Freshman 1st Semester

EG 1113 (3CR) ENGLISH COMPOSITION I  
(Formerly EG 1213)  
Freshman composition course designed to develop  
Student’s skills in writing descriptive and expository prose.  
Literary works are read and discussed in preparation for  
writing.

HT 1483 (3CR) UNITED STATES HISTORY, 1492 TO  
1865  
A survey course which covers the exploration and  
discoveries leading to the colonization of the United States,  
growth of industry, commerce, transportation, agriculture,  
labor and government of a simple agricultural society of  
colonies, as well as treating the historical developments in  
America, as a highly complex society.

MT 1513 (3CR) COLLEGE ALGEBRA  
The real number system, coordinate systems, absolute  
value, inequalities, linear and quadratic functions,  
polynomial functions, inverse functions, the binomial  
theorem, progressions, exponential and logarithmic  
functions, applications. Prerequisite: 1 year of high school  
algebra and plane geometry or equivalent.

NB 1114 (4CR) NATURAL SCIENCE BIOLOGY  
(Biological Principles I)  
An introductory study of broad foundations of biology  
including biochemistry, cell biology, genetics (transmission,  
population, molecular, and cellular), evolution, and ecology.  
Emphasis in lectures is on modern understandings, theory,  
and scientific thought. The lab emphasizes investigation  
and the scientific process for science majors and non-majors.  
Lecture 3 hours; lab 3 hours. Prerequisite:  
Successful assessment based on high school record and  
ACT scores.
MANAGEMENT INFORMATION SYSTEMS (MIS)
MIS 3503 (3CR) MICROCOMPUTER APPLICATIONS
Studies the standard office applications for the microcomputer: Word Processing, Electronic Spreadsheets, Databases fundamentals and computer-based presentations. Students are expected to master advanced word processing techniques, develop electronic spreadsheet fluency, understand the fundamentals of a modern database and be able to make a presentation to a group using presentation software (Service Learning Course).

PY 1011 (1CR) PERSONAL AND SOCIAL DEVELOPMENT
This course, required of all freshmen, is designed to provide exposure to the many facets of college life so that personal and social development will be facilitated and intellectual development will be enhanced.

Freshman 2nd Semester

EG 1213 (3CR) ENGLISH COMPOSITION II
(Formally EG 1223)
Continuation of English Composition I. Emphasis on developing skills in interpretation, critical thinking, and writing. Introduction of research paper as final project. Prerequisite: EG 1113.

PY 1113 (3CR) INTRODUCTION TO PSYCHOLOGY
(Formally PY 1113 General Psychology)
This is a basic course dealing with the origin and development of human behavior. Consideration will be given to the several schools of psychological thought.

MT 2603 (3CR) FINITE MATHEMATICS
A course for non-science and non-mathematics majors. This course is designed to convey a general knowledge and appreciation of mathematics and its applications in numerous settings. Topics may include, but are not limited to sets, logic, numeration systems, counting techniques, probability, statistics, mathematics of finance, geometry, matrices, linear programming, game theory, and graph theory. Prerequisites: MT 1513 College Algebra.
PS 1113 (3CR) UNITED STATES GOVERNMENT
A survey course in U.S. Government. The course will deal with the nature of the political system of this nation and focus on the three main branches of our national government. The U.S. Constitution will be given special attention, and the character of the American people will be examined.

NP 1113 (3CR) NATURAL SCIENCE (PHYSICAL)
A survey of the physical sciences in which the student gains scientific information, laboratory experience and knowledge of science as a human enterprise. Emphasis is placed on problem analysis.

Sophomore 1st Semester

EG 2033 (3CR) ADVANCED COMPOSITION
Review of fundamentals of composition and further practice in analysis of literary works and writing expository prose. Major writing project is research paper. Prerequisites: EG 1113 and EG 1213.

EC 2013 (3CR) PRINCIPLES OF MACROECONOMICS
This is the second of the one-year principles of economics sequence and focuses on the macro-economy and the impact of both monetary and fiscal policy on inflation, unemployment, interest rates, investment, the exchange rate, and international trade. Studies the role of government in the economy, including Social Security, the tax system, and economic change in other countries. Covers international trade and an introduction to open-economy macroeconomics. Prerequisite: Sophomore standing.

AC 2103 (3CR) PRINCIPLES OF ACCOUNTING I
Presents the basic principles underlying financial statements and their use in the business enterprise. Emphasizes the preparation and interpretation of financial statements, asset and liability valuation problems, and the determination of net income. Develops an understanding of how business decisions are reflected in financial statements. Prerequisite: Sophomore standing.
SO 1113 (3CR) INTRODUCTION TO SOCIOLOGY
A survey of the major issues and ideas in sociology, including basic concepts and theories, as well as an examination of major social institutions, the dynamics and processes of social interaction and the structure and organization of social groups.

PH 2113 (3CR) PHILOSOPHY OF CONTEMPORARY LIFE
An elementary study of the types and sources of knowledge of some leading theories of the nature of reality and of related problems including determinism, freedom, purpose, meaning and truth. The chief aim of the course is to aid the student in arriving at some understanding of the problems that have always confronted mankind.

Sophomore 2nd Semester

SP 2713 (3CR) INTRODUCTION TO SPEECH
Beginning course to improve speech as a mode of communication. Provides opportunity to practice giving various kinds of talks and to develop skills in public speaking. Competency-based instruction method used.

EC 2023 (3CR) PRINCIPLES OF MICROECONOMICS
This is the first of the one-year sequence in introductory economics and meets the business core economics requirements for all business students and those who plan no further work in the field. Together with EC 2013 it provides an introduction to economic issues and basic economic principles and methods. This course focuses on microeconomic issues, including supply and demand of goods and services, labor markets, financial markets, taxation and social economic issues of health care, poverty, the environment, and income distribution. Sophomore standing.

AC 2203 (3CR) PRINCIPLES OF ACCOUNTING II
Outlines essentials of the internal control mechanism within the business enterprise. Identifies and analyzes the role of product costs in income determination and the value of responsibility accounting in measuring the performance of operations. Develops the principles of measuring and
reporting product manufacturing and service costs and using flexible budgets for control. Prerequisite: AC 2103.

**FN 3303 (3CR) BUSINESS STATISTICS**

Presents statistical concepts and techniques for business decisions and policy development. Students should follow up this course immediately with BA 3683. Reviews descriptive statistics, probability, sampling and estimation, hypothesis testing, analysis of variance, correlation and regression, and non-parametric methods. Uses problem-solving applications to demonstrate concepts and techniques. Prerequisite: MT 2603.

**HU 2103 (3CR) SURVEY OF WESTERN HUMANITIES I**

(Formerly HU 2214)

A study emphasizing the common characteristics, traits, and ideas present in selected Western literature, art, and music from ancient civilizations through the Renaissance. Students seek out the inherent feelings and expressions of a particular art as related to a period and a culture.

**Junior 1st Semester**

**MG 3703 (3CR) FUNDAMENTALS OF MANAGEMENT**

Assesses the management process in both service and manufacturing organizations. Investigates the philosophy of management, organization structures, social relationships, group behavior, cultural diversity, and leadership in domestic and international business. Analyzes the planning, decision-making, and control cycle through which management decisions are implemented and monitored. Prerequisite: Junior standing.

**BA 3633 (3CR) BUSINESS LAW I**

Studies the effects of the legal component of business transactions on decisions by business firms. Covers problem resolution procedures, both in and out of court, and consequences of trends in civil tort law and criminal law for the business community. Reviews basic contract law, property rights, and the legal standing of buyers and sellers in the transfer of goods and services. Prerequisite: Junior standing.
BA 3683 (3CR) INTRODUCTION TO MANAGEMENT SCIENCE
This course completes the necessary body of quantitative knowledge needed by future managers taught in Business Statistics. It begins with multiple regression, time-series analysis and forecasting, and decision analysis including game theory. Additional topics include linear and nonlinear programming, transportation problem, and queuing theory. It is strongly suggested that students take this course immediately after completing FN 3303, Business Statistics. Prerequisites: MT 2603, FN 3303.

BA 3623 (3CR) BUSINESS COMMUNICATION
Relates interpersonal and organizational communication skills to an understanding of human communication networks. Identifies techniques for oral business presentations and strategies for written reports. Investigates the communication parameters of an automated work environment. Increased self-awareness and improved interpersonal skills are dominant goals. Prerequisite: MG 3703.

FN 3313 (3CR) FINANCIAL MANAGEMENT
Survey of financial decision-making within a business enterprise. Emphasis on basic quantitative techniques of valuing streams of cash flow, planning the capital structure, managing working capital, estimating cash flows on potential investments, and selecting appropriate investment. Prerequisite: AC 2203.

BA 4641/6 (1-6CR) BUSINESS SEMINAR
Examines topics of interest that relate to the changing business climate. Topics include corporate downsizing, entrepreneurship, job satisfaction, organizational culture, teamwork, employee training and motivation, and information management. The course stresses adaptation to change at the personal and institutional levels. Prerequisite: Senior standing and consent of advisor.
Junior 2\textsuperscript{nd} Semester

**MG 3713 (3CR) HUMAN BEHAVIOR IN ORGANIZATIONS**
Studies how individuals adapt to organizations of varying size, how managers motivate and lead in work situations, and how an organization operates as a complex social system. Investigates managerial effectiveness, employee motivation, job satisfaction, authority and discipline, and small-group dynamics. Accepting the need for teamwork and committing to the team concept are dominant goals. Prerequisite: MG 3703.

**MG 3753 (3CR) PRODUCTION AND OPERATIONS MANAGEMENT**
Studies the design and analysis of production systems in manufacturing, service, and public organizations. Uses statistical analysis to establish performance standards and isolate performance variations. Develops the life cycle approach to the selection, design, operation, control, and revision of those systems. Content draws heavily upon the latest developments in this field. Prerequisite: FN 3303.

**MG 3763 (3CR) PRINCIPLES OF MARKETING**
Establishes the framework for marketing decisions in business and nonprofit organizations from the perspectives of buyers and sellers. Analyzes customer needs, market structures, channels of trade, demand analysis, product positioning, and product pricing. Studies decision tools used by marketers to grasp the dimensions and complexity of market opportunities. Prerequisite: Junior standing.

**MIS 3563 (3CR) INTRODUCTION TO MIS**
Introduces the business applications of information technology. Evaluates the operating characteristics and organizational implications of business information systems from the viewpoint of management. Discusses strategic information planning, organizational change, systems-based decision-making, and preliminary methodologies for systems analysis. Examines recent developments in information systems. Prerequisite: MIS 3503.
**Senior 1\textsuperscript{st} Semester**

**BA 4641/6 (1-6CR) BUSINESS SEMINAR**
Examines topics of interest that relate to the changing business climate. Topics include corporate downsizing, entrepreneurship, job satisfaction, organizational culture, teamwork, employee training and motivation, and information management. The course stresses adaptation to change at the personal and institutional levels. Prerequisite: Senior standing and consent of advisor.

**MG 4753 (3CR) INTERNATIONAL MANAGEMENT**
This course evaluates the adaptations necessary to operate an enterprise within and between different economic, social, political, and cultural environments. Emphasis is placed on strategies that may be developed to ensure the successful management of international ventures and policies that may be developed to effect mutually beneficial business-government relations in host countries. Prerequisite: MG 3703.

**MG 4713 (3CR) MANAGING INDIVIDUALS AND WORK GROUPS**
Examines leadership and supervision in small work groups within organizations of varying size. Investigates how and why individuals act as they do in interpersonal relationships and small-group settings. Through experiential exercises, the student develops new insights about the effective handling of issues related to individual differences and small-group performance. Prerequisite: MG 3703.

**MIS 4513 (3CR) BUSINESS TELECOMMUNICATIONS**
Discusses the role of telecommunications in the modern enterprise from the perspective of the end-user. Examines the impact of real-time data transfer on management practices in small and large organizations. Applies the basic concepts of telecommunications to the systems environment of those organizations and raises the paramount control issues requiring management attention. Prerequisite: Senior standing.
BA 4993 (3CR) INTERNSHIP
This is the capstone course in the major that allows each student to demonstrate the capacity to apply acquired knowledge. The experiential activity may take the form of a position with a firm, government agency or not-for-profit organization, or an independent assessment of a problem in business administration. Prerequisite: Consent of advisor and internship coordinator.

Senior 2\(^{nd}\) Semester

BA 4653 (3CR) RESEARCH METHODS
Introduces students to the theory and practice of research and the usefulness of research in business environments. Practical applications are stressed at every level of the course. Topics include research models and designs, data gathering, data analysis and testing, control of the research process, interpretation of data, and presentation of findings. Open to any senior in the School of Business. Prerequisite. Consent of advisor.

BA 4641/6 (1-6CR) BUSINESS SEMINAR
Examines topics of interest that relate to the changing business climate. Topics include corporate downsizing, entrepreneurship, job satisfaction, organizational culture, teamwork, employee training and motivation, and information management. The course stresses adaptation to change at the personal and institutional levels. Prerequisite: Senior standing and consent of advisor.

MG 4703 (3CR) BUSINESS POLICY AND STRATEGY
Integrates previously acquired knowledge about management processes and develops a framework for useful solutions to strategic problems. Discusses how functional areas look at problems differently and how consensus is obtained. Assigned case studies illustrate the critical thinking component of strategic management. Prerequisite: Senior standing and consent of advisor.