

Summer 2012 Elective Course Descriptions

updated: **1/31/2012**

| Course # | Old #'s | Title | Description | Prerequisites | Cr. | Notes |
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| ACCO 6180 | BUAD 239 | Financial Statement Analysis | This course focuses on how accounting information is used for making managerial decisions. Includes an overview of financial statement analysis, student preparation of written analytical reports, and the use of analytical and cash flow techniques. Group projects, oral presentations and the use of technology are all included. | Prerequisites: Admitted to graduate BUAD, ECON, ENMA, HCTM, HURE, or NURS; ACCO 6100 or consent of M.B.A. program director. | 3 | |
| ACCO 6520 | ACCO 222 | Corporate and Not-for-Profit Reporting Issues | Study of business combinations (mergers, consolidations, and acquisitions of net assets or common stock). Construction of consolidated financial statements, including analysis of inter-company transactions. Introduction to international accounting issues. Accounting for colleges and universities and health care, voluntary health and welfare, and other not-for-profit organizations. | Prerequisites: Admitted to the graduate ACCO program; or consent of M.S.A. program director. | 3 | |
| ACCO 6570 | ACCO 233 | Auditing: Ethical, Legal, Professional, and Reporting Responsibilities | Focuses on major issues in auditing not addressed in an undergraduate auditing and assurance course. Specific attention is given to the Finance, Inventory, Property, Plant and Equipment and Payroll cycles of the audit engagement, corporate governance, Sarbanes-Oxley Act as well as in-depth coverage of audit reporting, review and compilation reports. A major component of the course is the conduct and presentation of the results of an operational audit. | Prerequisites: Admitted to the graduate ACCO program; or consent of M.S.A. program director. | 3 | |
| BUAD 6106 | | Skills: Cross Cultural Meetings - Business Interactions | As the business community gets even smaller due to globalization, it becomes more imperative for the business professional to deal with complex cultural differences. In this course we will examine a minimum of 25 countries. In addition to conducting business, we will discuss "safe" topics for discussion; how to meet and greet people; how to dress; how to entertain; when to schedule meetings; and other miscellaneous tips including body language, gestures, currency exchange, and grease payments. We will also discuss Parliamentary Procedure as one way to possibly bridge the gap when dealing with multiple constituents. Attendance at all class meetings is required. | Prerequisite: Admitted to the graduate ACCO, BUAD, ECON, HCTM, HURE, or NURS program; or consent of M.B.A. Director. | 1 | |

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| BUAD 6107 | | Skills: Facilitating Meetings | Businesses today encounter increasingly complex problems. To find a successful solution often requires knowledge and skill from a wide, often cross-functional, group of people. Time becomes a critical constraint to the team commissioned to investigate and solve the problem both from the standpoints of the need for a speedy solution and the multiple priorities of the team members. Team effectiveness can be enhanced with the attention the team members pay to process as well as content. Often organizations designate two leadership roles: a team leader responsible for the content outcomes of the group and a team facilitator responsible for group process during meetings. The purpose of this course is to develop and practice skills for facilitating meetings. Attendance at all class meetings is required. | Prerequisite: Admitted to the graduate ACCO, BUAD, ECON, HCTM, HURE, or NURS program; or consent of M.B.A. Director. | 1 | |
| BUAD 6114 | | Skills: Team Building | Focuses on learning and developing specific team building skills. Students will be given material to help them understand team dynamics, problem solving in teams, group communication, and developing high performing teams. Exercises and group activities will emphasize the differences between individual and group goals and provide students with the opportunity to practice team-based skills. | Prerequisite: Admitted to the graduate ACCO, BUAD, ECON, HCTM, HURE, or NURS program; or consent of M.B.A. Director. | 1 | |
| ECON 6931 | | Spatial Econometric | Introduction to Spatial Econometrics - Traditional econometric tools ignore the role that physical space plays in econometric modeling. Over the past 25 years, regional economists have begun to recognize that econometric estimates can be biased and inefficient when there are spatial patterns in the error structure. In this 1 credit course, students will learn how to use basic GIS tools and spatial econometric software to spatially analyze data, detect whether there are spatial patterns in the error structure of your model, and correct for spatial dependence or spatial autocorrelation. | Prerequisites include ECON 6560 and ECON 6561. | 1 | |
| FINA 6111 | BUAD 251 | Investments | The role and functioning of securities markets. Specific topics include the equity, fixed income, options and futures markets. The course presents portfolio and capital market theory, the efficient markets hypothesis, institutional organization, and security valuation techniques. | Prerequisite: FINA 6100 or consent of the M.B.A. Director. | 3 | |
| FINA 6160 | BUAD 255 | Financial Derivatives | Study of the mechanics, pricing, arbitrage, and risk of derivative securities markets, including options, futures, swaps, and collateralized securities and the markets in which they are traded. Applications are developed of the use of these markets as a hedging vehicle for portfolio managers, corporate treasurers, bankers, and others. | Prerequisite: FINA 6100 or consent of the M.B.A. Director. | 3 | |

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| FINA 6170 | BUAD 259 | Investment Management, Ethics and Society | Students will learn how to manage investments in a manner that is both ethical and socially responsible. Students will acquire a thorough understanding of the Chartered Financial Analyst® professional standards of conduct in the application of ethics to the moral dimensions of money management as well as utilize the class to prepare for the CFA exam. Students also will be exposed to the strategies and performance of investment funds that are socially responsible. In doing so, students will consider such issues as discrimination and affirmative action in the workplace, economic justice, and environmental impact, among others, in the evaluation companies for inclusion in a socially responsible fund. Strong background in investments is desirable. | Prerequisites: FINA 6100, FINA 6111 Investments or consent of the M.B.A. Director. | 3 | |
| INBU 6951 | BUAD 280 | International Study in Business: | Structured travel and study programs in international business. | Prerequisite: Student in good academic standing and consent of M.B.A. Director. | 3 | |
| INTE 6158 | BUAD 279 | Systems Analysis and Design | Students learn to analyze, model and design business system and process requirements using common tools and methodologies. Students apply concepts from class to a real-life systems development project of their choice. | Prerequisites: INTE 6000 or consent of the M.B.A. Director. | 3 | |
| MANA 6110 | BUAD 266 | Leadership, Motivation & Organizational Change | Designed to: 1) examine and evaluate existing leadership theories, 2) survey topical issues and new developments in the leadership area, and 3) develop students' leadership skills and abilities. To meet this goal, motivation and leadership concepts will be used to analyze, diagnose, and make decisions about various organizational situations. The primary focus of the course will be on case analysis. Lectures and discussions also will be used to provide perspective on assigned reading. | Prerequisite: MANA 6100 or consent of the M.B.A. Director. | 3 | |
| MANA 6140 | BUAD 264 | International Management | Directed toward practicing managers who wish to build cross-cultural competence and develop a deeper understanding of contemporary issues in international management (e.g., management of cross-border mergers, acquisitions and alliances; transfer of best practices across organizational and national boundaries). Grounded in theory, yet focuses on the implications of these issues for managers and their organizations. Class activities will comprise lectures, cases analyses, videos, a cultural simulation exercise, and interactive activities and discussions. | Prerequisite: MANA 6100 or consent of the M.B.A. Director. | 3 | |

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| MANA 6170 | BUAD 263 | Global Environment of Business | <p>“Environmental influences” refers to a company interfacing with a variety of groups, that is, <i>stakeholders</i>, some internal to the company, such as stockholders and employees, and some external to the company, such as consumers, competitors, and government agencies. In a broader context, social environmentalism refers to the impact of a corporation’s social, legal, regulatory, political, ethical and international environment upon a corporation’s objectives. The specific objectives of the course are: to provide a general understanding of the major relationships between business firms and their stakeholders, to develop key concepts and principles that can be used by managers as they cope with the firm’s various stakeholders, and to provide some practice in using these analytic tools by applying them to selected current problems and issues confronting business.</p> | Prerequisite: Consent of M.B.A. Director. | 3 | |
| MARK 6160 | BUAD 249 | Marketing Research | <p>Addresses how the information used to make managerial decisions is generated by gathering data, analyzing data, interpreting results, and preparing research reports. Therefore, this course is appropriate for both users of research results and those who aspire to be marketing researchers. The format for this course will consist primarily of lectures, some video presentations, and a research project. SPSS, and to some extent, SAS will be used for performing data analysis.</p> | Prerequisite: MANA 6000, MANA 6001, MARK 6100; or consent of M.B.A. program director. | 3 | |
| OSCM 6110 | BUAD 221 | Manufacturing Management | <p>The objective of this course is to provide an overall understanding of the essential concepts, methods, and practices utilized in manufacturing management. It includes such topics as manufacturing strategy, quality management, inventory management, production planning and scheduling, MRP, capacity planning, and Just-in-Time systems. The course will be taught from a managerial perspective and will include a discussion of some of the leading edge techniques in this area like synchronous manufacturing, cellular manufacturing, supply chain management, and virtual manufacturing.</p> | Prerequisite: OSCM 6100 or consent of the M.B.A. Director. | 3 | restricted to the Waukesha cohort |
| OSCM 6160 | BUAD 224 | Quantitative Decision Modeling and Analysis | <p>Examines quantitative aspects of managerial decision-making. It introduces models and methods that are widely used for the analysis of a variety of managerial problems. Topics may include: linear programming, transportation models, networks, project management, queuing and simulation.</p> | Prerequisite: MANA 6000, 6001 or consent of the M.B.A. Director. | 3 | |