

## School of Business & Entrepreneurship

### Master of Business Administration Degree

### Courses

**MBA 500 Communications in the Corporate Environment (3)** This course consists of the study and practice of effective business communication, with emphasis on writing, speaking and group communication. Topics include principles of verbal and nonverbal communication in the work place; writing memorandums, letters, reports and proposals; interviewing and oral presentation. Focus on persuasive communication for both internal and external business audiences.

**MBA 504 Business and Management Ethical Issues (3)** Through the use of case studies, course ethical dimensions and issues confronting business decision making.

**MBA 506 Business and Marketing Fundamentals (3)** This course includes basic studies of business and marketing environments and trends and business implications. Emphasis is given to managing, marketing, finance, business strategies, decision-making, business terms and concepts. This course includes the use of case studies to apply theory through practice.

**MBA 509 Management Policies and Practices (3)** In this course, students will study classical and modern management theories of organization; the functions of management; external and/or environmental aspects bearing on managerial responsibility; development of practical management policy as guides to managerial decision-making; and human aspects of management including motivation, workplace equity and demographic diversity. This course includes the use of case studies to apply theory through practice. Prerequisite: MBA 506 or equivalent – may be taken concurrently.

**MBA 510 Financial Accounting Concepts (3)** This course is the examination of generally accepted accounting concepts and their influences upon the preparation, analysis, and use of financial statements and reports. It is designed for individuals entering the program without any academic background in accounting.

**MBA 511 Managerial Accounting (3)** Concepts and techniques for producing and using accounting information for management decisions will be examined in this course. Topics include cost behavior, break-even analysis, cost management systems, marketing/production decision models, capital and operational budgeting. Prerequisite: MBA 510 or equivalent.

reporting and control with emphasis on manufacturing operations will be examined in this course. Job order systems, process cost systems and standard cost systems are discussed in context with just-in-time and flexible manufacturing systems. Prerequisite: MBA 511.

**MBA 513 Advanced Accounting (3)** This course examines specialized topics in advanced financial accounting; partnership accounting; and corporate consolidations and mergers, estates and trusts. Prerequisite: MBA 515.

**MBA 514 Auditing (3)** This course investigates concepts of auditing with emphasis on techniques and issues as applied by Certified Public Accountants. Professional standards, Generally Accepted Auditing principles, legal liabilities of auditors, and specific auditing techniques are emphasized. Prerequisite: MBA 515 and 590.

**MBA 515 Intermediate Accounting I (3)** This course examines financial accounting concepts and theory with emphasis on development and usage of Generally Accepted Accounting Principles and the Financial Accounting Standards Board's Conceptual Framework of Accounting. Prerequisite: MBA 510.

**MBA 516 Individual Tax Planning (3)** This course examines concepts of Federal and State income taxes as applicable to individuals with a detailed approach with emphasis on planning and compliance reporting.

**MBA 517 Governmental & Nonprofit Accounting (3)** This course examines concepts of accounting and financial reporting for federal, state, and local government and nonprofit organizations. Prerequisite: MBA 510.

**MBA 518 Business Tax Planning (3)** This course examines concepts of Federal and State income taxes as applicable to businesses including regular corporations, S-corporations, partnerships, limited liability companies and sole proprietors. Topics also include trusts and estates. Prerequisite: MBA 516.

**MBA 519 Special Topics in Accounting (3-6)** This course is designed to meet the individual needs of the MBA student who desires, or is required to explore, advanced areas of study or undertake special problem analysis within a emphasis. Subject areas examined will normally cover a specific issue, problem, or current topic and will demonstrate the student's scholarly research abilities and techniques. Topic may require substantial reading with appropriate inference, assessment and conclusions. Permission to register and approval of topic must be obtained from appropriate faculty advisor and the dean prior to registration.

**MBA 520 Java Programming (3)** This course is designed to give the student a working knowledge of the Java programming language. Emphasis will be on the fundamental syntax and semantics of Java for applications and Web applets. Topics covered will include variables, data types and expressions, control structures, programmer-defined classes, arrays, Graphical User Interfaces, and databases access. Prerequisite: MBA 522.

**MBA 521 Management Information Systems (3)** This course examines concepts of computer and communications technology for user-managers. The focus is on IT resources (computers, networks, software, data, and people) and alternative approaches

## School of Business & Entrepreneurship

### Master of Business Administration Degree

### Courses

to managing them; the opportunities and pitfalls associated with these technologies; and what user-managers need to know. Includes case studies.

**MBA 522 Information Systems Programming (3)** This course examines the development of business applications using Visual Basic. Essentials of the Visual Basic environment are presented including objects, properties, methods and code structures. Prerequisite: MBA 521 or equivalent.

**MBA 523 Quantitative Methods (3)** This course consists of extensive examination of quantitative techniques used in managerial decision making. Emphasis is placed on recognition of management problems that can be cast in the form of optimization models. The course covers linear programming, transportation problems, inventory models, project management, decision analysis, simulation and forecasting. Prerequisite: MBA 521.

**MBA 524 Information Systems Analysis and Design (3)** Tools and methods of systems analysis and design as well as issues relating to systems implementation are presented. Coverage includes a review of the traditional life cycle methodology, along with newer methods used in the field. Exposure to computer aided system development tools. Prerequisite: MBA 521.

**MBA 525 Information Systems Project (3)** The areas of computer technology and systems analysis and design are integrated to aid the student, usually working in a group, in designing large-scale application or decision support systems. Prerequisite: MBA 524.

**MBA 526 Database Management Systems (3)** This course provides a management-oriented introduction to database systems. Various approaches to database design are presented, with emphasis on normalization and data modeling. Course concepts are reinforced by the use of cases and projects. The basics of SQL are covered, and technical aspects of database administration are examined. Prerequisite: MBA 521.

**MBA 527 Advanced Visual Basic (3)** This course is a continuation of program development using the latest version of Visual Basic. Emphasis on writing database programs using ActiveX data objects (ADO) and creation of class modules. Prerequisite: MBA 522.

**MBA 528 Business Law and Ethics (3)** This course is the study of terminology, principles of contract law and ethical issues applicable to the contractive problems in the operations of a business, including relevant provisions of the uniform commercial code. The application of the principles of law by the entrepreneur/manager in operating the business, legal liability with whom he/she deals, and the legal aspects of business in difficulty. Prerequisite: MBA 506.

**MBA 529 Special Topics in MIS (3-6)** Various subject areas of current interest to information systems professionals are explored. May include coverage of open source software such as Linux, Web-based development, and new emerging technologies. Prerequisite: Permission of instructor, MBA 522.

**MBA 531 Financial Policy (3)** In-depth issues and techniques of financial management, cost of capital, capital budgeting and value creation are examined. The course includes the study of financial markets, instruments and institutions. Prerequisite: MBA 510.

**MBA 532 Managerial Finance (3)** The focus of this class is on studies in finance. Decisional problems in areas including short-term financing and managing short term assets and liabilities, long-term financing and cost of capital, investments, and mergers and acquisitions are discussed. Prerequisite: MBA 531.

**MBA 533 Investments (3)** This course examines basics of investing, from the fundamentals of securities valuation to the theories of portfolio construction and efficient markets. The course covers financial assets including stock, fixed income securities and derivatives. Approach includes case studies. Prerequisite: MBA 531.

**MBA 534 Real Estate Finance (3)** This course consists of the study of techniques and conventions of real estate finance and examines the financing of land purchase, new construction and real estate from the viewpoint of management, real estate investors and financial institutions. Market analysis and legal issues that impact real estate finance decisions. Prerequisite: MBA 531.

**MBA 535 Mergers & Acquisitions (3)** This course examines corporate mergers, acquisitions and divestitures from a strategic and financial perspective as well as theoretical and institutional aspects of corporate transactions. Emphasis on corporate evaluation and the roles of company management, investment bankers and merger and acquisition professionals. Prerequisite: MBA 531.

**MBA 536 Money and Banking (3)** This course is the study of macroeconomic policy analysis as related to financial markets, institutions, and monetary authority. Money, interest rates, monetary policy and financial market structure are examined. Prerequisite: MBA 531.

**MBA 537 Consumer Finance (3)** This course examines decisional problems in personal finance, including credit, major expenditures, family financial management, employment, insurance, taxes, investments, retirement, and estate planning. Emphasis on practical knowledge for personal financial management and for serving customers of the banking brokerage, insurance and other consumer finance industries.

## School of Business & Entrepreneurship

### Master of Business Administration Degree

### Courses

**MBA 538 Entrepreneurial Finance (3)** This course consists of an in-depth examination of issues and techniques in the financial management of a new or emerging business. Topics include capital raising, cash flow management, business planning, and value realization. Prerequisite: MBA 531.

**MBA 539 Special Topics in Finance (3-6)** This course is designed to meet the individual needs of the MBA student who desires or is required to explore advanced areas of study or undertake special problem analysis within a emphasis. The subject area will cover a specific issue, problem, or current topic, and will demonstrate the student's scholarly research abilities and techniques. Topics may require primarily substantial reading with appropriate inference, assessment and conclusions. Permission to register and approval of topic must be obtained from appropriate faculty advisor and the dean prior to registration.

**MBA 541 Organizational Behavior & Development (3)** This course is an analysis of primary factors affecting individual and group behavior in organizations and examines the structure and behavior within organizations that impact performance, morale, and profitability.

**MBA 542 Principles of Management in Sport Administration (3)** This course is the study of the management and decision making processes of sport organizations. The class overviews the skills required to successfully run a sport company or organization at the youth, amateur, professional and international levels. The functions of management, marketing, decision making and leadership styles are examined.

**MBA 543 Human Resource Management (3)** This course is an overview of human resources covering the basic principles of HR planning, organizational integration, recruiting, selection, legal issues, labor relations, compensation and benefits, training and development, safety, workplace diversity and current trends and issues facing the HR profession. The strategic role of HR in the global environment will be examined in great detail.

**MBA 544 Sports Marketing and Promotion (3)** This course focuses on the unique applications of marketing principles and processes to the complex and diverse nature of the sports industry. Comprehensive coverage of the functions of sports marketing, including designing an integrated marketing strategy, understanding sports consumers as spectators and participants; and planning, executing and evaluating the sports marketing mix (product, price, place, and promotion) is included.

**MBA 545 Management and Business Law (3)** This course is a study of terminology, definitions, and principles of contract law applicable to the contractive problems in the operation of a business, including relevant provisions of the uniform commercial code. The application of the principles of agency law by the

entrepreneur/manager in operating the firm, legal liability to his agency and third party with whom he/she deals, and the legal aspects of business in difficulty is investigated. Prerequisite: MBA 541.

**MBA 546 Managerial Problem Solving (3)** This course is the exploration of the many faceted arena of problem solving by focusing on problem descriptions, sorting out casual factors, developing and evaluating alternatives, assessing associated risks, and determining most viable choices. Both individual and small group experiences are included as well as samples from the spectrum of problem solving strategies and techniques. Students will use basic statistical tools, the structured technique of cause and effect diagramming, creative problem solving through synectics, and the more formal process skills of contemporary approaches. The practicum nature of the course results in skills which are immediately transferable to the workplace. Prerequisite: MBA 509.

**MBA 547 Negotiations (3)** This course is designed to teach the art and technique of negotiations. Topics covered include the nature of negotiations, strategizing, framing, planning, communications, social context and most importantly ethics. This is not a labor/management course.

**MBA 548 Leadership in Structured Situations (3)** This course is designed to develop an understanding of the function and the context of the leadership role in formal organizations through the examination of leadership research and theories of leadership effectiveness. The basis for exercising influence and the situational factors affecting leadership are examined. Emphasis will be on understanding the leadership function as well as developing thinking and action capabilities for improving leadership effectiveness.

**MBA 549 Special Topics in Management (3-6)** This course is designed to meet the individual needs of the MBA student who desires or is required to explore advanced areas of study or undertake special problem analysis, within a concentration. Subject area will normally cover a specific issue, problem, or current topic and will demonstrate the student's scholarly research abilities and techniques. Topic may require substantial reading with appropriate inference, assessment and conclusions. Permission to register and approval of topic must be obtained from appropriate faculty advisor and the dean prior to registration. Prerequisite: MBA 509.

**MBA 550 Marketing Principles and Issues (3)** This course is an introduction to the principles of marketing, the role of marketing in society and in organizations (for-profit and non-profit), and the various factors that influence marketing decision-making. Activities include the study of planning, pricing, promotion, and

## School of Business & Entrepreneurship

### Master of Business Administration Degree

### Courses

distribution of products and services to consumer and business markets. Increase overall understanding of marketing as a business discipline, utilize systematic approaches to diagnosing and solving marketing problems and issues, and analyze and develop organization-wide marketing strategies, as well as strategies for individual programs, services, or products.

**MBA 551 Marketing Strategy and Management (3)** This course examines the application of marketing concepts with an emphasis on strategic marketing planning and marketing decision making. Dynamics of developing a marketing plan with a focus on matching opportunities with a company's resources are reviewed. Prerequisite: MBA 550.

**MBA 552 Marketing Information and Research (3)** This course is the study of the various sources of information essential to effective marketing decision making. Topics include a review of methodologies to secure marketing information, evaluation of primary and secondary sources of information and data, survey research techniques, development of research instruments, data collection and analysis, and presentation of research findings. Students design and conduct a formal marketing research project. Prerequisite: MBA 550.

**MBA 554 Advertising and Promotional Strategy (3)** This course is the study of marketing communications through the use of mass media (TV, radio, magazines and newspapers) as a means to stimulate consumer's response, interest, and purchase behavior of products and services. Techniques for creating the correct advertising message and developing an effective media mix based on understanding the behavior of the target market are stressed, as well as ethical, social, and regulatory factors impacting on the mass selling of products and services in today's competitive business environment. The advertising agency's role in meeting manufacturer's sales and marketing objectives and issues of the client/agency relationship is examined. Prerequisite: MBA 550.

**MBA 555 Product Management (3)** This course consists of a review and study of the product management system, the role of the product manager in the firm, and the required with other areas with the application of strategy models to product management, monitoring, tracking, updating, etc. The developing of new products will be analyzed with methods of evaluation, new venture teams, the pre-entry planning phase, budgeting, and decision trains. Class will develop new product concept. Prerequisite: MBA 550.

**MBA 556 Business-to-Business Marketing (3)** This course is the study of the unique aspects of developing, implementing, and monitoring marketing programs in the industrial or business-to-business marketplace. Case histories and case analysis will be

used for market analysis of industrial markets. The industrial marketing department, its functions, and its relations with other functions and areas of the firm such as sales, manufacturing, product development, distribution, finance, and accounting are explored. Prerequisite: MBA 550.

**MBA 557 Personal Selling and Sales Management (3)** This course is the in-depth analysis of both personal selling as a marketing component and the organization and management of the selling function within a firm. The course will explore sales force interaction with customers and prospects to make sales and build relationships and examine staffing, training, evaluation, budgeting, goal-setting, motivation, and compensation of the sales force. Prerequisite: MBA 550.

**MBA 559 Special Topics in Marketing (3-6)** This course is designed to meet the individual needs of the MBA student who desires or is required to explore advanced areas of study or undertake special problem analysis within a emphasis. The subject area will normally cover a specific issue, problem, or current topic and will demonstrate the student's scholarly research abilities and techniques. Topic may require substantial reading with appropriate inference, assessment and conclusions. Permission to register and approval of topic must be obtained from appropriate faculty advisor and the dean prior to registration.

**MBA 560 Small Business Management (3)** This course is an examination of principles and methods in the operation of a small business. Emphasis will be on the small business in planning, controlling, financing and managing operations. The problem of starting up new enterprise is considered as well as preparing the management for multiple responsibilities in operating the business. Prerequisite: MBA 531 and MBA 550.

**MBA 561 Labor Relations (3)** This is an introductory course in labor relations covering labor history, legal foundations, growth of unions, certification, governmental roles, legal issues, collective bargaining, contracts, work stoppages, desertification, protected activity, worker-employer rights, grievance administration, arbitration, NLRB role and major labor acts. Prerequisite: MBA 543.

**MBA 562 Employee Training and Development (3)** Methods and roles of training in the relationship between organizational and planning and training, needs analysis, program design, and delivery, training methods, learning theory, learning styles, evaluation and testing are examined in this course Prerequisite: MBA 543.

**MBA 563 Personnel Law (3)** This course examines basic law as applied to personnel issues. Topics include equal employment, affirmative action, employment-at-will, constructive and unlawful

## School of Business & Entrepreneurship

### Master of Business Administration Degree Courses

discharge, wage and hours issues, mandatory benefits, workers compensation, protected classes, disability issues, workplace accommodation and record keeping requirements. Prerequisite: MBA 543.

**MBA 564 Compensation and Benefits (3)** This course is an overview covering pay structures, pay systems, parity, comparable worth, matrices, relationship between pay and performance, performance evaluation, internal and external equity and legal issues. Prerequisite: MBA 543.

**MBA 565 Entrepreneurship & Growth (3)** This course covers the steps involved in selecting, launching, financing, and managing a new business. Preparation of a business plan is a central focus. Prerequisite: MBA 509, MBA 511, and 550. Recommended MBA 531.

**MBA 566 / NPA 566 Human Resource Management for Nonprofit Organizations (3)** This course is an exploration of human resource management from the beginning of job analysis and design, recruitment and selection of personnel, performance evaluation, compensation and benefit issues, and training and development for both staff and volunteers. Any differences in the handling of grievances, diversity, discrimination, harassment, and placement issues as they pertain to volunteers, including the board of directors, and paid staff will be discussed and examined. This course is taught by an instructor with experience in the nonprofit field.

**MBA 567 Sports Law (3)** This course is the study of the law as it pertains to the three main divisions in sports: amateur, professional and international. Issues addressed include contracts, agents, torts, governing bodies, governmental regulations, and social responsibility.

**MBA 568 Public Relations (3)** This course is the study of the theory and practice of public relations, how public relations operates in organizations, its impact on publics, and its function in society. Examination of the professional development in the field will include concepts, issues, and principles in the practice and the models and theories guiding the practice. Course includes strategic and tactical public relations program planning and management in both for-profit and nonprofit organizations. Prerequisite: MBA 550.

**MBA 569 Human Resource Issues (3)** This class is the culminating course covering current trends and issues of importance to the human resource profession. The student will conduct guided research in a chosen area of specialty and present oral and written research summaries. Prerequisites: MBA 541 and MBA 543.

**MBA 570 International Business Operations (3)** This course is an introductory class for the International Business program, providing a historical perspective on patterns of trade between and within demographic regions and examining recent shifts in traditional markets and the forces that have led to them. Current world-wide interests in strategic resources are examined in this context. The course includes an analysis of import/export opportunities, problems, and constraints, particularly from the American business point of view.

**MBA 571 International Risk and Politics (3)** This course consists of an assessment of factors of risk in international business ventures, including analysis of domestic and foreign constraints imposed by the political and economic environment of multinational business operations. Special emphasis will be on identifying, evaluating, and neutralizing risks related to international laws, hyper-inflationary economics, nationalization of assets, revolution, war and inconvertibility of currency. The roles of governments in heightening and reducing risks are examined.

**MBA 572 International Management (3)** This course examines organizing, staffing, and managing the international enterprise. Topics include pricing, investment, financing, production, and similar decisions that affect foreign subsidiaries of parent firms. Adaptation of management to culture, local conditions and attitudes, and agreements and contracts are investigated.

**MBA 573 Administration of Health Promotion/Wellness (3)** This course is the examination of the design, implementation and evaluation of health promotion programs. Interfacing of the major current health issues and health promotions/wellness programs will be examined.

**MBA 574 International Marketing (3)** This course examines the marketing mix and how it may or may not be standardized for international markets. Techniques for identifying potential markets for broad categories of products or services and implementation of marketing policies within the international arena are discussed. Prerequisite: MBA 550.

**MBA 575 International Business Communications (3)** This course is a review and study of advertising and promotion in international markets. The problems of translating marketing ideas and concepts into promotional materials for use in foreign business environments will be discussed along with the study of interpersonal communications for business in various cultures.

**MBA 576 International Business and Cross-Cultural Communications (3)** This course is one of two introductory classes for the International Business Program. It provides an overview of the international business milieu with specific reference to

## School of Business & Entrepreneurship

### Master of Business Administration Degree

### Courses

relations between home and host countries, demographic and geopolitical patterns and problems, the need of international entrepreneurs and constraints of other people.

**MBA 577 International Finance (3)** This course is the investigation of the international financial environment including the study of exchange rates and international capital markets. The unique problems of the financial manager operating internationally, including foreign taxation, working capital management, sources of funds, international and regional financial institutions, commercial documents and international trade organizations are investigated. Prerequisite: MBA 531.

**MBA 578 International Business Law (3)** This course examines the process of adjudication across national boundaries relating to transactional business activities. The legal interrelationships among countries, individuals and business organizations are discussed. Areas covered include taxation, antitrust and restrictions, trade practices legislation as well as tariffs, quotas, and other trade obstacles, expropriation and confiscation, product liability and civil and criminal penalties, along with U.S. laws, Foreign Corrupt Practices Act (F.C.P.A.), state and local laws. Special attention is paid to patents, trademarks, trade names, copyrights and trade secrets in the international market and the agencies enforcing these areas.

**MBA 579 Special Topics in International Business (3-6)** This course is designed to meet the individual needs of the MBA student who desires or is required to explore advanced areas of study or undertake special problem analysis within a emphasis. The subject area will normally cover a specific issue, problem, or current topic, and will demonstrate the student's scholarly research abilities and techniques. Topic may require primarily substantial reading with appropriate inference, assessment and conclusions. Permission to register and approval of topic must be obtained from appropriate faculty advisor and the dean prior to registration.

**MBA 580 Operations Management (3)** This course examines a blend of concepts relating to operations management systems in both the manufacturing and service sectors. Operations management topics include: e-business, forecasting, global operations, just-in-time inventory, logistics, outsourcing, project management, supply chain management, system design, and TQM (total quality management).

**MBA 581 Managerial Economics (3)** This course discusses the tools and techniques for analyzing economic developments that impact management decisions and policy and includes application of microeconomic principles to the management of the firm.

**MBA 582 Analysis of Business Conditions (3)** This course consists of interpretation of economic trends and analysis of business conditions. It emphasizes macroeconomic and monetary policy and the institutional environment of the U.S. economy.

**MBA 583 International Economics (3)** In this course, the basic principles of economics are used to analyze and interpret exchanges between nations. Categories include trade in goods and services, movements of labor and capital and a variety of financial transactions in bonds, stocks, notes, deposits and other financial assets. Mechanics of international payments, the balance of payments accounting systems, foreign exchange rates, including arbitrage, flexible rate exchange, and elasticity of supply and demand are examined. International Monetary Systems is covered including a history of the Gold Standard, Bretton Woods System, I.M.F., Euro-dollars and the Import-Export bank. Special attention will be devoted to tariff analysis, the economies of lesser developed countries and multinational companies. Prerequisite: MBA 581.

**MBA 584 Statistics and Quantitative Analysis (3)** This course consists of an examination of the application of statistical analysis in business and the use of quantitative techniques in managerial decision making. Topics include measures of central tendency, probability and distribution, sampling and statistical inference, techniques of statistical analysis, and modeling techniques.

**MBA 590 Intermediate Accounting II (3)** This course examines the development, application and importance of accounting standards, principles, and conventions, including current FASB opinions. Issues covered relate to debt classification, contributed capital, retained earnings, statement of cash flows, leases and pensions. Prerequisite: MBA 510. Recommended MBA 515.

**MBA 592 Financial Statement Analysis (3)** This course examines profitability and risk analysis based on economic characteristics of a firm's business, the strategy a firm uses to compete in its industry, and an understanding of financial statements. Case studies are included. Prerequisite: MBA 511 and MBA 531.

**MBA 593 Governmental Budgeting (3)** This course is the study of budget preparations, particularly at the state and local government levels, as well as an examination of end-of-the-fiscal year financial reports. Budgeting issues such as property, income, sales, and other state and local taxes, state constitutional restrictions, tax anticipation notes, bonds, and the impact of exemptions and exactions such as impact fees are examined.

**MBA 594 Public Management: Principles, Applications, and Ethics (3)** This course is the exploration of past and current writers and their theories that have focused on ways to bridge the study of the private sector with government programs. Ethical issues

## School of Business & Entrepreneurship

### Master of Business Administration Degree

### Courses

---

address the applications and limitations of applying business thinking to government programs.

**MBA 595 Economic Issues for Contemporary Business (3)** This course is the application of microeconomic and macroeconomic theory to major social and market phenomena. Applications include supply and demand movements in the microeconomic area, market failure analysis, and government stabilization tools in the macroeconomic area. Students learn how their own economic aspirations and behaviors as consumers, workers, and voters impact a host of policy concerns and shape the world in which they live.

**MBA 596 Program Implementation and Evaluation (3)** What is effective policy? Studying how to implement new programs and evaluate existing programs provides the framework for this course. In addition, conflict and cooperation among different local governments or between the state government and local governments will be a focal point used to examine specific case studies. The St. Louis metropolitan area (including St. Charles, Warren, Lincoln, and Jefferson counties) provides an excellent example of multiple governments functioning simultaneously and will be addressed.

**MBA 598 The Business-Government Environment (3)** This course is more than just an examination of conflict that comes from government regulating business; it also focuses on the cooperative relationship between the two. Many programs exist in a "quasi" state between business and government, and these will be examined. In addition, many governmental programs such as economic development (including tax increment financing) are designed to promote new business investment and these programs require involvement by the business community. The cooperative relationship of government and business involved in economic development, therefore, will be studied.

**MBA 599 Special Topic in Public Management (3)** The purpose of this course is to offer specific topics not addressed by the four required course in Public Management (MBA 593, 594, 596, 598).

**MBA 601 Business Policies and Strategies (3)** This course is the capstone MBA offering utilizing a top management perspective. Students explore the practices and problems that confront the modern business organization through business simulation studies or case study analysis. To be taken during students last term.

**MS 600 Thesis (6)** This class consists of a comprehensive examination of a problem in the student's emphasis discipline. The course is a requirement for the Master of Science in business degree.

**SMA 598 Practicum in Sport Administration (3-6)** Students are placed in sport management organizations to serve in functions normally assigned to managers and administrators. Under the supervision of the host organization, students observe and practice skills necessary for success in the field, including event planning, marketing, accounting, and controlling. The setting for the practicum will be decided by the organization, the advisor, and the student.