIS690 Directed Study in Computer Information Systems

1- 3 credits

Investigation and research in special areas of interest. Offered by special arrangement.

PREREQUISITE: APPROVAL OF SUPERVISING PROFESSOR AND DEPARTMENT CHAIRMAN.

Offered By Announcement Only

CIS691 Directed Study in Computer Information Systems

1- 3 credits

Investigation and research in special areas of interest. Offered by special arrangement.

PREREQUISITE: APPROVAL OF SUPERVISING PROFESSOR AND DEPARTMENT CHAIRMAN.

Offered By Announcement Only

CIS692 Directed Study in Computer Information Systems

1- 3 credits

Investigation and research in special areas of interest. Offered by special arrangement.

PREREQUISITE: APPROVAL OF SUPERVISING PROFESSOR AND DEPARTMENT CHAIRMAN.

Offered By Announcement Only

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
COMPUTER INFORMATION SYSTEMS

CIS699 Directed Study

1- 3 credits

Offered By Announcement Only

Offered by special arrangement.

PREREQUISITE: APPROVAL OF SUPERVISING PROFESSOR AND DEPARTMENT CHAIRMAN.

CIS710 Master's Thesis

1- 6 credits

Offered By Announcement Only

The student working on his/her master's thesis enrolls for credit, in most departments not to exceed six, as determined by his/her advisor. Credit is not awarded until the thesis has been accepted.

CIS725 Continuous Registration--Master's Study

0 credit

Offered By Announcement Only

To establish residence for non-thesis master's students who are preparing for major examinations. Credit not granted. Regarded as full time residence.

CIS730 Doctoral Dissertation

1-12 credits

Offered By Announcement Only

Required of all candidates for the Ph.D. The student will enroll for credit as determined by his/her advisor but not for less than a total of 24. Not more than 12 hours of CIS 730 may be taken in a regular semester, nor more than six in a summer session. Where a student has passed his/her (a) qualifying examinations, and (b) is engaged in an assistantship, he/she may still take the maximum allowable credit stated above.

CIS750 Research in Residence

0 credit

Offered By Announcement Only

Used to establish research in residence for the Ph.D., after the student has been enrolled for the permissible cumulative total in appropriate doctoral research. Credit not granted. May be regarded as full-time residence as determined by the Dean of the Graduate School.

ECONOMICS

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.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
ECONOMICS

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.

ECO521 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.

ECO532 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.

ECO533 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.

ECO545 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.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
ECONOMICS

ECO586 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.

ECO603 Monetary Theory and Policy

3 credits

Fall Semester

Current monetary theory and its use and application in fiscal and monetary policymaking. Topics include the rational expectations hypothesis, time inconsistency, and the role of the government budget constraint.

PREREQUISITE: ECO 621.

ECO604 Topics in Applied Macroeconomics

3 credits

Offered By Announcement Only

Course acquaints students with current, substantive issues in macroeconomics. Topics include consumption determination, savings behavior, bequest behavior, fiscal policy effects on interest rates, consumption, real exchange rates, trade balances, and inflation.

PREREQUISITE: GRADUATE LEVEL MICROECONOMICS AND MACRO-ECONOMICS, AND AT LEAST ONE COURSE IN ECONOMETRICS OR CONSENT OF INSTRUCTOR.

ECO611 Labor Economics (III)

3 credits

Offered By Announcement Only

The formulation and testing of models of labor markets. The application of the tools of microeconomics and econometrics to the analysis of labor markets. Leading contributions in the areas of dynamic analysis of labor markets, human capital investment, the determinants of the wage structure, time allocation and search models, dual and internal labor market models, and analysis of government policy are discussed.

PREREQUISITE: ECO 520, 633 AND 511 OR THE PERMISSION OF THE INSTRUCTOR

ECO620 Advanced Econometrics

3 credits

Spring Semester

Advanced econometric methods including advanced techniques in multiple regression, Bayesian methods, maximum likelihood estimators, distributed lag models, spectral analysis, and Monte Carlo studies are discussed.

PREREQUISITE: ECO 520 OR PERMISSION OF INSTRUCTOR.

ECO621 Advanced Macro Analysis

3 credits

Spring Semester

Theory of the determination of national income, employment, and price levels. Course emphasizes mathematical solutions of Classical, Keynesian, and other economic models.

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

ECO625 Applied Econometrics

3 credits

Fall Semester

Practical applications of econometrics are surveyed. Computer packages are used to examine economic data. Topics include the series analysis, limited dependent variable modes, pooling cross section and time series data, model selection, and rational expectations models.

PREREQUISITE: ECO 620.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
ECONOMICS

ECO633 Advanced Micro Analysis

3 credits

Spring Semester

Theory of the behavior of firms and households and the determination of prices and resource allocation in a decentralized economy.

ECO634 Advanced Micro Analysis II

3 credits

Fall Semester

Continuation of ECO 633. Advanced analysis of theory of the household and firm emphasizing recent approaches. Analysis of decisions over time, duality relationships, advanced demand theory, risk and uncertainty, behavioral theories of the firm, and technological change are covered.

PREREQUISITE: ECO 633.

ECO635 Special Topics in Advanced Microeconomic Theory

3 credits

Spring Semester

Examination of situations where welfare economics associated with a perfectly competitive market must be modified and where non-market rationing devices are often used. Emphasis is placed on allocation structures that may supplement the market mechanism, such as: government, non-profit enterprises, and the family.

PREREQUISITE: ECO 621 AND 633.

ECO641 Problems of Economic Development

3 credits

Offered By Announcement Only

Economic change and growth in relation to theory and empirical evidence. Emphasis is placed on problems of actual vs. potential output and income of developing countries. Discussion of policies associated with promoting the full use of productive resources under various internal and external constraints is also included.

ECO642 Inflation and Financial Markets in Developing Countries

3 credits

Offered By Announcement Only

Monetary and financial aspects of economic development and stabilization policies in the Third World. Topics include rural financial markets, savings mobilization, effects of interest rate restrictions, and the political economy of financial policies in Third World countries.

PREREQUISITE: INTERMEDIATE ECONOMICS; ECO 301; 302; OR PERMISSION OF INSTRUCTOR.

ECO660 International Trade

3 credits

Offered By Announcement Only

The theory and practice of international trade. Comparative advantage, tariffs, quotas, non-tariff barriers (NTBs) to trade, and the regulatory framework (GATT/WTO, the US Harmonized Tariff Schedule, customs clearance procedures, special trade regimes free-trade zones, bonded warehouses, and letters of credit) are discussed.

PREREQUISITE: ECO 660 OR EQUIVALENT BY WAIVER.

ECO661 International Economics II

3 credits

Spring Semester

Continuation of ECO 660. Modern developments in pure trade theory, international factor movements, the external adjustment mechanism, policies for external and internal balance, trade and growth, and recent developments in international monetary relations are discussed.

PREREQUISITE: ECO 660.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
ECONOMICS

ECO665 Economic Analysis of Law

3 credits

Offered By Announcement Only

Economic analysis of the evolution, nature, and consequences of the law, including liability rules, contractual and exchange relations, and remedies.

ECO675 Economic Problems of Latin America

3 credits

Offered By Announcement Only

Analysis of the economic, political, and social forces at work in the changing economies in Latin America.

ECO680 Essentials of Economics

2 credits

Fall Semester

Course provides an introduction to the core concepts of economics. Topics include allocation of scarce resources by the laws of supply and demand, use of the market place as the principle organizing and distribution tool of the economy, externalities, and market failure. Pollution of the environment is treated as a needed correction to be done by public regulation through taxation and legislation. The principal forms of firm organization and dissolution are also discussed. Applications of the laws of supply and demand are made to forecasting demand and analyzing cost structure. The entry and exit of firms and the valuation of the firm is also covered.

ECO681 Directed Readings

1- 3 credits

Offered By Announcement Only

ECO682 Macroeconomics

1 credits

Offered By Announcement Only

Course topics include the definition and measurement of full employment, price stability, economic growth, and Gross National Product. The definition and rationale for anti-inflationary and anti-recessionary fiscal and monetary policy is also covered.

PREREQUISITE: EXECUTIVE MBA ONLY.

ECO685 Managerial Decisions in a Global Economy

2 credits

Fall Semester

Modern techniques of economic analysis and decision science are applied management of the firm in a global environment. Business planning and the determinants of supply and demand are an integral part of the course. The principal forms of business organization and dissolution are reviewed. The major issues confronted by the firm: Principal-agent problem (or how to motivate managers to act in the best interest of the owners, the shareholders), moral hazard, discounting of free cash flow and terminal value, economies of scale and scope, and strategic management decision making are covered.

ECO687 Health Care Organization, Economics, and Ethics

3 credits

Offered By Announcement Only

Course provides insight into organizational and behavioral aspects of various sectors and agents within the health care industry. Understanding how such aspects affect performance measured in terms of both economic and ethical criteria is included.

PREREQUISITE: FOR MBA HEALTH ADMINISTRATION STUDENTS.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
ECONOMICS

ECO690 Essentials of Economic Theory

3 credits *Fall & Spring Semester & First & Second Summer Session*

An economic study of the environment in which the decision making process takes place in management and the functional areas. Structured especially for students without an undergraduate background in economics. Credit not applicable toward 36-credit professional MBA component.

ECO691 Managerial Economics

3 credits *Fall & Spring Semester & First & Second Summer Session*

Application of economic analysis to the formulation and solving of management problems and the determination of business policy.

PREREQUISITE: ECO 690 OR EQUIVALENT AND MAS 110 OR EQUIVALENT.

ECO698 Selected Topics

3 credits *Fall & Spring Semester & First & Second Summer Session*

Topics in selected areas of specialization.

ECO710 Master's Thesis

1- 6 credits *Fall & Spring Semester & First & Second Summer Session*

The student working on his/her master's thesis enrolls for credit, in most departments not to exceed six, as determined by his/her advisor. Credit is not awarded until the thesis has been accepted.

ECO720 Research in Residence

0 credit *Fall & Spring Semester & First & Second Summer Session*

Used to establish research in residence for the thesis for the master's degree after the student has enrolled for the permissible cumulative total in ECO 710 (usually six credits). Credit not granted. May be regarded as full time residence.

ECO725 Continuous Registration--Master's Study

0 credit *Fall & Spring Semester & First & Second Summer Session*

To establish residence for non-thesis master's students who are preparing for major examinations. Credit not granted. Regarded as full time residence.

ECO730 Doctoral Dissertation

1-12 credits *Fall & Spring Semester & First & Second Summer Session*

Required of all candidates for the Ph.D. The student will enroll for credit as determined by his/her advisor but not for less than a total of 12. Not more than 12 hours of ECO 730 may be taken in a regular semester, nor more than six in a summer session. Where a student has passed his/her (a) qualifying examinations, and (b) is engaged in an assistantship, he/she may still take the maximum allowable credit stated above.

ECO740 Research Project

1- 6 credits *Fall & Spring Semester & First & Second Summer Session*

Required of all candidates for the Doctor of Arts degree. Student enrolls for credit as determined by advisor. Credit is not awarded until the doctoral project has been accepted. Total enrollment may not exceed six credits.

ECO750 Research in Residence

0 credit *Fall & Spring Semester & First & Second Summer Session*

Used to establish research in residence for the Ph.D. and D.A., after the student has been enrolled for the permissible cumulative total in appropriate doctoral research. Credit not granted. May be regarded as full-time residence as determined by the Dean of the Graduate School.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
ECONOMICS

ECO760 The Theory of International Trade

3 credits

Fall Semester

PREREQUISITE: ECO 533, 633.

EXECUTIVE & SPECIAL PROGRAMS

ESP500 Review Module

0 credit

Fall Semester

A non-credit review session to provide students with the skills necessary to prepare for the successful completion of the common body of knowledge courses.

ESP501 Fundamentals of Accounting

3 credits

Spring Semester

The generally accepted principles governing the preparation of financial reports, the use of accounting information systems in collecting financial, and cost data used in investment decisions and controlling an enterprise are discussed.

PREREQUISITE: LIMITED TO STUDENTS IN OVERSEAS PROGRAMS.

ESP510 Introduction to Business Statistics

3 credits

First Summer Session

Data analysis, probability concepts, distributions, sampling, estimation, hypothesis testing, simple and multiple regression, and correlation analysis are discussed.

PREREQUISITE: LIMITED TO STUDENTS IN OVERSEAS PROGRAMS.

ESP521 Introduction to Information Systems

3 credits

Offered By Announcement Only

Computer information system concepts, including spreadsheets, data management, and word processing.

PREREQUISITE: LIMITED TO STUDENTS IN OVERSEAS PROGRAMS.

ESP551 Organizational Behavior

3 credits

Spring Semester

Exploration of relevant concepts, research findings and pragmatic implications of the behavioral sciences for the management of complex socio-technical systems.

PREREQUISITE: LIMITED TO STUDENTS IN OVERSEAS PROGRAMS.

ESP560 Fundamentals of Marketing

3 credits

Fall Semester

Marketing problems experienced by top executives are examined. Fundamental problem-solving concepts are developed. Students consider problems of consumer needs, product planning, promotion, distribution, and pricing. The discovery and application of marketing management skills are developed through the use of cases and a major planning project.

PREREQUISITE: LIMITED TO STUDENTS IN OVERSEAS PROGRAMS.

ESP590 Macro- and Microeconomics

3 credits

First Summer Session

An economic study of the environment in which the decision-making process takes place in management and the functional areas. Course is structured especially for students without an undergraduate background in economics.

PREREQUISITE: LIMITED TO STUDENTS IN OVERSEAS PROGRAMS.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
EXECUTIVE & SPECIAL PROGRAMS

ESP601 MBA Math Module

0- 3 credits

Offered By Announcement Only

This course provides the student with the necessary mathematical skills to progress toward an MBA degree. The course begins with a review of algebra and continues with the fundamentals of differential and integral calculus. The focus is on applying these concepts in solving business problems.

PREREQUISITE: LIMITED TO STUDENTS IN THE EXECUTIVE M.B.A. PROGRAMS.

ESP700 Internship Directed Research

3 credits

Offered By Announcement Only

This course consists of a directed research done by the student within the company/country where his/her internship is practiced. The study will be supervised and graded by a faculty member. Project requires in-depth research into the company, its role in globalization, and the culture's role in the company structure and purpose.

ESP730 Doctoral Dissertation.

1- 6 credits

Fall & Spring Semester & First & Second Summer Session

Required for all candidates for the Ph.D. program. The student will enroll for credit as determined by his/her advisor, but not for less than a total of 12.

Not more than 12 hours of ESP 730 may be taken in a regular semester, nor more than six in a summer session.

PREREQUISITE: NONE

ESP734 Research Project

1- 6 credits

Fall & Spring Semester & Second Summer Session

Individually supervised research project in selected field. Scope of work must be approved by supervision instructor prior to registration. Total enrollment may not exceed six credits.

ESP735 Research Project

1- 6 credits

Offered By Announcement Only

Required of all candidates for the Add-On Master of Business Administration degree.

Credit is not awarded until the project has been accepted. Total enrollment may not exceed six credits (option 1). Available to those students who have selected option 1 curriculum.

PREREQUISITE: MUST HAVE COMPLETED THE MASTER OF SCIENCE IN PROFESSIONAL MANAGEMENT PROGRAM.

ESP736 Research Project

1- 6 credits

Offered By Announcement Only

Required of all candidates for the Add-On Master of Business Administration degree.

Credit is not awarded until the project has been accepted. Total enrollment may not exceed six credits. May be regarded as full-time residence as determined by the Dean of the Graduate School. Available to those students who have selected option 2 curriculum.

PREREQUISITE: MUST HAVE COMPLETED THE MASTER OF SCIENCE IN PROFESSIONAL MANAGEMENT PROGRAM.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
FINANCE

FIN590 Internship

1 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 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.

FIN602 Fundamentals of Finance

3 credits

Fall & Spring Semester & First Summer Session

This is a core MBA course, devoted primarily to the area of finance. No prior background in finances is assumed. The course objective is to provide students with a conceptual framework for appreciating and understanding the problems facing the financial manager.

PREREQUISITE: PRINCIPLES OF ECONOMICS, STATISTICS AND FINANCIAL ACCOUNTING.

FIN603 Advanced Corporate Finance

3 credits

Fall & Spring Semester & First Summer Session

Applications in corporate finance. This class builds on the core MBA courses in our executive MBA program, especially Fundamentals of Finance (Finance 602). Topics include working capital management, financial planning, basic option valuation, agency theory, capital structure management, mergers and acquisitions, liabilities management and leasing. Note: required for Finance concentration.

PREREQUISITE: FIN 602.

FIN604 Cases in Corporate Finance

3 credits

Offered By Announcement Only

A case course in the financial management of cash, accounts receivable, inventory, fixed assets, working capital, and capital structure.

PREREQUISITE: FIN 603.

FIN605 Corporate Financial Planning and Strategy

3 credits

Offered By Announcement Only

Strategic planning during periods of volatile business and monetary conditions. Includes understanding why these conditions exist and how to deal with the effect of inflation, demographic trends, and business cycle on practical business decisions.

PREREQUISITE: FIN 603.

FIN611 Commercial Banking Theory

3 credits

Offered By Announcement Only

The theory of operation of a successful commercial bank. The interrelation of various departments, loan and investment mix, marketing and public relations, statement preparation, reserves management, audit and examination, and deposit analysis of a commercial bank. The effect of business cycles, location, and the regulatory agencies upon a commercial bank are also analyzed.

PREREQUISITE: FIN 602.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
FINANCE

FIN612 Money and Capital Markets

3 credits

Offered By Announcement Only

Course topics include money and capital markets, their composition, regulation, the influence of the money and capital markets in modern business, source of funds and their use, certificates of deposit, treasury securities, commercial paper, banker's acceptances, bank loans, the bond market, and central banks and their operation. Emphasis is placed on the Federal Reserve and its monetary policies.

PREREQUISITE: FIN 602.

FIN615 Financial Planning I

3 credits

Offered By Announcement Only

Fundamentals of personal financial planning for accountants. Overview of the financial planning process including regulation and ethical considerations. Introduction to tax planning, insurance planning, investment planning, retirement planning, and estate planning is also included.

FIN616 Financial Planning II

3 credits

Offered By Announcement Only

This course extends the knowledge gained in Financial Planning I to enable the accountant-financial planner to analyze a client's insurance needs with respect to an overall financial plan. Includes a study of risk management, employee health, and welfare plans.

PREREQUISITE: FINANCIAL PLANNING I

FIN620 Investment Analysis

3 credits

Fall Semester

This course deals with theory and application of investment analysis. Topics include general stock trading, portfolio and risk-return theory, models of stock valuation, portfolio diversification, market efficiency, options and futures, bond valuation and bond portfolio strategy, general commodity investing, and personal financial planning.

PREREQUISITE: FIN 602.

FIN621 Portfolio Construction and Management

3 credits

Offered By Announcement Only

The evolution of portfolio theory and practice and its role in modern investment management. Individual constraint models within the general capital market theory are included as well as empirical evidence, theoretical discussion, and practical exercises.

PREREQUISITE: FIN 602, 620.

FIN622 Financial Options and Futures

3 credits

Offered By Announcement Only

Study of the theoretical development of models for pricing contingent claims in the field of finance. Application of theoretical results to the hedging of current and future assets and liabilities and to speculative strategies for the risk-averse, profit-maximizing entity are included.

PREREQUISITE: FIN 602, 620.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
FINANCE

FIN630 International Finance

3 credits

Offered By Announcement Only

The financing of international trade and capital placements. Restrictions on capital retrieval and problems of international liquidity related to the U.S. and non-U.S. firms is discussed as well as current developments in international banking, theory, and policy. Cases involving foreign capital commitments and transactions, especially Latin America are also included.

PREREQUISITE: FIN 602.

FIN631 International Financial Management

3 credits

Offered By Announcement Only

Sources and uses of long and short term capital for international business applications and foreign currency markets. Financial decisions associated with international cash and capital budgeting, capital repatriation and taxation strategies, capital exposure and coverage, and multinational firm financial strategies are discussed. Lectures and cases are included.

PREREQUISITE: FIN 630.

FIN641 Valuation and Financial Decision Making

2 credits

Fall & Spring Semester

Basic financial valuation. This is one of the core classes in finance for our regular MBA program. Topics include the financial environment; the time value of money; capital market efficiency; basic security valuation; risk, return and asset pricing; cost of capital; and an introduction to capital budgeting.

PREREQUISITE: ACC 670, 671, ECO 680, AND MAS 631.

FIN642 The Financial Environment

2 credits

Fall & Spring Semester

A continuation of FIN 641. Topics include an introduction to the global securities markets and foreign exchange, basic derivatives, real options, the securit trading process, fixed income securities markets, the term structure, investment banking, and short-term financial management and planning.

PREREQUISITE: FIN 641.

FIN644 Real Estate Investment and Appraisal

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.

PREREQUISITE: FIN641 OR SCORE OF 80% OR ABOVE ON FIN641 WAIVER EXAM

FIN645 Real Estate Finance

3 credits

Spring Semester

This course will introduce you to the theoretical concepts and analytical techniques used to make a decision to loan money for the purchase or development of a commercial real estate project.

PREREQUISITE: FIN641 OR SCORE OF 80% OR ABOVE ON FIN641 WAIVER EXAM

FIN650 Financial Investment

2 credits

Fall & Spring Semester

This course builds on FIN 641 and FIN 642 to provide a more advanced knowledge of the field of investments, particularly the fixed income markets, portfolio construction, asset pricing, and behavioral biases affecting financial decisions.

PREREQUISITE: SECOND YEAR MBA STATUS. FIN 641

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
FINANCE

FIN651 Advanced Topics in Investments

2 credits

Fall & Spring Semester

This course is about applying finance theory to the practice of investments. Topics include building a term structure model, building a fixed income portfolio, performance standards and measurement, and the role of futures and options in portfolios.

PREREQUISITE: FIN 650. SECOND YEAR MBA STATUS.

FIN660 International Finance

2 credits

Fall & Spring Semester

Finance 660 builds on Finance 641 and 642, and introduces students to the concepts that are important in today's dramatically changing global economy. The course covers the international monetary system; the interrelationship between national economies through the balance of payments; ; the economic relationships that determine a currency's value relative to other currencies and real goods; the markets and instruments of international finance; currency crises and contagion; the hedging of international risk exposure; and international portfolio investment.

PREREQUISITE: FIN 641,642. SECOND YEAR MBA STATUS.

FIN661 Advanced Topics in International Finance

2 credits

Fall & Spring Semester

Finance 661 builds directly on Finance 660 and on the MBA core classes, Finance 641 and 642, using a variety of techniques, including group projects and class discussion. A number of special topics are covered including measuring and managing the many additional risk exposures faced by a multi-national enterprise, investment decisions in a global framework, and financing the multi-national firm.

PREREQUISITE: FIN 641, 642. SECOND YEAR MBA STATUS.

FIN670 Corporate Finance

2 credits

Fall & Spring Semester

Finance 670 builds on Finance 641 and 642 and focuses on financial decision making from a corporation's perspective. Issues addressed include capital structure, management of corporate liabilities, leasing and other asset-based financing techniques, advanced treatment of capital budgeting and some of the complex issues involved, and corporate mergers and acquisitions.

PREREQUISITE: FIN 641 AND 642. SECOND YEAR MBA STATUS.

FIN671 Advanced Topics in Corporate Finance

2 credits

Fall & Spring Semester

This course builds directly on Finance 670 and on the MBA core classes, Finance 641 and Finance 642, and relies mainly on the analysis and vigorous class discussion of a variety of real-world cases. The cases cover a broad range of topics, including short-and long-term financing, capital budgeting decisions, corporate valuation, hedging with options and futures, dividend policy and share repurchases, corporate financial strategy, and other current issues in corporate finance.

PREREQUISITE: FIN 670. SECOND YEAR MBA STATUS.

FIN674 Financial analysis of mergers and acquisitions

2 credits

Fall Semester

This course is designed to develop an understanding of (1) the economic and financial issues involved in the acquisition of a company; (2) the analytical valuation tools used to evaluate an acquisition; and (3) potential and empirical stock market reaction to an acquisition. Students are then asked to apply their understanding of the issues to analyze cases involving various aspects of acquisition.

PREREQUISITE: FIN 670, FIN 642, FIN 641

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
FINANCE

FIN681 Financial Institutions

2 credits

Fall & Spring Semester

Finance 681 builds on Finance 641 and 642 and focuses on the management of financial institutions, such as banks. Topics include risk management, deposits and deposit insurance, liquidity, reserve requirements, capital adequacy, liability management, investment interest rate risk, and current issues connected with financial institutions.

PREREQUISITE: FIN 641,642. SECOND YEAR MBA STATUS.

FIN685 Mathematics of Financial Derivatives

2 credits

Fall & Spring Semester

Finance 685 builds on Finance 650, 660, and 670. This course provides an in-depth mathematical treatment of derivatives and 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, and financial engineering. The emphasis is placed on equity instruments, although there is also some coverage of short- and long-term interest bearing instruments.

PREREQUISITE: FIN 650, 660, 670. SECOND YEAR MBA STATUS.

FIN698 Selected Topics in Finance

3 credits

Offered By Announcement Only

Topics in selected areas of specialization.

PREREQUISITE: FIN 602.

FIN699 Directed Readings and Study

1- 3 credits

Offered By Announcement Only

Individually supervised research or reading projects in selected fields. Evaluation of project and subject by the supervising professor is required at the time of registration.

PREREQUISITE: FIN 602.

FIN700 Doctoral Seminar in Finance Theory

3 credits

Offered By Announcement Only

The purpose of this seminar is to provide doctoral students in economics and business with a rigorous introduction to the theory of finance.

PREREQUISITE: MBA, MS OR APPROVAL OF DEPARTMENT.

FIN705 Doctoral Seminar in Corporate Finance

3 credits

Offered By Announcement Only

The purpose of this seminar is to provide doctoral students with a comprehensive review of theory, empirical methods, and results in the area of corporate finance.

PREREQUISITE: MBA, MS OR APPROVAL OF DEPARTMENT.

FIN720 Doctoral Seminar in Investments

3 credits

Offered By Announcement Only

The purpose of this seminar is to provide doctoral students with a comprehensive review of theory, empirical methods, and results in the area of investments.

PREREQUISITE: MBA, MS OR APPROVAL OF DEPARTMENT.

MANAGEMENT

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.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT

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 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. Cannot be used toward major requirements.

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

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.

MGT600 Managing Responsible Behavior in Organizations

3 credits

Fall & Spring Semester & First & Second Summer Session

For Executive MBA students only. Course covers organizational behavior and utilizes cases and lectures to explore topics such as personality, motivation, leadership, group processes, organizational structure/design, and social responsibility.

PREREQUISITE: EXECUTIVE MBA STATUS.

MGT602 Human Resource Management

3 credits

Fall & Spring Semester

Modern personnel administration: job analysis and design, evaluation and appraisal, recruitment and interviewing, training and development, wages and benefits, and health and safety. Unionization, regulation of wages, hours and working conditions, financial security for workers, job anti-discrimination legislation, and manpower planning is also discussed.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT

MGT603 Leading Teams

3 credits

Fall & Spring Semester

The objectives of this course are to develop interpersonal communication and conflict management skills necessary to work in teams and/or exercise leadership in teams.

Topics include team development, decision making, and diagnosing team process issues.

PREREQUISITE: MGT 651.

MGT620 Managing Through People

2 credits

Fall & Spring Semester

This core course in the MBA program introduces students to some of the key behavioral topics necessary to manage oneself and others in organizations. Specifically, the topics covered include individual attributes (personality, perception, motivation, relationship building), group processes (norms, roles, and team basics), leadership views, and organizational culture/change. An understanding of the relationship between each of these areas and organizational outcomes is enhanced through lecture, cases, and interactive exercises.

PREREQUISITE: FULL-TIME MBA STATUS.

MGT621 High Performance Leadership

2 credits

Fall & Spring Semester

Leadership skills are critical for high performing organizations. Course utilizes lecture, cases, exercises, self-assessments, and contemporary reading materials to present leadership approaches that both motivate and enable employees to perform beyond normal or ordinary expectations. Topics include followership and organizational culture, power, influence, rewards and punishments, path-goal and exchange theories, participation and empowerment, charismatic and transformational leadership, and contingency and cognitive resources theory.

PREREQUISITE: FULL-TIME MBA STATUS; SPECIALIZATION IN LEADING THE HIGH PERFORMANCE ORGANIZATION.

MGT622 High Performance Teams

2 credits

Fall & Spring Semester

This elective course highlights how to manage and construct effective teams to achieve strategic goals. Team-based organizations have been created to enhance organizational performance. The benefits of effective team leadership are performance beyond expectations and enhancement of learning for employees. Topics covered include team decision-making, team leadership, diversity in teams, conflict resolution, and team creativity.

PREREQUISITE: FULL-TIME MBA STATUS; SPECIALIZATION IN LEADING THE HIGH PERFORMANCE ORGANIZATION.

MGT623 Human Resource Systems

2 credits

Fall & Spring Semester

Leaders must manage their human resource assets effectively to achieve high performance organizations. Course topics include recruitment and selection of high performance employees, designing performance appraisal systems, implementing policies to satisfy legal issues impacting human resources, and instituting training/development systems.

PREREQUISITE: FULL-TIME MBA STATUS; SPECIALIZATION IN LEADING THE HIGH PERFORMANCE ORGANIZATION.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT

MGT625 Entrepreneurship: Creating New Ventures

2 credits

Fall & Spring Semester

This is a two-credit course for MBA students (only). The course is designed to help students understand the basic essentials for creating a new venture. Among some of the topics covered will be: preparation of a business plan, securing sources of capital, choosing and creating appropriate distribution channels, and understanding the complexities of selecting a management team. Students will be required to critique and develop business plans as a key evaluation component for this course.

PREREQUISITE: MBA STANDING.

MGT643 Principles of Operations Management

2 credits

Fall & Spring Semester

Introduction to operations management, forecasting, process analysis, aggregate planning, capacity management, waiting line management, system design, quality management, and inventory management.

PREREQUISITE: FULL-TIME MBA STATUS.

MGT645 Principles of Supply Chain Management

2 credits

Fall & Spring Semester

Course introduces students to the business discipline of Supply Chain Management (SCM) which centers on concepts and techniques that enables firms to better coordinate material and information flows, and non-material activities associated with logistical and marketing processes that occur within and across organizations. Course also discusses concepts and recent influential innovations in SCM (e.g., Cross-Docking, Vendor Managed Inventory (VMI), Third-Party Logistics (3PL), Efficient Consumer Response (ECR), and Quick Response (QR)).

PREREQUISITE: MGT 643, MAS 632. SECOND YEAR MBA STATUS.

MGT651 Behavioral and Organizational Systems

3 credits

Fall & Spring Semester

Exploration of relevant concepts, research findings, and pragmatic implications of the behavioral sciences for the management of complex socio-technical systems.

MGT652 Organizational Theory

3 credits

Offered By Announcement Only

Concepts of contingency and systems management applied to contemporary organizations. The integrative function of management in terms of situational and environmental factors and analysis of selected organizational types is also included.

PREREQUISITE: MGT 651.

MGT653 Operations Management

3 credits

Fall & Spring Semester

Introduction to major managerial problems and decision processes of operations management. Topics include the design of operations, planning, scheduling, quality control, systems analysis and evaluation, resource allocation, materials requirement planning, and integration of operations management with the other functional areas.

MGT654

3 credits

Fall & Spring Semester

PREREQUISITE: MGT 653.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT

MGT655 Research Methods

3 credits

Offered By Announcement Only

Course addresses the fundamentals of research in business including exploratory designs, correlational and multivariate designs, experimental and non-experimental studies, measurement theory, internal and external validity considerations, and ethical requirements in conducting organizational research.

PREREQUISITE: MGT 656 AND DOCTORAL STUDENT STANDING.

MGT656 Seminar: Organizational Behavior

3 credits

Offered By Announcement Only

Seminar addresses the current research and theoretical foundations in organizational behavior. Topics include individual attributes, job attitudes, leadership, motivation, and group processes.

PREREQUISITE: DOCTORAL STUDENT OR PERMISSION OF INSTRUCTOR.

MGT657 International Supply Chain Management

3 credits

Offered By Announcement Only

This MBA course is designed to provide a broad overview of supply chain management from an international perspective. This overview will include topics such as international air transportation and issues such as channel intermediaries and documentation from an international outlook.

PREREQUISITE: MBA STANDING.

MGT658 Strategic Management

3 credits

Fall & Spring Semester

The formulation and implementation of strategy, from a domestic and international perspective, is explored through cases, readings, and decision simulation. An integration of all the core areas of business is emphasized. This core course is required of all MBA students.

PREREQUISITE: GRADUATING SEMESTER MBA STUDENTS ONLY.

MGT659 Management of Multinational Enterprise

3 credits

Fall & Spring Semester

Analysis of the management tasks confronting managers operating in the international arena presented from both an environmental and an operational perspective. Alternatives for overall corporate policy and strategy that accommodate global operations is also included.

MGT660 Leadership and Motivation in Organizations

3 credits

Fall & Spring Semester & First Summer Session

Selected topics pertaining to leadership, motivation, and individual processes are surveyed through selected readings, class discussions, and a guided research project. Students' ability to conceptualize, integrate, and apply diverse approaches to the leadership and motivation of people in organizations is emphasized.

PREREQUISITE: MGT 600 OR MGT 651 OR EQUIVALENT.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT

MGT661 Influence, Power and Politics in Organizations

3 credits

Offered By Announcement Only

One of the basic realities of organizational life is that people continually attempt to control the actions of others and to successfully influence their behavior. This reality leads to a wide array of organizational politics aimed at enhancing one's own or one's group's personal agendas. This course focuses on preparing graduate business students for the challenges and "realities" they will ultimately face as managers. Given that most business students will eventually be leading the efforts of others, it is essential that they understand how to acquire power and exercise power within ethical bounds.

PREREQUISITE: MGT 651 OR EQUIVALENT.

MGT662 Managerial Judgment and Decision Making

3 credits

Offered By Announcement Only

Decision-making methods are explored with an emphasis on the natural way managers make predictive judgments and exercise choice. The goal is to help students learn to make better decisions.

MGT665 Managing Cultural Differences

3 credits

Offered By Announcement Only

Course is designed to help students develop the skills and attitudes necessary to work successfully in a multinational corporation or foreign environment. Students are exposed to conceptual frameworks for understanding various cultural patterns, and apply such frameworks through team and individual learning exercises.

PREREQUISITE: REQUIRED COURSE FOR THE MIBS PROGRAM.

MGT670 Selection of Human Resources

3 credits

Offered By Announcement Only

Approaches to the identification of high-performing individuals with focus on conceptual issues and the current legal, economic, and societal context within which human resource selection occurs. Emphasis is placed on practical techniques as well as the application of key concepts to real problems of human resource selection.

PREREQUISITE: MGT 602.

MGT671 The Management of Innovation

3 credits

Offered By Announcement Only

Course is designed for those students who see themselves in settings where they have to develop new products or processes, or who must implement change in existing products or processes. The management of innovation requires the creative synthesis of several functional areas and this course integrates literature and perspectives from strategy/policy, organization behavior, marketing, the management of research, development, and engineering. The course emphasizes research and practice. Each topical area is covered by both content material and case studies. Students are expected to have actively read the case and content material and are urged to participate in class discussion.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT

MGT675 Business Policy and Strategy

2 credits

Fall & Spring Semester

The objectives of the course are to improve the student's ability to think strategically and to provide an intellectual framework that enhances understanding of the MBA program. The course focuses on relationships among the firm, its strategy, and its environment; why firms choose certain businesses; which business strategies are successful; and how firms can change in response to a dynamic environment. Models for strategic formulation, implementation, and control are developed that facilitate an integrated understanding of the courses that comprise the MBA curriculum. Readings and lectures illustrate strategic management theories and frameworks while case discussions, experiential exercises, and team projects provide opportunities for application.

PREREQUISITE: FULL-TIME MBA STATUS.

MGT677 Corporate Strategy and Organization

2 credits

Fall & Spring Semester

This capstone course focuses on the perspective and skills of the general manager. Its purpose is to provide practice in diagnosing and identifying realistic solutions to complex strategic and organizational problems. Course builds on previous coursework by providing an opportunity to integrate various functional areas by providing a total business perspective. Since the course focus is on pragmatic, action-oriented general management skills, the course is taught primarily through the case method and requires both written analyses and case presentations.

PREREQUISITE: FULL-TIME MBA STATUS.

MGT678 Advanced Business Policy and Strategy

3 credits

Offered By Announcement Only

Current topics in strategic planning, implementation, and control are discussed. The goal is to provide students with the most up to date applications in strategic management. For advanced master's and doctoral candidates.

PREREQUISITE: MGT 658.

MGT679 Merger and Acquisition Strategies

0- 2 credits

Fall Semester & Second Summer Session

This course examines the merger and acquisition growth of two sets of actors. First, it focuses on "financial buyers" (hedge funds, leveraged buy-out groups, private equity funds) that acquire with the intention of divesting the asset at a profit in the near or medium term. Second, it focuses on "strategic buyers" (corporations or companies) that acquire with the intention of operating the acquired asset as a stand-alone business or by integrating it into an on-going operation or set of businesses. The course utilizes lectures, case discussions, presentations, and guest speakers to examine issues of strategy formulation and subsequent execution.

MGT680 DOING BUSINESS IN CHINA

2 credits

Fall & Spring Semester

This course explores various business and management issues faced by international executives who are interested or active in various industries and markets in China, aiming to improve their understanding of this largest emerging market in the world. Several case studies of business organizations and industries are used throughout the course. Emphasis of the course material and class discussion is on critical thinking, solutions, to problems, and evaluating different options.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT

MGT681 Essentials of Health Care Management and Policy

3 credits

Offered By Announcement Only

This course develops an understanding of the basic elements of the health Services industry in the United States. A systems approach will be used utilizing a historical perspective as a basis and moving on to current and potential future system dynamics. The various components of the health care system will be examined, including physician services, hospital and hospital systems, long-term care providers, mental health services, and pharmaceutical services. Various elements associated with the financing of health services will be examined as well as indemnity insurance, capitation, and the role of managed care and consumer driven health care in theory and practice. The role of government and its impact on our health care system will be explored as well.

MGT682 Issues in Health Care Administration

3 credits

Offered By Announcement Only

A seminar on current problems and issues in health care administration.

MGT683 Applied Health Planning

3 credits

Offered By Announcement Only

Theories and methods of health planning related to governmental legislation and institutional organizational needs.

PREREQUISITE: PERMISSION OF INSTRUCTOR.

MGT687 Health Care Organization, Economics, and Ethics

3 credits

Offered By Announcement Only

Course provides the student insight into organizational and behavioral aspects of the various sectors and agents within the health care industry and understanding of how such aspects in turn affect performance measured in terms of both economic and ethical criteria.

PREREQUISITE: FOR MBA HEALTH ADMINISTRATION STUDENTS.

MGT691 International Management

2 credits

Fall & Spring Semester

Course is designed to provide an overview of management problems and issues for organizations and executives operating internationally. Students learn how multinational enterprises are different, why they behave as they do, and how to apply management principles to problem-solving in such contexts.

MGT698 Selected Topics

1- 6 credits

Offered By Announcement Only

Topics in selected areas of specialization.

MGT699 Directed Study

1- 6 credits

Fall & Spring Semester & First & Second Summer Session

Individually supervised research project in selected field of management. Approval of supervising professor of the topic/scope of work/evaluation is required prior to registration.

PREREQUISITE: SPECIALIZATION IN MGT DEPARTMENT.

MGT730 Doctoral Dissertation

1-12 credits

Fall & Spring Semester & First & Second Summer Session

Course is required of all candidates for the Ph.D. The student enrolls for credit as determined by his/her advisor.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT

MGT740 Qualifying Examination Preparation

3- 9 credits *Fall & Spring Semester & First & Second Summer Session*

Doctoral students who are preparing for their Qualifying Examinations may use this course designation. Enrolled students must develop, with the approval of their advisor, a "Plan of Study" for these credits. Students may enroll in MGT 740 for one semester only.

PREREQUISITE: ALL REQUIRED DOCTORAL COURSEWORK MUST BE COMPLETED PRIOR TO ENROLLMENT.

MGT750 Research in Residence

0-12 credits *Fall & Spring Semester & First & Second Summer Session*

Used to establish research in residence for the Ph.D. after the student has been enrolled for the permissible cumulative total in appropriate doctoral research. May be regarded as full-time residence as determined by the Dean of the Graduate School.

MANAGEMENT SCIENCE

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.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT SCIENCE

MAS601 Applied Regression Analysis

3 credits

Fall Semester

Theory and practical application of regression modeling and analysis. Computer control language, text editing, data base manipulation, and use of various data scales are covered. Understanding the role and responsibility of a statistician is also included.

PREREQUISITE: CALCULUS, LINEAR ALGEBRA AND MAS 311 OR EQUIVALENT.

MAS602 Applied Multivariate Statistics

3 credits

Spring Semester

Statistical analysis of simultaneous measurements on many variables. Topics include principle components, factor analysis, canonical correlation analysis, multivariate general linear model, discriminant analysis, clustering, multidimensional scaling, and statistical inference about mean vectors. Extensive use of computer packages is required.

PREREQUISITE: PERMISSION OF INSTRUCTOR.

MAS603 Design of Experiments

3 credits

Spring Semester

Statistical design, analysis of experimental data, randomized blocks, Latin Squares, factorial designs, response surfaces, and analysis of covariance are covered. Extensive use of computer packages is required.

PREREQUISITE: MAS 311 OR EQUIVALENT.

MAS606 Nonparametric Statistics

3 credits

Offered By Announcement Only

Nonparametric techniques for testing hypotheses concerning proportions, attributes (enumeration statistics), two-sample and K-sample tests of location. Nonparametric correlation methods, two-sample variance tests, tests for runs and randomization, multiple comparisons, and linear and non-linear trend are also included. Emphasis is placed on utilization of techniques in research, and not formal theory.

PREREQUISITE: MAS 311 OR EQUIVALENT.

MAS607 Survey Sampling

3 credits

Offered By Announcement Only

Course topics include random, stratified, systematic, and cluster sampling, applications in survey sampling design, and ratio estimation. Questionnaire design and administration including nonresponse problems, data analysis and presentation are also included.

PREREQUISITE: MAS 610 OR EQUIVALENT.

MAS610 Statistical Analysis for Managerial Decision Making

3 credits

Fall & Spring Semester & First Summer Session

Data analysis, probability concepts, distributions, sampling, estimation, hypothesis testing, simple and multiple regression and correlation analysis. Required of all MBA students unless satisfied by a waiver examination or equivalent undergraduate course or courses.

MAS611 Principles of Quality Management

3 credits

Fall Semester

The definition of quality management, its history, and comparison of various schools of thought. An introduction to the theories of systems, variation, knowledge, and psychology as they relate to quality management. Deming's fourteen points for management are studied through examples and cases.

PREREQUISITE: MAS 610.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT SCIENCE

MAS612 Advanced Quantitative Analysis

3 credits

Fall & Spring Semester & First Summer Session

The application of probability theory to the formulation and analysis of mathematical models for decision making. Applications are taken from inventory control, forecasting, waiting lines, quality control, production, and operations management.

PREREQUISITE: MAS 201 AND 302 OR THEIR EQUIVALENTS.

MAS615 Statistical Methodology in Business Research I

3 credits

Offered By Announcement Only

Foundations of statistical methods used in business research. Topics include distribution theory, estimation theory, point estimates, methods and properties, interval estimates, hypothesis testing, relationship between interval estimation and hypothesis testing, fundamental normal tests, decision theory, Bayesian inference. The use of the SAS computer package is required. The first of two required core courses in Statistical Methodology for Ph.D. students in Business.

PREREQUISITE: MAS 311 AND MTH 112 OR EQUIVALENTS.

MAS616 Statistical Methodology in Business Research II

3 credits

Offered By Announcement Only

Advanced Statistical techniques as applied to Business Research. Topics include analysis of variance and covariance, multiple regression, correlation, discriminant analysis, factor analysis, canonical correlation, and nonparametric statistical methods. The second of two required core courses in Statistical Methodology for Ph.D. students in Business.

PREREQUISITE: MTH 210 AND MAS 615 OR EQUIVALENTS.

MAS620 Understanding the Theory of Variation

3 credits

Offered By Announcement Only

Introduction to graduate level statistics from a Quality Management perspective. Topical coverage includes definition of statistics, philosophy of statistics, types of statistical studies, types of data, visual and numeric presentation of data, probability concepts, probability distributions, interval estimation, hypothesis testing, and control charts. This course differs from MAS 610 in the following ways: (1) stress on the philosophical aspects of statistics (called statistical thinking), as opposed to statistical theory and calculation, (2) emphasis on process oriented statistical methods, as opposed to population oriented statistical methods, and (3) focus on the development of control charts in conjunction with a reduction in the coverage on confidence intervals and classical hypothesis testing.

MAS630 Quality Management in Practice

3 credits

Fall Semester

This course presents administrative systems necessary for an organization or an individual to pursue quality management. The course presents a functional model for quality management.

PREREQUISITE: MAS 611.

MAS631 Statistics for Managerial Decision Making

2 credits

Fall Semester

This course aims to familiarize the student with statistical theory, tools, and methods required for business systems analysis and improvement. Topics include descriptive methods, elementary probability, random variables and the distributions, hypothesis testing, confidence intervals, statistical modeling, and regression.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT SCIENCE

MAS632 Management Science Models for Decision Making

2 credits

Spring Semester

This course aims to familiarize the student with Management Science tools for business systems analysis and improvement. The coverage includes linear and integer programming models, project management, simulation, queuing, and decision analysis. Some widely used software are illustrated through examples and case studies derived from business applications.

PREREQUISITE: MAS 631.

MAS633 Introduction to Quality Management

2 credits

Fall Semester

Introduction to the major elements of Dr. Deming's theory of management, including Dr. Deming's System of Profound Knowledge and Fourteen Points for Management. Additionally, participants are introduced to "Six Sigma" tools and methods. These tools and methods have been adopted with great success by many of the largest organizations in the world, for example, General Electric, Allied Signal, Dupont, American Express, and J.P. Morgan. Additionally, the course is a prerequisite for the "Six Sigma" Green Belt certification examination.

PREREQUISITE: SECOND YEAR MBA STATUS.

MAS634 Administrative Systems for Quality Management

2 credits

Fall Semester

This course presents a model to pursue quality management (QM). It features administrative systems and structures necessary for Quality Management. The administrative systems and structures presented in this course are required to sit for the Six Sigma Management "Green Belt" certification examination.

PREREQUISITE: SECOND YEAR MBA STATUS AND MAS 633.

MAS635 Design of Experiments

2 credits

Fall Semester

This course presents tools and methodology useful in conducting experiments that provide valid answers to questions of interest to the experimenter. The course discusses an overall approach to obtaining and analyzing experimental data, the advantages of using structured multi factor experiments to screen for important factors, ways of minimizing the amount of data points needed to obtain desired information, and how to identify values of experimental factors that optimize the value of measured responses. Factorial designs, fractional factorial designs, screening designs, and response surface designs are presented. Emphasis is placed on the knowledge required for proper application of these methods through many examples in business and quality management.

PREREQUISITE: MAS 631. SECOND YEAR MBA STATUS.

MAS636 Statistical Process Control and Reliability

2 credits

Fall Semester

This course aims to introduce some fundamental concepts of statistical process control and reliability with an emphasis on business applications. The first part of the course focuses on control charts and other tools that are used to monitor and improve business processes. The second part of the course introduces some basic ideas of reliability models and presents methods used in identifying failure modes in products and in business systems.

PREREQUISITE: MAS 631. SECOND YEAR MBA STATUS.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT SCIENCE

MAS637 Applied Regression Analysis and Forecasting

2 credits

Fall Semester

This course aims to familiarize the student with statistical prediction. It covers simple and multiple regression methods as well as time series and forecasting models in business. Instead of theoretical development, the course emphasizes the application of these methods in business systems analysis and improvement.

PREREQUISITE: MAS 631. SECOND YEAR MBA STATUS.

MAS638 Management Science Consulting

2 credits

Offered By Announcement Only

The purpose of this course is to enhance students' consulting skills in management science. In addition to skills of modeling and choosing appropriate tools for analysis, these include the communication skills of presenting quantitative and analytical material in business settings. The course is structured around a set of case studies that are based on real applications of management science models and methods discussed in MAS 631 and MAS 632.

PREREQUISITE: MAS 631 AND 632.

MAS641 Operations Research Models in Management

3 credits

Fall & Spring Semester & First Summer Session

The application of Operations Research techniques in Management. Topics include linear programming, PERT/CPM, queuing theory, forecasting, inventory models, statistical quality control, decision theory, and Simulation.

PREREQUISITE: MAS 610.

MAS642 Linear Programming and Extensions

3 credits

Fall Semester

Formulation, solution, and postoptimality analysis of linear programming problems. Topics include revised simplex, parametric programming, and decomposition large-scale systems. The use of computer packages is required. Introduction to integer programming, network flows, and nonlinear programming applications is also included.

PREREQUISITE: LINEAR ALGEBRA OR EQUIVALENT.

MAS643 Integer Programming and Network Flows

3 credits

Spring Semester

Solutions and applications of network flow problems, shortest path, maximum spanning tree, single, and multi-commodity flows are discussed. Computationally effective approaches to integer optimization, cutting planes, and implicit enumeration are also covered.

PREREQUISITE: PERMISSION OF THE INSTRUCTOR.

MAS644 Nonlinear and Dynamic Programming

3 credits

Offered By Announcement Only

Solution of nonlinear optimization problems by classical procedures and search algorithms. Recursive optimization using computationally effective techniques is also addressed.

PREREQUISITE: MTH 112 OR EQUIVALENT.

MAS645 Stochastic Processes

3 credits

Fall Semester

Introduction to discrete state Markov processes and renewal processes with applications to queueing, replacement, and reliability problems.

PREREQUISITE: MAS 311 OR MTH 524 OR EQUIVALENT.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT SCIENCE

MAS657 Supply Chain Management

3 credits

Spring Semester

This course covers models and techniques for design and implementation of distribution and supply chain networks, and how they relate to manufacturing. Topics include inventory management, resource and capacity planning, material planning, forecasting, routing and scheduling, and plant location. An overview of how these are incorporated in an integrated ERP system is provided.

PREREQUISITE: MGT 653 OR EQUIVALENT.

MAS661 Forecasting Methods

3 credits

Offered By Announcement Only

Business and economic forecasting, time series analysis, regression, classical decomposition, smoothing, Box-Jenkins methodology, use of index numbers, other indicator variables, and forecasting in functional business areas are discussed. The use of case studies and interactive computer packages is also included.

PREREQUISITE: MAS 610 OR EQUIVALENT.

MAS663 Project Management and Modeling

2 credits

Spring Semester

This course considers the various methods, techniques, and software tools of project management and modeling with special emphasis on real estate projects and development. Topics include: project selection and strategy, risk assessment, conflict and negotiation, budgets, costs, and resource allocation, monitoring and information systems, project control and auditing, and project closure. The course is designed to show the integration of the various roles of owners, developers, builders, architects, and engineers in the project management process.

MAS693 Directed Study in Operations Research

1- 3 credits

Offered By Announcement Only

Investigation and research in special areas of interest. Offered by special arrangement.

PREREQUISITE: PERMISSION OF DEPARTMENT CHAIRMAN.

MAS694 Directed Study in Operations Research

1- 3 credits

Offered By Announcement Only

Investigation and research in special areas of interest. Offered by special arrangement.

PREREQUISITE: PERMISSION OF DEPARTMENT CHAIRMAN.

MAS695 Directed Study in Operations Research

1- 3 credits

Offered By Announcement Only

Investigation and research in special areas of interest. Offered by special arrangement.

PREREQUISITE: PERMISSION OF DEPARTMENT CHAIRMAN.

MAS696 Directed Study in Statistics

1- 3 credits

Offered By Announcement Only

Investigation and research in special areas of interest. Offered by special arrangement.

PREREQUISITE: PERMISSION OF DEPARTMENT CHAIRMAN.

MAS699 Directed Study

1- 3 credits

Offered By Announcement Only

Offered by special arrangement.

PREREQUISITE: PERMISSION OF DEPARTMENT CHAIRMAN.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MANAGEMENT SCIENCE

MAS710 Master's Thesis

1- 6 credits

Offered By Announcement Only

The student working on his/her master's thesis enrolls for credit, in most departments not to exceed six, as determined by his/her advisor. Credit is not awarded until the thesis has been accepted.

MAS720 Research in Residence

0 credit

Offered By Announcement Only

Used to establish research in residence for the thesis for the master's degree after the student has enrolled for the permissible cumulative total in MAS 710 (usually six credits). Credit not granted. May be regarded as full time residence.

MAS725 Continuous Registration--Master's Study

0 credit

Offered By Announcement Only

To establish residence for non-thesis master's students who are preparing for major examinations. Credit not granted. Regarded as full time residence.

MAS730 Doctoral Dissertation

1-12 credits

Offered By Announcement Only

Required of all candidates for the Ph.D. The student will enroll for credit as determined by his/her advisor but not for less than a total of 24. Not more than 12 hours of MAS 730 may be taken in a regular semester, nor more than six in a summer session. Where a student has passed his/her (a) qualifying examinations, and (b) is engaged in an assistantship, he/she may still take the maximum allowable credit stated above.

MAS750 Research in Residence

0 credit

Offered By Announcement Only

Used to establish research in residence for the Ph.D., after the student has been enrolled for the permissible cumulative total in appropriate doctoral research. Credit not granted. May be regarded as full-time residence as determined by the Dean of the Graduate School.

MARKETING

MKT601 Marketing Internship

1 credits

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 periodic reports and conferences are required. May be taken only for "S" satisfactory - "U" unsatisfactory.

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

MKT602 Marketing Internship

1 credits

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 periodic reports and conferences are required. May be taken only for "S" satisfactory - "U" unsatisfactory.

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

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MARKETING

MKT640 Foundations of Marketing Management

2 credits

Fall & Spring Semester

Course introduces students to the analytical concepts and tools of marketing management. Special emphasis is placed on the relationships between marketing and overall company strategy, the development of a customer orientation, the integration of marketing throughout the organization, and the implementation of systems for planning and controlling the marketing effort. Students consider problems of consumer analysis, product planning, integrated communication, distribution, and pricing. The discovery and application of marketing management skills are developed through the use of readings, case exercises, and class discussions.

MKT641 Marketing Research

2 credits

Fall & Spring Semester

The objective of the course is to allow students to understand functional analysis of consumer and market behaviors utilizing statistical tools. The course will cover topics of secondary sources of data, sampling, questionnaire design, and analysis and interpretation of data. Project and case analysis methods will be used for instruction.

PREREQUISITE: SECOND YEAR MBA STATUS.

MKT644 Services Marketing

2 credits

Fall & Spring Semester

Course develops skills necessary to manage companies in an increasingly service-oriented and technology-driven economy and to gain sustainable competitive advantage through delivering superior quality services. Course covers the special marketing challenges posed by the unique characteristics of services and discusses their managerial implications. The need and strategies for synergistic management of operations, systems, and people to satisfy customers in order to achieve marketing excellence and superior financial performance is also included.

PREREQUISITE: SECOND YEAR MBA STATUS.

MKT645 International Marketing

2 credits

Fall & Spring Semester

Course analyzes the theories and practice of international marketing management. Course allows students to understand markets and aid in the development of marketing plans based on the nature of national as well as international markets. Issues of globalization, standardization, intermarket segments, trading blocks, global marketing strategies, local branding, global branding in the context of customer movements, product development, pricing, distribution, communication, and segmentation in global markets are also discussed.

PREREQUISITE: SECOND YEAR MBA STATUS.

MKT646 Consumer Behavior

2 credits

Fall & Spring Semester

Overview of psychological and normative principles of consumer decision-making and judgment through focusing on underlying behavioral research and theory. How people process information, make decisions involving risk and uncertainty, conflicting objectives, and imperfect information is discussed. The implications of consumer behavior on marketing strategy are highlighted.

PREREQUISITE: SECOND YEAR MBA STATUS.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MARKETING

MKT647 Advertising and Communication Management

2 credits

Fall & Spring Semester

Billions of dollars are wasted every year on ineffective advertising and communication campaigns. This problem is due to an absence of a compelling strategy to serve as a foundation for developing creative executions and media plans. The course provides a balanced analysis of strategy and execution of integrated marketing communication campaigns. The effectiveness of existing and emerging communication vehicles to attain strategic marketing goals are assessed. Special emphasis is placed on advertising, sales promotions, and online communications. Current and historical campaigns are also reviewed. Course requirements include case reports, projects, and class participation. PREREQUISITE: SECOND YEAR MBA STATUS.

MKT648 NEW PRODUCT DEVELOPMENT

2 credits

Fall Semester

Few activities undertaken by firms are more challenging than that of developing and launching new products and services. The activity is one that is fraught with risk; once a firm decides to embark upon a new-product venture, the outcome could just as easily prove to be the financial demise of the firm as its financial salvation. Yet long-term viability is impossible without on-going commitment to active innovation. The purpose of this course is to provide an overview of the current state-of-the-art in tools and strategies for reducing risk in product development strategies. Although the course will cover all phases of new-product development from idea generation and valuation to launch, an emphasis will be placed on tools for lowering risk at the concept-development phase, before major capital investments in development are typically undertaken. In this course you will be learning by doing. Early in the course each student, working in small groups, will be asked to develop an original new-product concept (an original good or service) of their own choosing. Throughout the course you will be then asked to apply the various concepts and tools discussed in class to both the concept and formulate a forecast of its financial viability. The culminating product, due during the last week of the course, will be a new-product...

MKT649 STRATEGIC BRAND MARKETING

2 credits

Fall Semester

More and more firms have come to realize that their brands are among their most valuable assets. The goal of this course is to teach students the strategic significance of brands in creating shareholder value. Students should develop fluency with the core principles associated with branding including: an understanding of how to develop a brand positioning; managing total brand experience; how to manage the brand relevancy over time; familiarity with the various qualitative and quantitative methodologies that are used to evaluate brand equity; how to achieve growth through brand extension; brand design and brand messaging. The basic philosophy for this course is to blend theory and practice of brand management. Branding is both an art and a science. Few branding situations have a definitive, unqualified "right" answer as to what is the best approach. However, when armed with relevant and comprehensive theories, appropriate frameworks and models, and familiarity with past successful and unsuccessful branding strategies, managers can make better and more informed decisions that are more likely to yield successful implementation.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MARKETING

MKT650 Strategic Marketing

2 credits

Fall & Spring Semester

Course develops the skills necessary to strategically manage business-unit level marketing activities in a multi-brand firm. This necessitates examining all marketing mix elements, R&D, financial and production considerations simultaneously in the context of the many markets, products, and services that may concern a typical firm. The emphasis is placed on understanding internal capabilities, market competitors, and customers. Market simulation exercise, cases, and readings are utilized.

PREREQUISITE: MKT 640.

MKT660 Foundations of Marketing Management

3 credits

Fall & Spring Semester

Marketing problems experienced by top executives are examined and fundamental problem-solving concepts are developed. Students consider problems of consumer needs, product planning, promotion, distribution and pricing. The discovery and application of marketing management skills are developed through the use of cases and a major planning project.

MKT662 Advanced Marketing Management

3 credits

Fall Semester

Case analysis of management decisions on product policy, distribution channels, promotion, selection, control, compensation of sales force, and pricing strategy are discussed. Interrelationships of marketing and other business functions and rational decision-making is also covered.

PREREQUISITE: MKT 660 OR EQUIVALENT.

MKT665 International Marketing

3 credits

Fall & Spring Semester

Analysis of major U.S. foreign markets, marketing policies, and techniques are discussed.

PREREQUISITE: MKT 660.

MKT672 Services Marketing

3 credits

Fall & Spring Semester

Course develops the skills necessary to manage services marketing and compete through delivering quality service. The unique characteristics of services and their managerial implications are examined. Importance of the synergistic management of operations, environment, systems and people to satisfy the customer is highlighted.

PREREQUISITE: MKT 660.

MKT680 Ph.D. Seminar: Special Topics

3 credits

Offered By Announcement Only

Topics in selected areas of Marketing.

MKT681 Ph.D. Seminar: Special Topics

3 credits

Fall & Spring Semester

Topics in selected areas of Marketing.

MKT682 Ph.D. Seminar: Special Topics

0- 3 credits

Fall & Spring Semester

Topics in selected areas of Marketing.

MKT683 Ph.D. Seminar: Special Topics

0- 3 credits

Fall & Spring Semester

Topics in selected areas of Marketing.

University of Miami Bulletin, 2009-2010
Graduate Course Listing
SCHOOL OF BUSINESS ADMINISTRATION
MARKETING

MKT684 Ph.D. Seminar: Special Topics

0- 3 credits

Topics in selected areas of Marketing.

Fall & Spring Semester

MKT685 Ph.D. Seminar: Special Topics

0- 3 credits

Topics in selected areas of Marketing.

Fall & Spring Semester

MKT695 Topics in Marketing

1- 3 credits

Topics in selected areas of Marketing.

Offered By Announcement Only

MKT696 Topics in Marketing

1- 3 credits

Topics in selected areas of Marketing.

Offered By Announcement Only

MKT697 Topics in Marketing

1- 3 credits

Topics in selected areas of Marketing.

Offered By Announcement Only

MKT698 Topics in Marketing

1- 3 credits

Topics in selected areas of Marketing.

Offered By Announcement Only

MKT699 Directed Study

1- 6 credits

Fall & Spring Semester & First & Second Summer Session

MKT730 Doctoral Dissertation

1-12 credits

Offered By Announcement Only

Required of all candidates for the Ph.D. The student will enroll for credit as determined by his/her advisor but not for less than a total of 24. Not more than 12 hours of MKT 730 may be taken in a regular semester, nor more than six in a summer session. Where a student has passed his/her (a) qualifying examinations, and (b) is engaged in an assistantship, he/she may still take the maximum allowable credit stated above.

MKT750 Research in Residence

0 credit

Offered By Announcement Only

Used to establish research in residence for the Ph.D. after the student has been enrolled for the permissible cumulative total in appropriate doctoral research. Credit not granted. May be regarded as full-time residence as determined by the Dean of the Graduate School.