COURSE DESCRIPTIONS

COURSE NUMBERS

The course-numbering system indicates the college level at which courses are normally taken.

NUMBERING SYSTEM GUIDE

001-009	precollege course-no credit
010-099	credit granted but not applicable to graduation
100-199	primarily for first-year students
200-299	primarily for second-year students
300-499	primarily for upper division students
500-599	graduate courses

At the end of each description, numerals indicate course credits, lecture houses and laboratory hours per week. For example, the designation 3-3-2 identifies a course in which students earn three credits and attend class for three hours of lecture and two-hour laboratory session per week. Courses with variable hours and credits are so indicated.

SEMESTER SCHEDULE

Notation to the right of the course name indicate when the course is offered. If a notation is not included, the course is offered as needed.

DEPARTMENTAL OFFERINGS

ACCOUNTING

ACCT 101 Introductory Accounting I **Fall/Spring/Sum I—3-3-0**
The basic principles and procedures for gathering, recording, summarizing and interpreting accounting data.

ACCT 102 Introductory Accounting II **Fall/Spring/Sum II—3-3-0**
General accounting principles, special procedures for manufacturing operations and analysis of financial and fund statements. Prerequisite: ACCT 101.

ACCT 201 Intermediate Accounting I **Fall—3-3-0**
Preparation of financial statements. Additional principles for cash receivables, inventories, investments and income concepts. Prerequisite: ACCT 102. Co-requisite or prerequisites: ACCT 204, CMPS 116.

ACCT 202 Intermediate Accounting II **Spring—3-3-0**
The principles of fixed assets, liabilities and equity accounting; statements of funds and cash flow; problems of business reorganization. Prerequisites: ACCT 201, CMPS 116.

ACCT 203 Managerial/Cost Accounting **Fall/Spring—3-3-0**
Use of accounting information for management planning and control and the interpretation of accounting data as a management tool. Prerequisite: ACCT 102.

ACCT 204 Computer Applications in Accounting **Fall—3-3-0**
Use of a computer to process accounting data and a computer-assisted practice set. Analysis of a company's evolution from a sole proprietorship to a corporation. Creation of journal entries and use of the computer to generate the annual journal, trial balance and financial statements. Prerequisite: ACCT 102.

ACCT 300 Advanced Accounting Theory **Fall/—3-3-0**
Accounting principles as they relate to partnerships, consignments, installments, branch relations and consolidations. Prere-

quisites: ACCT 202, ACCT 204, CMPS 116.

ACCT 301 Cost Accounting Principles **Spring—3-3-0**
Principles and procedures for determining unit cost of production, job order cost and standard process cost systems. Prerequisite: ACCT 102.

ACCT 303 Tax Accounting **Spring—3-3-0**
Principles of tax accounting, types of returns, includable and excludable income, expenses, deductions, inventory and depreciation methods. Prerequisites: ACCT 102, CMPS 116 or permission of instructor.

ACCT 305 Auditing **Fall—3-3-0**
Principles and methods of verification of accounts and financial statements. Auditing theory and practical and theoretical applications of auditing standards and procedures. Prerequisite: ACCT 202.

ACCT 355, ACCT 356 Accounting Internship I, II **Fall/Spring/Sum—3-0-15**
Part-time job experience approved by the department in a local business or industrial firm. Method of evaluation to be agreed upon by the departmental and job-site supervisors. May include periodic reports, a day-by-day journal and a final report. Prerequisites: Junior standing and permission.

ACCT 295, ACCT 395, ACCT 495
Selected Topics in Accounting I, II, III 1-6 credits

ACCT 296, ACCT 396, ACCT 496 Independent Study in Accounting I, II, III **1-6 credits**
Special Request Independent Study Fee: $50 per credit. Students produce an integrated marketing communication plan for a client.

ACCT 101 Introductory Accounting I **Fall/Spring/Sum I—3-3-0**
The basic principles and procedures for gathering, recording, summarizing and interpreting accounting data.

ACCT 102 Introductory Accounting II **Fall/Spring/Sum II—3-3-0**
General accounting principles, special procedures for manufacturing operations and analysis of financial and fund statements. Prerequisite: ACCT 101.

BUSINESS MANAGEMENT

BMGT 101 Introduction to Business **Fall/Spring/Sum I—3-3-0**
A survey of business and management using descriptive and analytical techniques including the study of human relations, delegation of authority and managerial communications.

BMGT 201 Business Law I **Fall/Spring/Sum I—3-3-0**
An introduction to the law in general and a survey of the law as it relates to business transactions including the law of contracts, agency and employment, personal property, bailments, real property, wills, descendants' estates, trusts and international law. Prerequisite: BMGT 101.

BMGT 202 Business Law II **Fall/Spring—3-3-0**
A survey of the law as it relates to business transactions including the law of sales, the Uniform Commercial Code, consumer law, commercial papers, partnerships, corporations, antitrust, labor, environmental, secured transactions, bankruptcy, insurance and administrative law. Prerequisite: BMGT 201.

BMGT 204 Salesmanship **Spring—3-3-0**
Product sales with emphasis on the selling process: knowledge of the product, consumer motivation, product management and direct sales.

BMGT 205 Principles of Marketing Fall/Spring/Sum—3-3-0
Study of functions, institutions, marketing structure tools, career opportunities and the preparation of a complete marketing campaign for a job.

BMGT 207 Human Resource Management **Fall/Spring/Sum—3-3-0**

Selection procedures, training techniques, wage and salary administration, fringe benefits, grievance procedures and disciplinary action. Prerequisites: BMGT 101; PSYC 150.

BMGT 208 Principles of Management **Fall/Spring/Sum—3-3-0**

Emphasis on the major theories and functions of management. Students develop an understanding of why management is needed in all organizations and what constitutes good management. Prerequisite: BMGT 101.

BMGT 221 Business Communications and Research **Fall/Spring—3-3-0**

The objectives, methods and forms of business communications; business research and the classification and presentation of findings. Prerequisites: BMGT 101; ENGL 151.

BMGT 300 Corporate Finance **Fall/Spring/Sum—3-3-0**

The problems associated with the effective management of capital. Includes the development of corporations, legal aspects, securities market, and financial planning and development. Prerequisites: BMGT 101; ACCT 102; MATH 175.

BMGT 301 Ethics in Business **3-3-0**

A philosophical investigation of the main concepts and theories of ethics, with applications to fundamental moral questions as they arise in different areas of business. The following issues may be used as illustrations: affirmative action, investment in unethical companies or countries, product safety, whistle blowing and advertising. Prerequisite: Junior standing.

BMGT 303 International Business **Fall/Spring—3-3-0**

An overview of business practices in the international arena which acquaints students with the complexities of international business. Analysis of such topics as global interdependencies, the working of multinational enterprises and other concerns reflecting the variety of socio-economic environments in which transnational institutions function. Prerequisite: Junior standing.

BMGT 304 International Marketing **Spring—3-3-0**

An introduction to the tools and techniques for successful competition in the international marketplace. Clarification of such issues as marketing objectives; environmental and competitors' analyses; and product, pricing and promotion strategies applicable to a variety of national settings. Prerequisites: BMGT 205, 303.

BMGT 305 Regulations in the Workplace **Spring—3-3-0**

Covers major employment, labor and discrimination laws and regulations governing the workplace. Develops an understanding of the practical application of workplace regulations on day-to-day human resources operations and ways to minimize a company's exposure to lawsuits and charges with emphases on case study discussion, practical examples and use of extensive resource materials. Prerequisite: Junior standing.

BMGT 310 Management Science **Fall/Spring—3-3-0**

The basic operations of research technology used in managerial and statistical decision-making: mathematical programming, inventory models and queuing theory. Dual listed as ECON 312. Prerequisites: MATH 175, 180.

BMGT 311 Marketing Research **Fall—3-3-0**

The analysis, interpretation, application and forecasting of research findings. The case method is used extensively. Prerequisites: BMGT 205; MATH 175.

BMGT 312 Organizational Behavior **3-3-0**

Determinants of individual and group behavior within work organizations. Motivation, leadership, group behavior, organizational structure and processes as they relate to performance and satisfaction in work organizations. Dual listed as PSYC 312. Prerequisite: PSYC 210.

BMGT 315 Financial Reporting and Control **3-3-0**

A non-technical introduction to the principles of financial and managerial accounting, with emphasis on the use and interpretation of financial reports, managerial planning and control. The course is designed to impact a basic knowledge of accounting and its uses. It is designed for the user of accounting information rather than the preparer.

BMGT 316 Labor and Management Relations **Fall/Spring—3-3-0**

The history and evolution of American labor and labor unions including industrial relations problems. Prerequisite: BMGT

207.

BMGT 326 Investment Management 3-3-0

An analysis of securities and principles governing the management of investment assets including risk management pertinent to insurance and real estate. Prerequisites: BMGT 300; ACCT 102.

BMGT 330 Compensation and Benefits **Fall—3-3-0**

Covers compensation theory and the major employment and labor laws and regulations affecting compensation. Topics include, but are not limited to, defined benefit/defined contribution retirement programs and fringe benefit plans. Prerequisite: Junior standing.

BMGT 332 Introduction to Entrepreneurship 3-3-0

The course involves an introduction to the discipline of entrepreneurship and a study of the essential steps in starting and operating a smaller business.

BMGT 336 Entrepreneurship Regulation 3-3-0

A study of those legal and regulatory issues that entrepreneurs face in starting and operating a new small business. The focus of the course will be on training entrepreneurs to recognize those legal issues in the new enterprise before they become significant legal problems.

BMGT 353, BMGT 354 Hotel/Restaurant Internship I, II Fall/Spring/Sum

Practical work experience in the hotel and restaurant environment gained through a coordinated study program between the department and participating businesses. Periodic reports of the progress of the internship are required. Prerequisites: Junior standing and permission.

BMGT 355, BMGT 356 Business Management Internship I, II **Fall/Spring/Sum—3-0-15**

Part-time job experience approved by the department in a local business or industrial firm. Method of evaluation to be agreed upon by the departmental and job-site supervisors. May include periodic reports, a day-by-day journal and a final report. Prerequisites: Junior standing and permission.

BMGT 406 Operations/Production/Quality Management **Fall/Spring—3-3-0**

An integrated view of operations/production with regard to strategic planning and relationships with other functional areas. The operations/production process is analyzed with emphasis on the solution of problems using contemporary management tools such as linear programming, the case study method and other selected mathematical/statistical techniques. Prerequisite: BMGT 310.

BMGT 410 Case Studies in Business Operations & Management 3-3-0

Case studies in technical, business and professional areas that address the application of skills developed in the professional studies program. Emphasis on planning, scheduling and managing resources, as well as leadership skills and ethical issues in the workplace environment.

BMGT 411 Advanced Marketing Management **Fall/Spring—3-3-0**

Planning and coordinating a dynamic and aggressive marketing campaign and synthesizing the tools of marketing. Prerequisites: BMGT 205; Senior standing.

BMGT 417 Strategic Planning **Fall/Spring/Sum—3-3-0**

A presentation of the concepts and procedures of strategic planning. Discussion relates strategic planning to the analysis of the external environment and an assessment of the internal strengths and weaknesses of the organization. Prerequisite: Senior standing.

BMGT 418 Portfolio and Career Planning with Assessment 3-3-0

This course is required by all Human Resource Management Majors. It is designed to assist each student in preparing a portfolio of academic work and developing a career plan. This course will guide students in selecting a research project for BMGT 420, the Seminar in Human Resource Management Capstone Course. During this course, each student will take an assessment exam that covers the entire HR program content. The course will also help students with their Professional Behavior.

BMGT 419 Research Methods in a Business Environment 3-3-0

This course explores various qualitative and quantitative research methods, experimental controls, data analysis, and scientific communication used in a business environment. Upon completion of the course, students will know how to formulate research

questions, select the appropriate research methodology, collect and analysis data, and communicate findings and recommendations. This course is appropriate for all majors.

BMGT 420 Seminar in Human Resource Management Capstone 3-3-0

This course is considered to be the Capstone Course taken by all Human Resource Management Majors. The course covers theory and practice in Project Management. Students will use this theory and practice to design and complete a significant Human Resource Project in a specific business environment. The Human Resource Project will consist of an academically researched report on the process and content of the project, and the actual deliverable to be presented to the organization or client. Upon completion of the course, students will be able to design, direct, and implement a Human Resource Management Project.

Non-Human Resource Management Majors can also take this course with the specific permission of the instructor. These students can complete a project related to their area of study. In this case, the BMGT 418 – Portfolio and Career Planning with Human Resource Certification Course Prerequisite will be waived. Prerequisites: BMGT 418, BMGT 419 and Senior Standing or Permission of the Professor.

BMGT 421 Finance and Tax for Managers 3-3-0

This course will cover Financial Planning and Tax Concepts related to benefits. It will also cover Financial Analysis Concepts needed to support Cost/Benefit studies used in Benefit Package Selection, Outsourcing Options, and Other Human Resource Management Decisions. Upon completion of this course, students will be able to explain benefit options to employees, and will be able to apply finance and tax concepts to support decision making.

BMGT 441 Cross-cultural Business Management 3-3-0

An overview of structure and functions of multinational organizations. Includes the role of the manager in various organizational settings, the influence of the manager and organization upon each other, comparisons of the effect of cultures upon organizations, managerial assumptions about people when designing organizational structure and the impact of socio-cultural environment on the multinational firm. Dual listed as MBA 541. Prerequisites: BMGT 304; ECON 306, 321.

BMGT 448 Training and Development 3-3-0

Presents basic formats of learning designs and use of resources. Students demonstrate their ability to set objectives, outline teaching and training strategies, prepare demonstrations for varying group sizes and conduct assessment of learner progress. Explores principles of curriculum development and utilizes these principles in the design of a total educational program for the adult learner. Prerequisite: EDUC 445. Dual listed as EDUC 448.

BMGT 452 Global Aspects of Entrepreneurship

A review of the issues and challenges facing entrepreneurs around the globe focusing not only on start-ups in the United States wanting to do business in other countries, but the continued development of entrepreneurship in other countries. Prerequisite BMGT 332

BMGT 454 Advanced Entrepreneurial Applications

An extension of the study of entrepreneurship by applying many of the basic principles of entrepreneurship in an advanced setting. This would include a detailed analysis and preparation of a business plan for a new enterprise. The course would also involve case studies showing how various enterprises have met and solved some of the unique challenges facing those types of businesses. Prerequisite BMGT 332

BMGT 457, BMGT 458 Fashion Merchandising Internship I, II Fall/Spring/Sum

Practical work experience in a fashion-related industry gained through a coordinated study program between the department and participating corporations, Prerequisite: Senior standing **BMGT 295, BMGT 395, BMGT 495**

BMGT 295, BMGT 395, BMGT 495
Selected Topics in Business Management I, II, III 1-6 credits

BMGT 296, BMGT 396, BMGT 496
Independent Study in Business Management I, II, III 1-6 credits

Special Request Independent Study Fee: $50 per credit.

ACCELERATED BUSINESS (Saturday Fast)

BUS 301 Computer Concepts and Applications in Business 3-4-0

Designed to provide students with the necessary background and skills to understand and use microcomputers. Topics include

the operating system, spreadsheets, databases and word processing, and the uses and applications of computers in business. Prerequisite: Junior or Senior standing

BUS 303 Accounting for Managers I 3-4-0

The basic principles and procedures for gathering, recording, summarizing and interpreting accounting data; analysis of financial statements. Prerequisite: Junior or Senior standing

BUS 304 Practical Legal Applications in Business 3-4-0

The sources, nature and substantive principles of American law which affect social and business institutions in our society, moral and ethical dimensions, judicial process, limitations of the power of the judicial system, analysis of court decisions, comparison with other legal systems, and impact of government regulations. Prerequisite: Junior or Senior standing

BUS 306 Professional Communication Practices 3-4-0

Students will strengthen the effectiveness of their business writing and presentation skills through individual and team exercises. Numerous writing assignments and a development of a portfolio of their work will provide students with a professional reference packet for use in their chosen career. Various methods of evaluation will be utilized, including feedback from peers. Prerequisite: Junior or Senior standing

BUS 307 Professional Quantitative Practices 3-4-0

To prepare the students with quantitative skills needed in business to solve problems, measure production and performance, when necessary. The course will also expose the student to basic concepts in business statistics such as data sets, probability, random variables and statistical inference. These concepts will be applied in other Saturday Fast program requirements. Prerequisite: Junior or Senior standing

BUS 308 Quantitative Methods 3-4-0

A study of descriptive and inductive statistics as applied to decision theory. A number of forecasting models are presented along with inventory and linear optimization models. Prerequisite: Junior or Senior standing

BUS 310 – Fundamentals of Personnel Management & Regulations in the Workplace 3-4-0

Selection procedures, training techniques, wage and salary administration, fringe benefits, grievance procedures and disciplinary action; Develops an understanding of the practical application of workplace regulations on day-to-day human resources operations and ways to minimize a company's exposure to lawsuits; in addition topics such as diversity will be discussed.

BUS 311 Business Negotiating 3-4-0

General research, analysis and consideration of concepts in human behavior, conflict resolution and negotiation. Also includes various approaches to negotiating in business. Prerequisite: Junior or Senior standing

BUS 313 Global Business 3-4-0

Introduction to the dynamics of conducting business outside the United States. Explores multinational corporation strategies, policies, and various types of environments. Prerequisite: Junior or Senior standing

BUS 315 Essentials of Organizational Leadership and Behavior 3-4-0

Examines the role of the leader as change agent within an organization. Develop an understanding of motivation, leadership, group behavior, organizational structure and processes as they relate to performance and satisfaction in work organizations. Students will work on developing skills in consensus building, conflict management, overcoming resistance to change. Prerequisite: Junior or Senior standing

BUS 401 History Perspectives and Readings 3-4-0

The study of selected topics in history with some emphasis on those that have impacted business and commerce. A strong emphasis on relevant writing as part of the course requirement. Prerequisite: Junior or Senior standing

BUS 404 Ethical Leadership 3-4-0

A philosophical investigation of the main concepts and theories of ethics, with applications to fundamental moral questions as they arise in different areas of business. The following issues may be used as illustrations: affirmative action, investment in unethical companies or countries, product safety, whistle blowing and advertising. Prerequisite: Junior or Senior standing

BUS 405 Accounting for Managers II 3-4-0

Use of accounting information for management planning and control and the interpretation of accounting data as a management tool. Prerequisite: BUS 303; Junior or Senior standing

BUS 411 Business Information Systems 3-4-0

Provides an understanding of the importance of computer-based information in the success of the business. Emphasis is on the role of information systems within each of the functional areas of business. Major concepts include data management, decision support and management information systems. Prerequisite: Junior or Senior standing

BUS 412 Modern Economic Concepts 3-4-0

A survey of economic principles, institutions and problems. The course will provide a review of basic economic understanding while providing some historical and institutional perspective on the United States and world economy. Prerequisite: Junior or Senior standing

BUS 413 Modern Marketing Concepts 3-4-0

An introduction to the language and issues of marketing with an emphasis on learning to develop responsive strategies for reaching consumers to meet business needs. May include such topics as market segmentation, product development, promotion, distribution, and pricing. Introduction to such topics as the external environment, marketing research, international marketing, ethics, and careers in marketing may be included. Prerequisite: Junior or Senior standing

BUS 414 Computer Communications and Research 3-4-0

A review of the importance of computer communications including a discussion of the various on-line databases and the Internet. Emphasis on research and the written skills needed to effectively implement these technologies. Prerequisite: Junior or Senior standing

BUS 417 Dynamics of Business & Strategic Planning 3-4-0

A presentation of the concepts and procedures of strategic planning. Discussion relates strategic planning to the analysis of the external environment and an assessment of the internal strengths and weaknesses of the organization. Prerequisite: Junior or Senior standing

BUS 418 Business Finance 3-4-0

The problems associated with the effective management of capital. Includes the development of corporations, the legal aspects, the securities market, and financial planning and development. Prerequisite: Junior or Senior standing

BUS 455 Practicum 3 credits

Each practicum will be individually designed for the student in an area of business, accounting or computer science. When possible, the practicum will be related to present or former work experience. The student will be required to submit a written report to a Business faculty member or a designated committee of the Business School. Prerequisite: Junior or Senior standing

BUS 480 Portfolio Analysis/Senior Project Capstone 3-4-0

The capstone course requires students to collect evidence of learning outcomes throughout the two-year program. Students will be required to gather, organize, and reflect on the portfolio. Additionally, students will complete a workplace practicum. Students will present their portfolio using technology and audio-visual equipment to a professional audience.

COMPUTER SCIENCE/INFORMATION TECHNOLOGY/ ACCELERATED INFORMATION TECHNOLOGY AND MANAGEMENT

NOTE: Due to the dynamic nature of Information Technology, there is a constant need to update the courses in this field. Please review the actual program guides for the most recent course requirements. These program guides are available in the office of the School of Business.

CMPS 110 Introduction to Computer Literacy and Information Technology Fall/Spring/Summer—3-3-0

A broad introduction to the vast array of information technologies used today, as well as an introduction to communications in Cyberspace. Students will become familiar with computers through hands-on instruction in operating systems, word processing, spreadsheets, graphics and computer communications.

CMPS 111 Information Literacy **Fall/Spring/Summer—3-3-0**

Leads the student into the world of information in its various forms and formats. Basic computer skills will be taught and incorporated in the search, organization, reporting and analysis of information.

CMPS 115 Website Building with HTML **3-3-0**

A study of Web site construction with emphasis on the Hypertext Markup Language. Coverage is extended to the discussion of Java Scripting and VBScripting. The subject matter is reinforced through extensive lab sessions.

CMPS116 MicroComputing I **Fall/Spring—3-3-0**

An introduction to spreadsheet, database management and communication software. A thorough understanding is achieved through laboratory assignments. Prerequisite: CMPS 110.

CMPS 204 C Programming for Science and Technology **Fall/Spring/Summer—3-3-1**

An introduction to standard programming structures (sequence, decision, loops, functions), common programming tasks (input-output, control, sequencing, counting, summing, searching, sorting), and data storage techniques (linked lists, arrays, and files). Applications to engineering technology problems. Prerequisites: NSET 101, CMPS 110 or CMPS 111.

CMPS 216 MicroComputing II **3-3-0**

Advanced topics in word processing, spreadsheet, database, and presentation management software. A thorough understanding is achieved through laboratory assignments. Prerequisite: CMPS 116.

CMPS 300 Information Technology for Managers **3-3-0**

The course focuses on the computerized and Web-based systems used in business. Topics covered will include knowledge management, customer relationship management, enterprise resource management, and supply chain management. Prerequisite: None.

CMPS 318 Object Oriented Systems Analysis and Design **3-3-0**

This course focuses on the systems analysis and design cycle, with emphasis on the analysis phase. The student will use Unified Modeling Language (UML) to model information systems and the Unified Process as the methodology. Prerequisite: None

CMPS 320 Web Design and Development **4-3-1**

This course will provide a foundation in several facets of establishing and maintaining a website. The first part of the course will be devoted to creating, designing, and publishing content on the Web (XHTML, HTML, CSS, GIF, JPEG, PNG, and PDF). The second part of the course will cover JavaScript and the basic tools necessary for script writing. Variables, data types, selection, repetition and functions are among the key ideas discussed. Prerequisite: None

CMPS 321 User Interface Design and Development **4-3-1**

This course focuses on the techniques of programming a user interface in a graphic environment. Topics include the common tools for creating graphic interfaces, rules for consistency, human factors, and intuitive design. Students will work in groups to test an interface of their own design. Prerequisite: CMPS 320 or Permission of Instructor.

CMPS 322 Introduction to Programming **4-3-1**

This course will present an introduction to Object Oriented Programming. Object. In this course we will discuss OOP through a modern language such as Java or C++. Hands-on programming will be a key part of the course. The course is designed to teach and reinforce basic programming techniques and strategies. Prerequisite: CMPS 320, CMPS 321.

CMPS 325 Introduction to Database Systems **4-3-1**

This Database course surveys topics in database systems. The course emphasizes the effective use of database (management) systems. Topics include access methods, data models, query languages, database design, query optimization, concurrency control, recovery, security, integrity, client-server architecture, and distributed database systems. Hands-on use will be a key part of the course. Prerequisite: CMPS 320.

CMPS 330 Electronic Commerce I **3-3-0**

A first course in electronic commerce. Topics may include but not be limited to the history of electronic commerce, present growth, comparison of electronic commerce to traditional commerce, marketing, payment systems, security issues, intranets, extranets, international issues, taxation, and legal issues.

CMPS 332 Computer Security and the Law

The course concentrates on cybercrime and its impact upon the system of criminal justice, It includes (but is not limited to) computer-based economic crime, electronic commerce, ethical challenges, the Computer Fraud and Abuse Act. Includes the laws regulating IS in the specific areas, such as healthcare.

CMPS 335 Cryptography and Data Protection

The focus of this course is on the security of the database supporting technologies, such as securing database data by using data encryption. Prerequisites: CMPS 325.

CMPS 338 Network Security

In this course students will learn the mechanisms of protecting computer networks from the attacks and reducing their vulnerability. They will learn to plan and support secure networks. Finally, they will learn the mechanisms of data encryption and the major data encryption algorithms applied in networking. Prerequisites: CMPS 452.

CMPS 355,CMPS 356 Internship in Information Technology I, II Fall/Spring/Sum—3-1-15

Part-time job experience approved by the department in a local business or industrial firm. Method of evaluation is agreed upon by the departmental and job-site supervisors. May include periodic reports, a day-by-day journal, computer programs with documentation, user's manuals and/or demonstrations. Prerequisites: Junior standing and permission.

CMPS 406 Server Management

In the server management course the students will learn about managing different servers, such as web servers, DB servers, and application servers.

CMPS 422 Intermediate Programming 4-3-1

This course is a continuation of Introduction to Programming and presents more advanced topics in Object Oriented Programming. Hands-on programming will be a key part of the course. The course is designed to teach and reinforce intermediate to advanced programming techniques and strategies. Prerequisite: CMPS 322.

CMPS 423 Secure Programming

The goal of this course is to teach students to identify the vulnerabilities of business applications and to decrease their number by creating more secure applications. The students will be able to: identify attacks, configure applications, develop authentication and authorization techniques, understand security controls, and deploy security. In the end each student will develop a data driven application addressing all security issues discussed in the course. Prerequisite: CMPS 322.

CMPS 425 Advanced Database Systems 4-3-1

Introduction to Database Systems was largely devoted to the effective use of database systems; the subject matter of this course is the design and implementation of these systems. The student will learn principles underlying the construction of database systems, particularly relational ones, and apply these principles to an actual semester long group project. The project is a good sized one, and provides an opportunity for the application of software engineering principles. Prerequisite: CMPS 325.

CMPS 430 Electronic Commerce II 3-3-0

A continuation of Electronic Commerce I and may include some of the topics in Electronic Commerce I or an in-depth review of these topics. Prerequisite: CMPS 330.

CMPS 444 Security Issues in Information Technology 3-3-0

This is a topics class that will provide an overview of computer security. The concepts of security will be explained, along with some of the nuts and bolts in securing computers and networks. Prerequisite: CMPS 320, CMPS 452.

CMPS 445 Information Assurance

The concentration areas of this course are the principles of building a comprehensive security model for businesses, government agencies, and other enterprises. The students will address multiple corporate security-related issues from a managerial perspective. One of the course objectives is discussing real business cases in terms of IT security.

CMPS 452 Introduction to Network Design 3-3-0

This course is designed to include those topics beyond the user level that will be essential for supervisors and managers of an automated facility. The course includes strategic telecommunications and network planning, network analysis, network maintenance and network applications. Course projects will include evaluation of networks, networking opportunities and decision processes for acquiring and maintaining network and telecommunications systems. Students will be expected to use existing systems

and applications during the course. Prerequisite: CMPS 320 or Permission of Instructor.

CMPS 480 IT Senior Project **4-3-1**

This course focuses both on the analytical tools to manage projects as well as the people management tools necessary for project success. The course will use the object-oriented approach to project management. The entire process of implementing a project, from project definition to testing, will enable the student to gain hands-on experience with the importance of software engineering. Prerequisite: All of the above.

CMPS 295, CMPS 395, CMPS 495
Selected Topics in Computer Science I, II, III **1-6 credits**

CMPS 296, CMPS 396, CMPS 496
Independent Study in Computer Science I, II, III **1-6 credits**

Special Request Independent Study Fee: $50 per credit.

COMMUNITY LEADERSHIP

CMLD 215 Introduction to Community Leadership: Leadership in Non-Profit Organizations

This course lays the foundation to leadership in non-profit organizations. The nuances of the non-profit organization infrastructure and human resource needs are presented. Leadership theories and models are applied to the non-profit sector.

CMLD 395/495 – Special Topics in Community Leadership

CMLD 405 Leading Non-Profit Organizations

Examines approaches to leading non-profit organizations. In this course, students will explore the key tenets of mission-focused leadership, how non-profit organizations build capacity, organize volunteers, create strategic alliances, develop fundraising strategies and optimize community as well as board member relationships. Cross listed as PADM 405.

ECONOMICS

ECON 201 Principles of Economics/Macroeconomics **Fall/Spring/Sum I—3-3-0**

An introductory analysis of economic theory as applied to fiscal and monetary policy affairs.

ECON 202 Principles of Economics/Microeconomics **Fall/Spring/Sum I—3-3-0**

An introduction to the pricing and allocation mechanism of the classical market economy.

ECON 203 Economic History of the United States **3-3-0**

A study of the evolutionary development of the United States from the colonial subsistence level to the present day.

ECON 205 Survey of Economic Thought **3-3-0**

This course will introduce students to the ideas of major figures from antiquity to the present times and explore the reasons such ideas revolutionized the field of economics. Moreover, the major schools of economic setting will be examined. Prerequisites: ECON 201, 202.

ECON 306 Economics of Money and Banking **Fall/Spring—3-3-0**

The functioning of our monetary and banking system and the possible effects of monetary policy on the economy. Examines the ways domestic monetary policies affect global financial markets and international monetary arrangements. Prerequisite: ECON 201 or ECON 202.

ECON 310 Intermediate Price Theory **3-3-0**

An insight into the determination of prices and quantities under various types of market conditions. Prerequisite: ECON 202.

ECON 312 Management Science **3-3-0**

The basic operations of research technology used in managerial and statistical decision-making: mathematical programming, inventory models and queuing theory. Dual listed as BMGT 310. Prerequisites: MATH 175, 180; BMGT 208.

ECON 405 Comparative Economic Systems **3-3-0**

This class provides a comparative and contrasting perspective of different economic systems. It explores the way economies function under the umbrella of different philosophies, institutions and processes. Prerequisites: ECON 201, 202.

ECON 417 Economic Growth and Development **3-3-0**

An analysis of theories of economic growth and development will be presented here. An attempt will be made to explore the dynamics of various countries at different stages of development so as to determine effective and efficient ways that may contribute to more advanced rates of growth especially for the lesser developed and developing countries. Prerequisites: ECON 201, 202, 310.

ECON 418 Modern Economic Thought **3-3-0**

This is a more advanced, more thorough and more analytical approach to the ECON 205-Survey of Economic Thought class. The fundamental ideas of the major schools of economic thought will be examined so as to determine their impacts on economic policies, Austrian, Marxist, Keynesian, Neo-Classical and Institutional perspectives will be analyzed systematically. Policy discussions and applications of these economic ideas will be pursued in the current economic environment. Prerequisites: ECON 201, 202, 205.

ECON 419 Economics of Social Issues **3-3-0**

The course explores social issues such as poverty, government controls, crime, pollution, education, market imperfections and their impact on the economy. A policy approach will be used to see how the impacts of problems can be minimized or solved so as to enhance social and individual wellbeing. Prerequisites: ECON 201, 202.

ECON 421 International Economics **3-3-0**

A study of international trade covering topics such as absolute and comparative costs, factor movements, balance of payments, barriers of trade, the impact of exchange rate fluctuations on trade and multinational corporate issues. Prerequisite: ECON 201 or ECON 202.

ECON 431 International Finance **3-3-0**

This class examines aspects of the international financial arena. It explores systematically the ways corporations function in the international financial setting. It examines the role international financial institutions and the significance of exchange rate fluctuations in corporate behavior and performance. Prerequisites: ECON 201, 202.

ECON 461 Risk Management **3-3-0**

Risk management will enable organizations to identify strategies so as to deal effectively with risky possibilities that can impact detrimentally the organization. Risk management techniques and strategies will be discussed to preserve an organization's value. Such strategies may include, hedging, insurance, contingent financing and changes in organizational design that will enable an organization to overcome shocks of both a domestic and global nature. Prerequisites: ECON 201, 202, 310.

ECON 295, ECON 395, ECON 495 Special Topics in Economics I, II, III **1-6 credits**

ECON 296, ECON 396, ECON 496
Independent Study in Economics I, II, III **1-6 credits**

Special topics in economics have included: Forensic Economics, Economics of Investment, Economics and the Law, Current Economic Issues, Practical Economics in the Workplace. Special Request Independent Study Fee: $50 per credit.

LEADERSHIP

LEAD 110 Introduction to the Study of Leadership **3-4-0**

Lays the foundation for an academic study of leadership as a process in organizations. Key terms, concepts and theories are presented and examined to serve as tools for subsequent analysis and application. Considerable attention is given to the historical evolution of leadership as a focus of study as well as individual, situational, transactional and transformational approaches.

LEAD 140 Leadership Skills **3-4-0**

Provides students with feedback on their own leadership style through leadership instruments, exercises and feedback. Course will include measurement and skill development in personality, critical thinking, decision-making, communication, conflict-management, contingency leadership (LPC), and other key areas.

LEAD 210 The Face of Leadership **3-4-0**

This is a highly interactive course that allows the student to explore the phenomenon of leadership through film, theater, and

literature (novel, poetry, epic, history, and biography). Students will view selected works through the lens of current models of organizational leadership in order to make statements, evaluations, and prescriptions for their own practical application of leadership. Students may be asked to spend time out of the classroom viewing films or attending productions at the Pittsburgh Playhouse. Prerequisite: LEAD 110.

LEAD 215 Introduction to Interpersonal Communications for Leaders 3-4-0

This course introduces communication theory, models and application. Students will explore and identify personal style, assess impact and opportunities for communicating across perceived barriers.

LEAD 305 Organizational Communications for Leaders 3-4-0

This course offers leadership students the opportunity to examine how leaders in organizations share information with members of the internal community and with those outside of the organization. Communication styles as they relate to leadership roles within the organization are discussed as well as using communication to facilitate change with an organization. Topics will include effective personal communication skills, audience analysis, written and electronic communication and the development of successful listening skills.

LEAD 312 Leadership: Confluence of Emotional & Cultural Acumen 3-4-0

Students will explore the concepts of emotional intelligence and cultural intelligence and consider their level of EI/CI as they complete instruments, exercises and gain insight on the various styles of leadership that do not sacrifice the essential connections that binds a network or system of people. This course will facilitate students in understanding, recognizing, and honing these skills as well as the application of EI/CI to advancing organizational change.

LEAD 315 Leading Organizational Change 3-4-0

Examines the role of the leader as change agent within an organization. Students will develop mastery in visioning, the action-research process, strategic leadership, consensus building, conflict management, overcoming resistance to change, performance evaluation, and selected organization development interventions.

LEAD 317 Understanding Gender & Power: Gender, Dynamics in Leadership 3-4-0

This course explores four frames of gender: (1) fix women, (2) celebrate differences, (3) create equal opportunities, and (4) revise the work culture. Leadership majors will explore the nuances of gender in the workplace; looking not only at women's issues – gender will be viewed as a central organizational element and the implications for women, men and how the meaning of work is being (re)defined. Students will examine how power is used and the dis-interpreted in the context of women: women as well as men: men, and women: men; on how career-goals and strategies are developed, and how the changing roles f women and men are impacting the essence of work, health benefits and more.

LEAD 405 Leadership Skills for Emerging Leaders 3-4-0

Provides students with feedback on their own leadership style through leadership instruments, assessments and exercises. Course will include measurement and skill development in personality, critical thinking, decision-making, vertical and horizontal communication strategies, leader communication styles within the context of leadership and organizational models, conflict-management, with attention to critical aspects of growth, change, adult development, underlying abilities, and competencies needed to lead effectively in diverse organizations.

LEAD 410 Ethical Leadership: Challenges Facing 21st Century Leaders 3-4-0

This source incorporates organizational studies and ethical leadership challenges; includes exploration of leadership challenges within multinational organizations. Students will examine the codes of ethics found in various organizational environments, consider the complexity of multinational organizations and cultural expectations, and the impact of moral values on decisions in the organization with emphasis on the ethical dilemmas that leaders and followers face--including political, legal, social, and environmental issues.

LEAD 415 Systems Thinking for Emerging Leaders 3-4-0

Demonstrates the interdependency of the human-eco system, the necessity for leaders to understand complexities, and the need to discern and convey simplicities. This introduction to systems thinking requires a holistic frame of reference that will facilitate leadership students' peel away at the layers of perceptions, anchors, and self-inflicted barriers.

LEAD 417 Problem-solving and Strategic Planning Techniques for Leaders 3-4-0

Analyzes the role and responsibilities of leaders in the development of organizational strategic initiatives. Leadership students have an opportunity to learn how decision and choice theory are applied to problem identification and problem solving, assessing

both individual and organizational needs, the alignment of human and capital resources, organizational climate, and the identification of key actors and stakeholders within an organization to develop and implement strategic initiatives.

LEAD 445 Career Development & Succession Strategies for Leaders **3-4-0**

In this course, students will analyze the role and responsibility of leaders in creating talent-driven cultures and research organizations that employ strategic, systematic strategies designed to develop leadership competencies. Based on research, assessments and feedback, students will present their leader-portfolio and talent-driven model.

LEAD 460 Leading in the Metanational Environment **3-4-0**

Metanational organizations view the world as a global canvas with pockets of technology, market intelligence, and dynamic capabilities. Leaders of these organizations see untapped potential and innovate more effectively. Leadership students will examine the strengths of this acumen; learn what it means to prospect and attract new pockets of dispersed knowledge, leverage innovation, and optimize integrated networks. Leadership students will learn about the inter-relationships of various organizations, agencies and international networks.

LEAD 395, 495 Special Topics in Leadership

LEADERSHIP DEVELOPMENT

LDRD 310 Qualitative **3-4-0**

This course will introduce students to qualitative research methods and project-based community research. Guidance will be provided in designing a project proposal, using the library and internet-based resources to conduct advanced literature searches, and to analyze and interpret qualitative data.

LDRD 320 Leaders as Mentors **3-4-0**

This course explores mentoring concepts and processes with considerable attention to leaders developing skills as a mentor and/or mentee. Through analysis and interactive discussion provide cognitive links between mentoring relationships and leadership theories.

LDRD 441 Leadership in Virtual Organizations **3-4-0**

This online course will the dynamics of the virtual environment giving leadership students exposure to the tools and expectations for being effective participants in the evolving virtual workplace: cultural attitudes toward technology, preserving communication context, using information technology, working in virtual teams, information exchange, as well as health, well-being and organizational effectiveness in the virtual workplace. Participants will be working in the 'virtual classroom' for seven weeks.

LDRD 395/495 - Special Topics in Leadership Development

PUBLIC ADMINISTRATION

PADM 105 Applied Public Administration Workshops **1-6 credits**

To increase professional competency in field situations, intensive weekend workshops are offered primarily on a non-degree, no-credit basis. However, they can be applied as advanced standing credit to the Public Administration degree program.

PADM 205 Urban Politics **3-3-0**

This course identifies and explores the political, governmental and community conceptualizations of problems and solutions in an urban environment. The course will focus on the interaction between elected officials, community groups and government leaders. Pre-requisite: POLS 202

PADM 206 - Non-Profit Organizations **3-3-0**

This course is an introduction to leadership in nonprofit organizations (NPO). Topics include the theoretical, historical and legal foundations of NPOs, governance, fundraising, accountability, personnel and ethics. Dual listed as CMLD 215

PADM 210 Public Administration **3-3-0**

This course is an intensive study of governmental and non-profit organizations, including organizational structures and functions, including planning, budget, finance, management and leadership. The course emphasizes the interaction and interrelationship of agencies and administrators at all levels of government and the non-profit sector. Dual listed as POLS 204.

PADM 211 Principles of Management **3-3-0**

Emphasis on the major theories and functions of management. Students develop an understanding of why management is needed in all organizations and what constitutes good management. Dual listed as BMGT 208. Pre-requisite: BMGT 101 or PADM 210

PADM 213 Community Planning and Risk Reduction **3-3-0**

This course provides a theoretical framework for understanding the ethical. Sociological, organizational, political and legal components of community planning and risk reduction. Topics include comprehensive planning, zoning, building, fire and life safety codes. Pre-requisite: PADM 210 or permission

PADM 214 Public Budgeting and Finance **3-3-0**

This course addresses the principles of governmental and non-profit revenue, expenditure and budgeting. A special focus is placed on the planning and management aspects of budgeting, and the associated measurements and evaluation. Pre-requisite: PADM 210 or permission

PADM 221 – Fire and Emergency Services Administration **3-3-0**

This course is designed to be a progressive primer for students who want more knowledge about fire and emergency services administration. Topics include the historical, legal and organizational framework for community fire prevention and suppression, emergency medical services (EMS), and emergency communications (9-1-1) systems. Pre-requisite: PADM 210 or CRMJ 150 or permission

PADM 222 – Emergency and Disaster Preparedness **3-3-0**

Emergencies and disasters affect the business, non-profit and governmental sectors, as well as residents, customers and employees. This course will introduce the student to the types of disasters faced by the community and the preparedness measures necessary for organizational continuity of operations and business recovery. Dual listed as BMGT 222

PADM 301 Operational Methods for Public Management **3-3-0**

This course applies quantitative analysis and forecasting methods to plan and evaluate decisions in public agencies. Additional topics include basic research design and techniques, and reading and interpreting research findings. Pre-requisites: PADM 210; MATH 150; ECON 201 or 202

PADM 302 - Leading Organizational Change **3-3-0**

Examines the role of the leader as change agent within an organization. Students will develop knowledge and skills in strategic leadership, consensus building, conflict management, overcoming resistance to change, performance evaluation, and selected organization development interventions. Dual listed as LEAD 315.

PADM 303 – Policy and Decision Analysis **3-3-0**

This course will cover quantitative, qualitative and mixed-methods approaches to defining, structuring, analyzing and evaluating policies and decisions in government and non-profit agencies. Pre-requisites: PADM 210; MATH 150; ECON 201 or 202

PADM 308 Theories of Public Organization **3-3-0**

Organizational structure affects the function and performance of public agencies. Topics in this course include the elements, concepts and principles of organizational theories and leadership development in government and non-profit agencies. Pre-requisite: PADM 210 or BMGT 208 or permission

PADM 311 Special Employee Relations in Public Agencies (3-3-0)

This course includes the legal and managerial considerations regarding human resources and employee relations in government and non-profit agencies. Special emphasis will be on civil service employees and those represented by collective bargaining units, including negotiation and dispute resolution processes. Additional topics include special personnel relationships, such as contract and temporary employees, and volunteers in public service. Pre-requisite: PADM 210 or BMGT 207 or BMGT 208 or permission.

PADM 312 Introduction to Administrative Law **3-3-0**

This course provides a foundation in constitutional, statutory, common and agency-made law as it applies to the powers, procedures and judicial review of public agencies. Prerequisite: PADM 210 or BMGT 201 or POLS 209.

PADM 322 - Disaster Planning and Control **3-3-0**

This course examines the concepts and principles of community risk assessment and response to and recovery from natural and man-made disasters. The focus of the course will be on the legal and organizational frameworks, roles and responsibilities of public, non-profit and private agencies in preparedness and response. Pre-requisite: PADM 210; PADM 222 or permission.

PADM 410 Advanced Seminar in Applied Public Management **3-3-0**

Designed to capstone other course in the PADM major, this course presents advanced applications of the principles of public administration. Prerequisites: Junior status and five courses in Public Administration.

PADM 411 Public Administration Internship **3-0-15**

A field experience in areas directly related to public sector employment. Evaluated on a satisfactory/unsatisfactory basis, proficiency requirements are determined through a student contract with the supervising faculty member. Offered during the Fall and Spring terms. Prerequisites: Junior standing and five courses in Public Administration.

PADM 295, PADM 395, PADM 495 Special Topics in Public Administration I, II, III **1-6 credits**

PADM 296, PADM 396, PADM 496
Independent Study in Public Administration I, II, III **1-6 credits**
Special Request Independent Study Fee: $50 per credit.

SPORT, ARTS AND ENTERTAINMENT MANAGEMENT

SAEM 101 Introduction to the SAE Business **3-3-0**

This course will provide a broad overview of the structure of the sport, arts, and entertainment industry. Emphasis is on sport and entertainment as a business; marketing strategies, communication, licensing, sales, promotion, and implementation of marketing and sales promotions. Students will gain a comprehensive understanding of the sport and entertainment industry through in-class presentations, discussions, and textbook and trade publications. Open to all University Majors.

SAEM 201 Event Management **3-3-0**

Sports and Arts are fast growing fields that require professional management knowledge and skills. Event management will examine the foundation of sport, arts, and entertainment event management including finance, operations, marketing/ticketing and sponsorship. The course will address major trends and successful business practices in Event Management today. Open to all University Majors.

SAEM 202 SAE Marketing & Promotion **3-3-0**

The student will be able to apply fundamental marketing and promotional concepts to the sport and entertainment industry. The student will understand sport and entertainment as a product and identify the consumer and product markets. Prerequisites: SAEM major; SAEM 101. Open to all University Majors.

SAEM 250 Career Prep **1-1-0**

This course serves as a mid-program checkpoint for SAEM majors. Each student will prepare a dossier of their work to date in the program, and present their work to a panel of faculty and industry professionals for review. Prerequisites: SAEM major; Sophomore standing or above.

SAEM 301 Facilities & Venue Design & Administration **3-3-0**

This course focuses on the principles and practices of operating Sport, Arts, and Entertainment venues and recreational facilities. Emphasis is on the management of such facilities, in addition to transportation, security, time management, and other related issues. This course also focuses on the technical demands and methods for equipping and setting up sport, arts, and entertainment venues. Special attention will be given to location acoustics, video and sound recording, identifying and recruiting technical and design experts, and special equipment needs. Prerequisites: SAEM major; SAEM 201; SAEM 202.

SAEM 303 Sport, Arts, and Entertainment Advertising and Public Relations **3-3-0**

This course explores Sport, Arts and Entertainment both as vehicles for product services advertising and public relations as well as entities that are in constant need of advertising and public relations. Course covers strategies/tactics for promoting via advertising and public relations as well as how to maximize revenue growth through offering the same to clients. Prerequisites: SAEM major; SAEM 202.

SAEM 304 Business Models of Sport, Arts, and Entertainment 3-3-0

This course focuses on the past, present and future business models of the professional and commercial sport, arts and entertainment industries. Specific topics include: revenues and expenses in these industries; budgeting; the economic impact of the industry and fundraising. Prerequisites: SAEM major; ACCT 101 & ACCT 102.

SAEM 350 Sport, Arts, and Entertainment 3-9 credits each Management Internship(s)

Internships provide students with administrative experience in sports, arts, and entertainment organizations and companies. Students gain practical experience, enhance skills learned in the classroom, and acquire contacts with professionals in the sport, arts, and entertainment management fields. These courses involve projects resulting in final reports. Prerequisites: SAEM major; with approval.

SAEM 351 Performing Arts Management 3-3-0

This course serves as an examination of the nonprofit performing arts industry including theatre, dance, classical music, opera and visual art through the prospective of an arts impresario. Specifically, this course examines board management, staffing, marketing, fundraising, and financing for arts organizations as well as trends in arts participation and the role of technology in the arts. Prerequisites: SAEM major; junior or senior standing.

SAEM 352 Business of Live Entertainment 3-3-0

This course will focus on all aspects of the live entertainment business and is designed to give students a practical real world entertainment business education. Highlights include band management, talent agents, marketing, advertising and promotion, tour finance, tour production, venue management, artist touring, record labels, ticketing operations and sponsorship. Prerequisites: SAEM major; junior or senior standing.

SAEM 353 Athlete Management 3-3-0

This course provides the academic foundation for individuals interested in pursuing a career as a sports agent. The course serves as an overview of the issues involved with athlete management. Topics include: the history of the sports agent industry; federal, state, and university rules and regulations; client recruitment; draft preparation; contract negotiations; and the branding of a client. In addition students will explore client relations, athlete tax preparation and estate planning. Prerequisites: SAEM major; junior or senior standing.

SAEM 354 Media Management 3-3-0

This course examines the attributes of managing and operating an electronic media property in the age of constant technology innovation. Course outline includes financial management, human resources, programming, sales and federal regulations. Prerequisites: SAEM major; junior or senior standing.

SAEM 401 Risk Management in SAE 3-3-0

This course is designed for students interested in the growing problems of sport, arts, and entertainment litigation. Legal aspects of the industry are covered from four major perspectives: (1) judicial review of sport, arts and entertainment industry issues; (2) contract law; (3) equal opportunity provisions; and (4) tort liabilities. Specific topics include due process, anti-trust and free speech, duty of ordinary care and of care owed athletes, entertainers, and spectators; injuries, assumption of risk and contributory negligence. The course stresses the application of principles of law to sports, arts, and entertainment settings. Actual court cases relating to these principles are examined. Prerequisites: SAEM major; BMGT 201.

SAEM 450 Senior Seminar in Sport, Arts, and Entertainment 3-3-0

This Capstone course provides an opportunity for integration and reflection on the entire SAEM curriculum. This highly interactive and participative course invites students to share internship experiences across the broad spectrum of the Sport, Arts, and Entertainment industries. Emphasis will also be placed on written and oral communication as well as on resume writing and interviewing for Sport, Arts and Entertainment careers. Prerequisites: SAEM major; SAEM 350 and senior standing.

TECHNOLOGY MANAGEMENT

TMGT Concentration Note: This concentration is designed for those currently employed in technical fields including construction, design, capital project management and those students emerging from manufacturing and technical skills training programs at accredited institutions.

TMGT 310 Cost Estimating 3-3-0

Examines the cost estimating process including cost estimating terminology, cost categories, types of estimates, documenting

estimates, and estimating methodologies. The important of cost estimating in the decision-making process is explored.

TMGT 320 Quality Management of Technology Professionals **3-3-0**

Explores the role and responsibilities of managers in leadership positions within diverse technological environment. Theories of quality management and their application in technological settings will be explored.

TMGT 395 Special Topics in Technology Management **3-3-0**

TMGT 410 Project Management Techniques **3-3-0**

Presents the management skills necessary to plan, schedule, and manage the resources and processes of technological operations using a systems approach. Techniques appropriate for small businesses, mid-level, and international projects will be discussed.