



CATALOG YEAR 2014-2015

COLLEGE/SCHOOL/SECTION: A.R. SANCHEZ, JR. SCHOOL OF BUSINESS

Course: Add: Delete:

Delete following courses from the catalog:

- Course: ACC 5320 Tax Research and Policy
- Course: ACC 5345 International Accounting
- Course: ACC 5390 Managing the Accounting Practice
- Course: ECO 5340 International Political Economic Relations
- Course: MGT 5300 Management Concepts
- Course: MKT 5300 Marketing Concepts
- Course: POM 5300 Production and Operations Management
- Course: POM 5315 Quality Management

Justification: Courses not offered in over four years and not expected to be offered in the foreseeable future.

PLEASE SEE FOLLOWING PAGES FOR CHANGES ON THE AFOREMENTIONED DELETED COURSES AFFECTING OTHER PORTIONS OF THE CATALOG
Deletions are in red highlight; additions in green highlight

Approvals:

Chair
Department Curriculum Committee

Signature

Date

10/29/13

Chair
Department

10/29/13

10/29/13

Chair
College Curriculum Committee

10/29/13

Dean

R. Stephen Sears

10/30/2013

Provost

11/4/13

MASTER OF BUSINESS ADMINISTRATION (MBA)

The following courses make up the MBA Business Foundation courses that must be taken for the MBA degree offered by the A. R. Sanchez, Jr. School of Business. **The MBA Business Foundation courses do NOT count toward the 30 hours needed to complete the MBA degree. However, they do count toward the overall graduate grade point average required for satisfactory progress.**

BUSINESS FOUNDATION COURSES FOR THE MBA PROGRAM

ACC	5300	Accounting Concepts
MIS	5300	Information Systems Concepts
DS	5300	Business Quantitative Methods
ECO	5300	Economic Concepts
FIN	5300	Business Finance Concepts
MGT	5300 3310	Management Concepts Principles of Management and Organizational Behavior
MKT	5300 3310	Marketing Concepts Principles of Marketing
POM	5300 3310	Production and Operations Management

Students also have the option of completing the MBA Prep Program including

BA	5201	Concepts in Finance and Economics
BA	5202	Concepts in Accounting and Management Information Systems
BA	5203	Concepts in Management and Marketing

WAIVER POLICY FOR BUSINESS FOUNDATION COURSES

Students may be waived from the Business Foundation courses by either:

1. successfully graduating with a business bachelor's degree from a university in which the business program is accredited by the Association for the Advancement of Collegiate Schools of Business International (AACSB International), or
2. providing evidence of equivalent course work at an accredited institution at either the undergraduate-level or graduate-level.

All course work used for waiver from a particular course must have been taken within the past seven (7) years or be validated by the division in which the course is normally offered. The student must have received a grade of "C" or better in each course applied towards a waiver. Applications for course waivers must be completed during the first in-residence semester of work on the MBA program.

Students requesting a waiver must get approval from the Chair of the division for which the course is assigned. The Division Chair has the responsibility for ensuring that the student has the appropriate prior course work and knowledge as set forth in this policy before approving the waiver.

MASTER OF SCIENCE

The following courses make up the MS Foundation courses. The MS Foundation courses do NOT count toward the thirty-three hours needed to complete the Master of Science degree.

MASTER OF SCIENCE IN INFORMATION SYSTEMS FOUNDATION

DS	5300	Business Quantitative Methods or DS 2310 Business Statistics I
ECO	5300	Economic Concepts
FIN	5300	Business Finance Concepts
MGT	5300 3310	Management Concepts Principles of Management and Organizational Behavior
MIS	5300	Information Systems Concepts
MKT	5300 3310	Marketing Concepts Principles of Marketing

Students also have the option of completing the MBA Prep Program including

BA	5201	Concepts in Finance and Economics
BA	5202	Concepts in Accounting and Management Information Systems
BA	5203	Concepts in Management and Marketing

MASTER OF BUSINESS ADMINISTRATION (MBA)

MBA BUSINESS CORE

REQUIRED MBA COURSES

6 SCH

BA 5310 Business Research Methods

(Must be taken during the **first 12 hours** of graduate course work in the MBA program)

BA 5390 Strategic Management

(Must be taken during the final **nine (9) hours** prior to graduation)

Four/five of the following courses must be taken based on undergraduate major:

12/15 SCH

Students who have an undergraduate major in one of the functional areas (accounting, finance, economics, management and marketing) will not take the corresponding required MBA 5310 course. Business students who have an undergraduate degree in MIS/CIS and all non-business majors must take all five required courses listed below, but will take only three concentration courses.

ACC 5310 Financial Statement Analysis

ECO 5310 Managerial Economics

FIN 5310 Financial Management

MGT 5310 Seminar in Management Concepts

MKT 5310 Seminar in Marketing Management

To remain in good standing, students must have a minimum *GPA of 3.00/4.00 ("B") for the courses listed above.*

CONCENTRATION

9/12 SCH

Three/four appropriate graduate level business courses.

Courses selected to form a Concentration must be approved by the Graduate Advisor or the appropriate Division Chair and must be from the following areas:

International Business

International Banking and Finance

Management

TOTAL

30 SCH

CONCENTRATION COURSES

RESTRICTIONS

1. Students may not apply more than two of the following as elective courses:

ACC 5399, BA 5399, MIS 5399, ECO 5399, FIN 5399, MGT 5399, MKT 5399.

INTERNATIONAL BANKING AND FINANCE

FIN 5320 International Financial Markets and Institutions

FIN 5330 International Investments

FIN 5340 International Working Capital Management

FIN 5370 Global Bank Management

FIN 5380 International Finance

FIN 5390 Seminar in International Banking

FIN 5399 Special Issues in International Banking

INTERNATIONAL BUSINESS

ACC 5345 International Accounting

ACC 5355 International Taxation

BA 5320 Global Environments of Business

BA 5330 International Commercial Law

BA 5398 Business Internship

BA 5399 Special Issues in Business Administration

ECO 5320 International Trade Theories and Policies

ECO 5340 International Political Economic Relations

ECO 5350 International Economic Geography

FIN 5320 International Financial Markets and Institutions

FIN 5330 International Investments

FIN 5340 International Working Capital Management

FIN 5370 Global Bank Management

FIN	5380	International Finance
FIN	5390	Seminar in International Banking
FIN	5399	Special Issues in International Banking and Finance
MGT	5312	International Management
MGT	5390	Global Management Simulations
MGT	5399	Special Issues in Management
MKT	5320	International Marketing
MKT	5399	Special Issues in Marketing
POM	5310	International Production Management
TIL	5310	Transportation and Logistics Management
TIL	5370	International Logistics
TIL	5399	Special Issues in Logistics
MANAGEMENT		
BA	5320	Global Environment of Business
BA	5330	International Commercial Law
BA	5399	Special Issues in Business Administration
MGT	5312	International Management
MGT	5315	Human Resource Development
MGT	5317	Leadership and Decision Making
MGT	5320	Management Science
MGT	5390	Global Management Simulation
MGT	5399	Special Issues in Management
POM	5310	International Production Management
POM	5315	Quality Management

Electives for Business Graduate Degree Programs

Students in graduate degree programs within the School of Business must choose courses from the following list as electives to meet their degree requirements.

RESTRICTIONS

Students may not apply more than two of the following as elective courses: ACC 5399, BA 5399, MIS 5399, FIN 5399, MGT 5399, MKT 5399.

NOTE: No undergraduate courses will be allowed for graduate credit.

ACC 5310	ACC 5350	ECO 5320	FIN 5399*	MIS 5370
ACC 5315	ACC 5390	ECO 5340	MGT 5310	MIS 5380
ACC 5320	ACC 5392	ECO 5350	MGT 5312	MIS 5399
ACC 5325	ACC 5399	FIN 5310	MGT 5315	MKT 5310
ACC 5330	BA 5320	FIN 5320	MGT 5317	MKT 5320
ACC 5335	BA 5330	FIN 5330	MGT 5399	MKT 5399*
ACC 5344	BA 5390	FIN 5340	MIS 5330	POM 5310
ACC 5345	BA 5398	FIN 5370	MIS 5340	POM 5315
ACC 5355	BA 5399*	FIN 5380	MIS 5350	POM 5317
ACC 5370	ECO 5310	FIN 5390	MIS 5360	TIL 5310
ACC 5375				TIL 5370

*variable hours

ACC 5300 Accounting Concepts. Three semester hours.

An intensive study of financial accounting concepts. A study of the manner in which financial accounting data is collected, recorded, processed, reported, and used by various participants in the business decision-making process. Several management accounting topics are also introduced. Prerequisite: Graduate standing.

ACC 5310 Financial Statement Analysis. Three semester hours.

An intensive study of financial statement analysis. Topics covered include: study of the basic accounting concepts and principles related to financial statement analysis; liquidity, solvency, and profitability analyses; sources of financial analysis information; personal financial statements. Prerequisite: ACC 5300 or equivalent with a grade of "C" or better.

ACC 5315 Advanced Accounting. Three semester hours.

This course provides an intensive study of advanced financial accounting topics including business combinations and dissolutions; partnership formation and dissolution; and current topics in estates and trusts. Prerequisite: ACC 3330 with a grade of "C" or better.

ACC 5320 Tax Research and Policy. Three semester hours.

This course gives the student experience in using reference resources to develop a reasonable basis for a recommendation on a complex tax matter. Prerequisite: ACC 3350 with a grade of "C" or better.

ACC 5325 Seminar in Managerial Accounting. Three semester hours.

An in-depth study of the theories and concepts upon which managerial accounting is based, including foundations in accounting, organizational behavior and the decision sciences. Emphasis upon understanding how accounting, behavioral, and decision theories are combined to form the basis for an effective managerial accounting system within the context of the business entity. Topics covered include activity-based costing, cost allocation methodology, use of cost pools, two-stage cost assignment, capacity issues, and target costing. Prerequisite: ACC 3340 with a grade of "C" or better.

ACC 5330 Advanced Taxation. Three semester hours.

This course covers topics in corporate taxation, partnership issues, estate planning, taxation of foreign operations, and other current issues. Prerequisite: ACC 3350 with a grade of "C" or better.

ACC 5335 Seminar in Government and Not for Profit Accounting. Three semester hours.

This course provides an intensive study of accounting for "not for profit" entities with particular emphasis on issues confronting municipalities, single audits, and compliance with grantor or similar requirements. Prerequisite: ACC 2302 with a grade of "C" or better permission of instructor.

ACC 5344 Seminar in Ethics for Accountants. Three semester hours.

This course provides an intensive examination of the emerging issues in ethics including rules of conduct promulgated by the Securities and Exchange Commission, the Oversight Board, the American Institute of Certified Public Accountants and the Texas State Board of Public Accountancy. Prerequisite: Graduate standing.

ACC 5345 International Accounting. Three semester hours.

Introduction and examination of the cross-functional and global approach to integrate functional areas of accounting and analyze the diversities in financial reporting across countries. This course enhances the ability of students to think critically in the global perspectives on accounting, to develop student knowledge, skills, and attitudes to understand the influences of social, political, and environmental issues on multinational enterprises, to use and transmit accounting information timely for performance evaluation, comparative international analysis of financial statements, and harmonization of various accounting reporting. Prerequisite: ACC 3330 with a grade of "C" or better.

ACC 5350 Accounting Theory. Three semester hours.

This course is a study of contemporary accounting theory, emerging issues, and auditing practices. There is a significant research requirement using both electronically stored and printed materials. Prerequisite: ACC 3330 with a grade of "C" or better.

ACC 5351 Multi-jurisdictional Taxation. Three semester hours.

This course covers all forms of taxation below Federal income taxation including State income tax, sales tax, franchise tax, and other local taxation. Particular emphasis is given to new taxes and emerging state and regional taxation issues. Prerequisite: ACC 5330. (Formerly ACC 3351)

ACC 5355 *International Taxation.* Three semester hours.

The purpose of this course is to provide an in-depth study of the tax problems incurred by individuals and corporations investing and operating business across national boundaries. Prerequisite: ACC 5320 or ACC 5330.

ACC 5370 *Seminar in Auditing.* Three semester hours.

The purpose of this course is to provide an intensive study of the audit process including comparisons of international standards, governing bodies, and rules of conduct. Prerequisites: ACC 4370 with a grade of "C" or better or equivalent

ACC 5375 *Forensic Accounting.* Three semester hours.

The purpose of this course is to provide an introduction to the field of forensic accounting, with emphasis on the detection and investigation of fraud. Topics include the nature of fraud, various types of fraud, actual fraud schemes, indicators of fraud, confirmation of fraud, investigative techniques used to prove fraud, and the use of internal controls to prevent fraud within an organization. Prerequisites: Permission of the instructor.

ACC 5390 *Managing the Accounting Practice.* Three semester hours.

This is a capstone course. Problems encountered in practice management of a professional service business are explored. Topics include recruitment, training, motivation and business development.

ACC 5392 *Advanced Accounting Research.* Three semester hours.

This case based course will use both electronic and printed materials to provide an intensive study of advanced research techniques. Cases in both auditing and financial, tax, not-for-profit and managerial accounting will be used. The student must analyze problems, search for authoritative answers, and present the results in a professional manner. Prerequisites: ACC 3330, ACC 5325, ACC 5330, ACC 5335, ACC 5370.

ACC 5199-5399 *Special Issues in Accounting.* One-three semester hours.

This course examines current topics of interest in accountancy. May be repeated once when topic changes. Prerequisite: Permission of instructor.

ACC 5398 *Accounting Internship.* Three semester hours.

This is a directed internship in a public accounting firm or equivalent organization which will provide accounting students with a learning experience supervised by professionals in an organizational setting appropriate to the student's career objectives. Student must comply with the requirements established by the Texas State Board of Public Accountancy. Prerequisites: Must have completed 15 semester credit hours of graduate course work (excluding prerequisite courses) with a grade point average of at least 3.30 on all attempted course work and obtain approval of the Department Chair. May be taken one time.

ACC 6310 *Seminar in International Accounting.* Three semester hours.

This course will focus on issues related to accounting and auditing in an international context, international standards, and issues related to the consequences of cultural differences. Prerequisite: Consent of the instructor and the Graduate Advisor.

BUSINESS ADMINISTRATION (BA)

BA 3301 *Professional Written Communications.* Three semester hours.

An interdisciplinary study and practice of the fundamental communication principles for memoranda, letter, and report writing. Emphasis is placed on clear, accurate, and concise writing in a variety of professional settings. Prerequisites: ENGL 1301 and ENGL 1302.

BA 3310 *Legal Environment of Business.* Three semester hours. (FL/SP/SS)

A study of the role of law and ethics in business and society. How political and social issues affect the law. Government regulation including protection of the environment and antitrust law. General principles of contracts, commercial transactions, property law and international law. Types of business associations including partnerships and corporations. Written and/or oral presentations are required.

BA 3320 *International Business.* Three semester hours.

An introductory course in international business, it provides an interdisciplinary business background for understanding the growing commercial and economic interdependence among nations and the complexities of doing business across national boundaries. Written and/or oral presentations are required.

ECO 3325 *Latin American Economic Issues.* Three semester hours. (SP)

Analysis of recent and historical issues in Latin American economics, including economic development and its relation to poverty, schooling, the informal sector, agrarian issues, sustainable development; inflation; debt; trade; regional integration; infrastructure development; privatization and entrepreneurial activity; and stabilization and structural reform using case studies from Latin America. The focus of this course is on policy analysis rather than theory development. Prerequisites: ECO 2301 or consent of instructor.

ECO 4310 *Intermediate Macroeconomics.* Three semester hours. (FL-Odd)

Determination of national income, employment, inflation, savings, interest, and investment; monetary and fiscal analysis, effects of government deficits and debt. Prerequisites: ECO 2301, ECO 2302, MATH 1324 and MATH 1325.

ECO 4340 *International Economics.* Three semester hours. (FL)

This course examines the impact of tariffs, quotas, and subsidies on the furtherance of national economic objectives; basic economic theory and models for determining the impact of tariffs, quotas, and subsidies on the furtherance of national economic objectives; exchange rate policies, balance of payments; the role of important international trade agreements, i.e., the General Agreement on Tariffs and Trade (GATT), the European Union (EWU), and the North American Free Trade Agreement (NAFTA). Prerequisites: ECO 2301 and ECO 2302.

ECO 4350 *Economic Development.* Three semester hours. (SP-Even)

Problems and processes of economic growth in lesser developed countries; the interdependent nature of economic, social, and institutional forces at the country and international level on country development. Prerequisites: ECO 2301 and ECO 2302.

ECO 4360 *Public Finance.* Three semester hours.

Taxation and expenditure policies of government at the local, state, and federal level. Prerequisites: ECO 2301 and ECO 2302.

ECO 4370 *Regional Economic Integration.* Three semester hours. (FL-Even)

This course examines the historical context and forces behind the movement toward regional economic integration in today's global economy. Case studies incorporating basic theories and concepts from international economics, international finance, economic geography, and economic development are used to understand and predict the welfare consequences (to nations and individual groups) of existing and proposed economic integration schemes in different parts of the world.

ECO 4199-4399 *Issues in Economics.* One-three semester hours.

This course examines selected current topics in areas related to contemporary economic systems. It may cover either micro- or macroeconomic issues, and can be used to introduce new economic issues to interested students. May be repeated once when topic changes. Prerequisite: Permission of instructor.

ECO 5300 *Economic Concepts.* Three semester hours.

A study of macroeconomic and microeconomic concepts which lead to an understanding of the domestic and global environment of organizations. Topics covered include the study of pricing, profit possibilities, and allocations of resources in different market situations. Additional topics include determinates of national income, employment, interest rates, and investment. Prerequisite: Graduate standing.

ECO 5310 *Managerial Economics.* Three semester hours.

This course shows the student how to apply economic analysis to complex business decisions. Topics covered include: application of consumer and competitive firm theories; market organizations and structures; strategic pricing policies in regulated and unregulated domestic and international markets; and production possibilities and planning.

ECO 5320 *International Trade Theories and Policies.* Three semester hours.

This course surveys different trade theories and covers in-depth the various trade policies pursued by both developing and developed countries.

ECO 5340 *International Political Economic Relations.* Three semester hours.

This course is a survey of principles and concepts of international political economy. Topics include: (1) the western systems with emphasis on relationships that influence intra-system trade; (2) the north-south (including regional economic groups); (3) the East-West system with emphasis on trading practices and trade policies; and (4) the new international economic order and its role in the field of international political economy.

analysis, evaluation, design, and classification; performance appraisal; skills development, assessment, and training; and the survey of job satisfaction. Prerequisite: MGT 3310.

MGT 4330 *Industrial Relations*. Three semester hours.

The study of labor-management relations: the labor force, labor law, collective bargaining negotiations and contracts, grievance procedures and arbitration procedures, union organizations such as the AFL-CIO, non-unionized organizations, wages, salary and benefit administration, and safety, security, and equal employment issues within the workplace. Prerequisite: MGT 3310.

MGT 4350 *Business, Government, and Society*. Three semester hours.

Introduction to the organization's responsibilities and obligations to society and relationships with government in contemporary human ecology. Analysis of the issues surrounding the relationships of the business firm with the various stakeholders including government regulatory agencies. Business power and legitimacy, government regulatory patterns, business social responsibilities, consumerism, and environmental issues will be analyzed in this course. Prerequisites: MGT 3310.

MGT 4360 *Entrepreneurship and Management of Innovation*. Three semester hours.

A study of the formation and growth of new business ventures both as new start-up firms and within existing organizations. Business environmental factors which favor and inhibit entrepreneurial activities will be studied. Factors encouraging and fostering creativity, initiation, and innovation within an existing firm will also be analyzed. Prerequisite: MGT 3310.

MGT 4380 *Organizational Theory*. Three semester hours.

This course focuses on the organization, its major subsystems, unit tasks, organizational technologies, and their implications for the design of a complex enterprise. The emphasis will be on the systematic adjustment processes of major subsystems and the whole organization to their changing contexts. Prerequisite: MGT 3310.

MGT 4199-4399 *Issues in Management*. One-three semester hours.

This course deals with selected issues of current importance in the field of management. May be repeated once when the topic changes.

MGT 5300 *Management Concepts*. Three semester hours.

This course is a survey of the components of management including areas such as organizational behavior, organizational theory, leadership, ethics, human resource management and other relevant management topics.

MGT 5310 *Seminar in Management Concepts*. Three semester hours.

A seminar in current foundation management concepts. This course includes theoretical and applied perspectives of management. Topics will include areas such as organizational behavior, organizational theory, leadership, ethics, human resource management and other relevant management topics.

MGT 5312 *International Management*. Three semester hours.

A study of the issues, concepts, and activities associated with the management of international organizations. Topics include social, political, cultural and economic issues as they affect decision making. Also, issues related to organization structures, strategic control, comparative management and international ethical problems are covered.

MGT 5315 *Human Resource Development*. Three semester hours.

A study of how human resources are developed within a firm. Topics include: learning and training; skills development and assessment; personnel planning; salary and benefit administration; job analysis, evaluation, design, and classification; and performance evaluation.

MGT 5317 *Leadership and Decision Making*. Three semester hours.

The interaction between decision making and leadership is the focus of this course. A study of individual, group, and organization level decision making processes from both a sociocultural and a prescriptive point of view. What is known about the myths and reality of leadership will also be studied.

MGT 5319 *Entrepreneurship*. Three semester hours.

This course focuses on the dynamic process of creating incremental wealth by individuals who assume major risks of providing value for some product or service. Field research related to the feasibility of initiating an enterprise is conducted. Prerequisite: BA 5310.

MKT 3320 Buyer Behavior. Three semester hours.

An interdisciplinary approach to understanding buyer decision-making processes and psychological, sociological, and cultural factors influencing the processes. Analysis of marketing mix strategies and policies in a behavioral context. Prerequisite: MKT 3310.

MKT 3325 Marketing Channels. Three semester hours.

A study of alternative channels of distribution directing products from producers to consumers. The course focuses on intermediaries, found in most channels, who perform a variety of functions as independent organizations. Best known among such middlemen for consumer products are wholesalers and retailers. Prerequisite: MKT 3310.

MKT 3330 Advertising and Promotion Management. Three semester hours.

Advertising, public relations, and promotions are systematically examined in terms of planning, executing, and evaluating marketing programs. Prerequisite: MKT 3310.

MKT 3351 Personal Selling. Three semester hours.

This course introduces the student to the basic sales concepts. Topical coverage includes: the psychology of personal selling; planning and presentation; the sales approach; the interview; and closing the sale. Prerequisite: MKT 3310.

MKT 4310 International Marketing. Three semester hours.

Comparative analysis of cultural, legal, political, economic, and technological environments as they affect marketing strategy in the international marketplace. Special emphasis on problems of the multinational corporation and its role in the current world economy. Prerequisite: MKT 3310.

MKT 4320 Marketing Research. Three semester hours.

Study of the scientific methods in marketing research with emphasis on collection, analysis, and interpretation of data as applied to the solution of marketing problems. Prerequisites: MKT 3310 and DS 2310.

MKT 4330 Marketing Management. Three semester hours.

Study of the managerial aspects of the marketing functions: product planning, pricing, organizational structure, sales planning, and sales management. Prerequisite: MKT 3310.

MKT 4199-4399 Issues in Marketing. One-three semester hours.

Selected topics for special study related to marketing functions, processes, or issues. May be repeated once when topic changes. Prerequisite: MKT 3310.

MKT 5300 Marketing Concepts. Three semester hours.

A course presenting the components of marketing including the creation, promotion, pricing and distribution of goods, services and ideas to consumers and other buyers within a set of environmental forces that affect marketing decisions. Prerequisite: Graduate standing.

MKT 5310 Seminar in Marketing Management. Three semester hours.

An analytical approach to the marketing management of the firm, emphasizing the development of competitive marketing strategies in a dynamic environment and implementation of marketing activities through methods, policies, and organizational structures.

MKT 5320 International Marketing. Three semester hours.

Surveys the economic, cultural, and political-legal environments in which international marketing takes place, and examines marketing functions and their adaptations to those environments. Includes analysis of selected case histories of actual business situations.

MKT 5199-5399 Special Issues in Marketing. One-three semester hours.

A study of topics of current interest in the field of marketing. May be repeated once when topic changes.

MKT 6310 Seminar in International Marketing. Three semester hours.

This course is an examination of current international marketing research with emphasis on understanding of theory, concept development, research design and analysis of research results. Prerequisite: Consent of the instructor and the Graduate Advisor.

PRODUCTION AND OPERATIONS MANAGEMENT (POM)

POM 3310 *Production and Operations Management*. Three semester hours.

Introduces the student to planning, organizing, and controlling production and service systems. The impact of new product and process technologies will also be covered. Written and/or oral presentations are required. Prerequisite: DS 2310.

POM 5300 *Production and Operations Management*. Three semester hours.

Planning, organizing and controlling the operations of production and service systems. Topics include: product/process design, factory simulation, total quality, project management, inventory control, production planning, material requirements planning (MRP), just-in-time (JIT), synchronous production, capacity management, rapid response, technological response and operations strategy. Prerequisite: Graduate standing.

POM 5310 *International Production Management*. Three semester hours.

An intensive study of how to effectively coordinate production and service operations across international boundaries. Special attention is paid to firms with multinational production operations and firms with international suppliers and/or customers.

POM 5315 *Quality Management*. Three semester hours.

A study of the impact of total quality management on the firm's strategy and operations. Topics include the impact of quality principles on the management and leadership of the firm and statistical quality control techniques. Prerequisite: BA 5310.

POM 5317 *Management of Technology*. Three semester hours.

An intensive study of the impact of new or emerging technologies on the management, strategy and structure of the firm. Technologies studied include, but are not limited to, advanced information systems, and automated production equipment and systems. Prerequisite: MIS 5300.

TRANSPORTATION AND LOGISTICS (TIL)

TIL 3310 *Principles of Transportation*. Three semester hours.

A study of the field of domestic freight and passenger transportation as an environment in which users (shippers, receivers, passengers), providers (carriers) and the government (federal, state, local) operate. Management strategy and decision making of the business firm as user of transportation services are emphasized, as well as domestic intercity transportation of property (freight). Prerequisite: MKT 3310.

TIL 3311 *Export/Import Operations and Practice*. Three semester hours.

Introduction to export and import procedures, international trade terms and applications, government regulations affecting trade, international commercial banking facilities and practices, commercial credit and practices, foreign trade documentation, and export/import traffic forwarding.

TIL 3340 *Business Logistics Management*. Three semester hours.

Examination of logistic systems and management, including coverage of inventory, warehousing, traffic, materials and handling, packaging, order processing, and customer service- levels. Prerequisite: MKT 3310.

TIL 5199-5399 *Special Issues in Logistics*. One-three semester hours.

A study of topics of current interest in the field of logistics. May be repeated once when topic changes.

TIL 5310 *Transportation and Logistics Management*. Three semester hours.

This course provides an overview of all modes of transportation and their institutional and operational environments. The organizational logistics function and the relationship to the distribution channels are also emphasized.

TIL 5370 *International Logistics*. Three semester hours.

This course is designed to enable the students to comprehend and participate in foreign freight forwarding, international transportation, and warehousing. It includes an extensive analysis of the documentation related to international distribution.