

Approval Form

Proposal Title: International Finance 0504.335

Sponsor(s) Dr. Gulser Meric Dept.: Accounting & Finance Ext. 6409

Check one: Course Specialization Concentration Minor Achievement Certificate
 Certification Program Major Program Minor Change (please name deletion or credit/title/catalog change)

Undergraduate Graduate 3 Credit Hours

<p>Step 1 (Department)</p> <p><input checked="" type="checkbox"/> Approved <u>Oct 11 1992</u> Date</p> <p><input type="checkbox"/> Not Approved</p> <p><u>[Signature]</u> Dept. CC Chairperson</p> <p><input type="checkbox"/> Reviewed <u>11/15/92</u> Date</p> <p><u>[Signature]</u> Dept. Chairperson</p>	<p>Step 2 (Receipt)</p> <p><input checked="" type="checkbox"/> SCC# <u>92-93-11</u></p> <p>Proposal Received _____ Date</p> <p><u>OCT 18 1992</u></p> <p><u>[Signature]</u> SCC Chairperson</p>	<p>Step 3 (School CC)</p> <p>Reviewed <u>11/15/92</u></p> <p><input checked="" type="checkbox"/> Approved <input type="checkbox"/> Not Approved</p> <p>Comments:</p> <p><u>[Signature]</u> School Curr Comm Chairperson</p>
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<p>Step 4 (Academic Dean)</p> <p><input type="checkbox"/> Recommend <input type="checkbox"/> Not Recommend <input type="checkbox"/> Conditionally Recommend (see comments)</p> <p>Reviewed _____ Date</p>	<p>Comments:</p> <p><u>NOV 19 1992</u></p> <p><u>RECEIVED</u></p>	<p><u>[Signature]</u> Signature, Dean of School</p>
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Step 5 (SCC)

Open Hearing 11/30/92 Approved by Senate Curriculum Committee 12/1/92
Date Date

Returned to sponsor(s) for the following reasons:
 approved with following changes:
 (1) rewrite rationale and objective. 3
 (2) rewrite catalogue description Completed 12/4/92

Step 6 (Senate)

Presented to Senate 12/1/92
Date

Approved Not Approved

Notification to Executive Vice-President/Provost _____
Date

[Signature]
Signature, SCC Chairperson

Step 7 (Executive V.P./Provost)

Received _____
Date

Approved Yes No

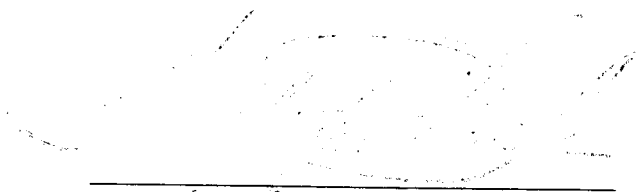
If no, reasons are as follows:

Student credit hours _____

Faculty load hours _____

Equalized credit hours _____

Official copy and approval sheet filed JAN 12 1993
Date



Signature Executive Vice-President/Provost

Registrar

Approved course description received 23 Feb 93
Date

Hegis Taxonomy and Course Number assigned 0504.335

B. J. Keefe
Signature, Registrar

23 Feb 93
Date

Notification forwarded:

- Senate Curriculum Committee Chairperson
- Department Chairperson(s)
- Academic Dean(s)
- Registrar
- Sponsor(s)

ROWAN COLLEGE OF NEW JERSEY
School of Business Administration
Department of Accounting and Finance

COURSE PROPOSAL

October 5, 1992

A. BACKGROUND DETAILS

- a. Course Title: **International Finance**
- b. Sponsor: Dr. Gulser Meric, Associate Professor of Finance
- c. Credit Hours: 3
- d. Course Level: Undergraduate (Seniors)
- e. Curricular Effect: Requirement for finance majors
- f. Prerequisites: 0504.320 Managerial Finance
- g. Implementation: Starting in the Spring semester of 1994 and will be offered every spring semester
- h. Adequacy of Present Staff, etc: Present faculty members are capable of teaching this course. Adequate library resources are available.

B. RATIONALE

In the mission statement of the Department of Accounting and Finance, it is stated that the Department will look to expose its students to globalization of business through creation of a new course, International Finance. Internationalization is one of the requirements for AACSB accreditation.

C. ESSENCE OF THE COURSE

- a. Objectives:

The students will gain knowledge in a variety of areas within the field of international finance as described in paragraph C.b. below. In addition, this course will focus on the following areas:

1. Applying quantitative skills within the field of international finance.

2. Developing computer skills to analyze international finance projects.
3. Applying research skills and writing skills to the preparation of a term paper.
4. Applying public speaking skills to the presentation of the term paper to the instructor and class.

b. Topical Outline/Content:

1. Environment of International Financial Management
 - 1.1 The Determination of Exchange Rates
 - 1.2 The International Monetary System
 - 1.3 The Balance of Payments and International Economic Linkages
 - 1.4 Foreign Exchange Market
 - 1.5 Currency Futures and Options Markets
 - 1.6 Parity Conditions in International Finance and Currency Forecasting
2. Foreign Exchange Risk Management
 - 2.1 Measuring Accounting and Economic Exposure
 - 2.2 Managing Accounting and Economic Exposure
3. Multinational Working Capital Management
 - 3.1 Short-Term Financing
 - 3.2 Financing Foreign Trade
 - 3.3 Current Asset Management
4. Foreign Investment Analysis
 - 4.1 International Portfolio Investment
 - 4.2 Foreign Direct Investment
 - 4.3 Capital Budgeting for the Multinational Corporation
 - 4.4 The Measurement and Management of Political Risk
 - 4.5 International Tax Planning and Strategy
5. Financing Foreign Operations
 - 5.1 International Financing and International Financial Markets
 - 5.2 Swaps
 - 5.3 Designing a Global Financing Strategy

c. Evaluation and grading:

1. Students will be evaluated using the following:

- a. Tests and examinations
- b. Case studies and/or term papers
- c. Computer projects
- d. Class participation

2. Course evaluations will be conducted by the School of Business Administration. Instructor and student evaluations of the course will be used.

D. CONSULTATIONS

International finance course is offered in finance programs at other four-year institutions such as Rider College, Rutgers University, and Trenton State College. (Please see attachments) The Department of Accounting and Finance made a decision in its June 24, 1992 meeting to add this course to its curriculum.

CATALOGUE DESCRIPTION

INTERNATIONAL FINANCE

3 Credits Undergraduate

Students study financial management in the international environment. Topics include foreign exchange risk management, multinational working capital management, international portfolio investment, foreign direct investment, capital budgeting for the multinational corporation, political risk, international financing and international financial markets.

Prerequisite:

Managerial Finance (0504.320)

RIDER.

ACADEMIC
CATALOG
1991-92



Undergraduate,
Graduate, and
Continuing
Studies

12-445 Seminar in Black Multi-Ethnic Literature
3 credits

Focuses on the works of Black, Native American, Hispanic, Asian American and/or unassimilated first generation immigrant writers.

12-460 Internship in Expository Writing
3-6 credits

Students work under the supervision of professionals and the English department at real world assignments in informative writing. Their performance is assessed by professional standards. Students are required to analyze and evaluate their experience by applying what they learn in other English courses. A minimum of 48 hours of field work per credit is required. Students must make weekly reports and a final critique of the project. Restricted to juniors and seniors. Prerequisite: approval of the English department. Spring.

12-475 Seminar in 19th-Century English Victorian Literature *3 credits*

A study of the literature and literary culture of England from roughly 1830 to the last decade of the century. Emphasis on the major figures, works, schools, and movements of the period. Spring.

12-480 20th-Century British Literature
3 credits

A study of the main currents in British literature during the first two thirds of the 20th century. Emphasis on the major literary figures of the period and their innovations in literary form and content. The relationship between literary works and social changes during this period is considered. Fall.

12-487 Advanced Creative Writing Workshop
3 credits

Students pursue advanced work in creative writing. Discussions center on student work and assigned outside reading.

12-488 Special Seminar in Writing *3 credits*

An advanced writing seminar designed to develop the students' techniques in the writing of fiction, poetry, drama, and/or nonfiction prose. Emphasis on individual conferences as well as classroom analysis and seminar discussions in a workshop format.

12-490 Independent Research and Study
1-4 credits

Finance (13-SBA)

13-300 Introduction to Finance *3 credits*

An introduction to the environment, concepts, and techniques of financial management. Topics include forms of business organization and taxes, financial

analysis, financial planning and control, working capital management, capital budgeting, financial structure and cost of capital, long term financing, and international financial management. Prerequisites: 09-200, 01-210, and junior standing. Fall and Spring.

13-307 Financial Markets and Institutions
3 credits

An introduction to the organization and behavior of financial markets and institutions in the economy. The factors determining security prices and interest rates in the money and capital markets are analyzed and the relationships among market returns, institutional portfolio choices, the regulatory environment and monetary policy choices are examined. Prerequisite: 13-300. Fall and Spring.

13-310 Managerial Finance I *3 credits*

Using a case and problems orientation, the materials introduced in Introduction to Finance are examined in depth. The emphasis is on financial forecasting, working capital management, risk analysis and asset valuation, and capital budgeting techniques. Prerequisite: 13-300. Fall and Spring.

13-311 Managerial Finance II *3 credits*

A continuation of Finance 310. Casework and problem solving are emphasized. Topics include long-term financing decisions, capital structure and the cost of capital, dividend policies, mergers, reorganizations, and multinational business finance. Prerequisite: 13-310. Fall and Spring.

13-312 Investments *3 credits*

The fundamentals of investing in stocks, bonds, and other negotiable instruments are covered. Securities markets, trading techniques, determinants of securities prices, and investment objectives are discussed. Stock options, financial futures, convertible securities, and implications of taxes on investment decisions are also introduced. Prerequisite: 13-300. Fall and Spring.

13-340 Principles of Risk Management
3 credits

The concept of risk, financial decision-making involving risk, and basic insurance principles are introduced. Risk types are examined and classified, and the methods of meeting and managing risk are analyzed. Prerequisite: 13-300. Fall and Spring.

13-380 Real Estate *3 credits*

An examination of real estate finance and related subjects in real estate. Topics include measuring cash flows and taxes, valuation methods for real estate investment decisions, location and value in real estate, home ownership, legal matters and financing methods and techniques. Prerequisite: 13-300. Fall and Spring.

13-402 Commercial Banking 3 credits

The management of bank funds. Topics include bank structure and competition, bank asset-liability, capital and risk management, and the impact of regulatory actions on bank profits and allocative efficiency. Prerequisite: 13-310 or permission of instructor. Fall

13-408 International Finance 3 credits

Financial management in the international environment. Topics include balance of payments accounting and adjustment, foreign exchange and country risk management, and the evaluation of foreign investment opportunities. Prerequisite: 13-300. Fall

13-410 Advanced Topics in Managerial Finance 3 credits

Selected topics in the theory and practice of managerial finance. Special emphasis on the application of analytical and quantitative research methods in business financial problem solving. Prerequisite: 13-310 or permission of instructor.

13-412 Investment Analysis and Portfolio Management 3 credits

Application of the techniques of investment analysis and portfolio theory introduced in 13-312. Topics include the analysis and forecasts of business conditions, market interest rates, and corporate profits. Emphasis on the valuation of securities, stock selection, and portfolio management. Prerequisite: 13-312. Spring

13-440 Pension Plan Management 3 credits

An examination of pension plans including the impact of various laws (e.g., ERISA) on pension plan operation and formation, liability valuation, investment strategies for pension plan assets, and current issues in pension plan operation. Emphasis on analytical tools required to manage and evaluate pension plans such as simulation, present value principles, and capital asset pricing. Prerequisite: 13-310 or permission of instructor. Spring

13-450 Summer Finance Internship 3 credits

This honors course offers qualified senior finance majors with approximately two months of supervised employment with participating companies. Students are evaluated periodically by senior staff members of the participating firms and are required to complete a term paper that will be reviewed by the department's internship director. This course can be used as a business or free elective, not as a finance elective. Prerequisite: permission of instructor. Summer

13-469 Special Topics in Finance 3 credits

This course is occasionally offered, with the topics and prerequisites set by the finance department.

13-490 Independent Research and Study

1-4 credits

Topic to be approved in advance by supervising instructor, department chairperson, and academic dean. Available for juniors and seniors. No more than 12 credits allowed toward graduation. Normally this course is used as a business or free elective. Fall and Spring

Fine Arts: Art History (03-SLAS)

03-104 Survey of Art History I 3 credits

The history of Western art—architecture, sculpture, painting—from prehistoric times through the Middle Ages, emphasizing the relation between the arts and ideas of each period. Fall

03-106 Survey of Art History II 3 credits

The history of Western art—architecture, sculpture, painting—from the Renaissance to the present, emphasizing the relation between the arts and ideas of each period. Spring

03-120 Art and Society: The Visual Experience in Human History 3 credits

Masterpieces of architecture, painting, and sculpture are related to their historical periods, providing an appreciation for and understanding of the vital interaction of art and society. Fall and Spring

03-199 The Arts in Contemporary Civilization 3 credits

An integral study of the arts and their place in contemporary American life. Includes attendance at several events in art, music, and drama. Spring

03-201 Art of the Ancient World 3 credits

The arts of ancient man from prehistoric times to the fall of the Roman Empire.

03-207 Medieval and Renaissance Art 3 credits

A study of the major monuments of architecture, painting, and sculpture created in Western Europe between 300 and 1600. Particular emphasis on the history of Christian art, from its beginnings in the Roman catacombs to the great monasteries and cathedrals of the High Middle Ages, to the revival of ancient Roman grandeur and forms in the Renaissance.

03-209 Art of the Baroque 3 credits

The art of the 17th century in southern and northern Europe.

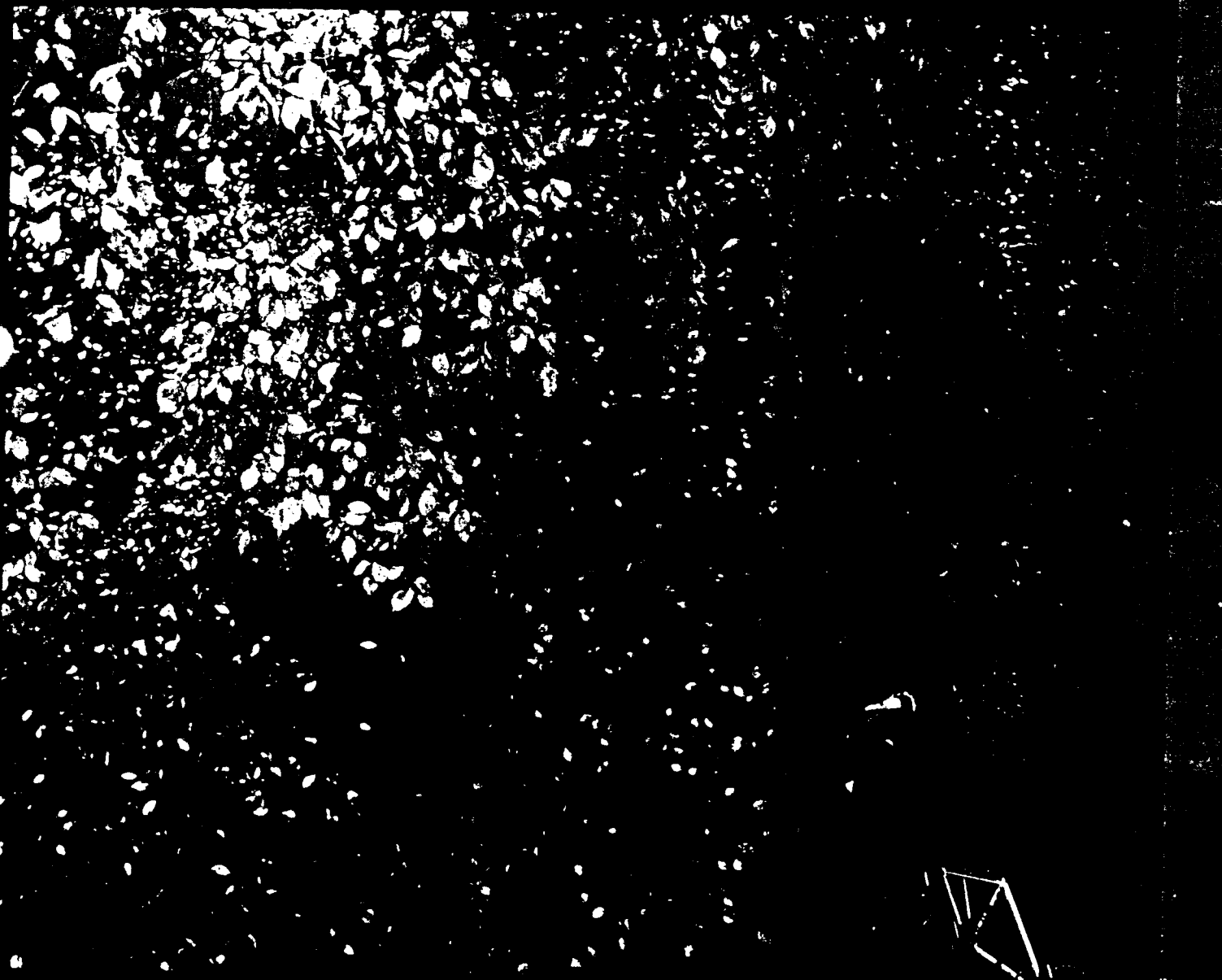
03-214 American Art 3 credits

The development of the arts from colonial America to World War I. Discusses major economic, social, and political factors that influenced the course of American art history.

The State University of New Jersey

RUTGERS

New Brunswick Undergraduate Catalog 1991-1992



DOUGLASS COLLEGE • COLLEGE OF BUSINESS • COLLEGE OF EDUCATION • COLLEGE OF LIBERAL ARTS • UNIVERSITY COLLEGE-NEW BRUNSWICK • UNIVERSITY COLLEGE-ROCKY HILL • MASSACHUSETTS COLLEGE OF THE ARTS • COLLEGE OF ENGINEERING • COLLEGE OF PHARMACY • SCHOOL OF BUSINESS-NEW BRUNSWICK

ADMINISTRATIVE STUDIES 011

33:011:201. INTRODUCTION TO MANAGEMENT FOR NONBUSINESS MAJORS (3)

For nonbusiness majors only. No credit for business majors. Credit not given for both this course and 33.620.300.

Introduction to the concepts that provide a basis for understanding human behavior in organizations. Theories of leadership, motivation, group dynamics, and employee morale are introduced. Examination of managerial functions in organizations.

33:011:202. INTRODUCTION TO MARKETING FOR NONBUSINESS MAJORS (3)

For nonbusiness majors only. No credit for business majors. Credit not given for both this course and 33.630.301.

Introduction to the marketing function in business, the process of creating goods and services in response to consumer wants and needs.

33:011:203. INTRODUCTION TO FINANCE FOR NONBUSINESS MAJORS (3)

For nonbusiness majors only. No credit for business majors. Credit not given for both this course and 33.390.300.

Introduction to concepts of value, valuation of financial instruments, capital budgeting, risk and return, and security analysis.

33:011:204. PRINCIPLES OF BUSINESS LAW FOR NONBUSINESS MAJORS (3)

For nonbusiness majors only. No credit for business majors. Credit not given for both this course and 33.140.320.

Introduction to contracts and their formation, operation, and discharge. Sales and property contracts are discussed. Cases encompassing basic principles of contracts are examined.

33:011:300. BUSINESS FORUM (0)

Prerequisite: Admission into the School of Business—New Brunswick.

A brief overview of all business disciplines. Composed of a series of lectures on current topics of interest and importance.

BUSINESS LAW 140

33:140:320. BUSINESS LAW I (3)

Discussion of the legal environments of business; contracts; their formation, operation, and discharge; sales, property, both real and personal.

33:140:321. BUSINESS LAW II (3)

Prerequisite: 33.140.320.

Negotiable instruments, agency, partnerships, corporations, secured transactions, and bankruptcy.

FINANCE 390

33:390:300. INTRODUCTION TO FINANCIAL MANAGEMENT (3)

Prerequisites: 33.010.274, 01.220.102, 103, 01.960.285.

Introduction to value, valuation of financial instruments, capital budgeting, risk and return, and capital structures.

33:390:320. FINANCIAL MARKETS AND INSTRUMENTS (3)

Prerequisite: 33.390.300.

U.S. financial system, corporate flow of funds, financial intermediation, commercial and central banking, monetary theory, financial factors and economic activity, theory of level and structure of interest rates.

33:390:370. INTERNATIONAL CAPITAL MARKETS (3)

Prerequisite: 33.390.300.

Introduction to the basics of international capital markets including international diversification, exchange-rate determination, international equity and bond markets, and introduction to hedging, speculation, and arbitrage through foreign currency forwards, futures, options, and swaps.

33:390:380. INVESTMENT ANALYSIS (3)

Prerequisite: 33.390.300.

Overview of security analysis and financial management. Theory of investment, nature of financial markets, valuation of fixed income securities, term and risk structure of interest rates, strategies of bond management, evaluation of common stock, and efficient market hypotheses. Written and oral presentations required.

33:390:400. CORPORATE FINANCE (3)

Prerequisite: 33.390.300.

Capital budgeting, capital structure, dividend policy, mergers and acquisitions, and some aspects of international finance.

33:390:410. ASSET PRICING AND PORTFOLIO ANALYSIS (3)

Prerequisite: 33.390.380.

Modern theories of portfolio choice, capital asset pricing, and portfolio management. Risk and return nature of securities and portfolios, mean variance portfolio selection, index and capital asset models, arbitrage pricing theory, and other topics.

33:390:420. FUTURES AND OPTIONS (3)

Prerequisite: 33.390.380.

Analysis of different kinds of futures and options. Use of commodity, interest rate stock index and currency futures for hedgers and speculators. Stock options, investment strategies, arbitrage restriction on value and evaluation models, and the use of options and futures contracts in portfolio management.

33:390:440. ADVANCED CORPORATE FINANCE (3)

Prerequisite: 33.390.400.

Complex corporate securities such as callable and convertible debt or adjustable rate preferred stock, option theory, corporate insurance, and hedging.

33:390:450. FINANCIAL ANALYSIS, PLANNING, AND FORECASTING (3)

Prerequisite: 33.390.300.

Overview of short-term and long-term financial analysis, planning, and forecasting. Credit, cash, marketable securities, and inventory management. Applications of regression, linear programming, and computer techniques in alternative financial planning and forecasting analyses.

33:390:470. INTERNATIONAL CORPORATE FINANCE (3)

Prerequisite: 33.390.400.

International considerations in corporate financial decision making. Theories of exchange rate forecasting, political risk, capital budgeting for foreign subsidiaries, international capital markets, working capital management.

33:390:480. RESEARCH IN FINANCE (BA)

Formerly: Honors in Finance Research Methods.

Prerequisite: Permission of department. Open only to finance majors.

Individual research and reading program under the guidance of a member of the department.

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UNDERGRADUATE
BULLETIN
1991-1992

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BUSINESS ADMINISTRATION PROGRAMS

Students wishing to major in business administration will study a common core of business courses and then have an opportunity to gain specialized knowledge through an emphasis in General Business (BAFA), Finance (BAFB), Computer Information Systems (BAFC), Marketing (BAMA), Management (BAMB), or Administrative Management (BAEC).

All Business Administration students who are in good academic standing in the School of Business (2.5 GPA or better in business courses) and were admitted to the School of Business as freshmen may change to another business administration specialization at any time prior to the senior year.

All students who plan a business administration specialization in Administrative Management, General Business, Computer Information Systems, Finance, Management, or Marketing will complete the following courses in their first two years of study:

First Year

BUSN 100 / Computer Fundamentals	3	F/S
CMTH Speech I	3	S
ENGL 107 / Composition I	3	F
HMRL 099 / College Seminar	0	F
MATH 227 / Calculus I	3	F
MATH 228 / Calculus II	3	S
PHIL 150 / Contemporary Moral Issues	3	F
Arts	3	S
Humanities	3	F
Science	6	F/S
Total for year	30	

Second Year

ACCT 260 / Accounting Principles I	3	F
ACCT 261 / Accounting Principles II	3	S
ADMG 215 / Business Report Writing	3	F/S
BUSN 217 / Legal Environment of Business	3	F/S
ECON 230 / Business & Economic Statistics	3	F
ECON 231 / Applied Economic & Business Statistics	3	S
ECON 201 / Principles of Economics: Macro	3	S
ECON 202 / Principles of Economics: Micro	3	F
PSYC 101 / Introduction to Psychology	3	F/S
Arts	3	S
Humanities	3	S
Total for year	33	

General Business Specialization (BAFA)

Faculty: Patrick, Chair; Duffy, Gaston, Vincelette

The general business specialization presents a broad overview of business. Rather than specializing in one particular area, the student takes advanced professional courses in a variety of business areas. This is an appropriate emphasis for students planning to enter a graduate business school or law school.

See above for First Year and Second Year requirements.

Third Year

BUSN 327 / Management Information Systems	3	F/S
BUSN 329 / Financial Management	3	F
HIST 101 or 102 / Western Civilization	3	F/S
MGMT 310 / Management of Organization Behavior	3	F
MKTG 340 / Marketing Principles	3	F
Second Management Course*	3	S
Second Marketing Course**	3	S
Second Finance Course***	3	S
Non-Business Electives	9	F/S
Total for year	33	

Fourth Year

BUSN 432 / Communication for Business	3	F/S
BUSN 490 / Strategic Management	3	F/S
MGMT 439 / Production Systems Business Administration	3	F/S
Options	12	F/S
Non-Business Electives	11	F/S
Total for year	32	

Business Administration Options

BUSN 222 / Topics in Business Law	
BUSN 336 / Principles of Risk Management	
BUSN 371 / Introduction to Investments	
BUSN 435 / Women in Management	
BUSN 460 / Working Capital Management	
BUSN 461 / Capital Budgeting	
ECON 335 / Industrial Organization	
MGMT 311 / Small Business Management	
MGMT 313 / Human Resource Management	
MGMT 338 / Labor Management Relations	
MGMT 444 / International Management	
MGMT 445 / Managing the Social Impact of Business	
MGMT 450 / Organization Theory	

3 hours in business programming language
3 additional hours in computer information systems with the exception of BUSN 487 or BUSN 495

*Management Courses: MGMT 311, 313, 338, 444, 445, 450

**Marketing Courses: Any marketing course with the exception of MKTG 442, 447.

***Finance Courses: BUSN 460 or 461

Finance Specialization (BAFB)

Faculty: Patrick, Chair; Bohnett, Mayo

The study of finance provides the student with the ability to analyze the allocation of financial resources within a corporation, individual, or governmental setting, to appreciate the ramifications of financial decisions, to analyze sources of funding, and to allocate these sources of funds. Students studying finance go on to work in banks, financial institutions, brokerage houses, major corporations, and the government. Students are also prepared to continue their education at the graduate level.

See above for First Year and Second Year requirements.

Third Year

BUSN 327 / Management Information Systems	3	F/S
BUSN 329 / Financial Management	3	F

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than COBOL. Application programs will be written by the student and run on the on-campus computer system. An example of such a language is RPG II.

BUSN 326/Programming for Business Applications— 3 cr. COBOL

(3 class hours) (Fall)

Prerequisite: BUSN 100

A beginning computer problem-solving and programming course using COBOL as the vehicle language.

BUSN 327/Management Information Systems 3 cr.

(3 class hours) (Fall, Spring)

Prerequisite: BUSN 100

Study of information systems in business environments. Database organization and management, transaction processing, office automation, and decision support systems. Approaches in systems development.

BUSN 329/Financial Management 3 cr.

(3 class hours) (Fall, Spring)

Prerequisite: ACCT 261 or ACCT 262 and ECON 231

A general study of financial management to include time value of money, working capital management, capital budgeting, financial planning, and control.

BUSN 336/Principles of Risk Management 3 cr.

(3 class hours) (Fall)

Prerequisites: BUSN 217, BUSN 329

Survey course of property, life, and health insurance, with an emphasis on common law contracts.

BUSN 371/Introduction to Investments and 3 cr.

Financial Analysis

(3 class hours) (Fall, Spring)

Prerequisite: BUSN 329

The fundamentals of investing in stocks, bonds, and other negotiable instruments. Securities markets, mechanics of trading, techniques of analysis, and valuation of assets are included.

BUSN 372/International Finance 3 cr.

(3 class hours) (Fall)

Prerequisite: BUSN 329

Studies the relationship between international business operations and the functioning of the international financial system. Topics include balance of payments accounting, foreign exchange markets, Eurodollar and Eurobond markets, and private capital flows.

BUSN 386/Programming for Business Applications— 3 cr. Advanced COBOL

(3 class hours) (Spring)

Prerequisite: at least a grade of C in BUS 326

An advanced computer problem-solving and programming course using COBOL.

BUSN 387/Systems Development I 3 cr.

(3 class hours) (Fall)

Prerequisites: BUSN 100 and a programming language

Study of systems development life cycle as a vehicle for project management, emphasis on the up-front phases: the feasibility study, system definition, and general design. Structured analysis techniques are examined.

BUSN 432/ Communication for Business 3 cr.

(3 class hours) (Fall, Spring)

Prerequisites: senior standing, MGMT 310, intermediate writing course, a speech course, and School of Business majors only

Application of writing and speaking to the communication requirements of business—their roles, techniques, and types, with exercises in the formulation of some business communication products.

BUSN 435/Women in Management 3 cr.

(3 class hours) (Fall)

Prerequisite: MGMT 310, School of Business majors only

An examination of the special concerns and problems of women in administration in business, industry, government, education, and health, within the framework of the management process.

BUSN 445/Data Files and Data Bases 3 cr.

(3 class hours) (Spring)

Prerequisite: BUSN 326 or equivalent

Study of data structure, normalization of data, data modeling, logical, and physical database design. A data base management system will be introduced for application modeling.

BUSN 460/Working Capital Management 3 cr.

(3 class hours) (Fall)

Prerequisite: at least a grade of C in BUSN 329

Management of short-term assets and liabilities, financial statement analysis, planning, budgeting, bankruptcy. Extensive use of problems and cases.

BUSN 461/Capital Budgeting 3 cr.

(3 class hours) (Spring)

Prerequisite: at least a grade of C in BUSN 329

Management of long-term assets and liabilities under condition of uncertainty, cost of capital, mergers. Extensive use of problems and cases.

BUSN 462/Commercial Banking 3 cr.

(3 class hours) (Spring)

Prerequisite: ECON 201

Analyzes the commercial banking industry. Topics include balance sheet structure, liquidity, capital adequacy, risk, lending practices, and investment policies.

BUSN 463/Security Analysis and Portfolio Management 3 cr.

(3 class hours) (Spring)

Prerequisite: BUSN 371

Continuation of BUSN 371 with emphasis on security valuation under uncertainty, efficient financial markets, options, commodity and financial futures, portfolio construction, and planning.

BUSN 475/Estate and Retirement Planning 3 cr.

(3 class hours) (Spring)

Both the financial and non-financial fundamentals of estate and retirement planning are considered. Wills, probate, trusts, gifts, forms of ownership, and taxes are discussed as tools to intelligent estate and retirement planning.

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