MILLER COLLEGE OF BUSINESS

www.bsu.edu/business

Whitinger Building 146, (765) 285-1931 Dean of the College: Lynne D. Richardson Associate Deans: Rodney Davis, Ray Montagno Director of Graduate Programs: Inga Hill

MASTER OF BUSINESS ADMINISTRATION

The master of business administration (MBA) degree is designed for the student who seeks an applied and integrated program with flexibility in choice of electives. A unique feature of this program is its availability through interactive television to sites within Indiana and a few other select locations in the United States. Applicants should inquire of the Miller College of Business before applying to determine if the program is offered in their area.

Accreditation

The college is accredited by the AACSB International. All hours transferred to complete the degree must have been taken at AACSB- accredited schools.

The Miller College of Business does not award credit in business courses on the basis of self-acquired competency. The college will not accept the transfer of credit for business courses from other institutions if the credit was awarded on the basis of self-acquired competency.

Admission

Applicants must meet the admission requirements of the Graduate School and must also be admitted to the Miller College of Business. The Miller College of Business Graduate Admissions Committee will consider applicants' previous academic records, scores on the Graduate Management Admission

Test (GMAT), potential leadership qualities, and any other information deemed relevant by the committee.

International Students

In addition to the GMAT, applicants whose native language is not English and who have not received degrees from institutions within the United States are also required to take the Test of English as a Foreign Language (TOEFL).

Prerequisite Requirements

Although no specific undergraduate major is required for admission, the quantitative nature of the MBA program requires that the student possess a strong background in mathematics: college algebra, calculus, and statistics. The student must also possess proficiency in microcomputer applications (spreadsheet, word processing, database, and presentation software), and possess familiarity with the Internet. These competencies will be the responsibility of the student to acquire and will be assumed.

Foundation Courses

The student must possess competence in the foundation fields of accounting, economics, management, operations management, marketing, and finance. The competency can be demonstrated through undergraduate-equivalent courses or by completing the following foundation courses: ACC 501, ECON

509, FIN 500, MGT 500, ISOM 551, and MKG 505.

Foundation courses are completed after students are admitted into the program and, in general, must be completed before work in the 30-hour core program (600-level courses) begins. The Graduate Programs Office in the Miller College of Business will examine each student's undergraduate course work to determine eligibility for exemption from foundation courses. A student with an undergraduate major in business will usually have sufficient background to begin the MBA program.

Degree Requirements

The program requires a total of 30 semester hours including 6 hours of electives. Students may complete a concentration in entrepreneurship, finance, information systems or general management if the appropriate courses are chosen. Courses required to earn the information systems concentration are currently offered on campus only and are not televised.

Students must maintain a 3.0 grade point average in all foundation courses and within the 30 semester-hour program. Also, a grade of *C* (2.0) or above is required in each course in order to graduate.

PREFIX NO SHORT TITLE CR HRS
Required courses

MBA	601	Leadership (3)	
	or	_	
MGT	640	Entrepreneur (3)	3
MBA	611	Stats & Q M	3
	621		3
	631		3
	651	Mgrl Econ	3
	661		3
	671		3
	691	Gl Str Mgt	3
Electives		6	
			30 hrs

Minor in General Foundations of Business

Admission

The minor is not open to Miller College of Business graduate majors. Students with undergraduate equivalent courses may need course substitutions or may not be eligible for the minor. Students must be admitted to the minor by filing a program of study in the Miller College

of Business. A Miller College of Business graduate advisor will examine each student's undergraduate course work to determine eligibility for the minor. Contact the Graduate Business Programs office for details.

Degree Requirements

After a program of study is filed with the director of Graduate Business Programs, the candidate must complete at least 12 hours from the following courses.

PREFIX NO SHORT TITLE CR HRS

ACC	501	Fin Acct (3)	
BL	560	Survey B L (3)	
ECON	509	Survey Econ (3)	
FIN		Corporation (3)	
MGT		Mng Org Beh (3)	
MKG		Survey Mrktg (3)	12 hrs

Students must maintain a 3.0 grade point average in the general foundations of business minor. Also, a grade of *C* (2.0) or better is required for a course to apply to the minor.

Doctoral Cognate in General Foundations of Business

The Miller College of Business offers a single cognate of 15 hours that will satisfy only one of the two required cognates for the doctoral programs. Of these 15 hours, 9 must be taken at Ball State. The Miller College of Business does not offer the large cognate of 24 hours that satisfies all cognate requirements.

PREFIX	NO	SHORT TITLE	CR HRS
ACC	501	Fin Acct	3
ECON	509	Survey Econ	3
9 hours	from	•	
BL	560	Survey B L (3)	
FIN	500	Corporation (3)	
ISOM	551	Op Mgt (3)	
MBA	601	Leadership (3)	
MGT	500		
	661	Hman Res Mgt (3	3)
MKG	505	Survey Mrktg (3)	9

15 hrs

CERTIFICATE IN BUSINESS ESSENTIALS FOR PROFESSIONALS

Admission

Applicants must meet the admission requirements of the Graduate School and the certificate requirements of the Miller College of Business.

PREFIX 1	NO	SHORT TITLE	CR HRS
MGT 5	500	Fin Acct Mng Org Beh Corporation Survey Mrktg	3 3 3 3
			12 hrs

MASTER OF BUSINESS ADMINISTRATION (MBA)

601 Leadership. (3) Current leadership theory and its relationship to such areas as employee motivation, team building, communication, operational decisionmaking, ethics, politics, and conflict resolution will be discussed. Cultural differences in leadership and managerial communication will also be examined.

Prerequisite: full admission to a graduate program in the Miller College of Business; MGT 500, ISOM 551, or their equivalents.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

611 Statistics and Quantitative Methods. (3) Use of statistics and quantitative methods for making business and operations management decisions. Applications of probability, hypothesis testing, analysis of variance, correlation, advanced topics in regression analysis, time series analysis and forecasting, linear programming, and simulation.

Prerequisite: ECON 221 or equivalent; ISOM 551; full admission to a graduate program in the Miller College of Business.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

621 Information Systems. (3) Enterprise information systems developments and implementation strategies, managerial issues associated with operations of the enterprise, the organizational impact of information systems and projects, and associated human resource issues. Cases and applications of ERP software.

Prerequisite: ISOM 551 or equivalent; full admission to a graduate program of the Miller College of Business.

623 Electronic Commerce. (3) Focuses on the unique issues facing businesses involved in electronic commerce. Specific topics include e-business

models, e-commerce technology, electronic marketing, electronic funds transfer, and e-commerce security and

Prerequisite: MBA 621 or permission; full admission to a graduate program of the Miller College of Business.

624 Integrative Enterprise Resource **Planning. (3)** Applications of enterprise resource planning systems in several business areas such as accounting systems, customer relationship management, operations and materials management. Utilizes a well-known ERP software system to familiarize students with these applications.

Prerequisite: MBA 621 or permission; full admission to a graduate program of the university.

625 Enterprise Resource Planning **Systems.** (3) Applications of enterprise resource planning systems in several business areas such as information systems/technology requirements, human resource management systems, and strategic enterprise management. Utilizes a well-known ERP software system to familiarize students with these applications.

Prerequisite: MBA 621 or permission; full admission to a graduate program of the university.

631 Accounting and Decision Making. (3) Study of the concepts and techniques of preparation and use of accounting data by management for planning, control, and decision-making purposes. Production and operations management-related topics will be explored, as well as implications of a global business setting.

Prerequisite: ACC 501 or the equivalent; ISOM 551 or the equivalent; full admission to a graduate program in the Miller College of Business.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

651 Economic Analysis for Managers. (3) Apply economic principles to improve the decisions made by managers. Topics include supply and demand, marginal analysis, the impact of market structure (i.e., competitive, monopoly, and oligopoly), and the organization of the firm.

Prerequisite: ECON 509; full admission to a graduate program in the Miller College of Business.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

661 Managerial Finance. (3) Provides an in-depth discussion of perspectives and practices of financial management. Focuses on the application of analytical techniques to the firm's short-term and long-term investment and financing decisions in a global context.

Prerequisite: FIN 500 or the equivalent; full admission to a graduate program in the Miller College of Business.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

671 Marketing Management. (3) The analysis, planning, implementation, and control of marketing programs by profit and nonprofit organizations as viewed by marketing managers. Topics include the study of pricing policies, promotion, product strategy and liability, market research, supply chain management, international issues, and consumer law.

Prerequisite: full admission to a graduate program in the Miller College of Business; MKG 505 or equivalent.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

691 Global Strategic Management. (3) Integrative application of business knowledge to managerial decisions and action that determine the long-run performance of organizations. Deals with legal and environmental issues, strategy formulation, and strategy implementation in a global setting.

Prerequisite: full admission to a graduate program in the Miller College of Business; 12 hours of MBA core

courses.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

699 Internship in Business. (1–3) Professional practice as an intern in an approved program with a business firm, government agency, or nonprofit organization under the supervision of the Miller College of Business. Requires periodic written progress reports that will be evaluated by the assigned faculty member and the intern's supervisor.

Prerequisite: good standing with the university; permission of the director.

A total of 6 hours of credit maybe earned, but no more than 3 in any one semester or term.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

ACCOUNTING

www.bsu.edu/accounting

Whitinger Building 307, (765) 285-5100

Chairperson: Cynthia Van Alst Graduate Advisor: Mark J. Myring

Graduate Faculty: Duncan, Larson, Ledbetter, Myring, Rowe, Schmutte,

Shivaswamy, Van Alst, White, Wrege

MASTER OF SCIENCE IN ACCOUNTING

The master of science in accounting is designed for the accounting student who seeks to meet the statutory

requirements to sit for the Certified Public Accountant (CPA) examination and for the accounting student who wants added depth and breadth in professional preparation.

Accreditation

The college and the undergraduate accounting program are accredited by AACSB International. All hours transferred to complete the degree must have been taken at AACSB-accredited schools.

The Miller College of Business does not award credit in business courses on the basis of self-acquired competency. The college will not accept the transfer of business courses from other institutions if the credit was awarded on the basis of self-acquired competency.

Admission

Applicants must meet the admission requirements of the Graduate School and must also be admitted by the Department of Accounting Admissions Committee. The committee will consider applicants' previous academic records, scores on the Graduate Management Admission Test (GMAT), potential leadership qualities, and any other information deemed relevant by the committee. The committee's decision is always final.

International Students

In addition to the GMAT, applicants whose native language is not English and who have not received degrees from institutions within the United States are also required to take the Test of English as a Foreign Language (TOEFL).

Foundations Courses

The student must possess competency in the foundation fields of accounting, economics, business law, management, operations management, marketing, and finance. The competency can be demonstrated through undergraduate equivalent courses or by completing the following foundation courses: ACC 501, BL 560, ECON 509, FIN 500, MGT 500, ISOM 551, and MKG 505.

As a rule, all foundation courses must be completed before work in the accounting program begins. The Department of Accounting Office will examine each student's foundation course work to determine eligibility for exemption from foundation courses. A student with an undergraduate major in business with a major or concentration in accounting will usually have sufficient background to begin the program.

Degree Requirements

The program requires a total of 18 hours of accounting courses and 12 hours of electives approved by the chairperson of the Department of Accounting. Students must maintain a 3.0 grade point average in all foundation courses and within the 30 semester-hour program. A grade of C or above is required in each course in order to graduate.

PREFIX	NO	SHORT TITLE	$CR\ HRS$
ACC	510	Adv Top Tax	3
	540	Adv Fin Acc	3
	625	Tax Plan Res	3
	650	Attest Prin	3
		Sem Prof Iss	3
Account	ing e	lectives	
ACC	660	Int Acc (3)	
	665	Seminar Mgt (3)	
	675	Seminar Thry (3)	3–6
			18 21

9–12 hours of graduate business courses approved by the department chairperson or program advisor 9–12

30 hrs

ACC 510 not allowed if student has credit in ACC 410. ACC 540 not allowed if student has credit in ACC 440.

ACCOUNTING (ACC)

501 Financial Accounting. (3) Explores fundamental issues in financial accounting and external reporting from a manager's perspective. Develops skills necessary to interpret financial information.

Prerequisite: full admission to a graduate or certification program of the university.

Not open to students who have credit in ACC 201 or equivalent.

Not applicable toward the credit hours required for graduate degrees in the Miller College of Business.

510 Advanced Topics in Taxation. (3) A study of federal taxes of business income of corporations, partnerships, exempt entities, and estates and trusts. Includes the use of tax reference materials and tax

Prerequisite: ACC 401; full admission to a graduate program of the university.

Not open to students who have credit in ACC 410.

Open only to MS in accounting majors or by permission of the department chairperson.

540 Advanced Financial Accounting. (3) Special accounting problems related to business combinations, consolidated financial statements, fiduciary accounting, international accounting, and partnership accounting.

Prerequisite: ACC 302; full admission to a graduate program of the university. Not open to students who have credit

in ACC 440.

Open only to MS in accounting majors or by permission of the department chairperson.

625 Tax Planning and Research. (3) A study and analysis of strategic tax issues and problems emphasizing tax planning and research methodology and computer assisted tax research.

Prerequisite: ACC 410 or 510; full admission to a graduate program of the

university.

Open only to MS in accounting majors or by permission of the department chairperson.

630 Accounting Information Systems.
(3) A study of data management situations unique to the accounting function as well as other data management resources and applications in organizations. Focuses on understanding how to design, implement, and manage effectively the accounting applications and data resources.

Prerequisite: ACC 306; full admission to a graduate program of the university.

Open only to MS in accounting majors or by permission of the department chairperson.

650 Attestation Principles and Practices. (3) Attestation services provided by the external auditor. Topics include auditing standards and procedures, reporting responsibilities, and ethical and professional responsibilities.

Prerequisite: ACC 451; full admission to a graduate program of the university.

Open only to MS in accounting majors or by permission of the department chairperson.

660 International Accounting Issues. (3) A study of the internal and external uses of accounting in an international environment. Major emphasis on accounting and managerial issues of multinational corporations such as currency translation, financial reporting and disclosure, transfer pricing, standards setting, and current issues.

Prerequisite: ACC 302; full admission to a graduate program of the university.

Open only to MS in accounting majors or by permission of the department chairperson.

665 Seminar in Management Accounting. (3) Topics important to controllership. Discussion topics range from a historical perspective of management accounting to current items affecting the accumulation, analysis, and reporting of financial information.

Prerequisite: ACC 306 or MBA 631; full admission to a graduate program of the

university.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

675 Seminar in Accounting Theory. (3) The evolution and development of financial accounting theory. Current issues in accounting theory, practice, and financial reporting.

Prerequisite: ACC 302; full admission to a graduate program of the university.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

690 Seminar in Professional Issues. (3) Capstone of the MS program covers topics relevant to the public accounting profession and concentrates on current issues.

Prerequisite: ACC 302; full admission to a graduate program of the university.

Open only to MS in accounting majors or by permission of the department chairperson.

697 Independent Study in Accounting. (1–3) Some special phase of accounting studied in depth. The topics selected, methods of study, and credit hours must be approved by the department.

Prerequisite: permission of the department chairperson and full admission to a graduate program of the

university.

A total of 3 hours of credit may be earned.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

ECONOMICS

www.bsu.edu/economics

Whitinger Building 201, (765) 285-5360

Chairperson: Tung Liu

Graduate Faculty: Cheng, Coelho, Green, Horowitz, Keil, Liu, McClure,

Shupp, Spector, Van Cott, Yoho

ECONOMICS (ECON)

509 Survey of Economics. (3) Microand macroeconomics for those without economics credit at the undergraduate level. Satisfies the prerequisite of courses requiring ECON 201 and 202, but is not acceptable as credit for meeting the requirements of any graduate degree in business administration. May not be used to satisfy an economics major area requirement for the master of arts in education degree.

Not applicable toward credit hours required for graduate degrees in the

Miller College of Business.

Not open to students who have credit in ECON 201, 202.

511 Environmental Economics. (3) The application of economic principles to environmental problems. Emphasizes application of the economist's decisionmaking model to environmental issues and the advantages and shortcomings of the economist's analysis.

Prerequisite: ECON 201 or 509 and 6 hours of credit in natural resources and environmental management, NREM 101, or permission of the department

chairperson.

Not open to students who have credit in ECON 311; NREM 303 or 503.

524 Introduction to Econometrics. (3) Quantitative methods in economic research. Emphasizes construction of economic models and testing of their predictive power. Topics include correlation and regression techniques and the specific problems that arise in applying these to economic data.

Prerequisite: ECON 201, 202, 221; MATHS 132 or its equivalent.

Not open to students who have credit in ECON 424.

541 The Theory of Monetary Policy. (3)

A theoretical presentation of how the board of governors of the Federal Reserve System modifies the economic climate within which the institutions of the nation operate and of the problems of government finance as they relate to the board's goal of general economic stability.

Prerequisite: ECON 201, 202. Not open to students who have credit in ECON 441.

545 Economics of Government **Budgets.** (3) Analysis of economic theory behind alternative methods of financing government budgets and debt management. Emphasizes economic consequences of budgets by examining incidence, shifting, and incentives regarding provision of public services and alleviation of economic insecurity. Inflation as tax is considered.

Prerequisite: ECON 201, 202. *Not open to* students who have credit in ECON 345.

547 Health and Economics. (3) Examines how institutions and incentives affect the health care choices people make. Topics include the demand and supply of medical care, the effects of health insurance, professional licensing, pharmaceutical regulations, and government involvement in health

Not open to students who have credit in ECON 347.

581 Workshop on Economic Education. (1–3) Designed to give the teacher who is not a specialist in economics an understanding of the American economy and to suggest specific techniques by which this understanding can be integrated into the teaching of other subjects at all levels of instruction.

A total of 6 hours of credit may be earned, but no more than 3 in any one semester or term.

585 Urban Economics. (3) The systematic economic structure of the city and its component parts. The ways in which the economic structures of cities and regions obstruct or facilitate the attainment of the goals of the communities.

Prerequisite: ECON 201, 202. Not open to students who have credit in ECON 485.

592 Readings and Directed Study in Economics. (1–3) Students will pursue their interests in specialized economics subjects under the direction of a member of the economics staff. Topics different from or studied in greater depth than those treated in other economics

Prerequisite: 6 hours of credit in economics.

A total of 6 hours of credit may be earned, but no more than 3 in any one semester or term.

595 Seminar in Economics. (1-3) Economic problems and issues of special interest to students and the instructor. Permits in-depth studies of topics not formally treated in other courses, thereby exposing interested students to a wider variety of economic problemsolving situations.

Prerequisite: ECON 201, 202, or 509; permission of the department chairperson.

A total of 6 hours of credit may be earned, but no more than 3 in any one semester or term.

Not oven to students who have credit in ECON 495.

607 Labor Relations and Collective Bargaining. (3) Collective bargaining as a system of industrial relations in which labor and management together determine the terms and conditions of employment. Topics are grouped and studied in the following sequence: the environment of bargaining, contract negotiation, contract administration, and new frontiers in bargaining.

Prerequisite: ECON 201, 202 or their equivalent.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

610 Advanced Topics in Managerial Economics. (3) Focuses on combining economic theory and econometrics to analyze and present solutions in written and oral formats to a variety of actual business problems, including case studies involving local firms and government agencies.

Prerequisite: ECON 524, or permission of the instructor.

615 International Economics. (3) Classical and modern theories of exchange rates, gains from trade, factor movements, international money markets, and barriers to trade. Includes analysis of international commercial policy.

Prerequisite: ECON 201, 202 or equivalent, or permission of the department chairperson.

Open only to students who have been admitted to a university graduate program.

FINANCE AND INSURANCE

www.bsu.edu/insurance

Whitinger Building 301, (765) 285-5201

Chairperson: Howard Hammer

Graduate Faculty: Athavale, Avila, Benkato, Groeber, Mantripragada,

Rathinasamy, Sundaram, Zivney

BUSINESS LAW (BL)

560 Survey of Business Law. (3) The nature, role, and historical development of the law: the structure and operation of our legal system. The essential elements of tort, contract, agency, and partnership

Prerequisite: full admission to a graduate program of the university. *Not open to* students who have credit

in BL 260.

597 Independent Study in Business Law. (1–6) Some phase of business law studied in depth. The topic selected, methods of study, and credit hours allowed must be approved by the department chairperson.

Prerequisite: full admission to a graduate program of the university and permission of the department

chairperson.

A total of 6 hours of credit may be earned.

663 Commercial and Business **Organization Law. (3)** Principles of business law applicable to business organizations. The Uniform Commercial Code and creditors' rights including bankruptcy and property law.

Prerequisite: BL 260 or 560; full admission to a graduate program of the

university.

665 Law, Ethics, and Public Policy in **Business.** (3) Introduces principles of business ethics, with focus on legal, public policy, and ethical issues facing private enterprise. Topics include business responsibility to the public, the environment, consumers, shareholders, employees, suppliers, and others, as today's manager must balance profitability, ethical responsibility, good corporate citizenship, and risk of legal liability.

FINANCE (FIN)

500 Corporation Finance. (3) Principles underlying the financial management of nonfinancial corporations. Topics include: goals of the firm; financial planning, forecasting, and control; principles of valuation; investment decisions under certainty and uncertainty; capital structure decisions and cost of capital; dividend policy; management of current assets; sources of short-term funds and security law.

Prerequisite: full admission to a graduate or certification program of the university; ACC 201 or 501 or equivalent.

Not open to students who have credit in FIN 350 or equivalent.

Not applicable toward the credit required for graduate degrees in the Miller College of Business.

645 Business Analysis For Value Creation. (3) Provides a conceptual framework for business analysis and examines the valuation fundamentals of a business. Topics include: financial analysis, managing privately held firms, entrepreneurial finance, capital budgeting, and structure.

Prerequisite: FIN 500 or the equivalent; full admission to a graduate program in the Miller College of Business.

Open only to students with full admission to a graduate program in the Miller College of Business.

650 Investment Management. (3) Introduction to investments, securities markets, transactions in stocks and bonds, market efficiency, risk, utility, portfolio theory, valuation and analysis, options, and futures markets.

Prerequisite: FIN 500 or equivalent; full admission to a graduate program in

the Miller College of Business.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

680 Global Financial Policy. (3) Capstone examination of the financial management of the global firm. Emphasizes the firm's strategic use of market imperfections when operating in a risky international environment. Explores how exchange rate management adds another dimension to managing the global firm and creates profit opportunities.

Prerequisite: FIN 500 or equivalent; full admission to a graduate program in the Miller College of Business.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

697 Independent Study in Finance. (1–6) Designed for academically qualified students who wish to study some phase of finance. An intensive individualized program of reading, research, or analysis of various finance topics under the guidance of a faculty member.

Prerequisite: permission of the department chairperson and full admission to a graduate program of the university.

A total of 6 hours of credit may be earned.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

RISK MANAGEMENT AND INSURANCE (RMI)

570 Insurance. (3) Theory of risk and how risk is shared through fire, transportation, casualty, and life insurance and through fidelity and surety bonds, with a historical and legal background.

Prerequisite: full admission to a graduate program of the university.

Not open to students who have credit in RMI 270.

597 Independent Study in Insurance. (1–6) For academically qualified students: study of some selected phase of insurance. An intensive individualized program of reading,

phase or insurance. An intensive individualized program of reading, research, or analysis of various insurance topics under the guidance of a faculty member.

Prerequisite: permission of the department chairperson.

A total of 6 hours of credit may be earned.

Information Systems and Operations Management

www.bsu.edu/management

Whitinger Building 203, (765) 285-5227

Chairperson: Thomas M. Harris

Graduate Advisor in Business Education: Betty Brown

Graduate Faculty: Ahmed, Alexander, Brown, Chalupa, Chen, Davis, Harris,

Kitchens, Sharma, Truell, Tunc

PROGRAMS

Master of arts in education (MAE) in business education

MASTER OF ARTS IN EDUCATION Admission

Applicants must meet the admission requirements of the Graduate School and must be formally admitted into the Miller College of Business. The Miller College of Business Graduate Admissions Committee will consider applicants' academic records, scores on the Graduate Management Admission Test (GMAT), potential leadership qualities, and any other information deemed relevant by the committee. The committee's decision is always final.

Degree Requirements

The MAE in business education requires the completion of a common body of knowledge in addition to at least 30 hours of graduate credit. The common body of knowledge includes one course each in finite mathematics; statistics; business law; computer science; microeconomics; macroeconomics; and principles of finance, management, and marketing; and two courses in accounting. These courses must have been successfully completed in the candidates' undergraduate degree programs or must be completed while they are working toward master's degrees.

Business Education

A candidate for a business education degree may earn it either through a

major in postsecondary business education or through a major in business education with a vocational endorsement.

Postsecondary Business Education PREFIX NO SHORT TITLE BED 615 Post Sec Bus 2 3 617 Adm Sup B Me 3 625 Prob Bus Ed 6 hours from approved BED or Miller College of Business electives 6 Research requirement 616 Re Meth B Me (3) BED RES 697 Research Ppr (1–3) or THES 698 Thesis (1–6) 3-6Professional education core 3 EDAC 634 Adlt Learner 631 Adlt Com Ed (3) or EDHI 3 640 Comm Col (3) 602 Amer Col Stu (3) 611 Tch Cur H Ed (3) 3

1-4 30 hrs

30 hrs

Students seeking to professionalize a standard license in business education must complete the requirements noted on page 263. Students who wish to professionalize minors must contact advisors in the minor departments for information on required courses.

Approved electives

Business Education with Vocational Endorsement

PREFIX	NO	SHORT TITLE	CR HRS
Course r	equi	rements	
BED		Lab/Coop Pgm	3
	593	Phil Org Adm	3
	594	Survey Voc Ed	3
	600	Intern Be (1)	0-1
	(un	less waived by the	
	dep	artment)	
	62Ô	Inst Tec	3 3
		Inst Bus Mkt	3
Research	n requ	uirement	
BED	616	Re Meth B Me (3)	
	or		
RES	697	Research Ppr (1–3))
	or		
THES		Thesis (1–6)	3–6
Profession	9		
course from each category)			9
Minors a	and e	lectives	0–3

All major programs require departmental approval. Only candidates who have appropriate undergraduate degrees may enroll.

To teach vocational business courses in secondary schools in Indiana, a candidate must have a special endorsement that requires the completion of specified courses, 1,000 hours of business experience, and two years of secondary teaching experience. To teach business data processing courses in secondary schools in Indiana, a candidate must have an endorsement in business data processing, which requires the completion of specified courses in business data processing.

BUSINESS EDUCATION (BED)

551 Practicum in Business and Marketing Education. (1–6) Supervised experience in curriculum planning and development of instructional materials for business and marketing education.

Prerequisite: permission of the department chairperson.

A total of 6 hours of credit may be

582 (596) Improvement of Instruction in **Marketing Subjects.** (3) For the person with a baccalaureate degree in a discipline other than marketing education who is seeking licensure as a marketing education teacher/ coordinator.

Prerequisite: EDSEC 380 or equivalent; full admission to graduate program of the University.

Open only to students seeking marketing education certification.

592 Managing In-School Laboratory and Cooperative Business/Marketing **Programs.** (3) For in-service teachers in business and marketing. Special techniques and knowledge for managing in-school laboratory and business, career and technical, marketing, and interdisciplinary cooperative education programs.

Prerequisite: methods course in teaching business, marketing, or career/technical education; full admission to a graduate program of the university or permission of the department chairperson.

593 Philosophy, Organization, and Administration of Vocational **Education.** (3) The principles upon which vocational education is organized, administered, and

supervised; federal and state regulations; agencies that provide delivery systems for vocational education; relationship of vocational education to career education, vocational rehabilitation, and programs for persons with special needs.

Prerequisite: a course in methods of teaching or permission of the department chairperson and full admission to a graduate program of

the university.

594 Survey of Vocational Education **Program Areas.** (3) An overview of the six program areas in vocational education. Includes program administration and supervision, objectives, the occupations for which training is offered, curricula, equipment and facilities, student selection, in-school laboratories, field-training opportunities, and youth organizations.

Prerequisite: BED 393 or BED 593 and a methods course in teaching business subjects or teaching marketing subjects or permission of the department chairperson and full admission to a graduate program of the university.

600 Internship in Vocational Business **Education.** (1) Approved full-time employment in an office where students perform a variety of duties under departmental supervision. Requires a minimum of 500 hours of approved, supervised, paid employment during a semester and submission of various employment reports to the supervisor by employer and intern.

Prerequisite: full admission to a graduate program of the university.

Open only to students seeking the Indiana vocational business education

602 Internship in Marketing Education. (1–4) Full-time employment in an approved marketing occupation under departmental supervision. Students perform a variety of duties for a broad view of marketing occupations. Each hour of credit requires 375 hours of approved employment and submission of various reports by the employer and intern.

Prerequisite: full admission to a graduate program of the university.

A total of 4 hours of credit may be

Open only to students seeking licenses as marketing education teachercoordinators.

605 Professional Internship in Adult and Postsecondary Business

Education. (1–3) A field assignment, under departmental supervision, involving teaching one or more business subjects at the postsecondary or adult education level, the submission of weekly instructional plans, and attendance at a related weekly seminar.

Prerequisite: permission of the department chairperson and full admission to a graduate program of the

university.

A total of 3 hours of credit may be

Not open to students with business education or marketing education teaching licenses.

615 Postsecondary Business and Marketing Education Methodology. (2) Adult and postsecondary business and marketing education. Learner needs and characteristics, objectives, curricula, facilities, appropriate teaching methodology, evaluative measures, funding, and procedures for effecting viable adult and postsecondary programs.

Prerequisite: full admission to a graduate program of the university.

Open only to students pursuing business education or marketing education licenses or vocational directors' licenses.

616 Research Methods in Business **Education and Marketing Education.** (3) The concepts and methodology used in business education and marketing education research; introduction to research design, methodology, research limitations, and proposal preparation; analysis of completed research in business education and marketing education; determination of need

Prerequisite: 9 hours of credit in the major and full admission to a graduate program of the university.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

617 Administration and Supervision of Business and Marketing Education. (3) The purposes, functions, and principles of administration and supervision of business education and marketing education. Uses case studies and simulations to solve business education and marketing education problems

under conditions of uncertainty. Uses problem solutions to teach decision making, organization planning, and strategy formulation. Normally taken during the last semester of residence in the graduate program.

Prerequisite: a secondary teaching certificate in business or marketing education or admission to a graduate program in any vocational area and full admission to a graduate program in the

university.

620 Improvement of Instruction in Technology for Business and Marketing Programs. (3) Research, issues, strategies, and methods of teaching technology and communications in business and marketing education programs; planning for secondary and postsecondary business and marketing education programs.

Prerequisite: full admission to a graduate program of the university.

Open only to students licensed to teach business and/or marketing education or those admitted to an approved program to qualify for a business and/or marketing education teaching license.

622 Improvement of Instruction in Basic Business and Marketing Courses. (3) For in-service teachers in business and marketing. Methods, materials, and strategies for teaching basic business and marketing courses.

Prerequisite: full admission to a graduate program of the university.

Open only to students licensed to teach business and/or marketing education or those admitted to an approved program to qualify for a business and/or marketing education teaching license.

624 Advanced Cooperative and Project-Plan Marketing Education. (2)

Techniques for improving and refining cooperative and project-plan marketing education programs. Encompasses the development, operation, and evaluation of cooperative education and project plan approaches including marketing education laboratories and school stores.

Prerequisite: full admission to a graduate program of the university.

Open only to students licensed to teach marketing education.

625 Problems and Issues in Business **Education.** (3) Identification of the problems in constructing curriculum and implementing sound business education at all levels and a study of

possible solutions; assessment of the significance of legislative, economic, and societal events in business education decision making.

Prerequisite: a business teaching license or permission of the department chairperson and full admission to a graduate program of the university.

627 Seminar in Business and Marketing Education. (1–3) Individual investigation into current problems, issues, and developments in business and marketing education. Assigned readings and conferences.

Prerequisite: full admission to a graduate program of the university.

A total of 3 hours of credit may be

628 Workshop in Business Education or Marketing Education. (1–8) Curriculum planning; test construction; preparation of film and other visual aids, enrichment materials, and resource units; and similar concerns.

Prerequisite: permission of the department chairperson and full admission to a graduate program of the university.

A total of 8 hours of credit may be earned.

650 Independent Study. (1–5) For graduate students with excellent academic records. Studies in some phase of business education, marketing education, or office administration. The project selected, methods, and credit hours must be approved by the department chairperson and supervising faculty member.

Prerequisite: permission of the department chairperson and full admission to a graduate program of the university.

A total of 5 hours of credit may be earned, none of which may be counted toward a teaching major in business education.

INFORMATION SYSTEMS AND **OPERATIONS MANAGEMENT** (ISOM)

531 Operations Research. (3) Basic management science concepts and techniques for managerial decisions including linear programming, network problems, decision analysis, and computer implementation of these models to solve practical problems.

Prerequisite: ECON 221 or equivalent; full admission to a graduate program of

the university.

533 System Simulation. (3) Concepts and techniques of system modeling and simulation using computers. Includes computer simulation languages, statistical elements of simulation, and application of computer simulation to various practical business situations in manufacturing and service sectors.

Prerequisite: ECON 221; ISOM 351.

551 Operations Management. (3) Discusses methods and models for managing the operations function in service and manufacturing organizations. Topics include operations strategy, forecasting, operations planning and control, materials and inventory management, operations and staff scheduling, and quality management.

Prerequisite: ECON 221 or equivalent; full admission to a graduate program of

the university.

Prerequisite or parallel: MGT 500. Not open to students who have credit in ISOM 351 or equivalent.

600 Negotiations. (3) Examination of negotiation theories and practices in competitive business situations. Participative activities to evaluate negotiation process, develop confidence for participating in negotiation and conflict management, and analyze the behaviors of others in competitive settings. Students will develop effective negotiation skills and strategies through case discussions and negotiation simulations.

Prerequisite: MGT 500 or equivalent; admission to a graduate or certification program of the university.

612 Systems Analysis and Design. (3) Concepts and techniques for the analysis of information needs, specification of system requirements, system development life cycle, and the design, development, and implementation of computer-based information systems in organizations including structured and prototype approaches.

Prerequisite: MBA 621 or ICS 601.

613 Systems and Data Management: Analysis and Design. (3) Concepts and techniques for the analysis of information needs. Specification of data structures and system requirements in the design, development, and implementation of computer-based data management systems including structured and prototype development of commercial database management systems.

Prerequisite: MBA 621 or ICS 601; full admission to a graduate program in the Miller College of Business.

Open only to Miller College Business students or by permission of the Miller College of Business director of graduate programs.

614 Decision Support Systems. (3)
Decision support systems as tools for improving managerial decision making. Strategies for designing decision support systems for various managerial functions. Case studies and commercially available software are used to solve practical problems.

Prerequisite: MBA 621 or ICS 601; ISOM 321 or MBA 611; admission to a

graduate program.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

615 Information Resource

Management. (3) Concepts and techniques of information resource planning and management including a discussion of the design, development, operation, and evaluation of information resource planning strategies in the context of corporate plans and objectives.

Prerequisite: MBA 621; admission to a graduate program of the university.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

617 Distributed Information Systems for Business. (3) Concepts and techniques for analyzing business information needs of various organizations including teleprocessing networks, design of information networks, and the implementation of communication systems to meet the needs of end-user computing and distributed data processing functions.

Prerequisite: MBA 621; admission to a graduate program of the university.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

618 Information Systems Security. (3) Using case studies of hacking attacks, students will unravel the method of attack and explain the security countermeasures that defend against hackers. Learn how to formulate a comprehensive security policy,

including password policy and incident handling, and how to identify, update, and implement a security policy in organization. Areas covered include: vulnerabilities of the major network systems, from OS to architecture and protocols; protecting against hacker attacks; analysis of network traffic and log files to detect intrusion signatures.

Prerequisite: MBA 621 or permission; full admission to a graduate program of

the university.

619 Information Systems: Strategy and Applications. (3) Application of information systems concepts, database systems, and related techniques to practical situations selected from public and private sectors, including a discussion of implementation strategies of these concepts and techniques. Requires the completion of a major project.

Prerequisite: ISOM 613 or 617 or

equivalent.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

653 Operations Scheduling and **Inventory Management. (3)** Basic theoretical, computational, and applied elements of aggregate scheduling and inventory management in manufacturing and service industries, including aggregation and disaggregation of production plans and deterministic and stochastic inventory management models and systems.

Prerequisite: ISOM 551 or equivalent; admission to a graduate program.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

654 Project Management. (3) Concepts and techniques addressing the project scope definition; plan development and execution; sequencing, scheduling, and controlling activities for timely completion of projects.

Prerequisite: MGT 500 or permission; admission to a graduate program of the

university.

Not open to students who have credit in ISOM 300.

655 Quality Management. (1–6) Systems for assuring, controlling, and managing quality of goods and services including the total quality control concept,

application of statistical techniques to problems of planning, feedback, and enhancement of process performance and operations effectiveness.

Prerequisite: ISOM 551 or equivalent; full admission to a graduate program in

the university.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

659 Operations Strategy: Problems and Implementation. (3) Integration of various principles, concepts, and techniques for solving operations management problems in manufacturing and service sectors. Includes developing an integrated operations strategy, analysis of cases, and the completion of a major project involving research and investigations.

Prerequisite: ISOM 551 or equivalent; full admission to a graduate program in

the Miller College of Business.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

695 Advanced Topics in Information Systems and Operations Management. (1–9) Exploration of advanced topics in information systems and operations management of interest to faculty and students.

Prerequisite: permission of the department chairperson.

A total of 9 hours of credit may be earned.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

697 Independent Study in Information Systems and Operations Management. (1–6) Supervised study of some phase of information systems and operations management in depth. The topic selected, methods of study, and credit hours allowed must be approved by the department chairperson and the supervising faculty member.

Prerequisite: permission of the department chairperson; full admission to a graduate program of the university.

A total of 6 hours of credit may be earned.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

698 Seminar in Information Systems and Operations Management. (1–4) Group or individual investigation into current problems, issues, and developments in information systems and operations management. Assigned readings and conferences.

Prerequisite: permission of the department chairperson; full admission to a graduate program of the university.

A total of 4 hours of credit may be earned.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

699 Internship in Information Systems and Operations Management. (1–6)

Actual job experience in an organization with a continuing cooperative information systems and operations management program. Requires periodic written progress reports that will be evaluated by the assigned faculty member and the intern supervisor from the hiring organization. The topic selected will depend on the student's option.

Prerequisite: permission of the department chairperson.

A total of 6 hours of credit may be earned.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

MARKETING AND MANAGEMENT

www.bsu.edu/marketing

Whitinger Building 205, (765) 285-5180 Co-Chairpersons: Joseph Brown, Brien Smith Graduate Faculty: Avila, Borna, Bott, Goldsby, Hill, Hornsby, Inks, Montagno, Richardson, Smith, Vann

MASTER OF SCIENCE IN MANAGEMENT

There is a college moratorium on admission to this degree.

MARKETING (MKG)

505 Survey of Marketing. (3) A survey of marketing that reflects the social, economic, and international challenges facing marketing managers. Examines the roles of marketing in both society and business.

Prerequisite: full admission to a graduate or certification program of the university.

610 Business and Sustainability. (3) Examines business activity from an input-process-output perspective. Addresses design, materials flows, production, distribution, usage, and end-of-life disposition of materials throughout the life cycle of products and services and their impacts on resources and the integrity of

environmental, social, and economic systems necessary for long-term human activity and quality of life.

Prerequisite: full admission to a graduate program of the university.

630 The Marketing of Professional Services: A Personal Practice
Development Approach (3) Focus on strategic marketing planning critical to success of service providing and not-forprofit organizations. Emphasis on understanding how world-class service organizations satisfy customers with sound relationship strategies. In addition to traditional marketing strategies, presents unique characteristics of services that require marketing strategies.

Prerequisite: full admission to a graduate program of the university; MKG 505 or its equivalent.

655 Business Research Methods. (3) Focuses on collecting, organizing, and using data as an aid to making

managerial decisions. Business research and information gathering methods include design, development, information gathering, data interpretation, reporting, and strategic use of research findings. Students gather data from corporate sources, visits to Internet sites, field projects, or library

Prerequisite: full admission to a graduate program of the university.

697 Independent Study in Marketing. (1–3) For graduate independent study in some phase of marketing. May consist of an experiment, library research, or the analysis of current marketing practices and methods.

Prerequisite: MKG 300 or 505, permission of the department chairperson, and full admission to a graduate program of the university.

A total of 6 hours of credit may be earned, but no more than 3 in any one semester or term.

MANAGEMENT (MGT)

500 Managing Organizational Behavior. (3) Examines theoretical and practical foundations of managing organizational behavior. Discusses functions of management, principles of individual and group behavior, human resource management/law, special issues of managing behavior in organizations, including quality of work-life, and ethical and social responsibility.

Prerequisite: admission to a graduate or certification program of the

university.

Not open to students who have credit in MGT 300 or equivalent.

Not applicable toward the credit hours required for graduate degrees in the Miller College of Business.

598 Seminar in Management Practices. (3) Intended for nonbusiness graduate students. Covers current topics related to management issues in various settings. Methods may include lectures, discussions, group projects, site visits, and individual research.

Prerequisite: permission of the department chairperson.

Not applicable toward any graduate degree in the Miller College of Business.

601 International Issues in Marketing and Management. (3) Discussion of business strategies in global industries within economic, political, and

international firms. Topics include strategic management processes, methods, policies, and entry strategies for marketing overseas. Based on case studies and/or projects.

Prerequisite: full admission to a graduate program of the university; MGT 500, MKG 505 or their equivalents.

620 Management and Marketing of **Emerging Technologies.** (3) Focuses on the strategic management of technologybased innovation in the firm, and the marketing of such technologies globally. Includes business theories and concepts in the business-to-business and business-to-consumer markets. Specific topics include communication technologies, biotechnology, genetic engineering, and nanotechnology.

Prerequisite: full admission to a graduate program of the university; MGT 500, MKG 505 or their equivalents.

640 Entrepreneurship: Contemporary **Development.** (3) Overview of conditions related to the creation and development of new ventures, including innovation in entrepreneurship, prestart-up, start-up, survival, growth, and transition stages of venture development.

Prerequisite: completion of all MBA foundation courses or their equivalents; full admission to a graduate program of

the university.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

642 Financing for New and Emerging **Ventures.** (3) Study of various financial considerations of venture creation including the sources of capital, components of financial management, venture and risk capital, and traditional and contemporary modes of investment in new start-ups.

Prerequisite: MGT 640.

646 Family Business Management. (3) Study of critical concerns in managing family-owned operations including business effects of family dynamics; planning for succession; selecting, managing, and developing employees; developing organizational culture; ensuring continuity; and using a board of directors to implement strategic decisions.

Prerequisite: MGT 640.

647 Corporate Entrepreneurship. (3) Indepth study of the intrapreneurship

process including its necessity in corporate growth and innovation, development of professional venture plans, and techniques for implementing intrapreneurial projects.

Prerequisite: MGT 640; full admission to a graduate program in the Miller

College of Business.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

649 Entrepreneurial Strategy. (3) Integration of various principles, concepts, and theories of entrepreneurship including a critical analysis of various theories and the completion of a major field project under the guidance of an approved faculty member.

Prerequisite: MGT 647; full admission to a graduate program in the Miller

College of Business.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

661 Human Resources Management. (3) Emphasizes the basic functions of human resource management including planning, job analysis, selection, training, compensation, evaluation, safety, labor relations, and international issues. A combination of lecture, discussion, applied exercises, and case analysis will be employed.

Prerequisite: MGT 500 or equivalent; full admission to a graduate program of

the university.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

695 Advanced Topics in Management. (1–9) Exploration of advanced topics in management of interest to faculty and students.

Prerequisite: permission of the department chairperson.

A total of 9 hours of credit may be earned. May be repeated for credit for

different topics.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

697 Independent Study in

Management. (1–6) Supervised study of some phase of management in depth. The topic selected, methods of study, and credit hours allowed must be approved by the department chairperson and the supervising faculty member.

Prerequisite: permission of the department chairperson and full admission to a graduate program of the university.

A total of 6 hours of credit may be earned.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

698 Seminar in Management. (1–4) Group or individual investigation into current problems, issues, and developments in management. Assigned readings and conferences.

Prerequisite: permission of the department chairperson and full admission to a graduate program of the university.

A total of 4 hours of credit may be

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.

699 Internship in Management. (1–6) Actual job experience in an organization with a continuing cooperative management program. Requires periodic written progress reports that will be evaluated by the assigned faculty member and the intern supervisor from the hiring organization. The topic selected will depend on the student's option.

Prerequisite: completion of all course work for the MS in management and permission of the department chairperson.

A total of 6 hours of credit may be earned.

Open only to Miller College of Business students or by permission of the Miller College of Business director of graduate programs.