451 Senior Thesis (4)
Prerequisites: senior standing, minimum 3.0 GPA, membership in the Honors Program, and permission of area coordinator. A substantial research and writing project. (*fall and spring semesters)

Information and Technology Management (ITM)

200 Introduction to Computers (1)
Introduction to Microsoft Word, PowerPoint, and Excel computer applications. Delivered through lectures and computer-based modules, and designed to take students to an intermediate skill level. Requires no previous experience with computers. This course must be taken in the first year. (*fall and spring semesters)

210 Managerial Statistics I (3)
Prerequisites: MAT 160 and ITM 200. An introductory course in business statistics. Topics include sampling techniques, descriptive statistics, probability, random variables and probability distributions, normal distribution, sampling distributions, interval estimation, one-sample tests and simple linear regression. A statistical software package is used to illustrate all methods and techniques. (*fall and spring semesters)

220 Information Systems (3)
Prerequisite: ITM 200. This course studies the integration of information systems solutions and business processes. Topics include how information and information systems relate to business processes, how organizations use information systems for competitive strategy, and how information systems are developed and managed. The ethical implications of information systems use in organizations and international dimensions of information systems use are also covered. Students use contemporary software applications to apply course concepts to business cases. (*fall and spring semesters)

251 Visual Basic (3)
Prerequisite: ITM 200. Studies the fundamental concepts of designing and writing computer programs to solve problems. Emphasizes structured programming and object-oriented methods in the .NET environment. (*fall and spring semesters)

261 Web Programming (3)
Prerequisite: ITM 251. This course emphasizes Web programming using contemporary languages and methodologies. Students complete hands-on exercises, a personal e-portfolio of professional skills, and an experiential learning project with an outside organization. Knowledge of structured programming concepts using contemporary development tools is required. (*fall and spring semesters)

280 Data Communication Systems (3)
Prerequisite: ITM 200. Introduces the fundamental concepts of data communication. Topics include communication media, protocols, networks, system software, security and communication management. Structured around the open-systems interconnect model. (*fall and spring semesters)

318 Systems Analysis and Design I (3) (W)
Prerequisite: ITM 220. The theory and practice of Object Oriented Systems Analysis are implemented in team-oriented projects that analyze a new, Web-based project incorporating a database. Project deliverables include feasibility studies, project management reports, group meeting agendas and minutes, existing systems analysis, new system analysis, system test plan and system/user requirements. Oral and written skills are exercised in multiple presentation and report requirements. (*fall and spring semesters)
330 Operating Systems (3)
Prerequisite: ITM 220. An overview of contemporary operating systems from a managerial standpoint. (*as needed)

335 Software Applications for Microcomputers (3)
Prerequisite: ITM 220. Surveys computer applications, information needs in business, microcomputers and the information systems that meet these needs. Emphasizes use of information technology tools to solve business problems. (*as needed)

350 Business Continuity and Risk Management (3)
Prerequisite: ITM 220. This course explores risk assessment methods of introducing new technology into an organization, and studies the making of disaster and recovery plans. Emphasis is on pragmatic risk management as a tool for decision-making, understanding the difference between more theoretical treatments of information security and operational reality, how information security risk can be measured and subsequently managed, defining and executing an information security strategy, designing and implementing a security architecture, and ensuring that limited resources are used optimally. (*fall semester)

360 Advanced Programming (3)
Prerequisite: ITM 261. This course emphasizes advanced programming concepts. Topics include contemporary languages and methodologies used in the business community to support interoperable computer-to-computer interaction over a network. Students complete hands-on exercises, expand their personal e-portfolio of professional skills, and participate in an experiential learning project with an outside organization. (*fall and spring semesters)

361 Operations Management (3)
Prerequisites: lower COB core with a minimum “C” average and MGT 330. Examines the short- and long-term decisions that are made in service systems relating to the operations function. Emphasizes are placed upon maximizing productivity and competitiveness, improving service quality and understanding global competition. (*fall and spring semesters)

366 Financial Operations Management (3)
Prerequisites: lower COB core with a minimum “C” average and MGT 330. This course examines the short- and long-term decisions that are made in operational financial service systems relating to heavily used transaction processing functions. Emphasizes are placed upon maximizing transaction throughput, minimizing transaction response times, maximizing productivity, maximizing competitiveness, improving service quality and understanding global competition. (*fall semester)

408 Database Design and Administration (3)
Prerequisite: ITM 318. This course examines fundamental concepts of database systems including data modeling, logical and physical database design and SQL. We cover topics related to the administration of database resources and databases in the Internet environment. This course requires completion of an application prototype on a currently popular DBMS. (*fall and spring semesters)

410 Network Management (3)
Prerequisite: ITM 280. A study of local area network design, installation and management. Emphases are on networking fundamentals, network hardware and software, system installation and configuration, and managing network resources. The course prepares students for certification in the field of network management. (*as needed)

415 Business Intelligence Solutions (3)
Prerequisite: senior standing. Not open to MBA students. Implementing business intelligence solutions requires aligning people, technology and process with a business vision that bridges gaps between departments and supports collaboration. We explore the principles and application of business intelligence solutions with a focus on gathering and analyzing enterprise data that enables users to make better business decisions using large quantities of
unstructured data. The goals of BI are higher productivity, enhanced financial performance, increased competitiveness and improvement in other key performance indicators. Topics include decision support systems, expert systems, intelligent agents, data warehouses, data mining and emerging BI technologies. (*as needed)

416 Electronic Commerce (3)
Prerequisites: senior standing and MKT 300. Not open to graduate students. This course prepares a new generation of managers, planners, analysts and programmers for the realities and potential of electronic commerce. Students are familiarized with current and emerging electronic commerce technologies using the Internet. Topics include Internet technology for business advantage; managing e-commerce funds transfers; business opportunities in e-commerce; e-commerce Web site design; social, political and ethical issues associated with e-commerce; and business plans for technology ventures. (*as needed)

419 Systems Analysis and Design II (3) (W)
Prerequisites: ITM 360 and ITM 408. This is a continuation of the team-oriented project started in ITM 318. The project is designed, implemented and put into operation during the semester. This requires project management, group meeting agendas and minutes, project presentations and documentation of deliverables, development of a database and implementation of a Web site using contemporary methods. (*fall and spring semesters)

420 Information Systems in the Global Environment (3) (IG)
Prerequisite: ITM 220. This course addresses the problems and opportunities of global IT, and prepares future managers to use IT effectively and deal with external factors by providing a sound understanding of managing information resources across national borders, time zones, cultures, political philosophies and economic infrastructures. Topics include the globalization of the marketplace and the organization, IT environments around the world, national infrastructures, regulatory regimes, global IT applications, global IT development strategies, global management support systems and global IT management strategies. (*fall semester)

430 Strategic Information Systems (3)
Prerequisite: ITM 220 and senior standing. Not open to MBA students. This course focuses on strategic use of information systems to achieve competitive advantage in the evolving and changing global marketplace. Topics include strategic alignment, business and IT strategy development, and emerging technologies and their application to strategic use of information systems. (*as needed)

466 Data Mining and Informatics (3)
Prerequisite: ITM 408. This course investigates the planning and implementation of a data warehouse and the subsequent data mining of this warehouse to detect patterns using algorithmic processes. Students apply concepts and tools of data mining and machine learning to financial services databases. (*spring semester)

490 Internship (1-6)
Prerequisites: junior or senior standing with at least an overall 2.75 GPA, or at least an overall 2.5 GPA with minimum 3.0 in COB courses. Special assignment in local industry. May not be used to satisfy major requirements. Approval of the associate dean required. (*fall and spring semesters)

495 Special Topics in Information Technology Management (3)
Prerequisites: to be specified at time of offering. A course offered at the discretion of the ITM department. Subject may focus on a topic of current interest in the field, training in a specific area of the field, or a topic that is of interest to a particular group of students. (*as needed)

499 Independent Study in Management Information Systems (1-3)
Prerequisite: minimum 3.0 GPA, consent of department chair and associate dean. A readings or independent study course taken under faculty guidance for variable credit. (*as needed)
601 Statistics for Decision-Makers (3)
For graduate students only. Prerequisite: ITM 603 or equivalent. This is an introductory course in statistical analysis as it applies to managerial decision-making. Topics include sampling techniques, descriptive statistics, probability, random variables and probability distributions, sampling distributions, interval estimation, one-sample tests, analysis of variance, simple linear regression and statistical process control. A statistical software package is used to illustrate all methods and techniques. (CFA®)(*fall and spring semesters)

603 Developing Software Competencies (1)
For graduate students only. This course is an introduction to Microsoft Word, PowerPoint, Excel and Access. Delivered through hands-on computer-based modules, and designed to take students to an intermediate skill level. Prerequisite for starting MS-TIM program (test out or take until pass). (*fall and spring semesters)

607 Information Systems and Technology (1.5)
For graduate students only. Prerequisites: ITM 603, and WRI 510. This course covers the role that information systems and information technology play in providing organizations with value and strategic advantage by enabling effective and efficient planning, problem solving, and decision making. Emphasis is one strategic use of information technology in the global organization. (*fall and spring semesters)

611 Building Business Models (1.5)
For graduate students only. Prerequisites: ITM 601 and 603, and WRI 510. This course covers mathematical techniques and software tools necessary for effective business analysis and forecasting. We use spreadsheet tools to build, analyze and solve models to enable effective decision-making by managers, business analysts and consultants. We emphasize linear programming and time-series forecasting models. (CFA®) (*fall and spring semesters)

613 Supply Chain Management (1.5)
For graduate students only. Prerequisites: ITM 611 and MKT 607. This course examines the operations function and its impact on an organization’s strategic planning. Specific emphasis is placed on managing the supply chain, from evaluating and choosing suppliers and contractors to developing reliable delivery and distribution systems. (*fall and spring semesters)

614 Effective Project Management (1.5)
For graduate students only. Prerequisites for MBA students: ITM 607 and MGT 602. Prerequisites for MS-TIM students: Foundation course sequence and ITM 603. This course covers six project management knowledge areas: project integration, scope, time, cost, human resources, and communications management; and five process groups: initiating, planning, executing, controlling and closing. Microsoft Project is used to illustrate all concepts. ITM 614 may be waived for any student with Project Management Institute Certification. In this case, an MBA Core Course must be substituted as an elective. (*fall and spring semesters)

615 Business Intelligence Systems (3)
For graduate students only. Prerequisites: ITM 607 and ITM 611. Explores the principles and application of business intelligence and decision support systems used in business. Executive information systems, expert systems, intelligent agents, artificial intelligence, and data warehousing and mining are covered. (*as needed)

616 Electronic Commerce Strategy (3)
For graduate students only. Prerequisites: ITM 607, MKT 601. This course examines e-commerce strategies, approaches and tools that can enhance the chance of successful e-commerce ventures in today’s fast-moving business environment. The course provides a broad-based introduction to different facets of e-commerce from technical and managerial perspectives. Specifically, the course spans three areas: (1) e-commerce concepts, (2) e-commerce applications, and (3) e-commerce technologies. Business-to-business e-commerce topics are studied,
including the impact on supply chain management, as well as business-to-consumer topics. (*as needed)

620 Information System Analysis and Design (3)
For graduate students only. Not open to students with an undergraduate information systems degree. Prerequisites: ITM 607 and ITM 614. Explores object-oriented analysis and design of information systems. Specifically, this includes strategic planning of information services to support the overall corporate strategic plan, investigation of existing systems in the industry, development of new systems, and project management and control techniques. A team-oriented systems analysis project of an Internet-based business system is required. (*fall semester)

625 Database Design, Development, and Administration (3)
For graduate students only. Not open to students with an undergraduate MIS degree. Prerequisite: ITM 607. Covers the fundamental concepts of modern database systems including data models, logical and physical database design, and the administration of database resources. Hands-on exercises include the development of a relational database application and data modeling. The view of data as a strategic corporate resource is emphasized. (*spring semester)

630 Strategic Information Systems and Technology (3)
For graduate students only. Prerequisites: ITM 607. This course investigates the planning, design, management and use of strategic information systems and technology in business. Emphasis is on real-life applications through visits to area businesses to reinforce the principles and ideas covered in class. Completion of a team-generated proposal for a strategic information system for a business is required. (*as needed)

640 Data Communications and Network Management (3)
For graduate students only. Prerequisite: ITM 607. A study of local area network installation and management. Emphasizes are on networking software, system installation, configuration, and management of network resources. The course prepares students for certification in the field of network server management. (*summer and as needed)

650 International Operations Management (3)
For graduate students only. Prerequisite: ITM 611. This course examines operations strategy and its impact upon the global competitiveness of an organization. Emphasis is on the similarities and differences between operations systems in the traditional industrial powers and the emerging industrial economies. This course consists of classroom sessions and a one-week international experience. Students taking this course are required to participate in the one-week study abroad experience during spring break. (*as needed)

660 Advanced Business Forecasting (3)
Most business planning routinely begins with a sales forecast. This course leads students through the most helpful model used in any business forecasting effort. Examples are based on actual historical data. The models are explained as procedures that students may replicate with their businesses data. Topic studies include moving averages, exponential smoothing, regression (simple and multiple), time-series decomposition, ARIMA models and techniques for combining forecasts. Forecasting models are illustrated using Excel-Based ForecastX, one of the most widely used forecasting software in practice. (CFA®) (*as needed)

695 Special Topics in Information Technology Management (3)
Prerequisites: to be specified at time of offering. A course offered at the discretion of the ITM department. Subject may focus on a topic of current interest in the field, training in a specific area of the field, or a topic that is of interest to a particular group of students. (*as needed)
699 Independent Study in Management Information Systems (1-6)
For graduate students only. Prerequisite: minimum 3.5 GPA written permission of the department chair. Contemporary topics in information systems and technology management. (*as needed)

International Business (IBS)

397 Global Organizational Behavior (3) (W) (IG)
Cross-listed as MGT 345. Prerequisite: MGT 330. Examines the influence of individual differences and ethnic and national culture on behaviors in organizations. Addresses the questions of when and how to be sensitive to these issues, and develops skills required to effectively manage in the diverse environment of the 21st century. Within this context, the course focuses on six essential skill-building areas: managing diversity, team building, communicating, motivating, negotiating and conflict management, and creativity and critical thinking. (*fall and spring semesters)

398 Survey of International Business (3) (W) (IG)
Cross-listed as MGT 350. Prerequisites: MGT 330, MAT 160 and ECO 205. Focuses on the functional and environmental differences between domestic and international business. Analyzes the cultural, economic, legal and political factors influencing international operations. Examines the unique problems faced by a multinational corporation (MNC) developing organization, finance, marketing, labor, production and ethics policies. (*fall and spring semesters)

399 The Art and Science of Negotiation (3)
Cross-listed as MGT 355. Prerequisite: MGT 330. Focuses on the development of problem-solving and communications skills relevant to a broad spectrum of negotiation settings. Students learn the basic competencies needed to be effective negotiators in a global business environment. The course provides students with useful analytical frameworks of conflict resolution, communication and negotiation. Through the use of simulations, role plays and case studies, students have the opportunity to practice an array of negotiation techniques and to develop their communication and problem-solving skills. (*spring semester)

402 International Accounting (3) (IG)
Cross-listed as ACC 460. Prerequisites: ACC 202 and 203. This course compares accounting and auditing between countries, and addresses financial/managerial accounting issues faced by U.S. multinational firms. Topics include cultural issues affecting accounting and auditing; international accounting harmonization; standard setting bodies; disclosure practices; currency exchange rates and the accounting impacts of transactions conducted in foreign currencies; defenses against currency rate changes such as forward exchange contracts; restating subsidiary foreign currency financial statements; differences in auditor qualifications and auditing standards; and selected managerial accounting issues. (*fall semester)

403 International Economics and Finance (3) (IG)
Cross-listed as ECO 430. Prerequisites: ECO 204 and 205. Analyzes international economic and financial developments. Emphasis is on current issues in the operation of the international financial system. (*spring semester)

404 Economic Development (3) (NW) (IG)
Cross-listed as ECO 450. Prerequisites: ECO 204 and 205. Analyzes the economic, social, and institutional mechanisms needed to bring about improvements in the standard of living of people in third world countries. Emphasis is placed upon developmental policies of Latin American countries. (*every other spring semester)

405 International Financial Management (3) (IG)
Not open to graduate students. Cross-listed as FIN 425. Prerequisite: FIN 310. The course examines the role of the multinational firm as a catalyst and facilitator of international busi-