ACCOUNTING COURSES (ACT)

2291 Principles of Accounting I (3)
Modern financial accounting theory and practices applied to sole proprietorships, partnerships, and corporations.

2292 Principles of Accounting II (3)
Modern financial and managerial accounting theory and practices applied to organization's liabilities cash flows, planning, budgeting, and control. Prerequisite: ACT 2291

3391 Intermediate Accounting I (3)
Theory and applications of assets, liabilities, and owners' equity, revenues, expenses, and analytical process. Prerequisite: ACT 2291

3392 Intermediate Accounting II (3)
Theory and applications of assets, liabilities, and owners' equity, pensions, leases, earnings per share, and analytical process. Prerequisite: ACT 3391

3394 Governmental Accounting (3)
Municipal and governmental accounting, preparation and use of budgets, records, and statements. Prerequisite: ACT 2292

3395 Managerial/Cost Accounting (3)
Manufacturing and distribution cost accounting, material, labor and overhead costs in job order and process cost accounting. These courses must be taken in sequence. Prerequisite: Act. 2292

3396 Accounting Information Systems (3)
Principles underlying establishment of complete accounting systems; applications to typical business organization; emphasis on the functions of control and protection. Prerequisite: ACT 2292

4435 International Accounting (3)
An overview of emerging issues related to international accounting and reporting of financial information across national boundaries. The course will address topics such as accounting and auditing standards, disclosure practices, and financial reporting in a global business environment. Prerequisite: ACT 3392

4491 Advanced Accounting (3)
Theory and applications of accounting for business combinations, branches and segments, partnerships, and foreign currency transactions and translations. Prerequisite: ACT 3392

4494 Income Tax Accounting I (3)
Principals and dictates of individual capital and taxation of individual income. Prerequisite: ACT 2292

4495 Income Tax Accounting II (3)
Tax Laws and regulations for partnership, corporations, estates and fiduciaries. Prerequisite: ACT 4494

4496 Managerial Accounting (3)
Manufacturing and distribution cost accounting, material, labor and overhead costs in job order and process cost accounting. These courses must be taken in sequence. Prerequisite: ACT 3395

4497 Auditing (3)
Auditing theory as contained in official pronouncements. Emphasis will be placed on material required for the CPA exam as it relates to professional ethics, audit engagement, internal control, audit sampling, evidence gathering and auditor's reports. Prerequisite: ACT 3392

4498 Advanced Auditing (3)
Auditing theory and procedures as applied to transaction cycles, revenue cycles, expenditure cycles, and cash balances. This course covers EDP auditing as well as internal, operational, and governmental auditing. Prerequisite: ACT 4497

BUSINESS COURSES (BUS)

1101 Introduction to Business (3)
Modern business communications including mechanics and content of letters and reports. Prerequisite: ENG 1102 or 1104

4400-4404 Business Seminar (3)
Special topics in areas offered by the Sorrell College of business. Prior credit and topic approval by the dean of Sorrell College of Business required. NOTE: No more than 6 hours of credit may be earned by seminar. Prerequisite: Approval of instructor and dean of the Sorrell College of Business.

4460 Business Consulting and Research (3)
Small business research and problem-solving with related field experience. Prerequisite: Permission of the instructor.

4491-4492 Guided Independent Research (1 - 3 credit hours per course per semester)
Additional information is indexed under “Guided Independent Research and Study.” NOTE: This course may not be substituted for any required course.

4493-4494 Guided Independent Study (1 - 3 credit hours per course per semester)
Additional information is indexed under “Guided Independent Research and Study.” NOTE: This course may not be substituted for any required course.

4499 Internship (1-3 credit hours per course per semester)
Additional information is indexed under “Guided Independent Research and Study.” NOTE: This course may not be substituted for any required course.)
## ECONOMICS COURSES (ECO)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Description</th>
<th>Prerequisite(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2251</td>
<td>Principles of Macroeconomics (3)</td>
<td>Macroeconomic theory of the national economy with emphasis on income, employment, banking, and public policy.</td>
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</tr>
<tr>
<td>2252</td>
<td>Principles of Microeconomics (3)</td>
<td>Microeconomic theories of value, production, distribution of income, and basic international economic analysis.</td>
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</tr>
<tr>
<td>2270</td>
<td>Personal Finance and Economics (3)</td>
<td>Business economics and personal finance in modern society.</td>
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</tr>
<tr>
<td>3353</td>
<td>Money and Banking (3)</td>
<td>Principles of money, credit, and banking including monetary system, theories, and commercial banking operations related to the Federal Reserve System.</td>
<td>ECO 2252</td>
</tr>
<tr>
<td>3355</td>
<td>Labor Economics (3)</td>
<td>Employment, unionism, labor-management relations and human capital.</td>
<td>ECO 2252</td>
</tr>
<tr>
<td>3357</td>
<td>Managerial Economics (3)</td>
<td>Theory and determination of prices.</td>
<td>ECO 2252</td>
</tr>
<tr>
<td>3358</td>
<td>Macroeconomics for Managers (3)</td>
<td>An analysis of economic growth, income, employment and price levels.</td>
<td>ECO 2252</td>
</tr>
<tr>
<td>4451</td>
<td>International Trade (3)</td>
<td>Principles underlying international trade and international finance.</td>
<td>ECO 2252</td>
</tr>
<tr>
<td>4453</td>
<td>Public Finance (3)</td>
<td>An analysis of the principles underlying government expenditure and taxation programs presented from both a theoretical and a pragmatic perspective.</td>
<td>ECO 2252</td>
</tr>
<tr>
<td>4555</td>
<td>Comparative Economic Systems (3)</td>
<td>An analysis of the economic systems of capitalism and socialism focusing upon how a multitude of specific nations in the Americas, Europe, and Asia, such as the United States, Mexico, Germany, Poland, Japan, and China, et al., arrange and conduct economic affairs in the 21st century.</td>
<td>ECO 2251 or ECO 2252</td>
</tr>
<tr>
<td>4459</td>
<td>Economics Seminar (3)</td>
<td>Current problems in economics.</td>
<td>ECO 2252</td>
</tr>
</tbody>
</table>

## FINANCE COURSES (FIN)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Description</th>
<th>Prerequisite(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>3331</td>
<td>Managerial Finance I (3)</td>
<td>Analysis, planning and control of internal and external finance decisions of a firm with emphasis on corporate structure.</td>
<td>ACT 2292</td>
</tr>
<tr>
<td>3332</td>
<td>Managerial Finance II (3)</td>
<td>Second course in a sequence of managerial finance. Continuation of FIN 3331 with focus on topics in financial management not covered in FIN 3331.</td>
<td>FIN 3331</td>
</tr>
<tr>
<td>3333</td>
<td>Financial Mathematics (3)</td>
<td>Analysis of time value of money as it applies to loans, securities, banks, annuities, and insurance.</td>
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</tr>
<tr>
<td>3334</td>
<td>Financial Statement Analysis (3)</td>
<td>The process of understanding financial statements by financial analysts, credit analysts and other uses of financial data.</td>
<td>FIN 3331</td>
</tr>
<tr>
<td>3336</td>
<td>Real Estate Finance I (3)</td>
<td>Procedures and operations of real estate mortgage markets.</td>
<td>FIN 3332</td>
</tr>
<tr>
<td>3337</td>
<td>Personal Financial Planning (3)</td>
<td>Introduction and comprehensive overview of personal financial planning.</td>
<td>FIN 3332</td>
</tr>
<tr>
<td>4419</td>
<td>Speculative Markets (3)</td>
<td>This course examines the theory and usage of forward contracts, futures contracts, index futures, Markov and Wiener processes, Black Scholes analysis, options, indexed options, and hedging using naked and covered positions, and other non-standard derivative securities.</td>
<td>FIN 3332</td>
</tr>
<tr>
<td>4431</td>
<td>Financial Management (3)</td>
<td>Analysis of financial management of a firm at the intermediate level, with emphasis on the corporation. Includes more advanced analysis of topics covered in the FIN 3331 and 3332 courses, as well as other advanced topics.</td>
<td>FIN 3332</td>
</tr>
<tr>
<td>4432</td>
<td>Investments (3)</td>
<td>Financial analysis of investments, including markets, institutions, and instruments with emphasis on security analysis, portfolio analysis, and financial planning.</td>
<td>FIN 3332</td>
</tr>
<tr>
<td>4434</td>
<td>Financial Modeling (3)</td>
<td>This course provides an examination of standard financial models used in corporate finance, financial statement simulation, portfolio problems, options, portfolio insurance, duration, and immunization. The primary focus of study is on the application of strategic models of decision making and market place activity within simulated environments which approximate real time.</td>
<td>FIN 4431 and 4432</td>
</tr>
<tr>
<td>4435</td>
<td>International Banking &amp; Finance (3)</td>
<td>A comprehensive introduction and overview of international finance with emphasis upon multinational corpo-</td>
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</tr>
</tbody>
</table>
rations, management, international trade, foreign exchange, and international financial markets, institutions, and instruments. **Prerequisite:** FIN 3332

**IS 4436 Securities Analysis (3)**
Introduction and comprehensive overview of securities analysis. Topics include: Stocks, bonds, mutual funds, taxes, annuities, new issues, IPOs, OTC, exchanges, options, margin trading, short selling, laws and regulations, and fundamental, technical, and modern security and portfolio analysis techniques. **Prerequisite:** FIN 3332

**IS 4437 Financial Institutions (3)**
A comprehensive study of financial markets, institutions, and instruments, etc. **Prerequisite:** FIN 3332

**IS 4438 Bank Management (3)**
Introduction and comprehensive overview of bank management. Topics include: Organization, regulation, performance, asset management, liabilities management, credit policy, loan evaluation, global banking, bank mergers and acquisitions, etc. **Prerequisite:** FIN 3332

**IS 4439 Finance Seminar (3)**
Review of financial management tools and techniques to solve current problems in financial management. The focus is on problems and the case study method. **Prerequisite:** FIN 3332

**IS 4440 Real Estate Finance II (3)**
Second course in a sequence on real estate finance. Continuation of FIN 3336. **Prerequisite:** FIN 3336

**IS 4445 Public Finance (3)**
This course examines and analyses public finance from the perspective of the financial management of governmental enterprises. It examines revenues and expenditures at all levels of government, the financial management of government enterprises, and effects of public finance on business finance and personal finance. **Prerequisite:** FIN 3332

**IS 4495 Selected Topics in Finance (3)**
Focus on finance topics of a timely nature and/or special interest. **Prerequisite:** FIN 3332

**IS 2260 Computer Programming II (3)**
Advanced programming, including arrays, pointers, strings, the pre-processor, structures, list processing, and advanced I/O are examined. Emphasis is placed on developing and testing moderately complex programs. **Prerequisite:** IS 2244

**IS 3300 Introduction to Information Systems (3)**
Introduction to information systems concepts, with an emphasis on describing information systems requirements, managing information resources, and applying information technology to the solution of business and management challenges. **Prerequisite:** IS 2241

**IS 3320 Data Communication and Computer Networking (3)**
This course covers the theory, hardware and software of computer networks. Emphasis is placed on data communication principles, local area networks, and wide area networks. **Corequisite:** IS 3300

**IS 3330 Web Authoring (3)**
A survey of the programming languages and tools used to develop Web-based applications. **Prerequisite:** IS 2244 or permission of the instructor

**IS 3339 Object-Oriented Programming I (3)**
A conceptual framework is presented of object-oriented programming. Topics discussed include classes, data hiding, member functions, object creation, overloading, inheritance, parametric polymorphism, and reusable code. **Prerequisite:** IS 2244.

**IS 3346 Database Management Systems I (3)**
Introduction to database management and design techniques. Emphasis on the relational model of database management including data definition and manipulation, database design and normalization concepts, database administration, and database application generation. **Prerequisites:** IS 2244 and IS 3300

**IS 3349 Object-Oriented Programming II (3)**
Intermediate and advanced object-oriented programming concepts. Topics include error handling and debugging, file handling and database access, dynamic data exchange, creating linked and embedded objects, business graphics and reports, and advanced GUI design concepts. **Prerequisite:** IS 3339

**IS 3380 Network Operating Systems (3)**
This course covers the deployment and administration of current network operating systems. Emphasis is placed on the practical application of installing and administration of PC based network operating systems in a LAN environment. **Prerequisite:** IS 3320

**IS 4430 Web Site Design (3)**
Includes coverage of web site creation, design, programming, planning, and maintenance. **Prerequisite:** IS 3346 and IS 3330
4440 Database Management Systems II (3)
Modeling data organization; representation of data relationships; data definition languages; data access via languages in context models; facilities provided by DBMSs; implementation techniques; operational requirements; a survey of state of the art DBMSs. Prerequisite: IS 3346 and IS 3330

4443 Internet Development (3)
Advanced application development using databases and an Internet application development environment. Prerequisite: IS 3346 and IS 3330

4447 System Engineering and Project Management (3)
This course covers issues and procedures of design, implementation, testing, documentation and management of computer information systems, as well as models and principles to manage information system projects. Prerequisite: IS 3346

4450 Network Design and Management (3)
This course covers the design and administration of essential network directory services. Emphasis is placed on the practical application of designing, installing, securing, and administering directory services using PC based network operating systems in a LAN environment. Prerequisite: IS 3380

4451 Network Infrastructure and Security (3)
This course covers the administration of essential network infrastructure services. Emphasis is placed on the practical application of designing, installing, securing, and administering directory services using PC based network operating systems in a LAN environment: DNS, DHCP, remote access, WINS, IP routing, and security. Prerequisite: IS 3380

4460 E-Commerce Design (3)
This course introduces the basic concepts and language of e-commerce. Coverage includes the planning and development of an e-commerce site including such issues as security, customer service, payment, and marketing. The course is designed to teach students to explore and evaluate e-commerce technologies, sites, and issues. Prerequisite: IS 4447

4471 Principles of Management (3)
An introduction to management functions, principles, and techniques. The course includes a discussion of planning, organizing, influencing through leadership, and control within the organization. Prerequisites: ECO 2252

4473 Operations Management (3)
A study of how organizational processes add value as they convert inputs to outputs. Topics covered include: the strategic relationship of operations with other functional organizations, value chain concepts, quantitative methods of operations including: forecasting models, inventory models, statistical process control, process models and project management methods. The course also provides a review of current supply chain philosophies such as: JIT, MRP, and EOQ inventory management methods. Prerequisites: MGT 3371 and MGT 3373

4474 Business & Society (3)
Focuses on the interrelationships which exist between business organizations and the environment in which they operate. Significant relationships of business and society in the past, present, and probable future will be examined. General areas discussed include business ethics, social responsibility, and relationships with government, education, and labor unions. Prerequisite:

2221 Legal Environment of Business (3)
This course is an introduction to the fundamental concepts, principles and rules of law and equity that apply to business activities. This course provides an overview of law in general, the American legal system, federal and state court procedural, effects on law making by legislative, judicial, and administrative procedures. The course may also include constitutional law, business ethics, contracts, products liability, sales and commercial paper.

3323 Advanced Business Law (3)
This course provides a continued study of additional legal concepts, principles, and rules of law and equity that apply to business institutions. It provides an overview of commercial paper, business organizations, secured transactions, regulations of business, and real and personal property. Prerequisite: Law 2221

2221 Legal Environment of Business (3)
This course is an introduction to the fundamental concepts, principles and rules of law and equity that apply to business activities. This course provides an overview of law in general, the American legal system, federal and state court procedural, effects on law making by legislative, judicial, and administrative procedures. The course may also include constitutional law, business ethics, contracts, products liability, sales and commercial paper.

3323 Advanced Business Law (3)
This course provides a continued study of additional legal concepts, principles, and rules of law and equity that apply to business institutions. It provides an overview of commercial paper, business organizations, secured transactions, regulations of business, and real and personal property. Prerequisite: Law 2221

4471 Organizational Development (3)
Examines the various applied behavioral science approaches to handling and managing change in organizations. Topics discussed include the theory, values, and approaches to organizational development, planned change, work styles, and interpersonal analysis. Prerequisite: MGT 3371

4472 Organizational Behavior (3)
A study of individual and group behavior in business organizations. Prerequisite: MGT 3371.

4473 Labor Law and Collective Bargaining (3)
A study of court decisions, national labor and employment laws, administrative regulations, and procedures of the National Labor Relations Board that guide effective approaches to collective bargaining and labor relations. Prerequisite: MGT 3371

4474 Business & Society (3)
Focuses on the interrelationships which exist between business organizations and the environment in which they operate. Significant relationships of business and society in the past, present, and probable future will be examined. General areas discussed include business ethics, social responsibility, and relationships with government, education, and labor unions. Prerequisite:
4475 Small Business Management (3)
Detailed analysis of the creation and management of small business entities. The dynamics of operation of small businesses successfully is presented. Emphasizes entrepreneurial opportunities, new venture processes, and managerial activities needed for the successful operation of small business. Prerequisite: MGT 3371

4476 Strategic Management
Capstone course for Business majors. Integrates knowledge, skills, and concepts acquired in all business courses taken. Requires students to analyze various corporations, determine threats and opportunities posed by the external environment as well as the firm’s strengths and weaknesses, formulate strategic plans for firms, and determine how these plans should be implemented. Prerequisites: Senior standing; completion of, or concurrent enrollment in remaining business core courses.

4478 International Management (3)
A survey and analysis of topics important to successfully managing internationalized business operations. Included in the course are considerations of environmental analysis, modes of entry, planning and cross-cultural issues in directing, decision-making, organizing and staffing operations in multinational enterprises. Prerequisite: MGT 3371

4479 Management Seminar (3)
Analysis of current problems and issues in Management. Prerequisite: MGT 3371

4480 Technology and Innovation Management (3)
The course investigates the strategic implications of technology and innovation for manufacturing and service organizations that operate in dynamically changing environments. The course provides a comprehensive study of leading edge product and process technologies, emerging organizational and social issues that influence the adoption of technology, methods for forecasting future trends in technology, and current concepts and methods for managing technology and motivating innovation. Prerequisite: MGT 3373

4481 Staffing (3)
Addresses theory, principles, practices, and legal requirements for effective recruitment, selection, and promotion in organizational settings. Prerequisite: MGT 3371

4482 Managing Health, Safety and Diversity (3)
This course addresses the theory, practice and legal requirements in managing employee health, safety, and cultural diversity in organizational settings. Prerequisite: MGT 3371

4483 Human Resource Development (3)
Theory and practice in human resource training and development applied to organizational settings. Prerequisite: MGT 3371.

4485 Performance Appraisal and Compensation (3)
Addresses theory, principles, practices, and legal requirements linking effective performance management and compensation and benefit systems in organizational settings. Prerequisite: MGT 3371

4494 Selected Topics in HR (3)
An in-depth study of a broad range of human resource management topics. Individual investigations and reporting emphasized in seminar fashion. Focus on a topic of a timely nature and/or special interest. Prerequisite: MGT 3371

4490 Total Quality Management (3)
An overview of the strategies and means used by leading companies throughout the world to obtain outstanding quality results and strong competitive positions. Focuses on the continuous improvement of quality of product and service, and the resulting benefits in reduced costs, increased productivity, and higher levels of customer satisfaction. Prerequisites: MGT 3373 and QM 3341.

MARKETING COURSES (MKT)

3361 Principles of Marketing (3)
A managerial focus on marketing’s external environments and decision elements (promotion, price, product, distribution) faced by marketing management at the corporate and entrepreneurial levels of business.

3362 Advertising (3)
The planning, creation, utilization, and place of advertising programs, media use, and research to support marketing strategy. Prerequisite: MKT 3361

3363 Transportation Management (3)
Management considerations in selection and effective utilization of various modes of transportation. Prerequisite: MGT 3371; MKT 3361.

3364 Services Marketing (3)
Understand the nature of services marketing and its critical contribution to marketing success. Topics include customer expectations and perceptions in the design of service processes and standards. Prerequisite: MKT 3361.

3365 Integrated Marketing Communications (3)
Course examines integrated marketing communications and how this enhances brand equity. Emphasis is placed on the decision sequence a manager would follow in planning, developing, and implementing a marketing communications program. Prerequisite: MKT 3361

4461 Personal Selling (3)
An applied course that introduces the economic, psychological, and social aspects of personal selling, direct selling techniques, and the sales process with emphasis on building customer relationships. Prerequisite: MKT 3361

4462 Consumer Behavior (3)
A study of the consumer as a decision maker. The course examines social, cultural, and psychological in-
fluences on purchasing decisions while emphasizing their implications for marketing strategies. Prerequisite: MKT 3361

4463 Retailing (3)
Principles and practices of retail management. The course examines retail store location, purchasing, personnel, promotions, inventory management, and Internet marketing. Prerequisite: MKT 3361

4464 Marketing Research (3)
Methods and procedures for collection, interpretation, and use of primary and secondary data in marketing including sampling, questionnaires, data collection, analysis, and preparation of reports. Prerequisite: MKT 3361

4465 Business Logistics (3)
A study of the procurement, warehousing, and transportation activities related to distribution system design, operation, and control. Prerequisite MKT 3361

4466 Direct Marketing (3)
Principles and techniques in planning, creating and producing consumer-direct communications to reach and deliver goods and services to customers. Prerequisite MKT 3361

4467 Sales Management (3)
A study of the management of the personal selling functions. Emphasis is on the sales process including recruitment, training, organization, motivation and retention of sales force. Prerequisite: MKT 3361

4468 International Marketing (3)
Decision making and policy formulation relative to the cultural, social, political, legal and economic aspects of marketing in global environments. Prerequisite: MKT 3361

4469 Marketing Management (3)
This is the capstone course for Marketing major students. Focus is on marketing management problem solving by applying marketing concepts, procedures and practices learned. Vehicles to deepen this decision-making approach will include text, cases and simulations. Prerequisite: 15 SH in marketing courses beyond MKT 3361

4481 Internet Marketing I (3)
Understand the opportunities and changes inherent in the Internet market. Includes a brief overview of the tools and technology that make it possible and how the Internet should and can impact on marketing strategy. Prerequisite: MKT 3361

4482 Internet Marketing II (3)
A practicum cyber-incubator offered as an opportunity to manage a simulated business on the Internet. Skill development will focus on tools necessary to conduct business over the Internet. Prerequisite: MKT 4481.

4495 Selected Topics in Marketing (3)
An in-depth study of a broad range of marketing topics.

RISK MANAGEMENT AND INSURANCE COURSES (RMI)

3335 Principles of Risk Management and Insurance (3)
An introduction to the legal principles underlying insurance, the basics of risk management, the application of risk management techniques to personal risk management problems, personal property and liability insurance contracts including the personal auto policy and the homeowner’s package, insurance regulation, and the insurance marketplace.

3340 Surplus Lines and Reinsurance (3)
A study of the excess and surplus lines insurance markets as well as the reinsurance sector of the insurance industry. The course covers the formation and classification of these companies, their distribution systems, their regulation, their accounting procedures, and a comparison of these companies to admitted insurers. Prerequisite: RMI 3335 or permission of department chair

3342 Insurance Operations (3)
The focus of Insurance Operations is the key operational activities of insurance organizations. The course specifically covers marketing and distribution systems, underwriting, principles of rate-making, reinsurance, statutory accounting, and financial analysis. Each of the functional areas is discussed within the context of regulatory and public policy issues. Prerequisite: RMI 3335 or permission of department chair

3346 Life & Health Insurance (3)
Study of types of life insurance and annuity contracts and their uses; regulations of life and health insurers; development of financial plans utilizing life insurance products; Social Security; group and individual health insurance products including major medical, disability income and long-term care policies and analysis of the marketplace. Prerequisite: RMI 3335 or permission of department chair

3348 Property and Liability Insurance (3)
The fundamentals of commercial property and liability insurance including contracts, rating, underwriting, regulation and financial analysis of insurers. Prerequisite: RMI 3335 or permission of department head.

4440 Corporate Risk Management (3)
A study of the analysis and treatment of the pure risks faced by the business organization. The course includes development of the risk management process, exploration of the use of various risk management techniques on identified exposures, and the application of the process and the techniques in a risk management case study. Prerequisite: RMI 3335 or permission of department head.

4449 Risk Management and Insurance Seminar (3)
Focus on current problems and issues in risk management and insurance. This is the capstone course in the Risk Management/Insurance curriculum and should be
taken the senior year. The course will include communication, teamwork, and computer skills. RMI 3335 or permission of department chair

4460    Agency Management (3)
The Agency Management course is designed to teach the fundamentals of establishing and operating an insurance agency or brokerage. This is a project-oriented class wherein students develop mission statements, strategic plans, marketing plans, operating plans and time charts in the areas of: forming the corporation, licensing, choosing a product mix, developing markets, technology-planning, staffing, training, sales, claims-handling, and other administrative functions. **Prerequisite:** RMI 3335 or permission of department chair

**QUANTITATIVE METHODS COURSES (QM)**

2241    Business Statistics I (3)
An introduction to descriptive and inferential statistical concepts and methods. Topics include grouping of data, measures of central tendency and dispersion, probability concepts and distributions, sampling, statistical estimation, and statistical hypothesis testing. **Prerequisite:** MTH 1112 or placement

3341    Business Statistics II (3)
A continuation of basic business statistics. Topics include comparison involving means and proportions, ANOVA, simple linear regression and correlation, multiple linear regression, chi-squared applications, non-parametric methods, and simple decision analysis. **Prerequisite:** QM 2241.

3342    Introduction to Operations Research (3)
An introduction to quantitative techniques applicable to business and economics. Topics include queuing analysis, transportation programming, PERT/CPM, and simple linear regression. **Prerequisite:** QM 2241