

College of Business Administration

From the Dean

College of Business Administration website (<http://business.marquette.edu/>)

Welcome!

The College of Business Administration is dedicated to the formation of students with the knowledge to succeed, the principles to lead and the confidence to connect what's good for business with what's good for people. We define leadership as the application of knowledge to inspire and influence and accomplish an objective.

Our curriculum has four levels of learning where we teach our students to **analyze, decide, integrate** and **lead**. The quantitative analysis skills to analyze problems and provide data-driven solutions have never been more important. Those data-driven solutions need to be formed through careful consideration of all stakeholders. Our graduates must act with ethics at the heart of their practice, reaching across disciplines and life experiences to find equitable solutions that allow for business with purpose.

Business leaders must be self-aware to lead, and that self-awareness is developed both inside and outside the classroom. Students become complete practitioners and leaders when they seek extracurricular opportunities: volunteering to build compassion, spending time abroad to get a global perspective, engaging a mentor to learn other points of view and entering a competition to understand team dynamics. Self-aware, experience-based problem solvers require us all to understand how we as individuals impact a decision and how that decision impacts others.

Character is the combination of qualities that distinguishes one individual from another. A Jesuit-based business education is distinctive in how we convey the intellectual and moral qualities of honesty, courage and integrity. Business decisions must consider more than just financial viability; informed decision-makers provide solutions that are socially just as well.

I welcome you to the College of Business Administration and invite you to view your time here as a holistic, personal transformation. I look forward to the journey ahead!

Andrew J. DeGuire

James H. Keyes Dean of the College of Business Administration

College Mission Statement

It is our mission to deliver a Jesuit business education rooted in *cura personalis* which fosters a hunger for integrated knowledge, develops a spirit of intellectual curiosity and innovation and instills a commitment among our students to make a meaningful impact on the world around them through professional excellence, servant leadership and purposeful personal development.

Undergraduate Program Description

Undergraduate business education at Marquette University develops students with world-class business expertise, provides them with a variety of personal and professional experiences to raise self-awareness, and encourages the development of the highest degree of character and integrity. Those who combine these attributes are more insightful and able to solve the complex and challenging problems in today's world. We develop individuals who are purposeful leaders in their organizations and communities.

The College of Business Administration emphasizes all three of the aspects of fostering leaders: character, self-awareness and knowledge. This focus on character, perspective and self-awareness is grounded in the Catholic, Jesuit traditions of Marquette University. Our college core curriculum augments the university core curriculum, built on the premise that an effective business leader must have a deep understanding of the religious, cultural, social, political, economic, global, scientific and technical environments in which individuals and organizations exist. This foundation helps our students in two important ways: by developing a sense of character based on their own internal value system and by enabling them to place business decisions in a larger context. It is our firm belief that a well-rounded liberal arts education is a necessary part of professional education and our curriculum is structured on this premise.

Our curriculum provides each student with an introduction to business fundamentals such as finance, marketing, information systems and supply chain management. Students also gain a clear understanding of how a firm is impacted by the surrounding business environment, basic managerial and organizational concepts and relationships and organizational policymaking. As students complete this portion of the curriculum, they have the opportunity to develop specialized skills and knowledge in a variety of undergraduate majors and minors, such as accounting, economics, supply chain, marketing and finance. This prepares graduates for entry-level positions where they can provide immediate impact to businesses and other organizations.

Finally, the College of Business Administration provides experiences to help students grow personally and professionally as they discover an awareness of self and others. The curriculum stresses teamwork, communication, collaboration and global and cultural awareness as part of personal and professional skill building. The International Business Program, the Business Career Center workshops and Mentor Program all help enhance the

student experience as do various other student organization and networking events. This development helps graduates to be leaders, lifelong learners and agile in the face of a rapidly changing business and work environment.

Graduate Program Description

Marquette graduate business programs prepare students with the knowledge to succeed, the principles to lead and the confidence to connect what's good for business with what's good for people. Please see the individual program pages for detailed information about Graduate School of Management degree offerings.

Undergraduate College Programs

- Accelerating Ingenuity in Markets, Major (<https://bulletin.marquette.edu/business-administration/accelerating-ingenuity-in-markets/>)
- Accounting, BS (<https://bulletin.marquette.edu/business-administration/accounting-bs/>)
- Business Administration, BS (<https://bulletin.marquette.edu/business-administration/business-administration-bs/>)
- Business Administration, Minor (<https://bulletin.marquette.edu/business-administration/business-administration-minor/>)
- Business Analytics, Major (<https://bulletin.marquette.edu/business-administration/business-analytics-bs/>)
- Business Economics, BS (<https://bulletin.marquette.edu/business-administration/business-economics-bs/>)
- Entrepreneurship, Minor (<https://bulletin.marquette.edu/business-administration/entrepreneurship-minor/>)
- Finance, BS (<https://bulletin.marquette.edu/business-administration/finance-bs/>)
- Human Resources, BS (<https://bulletin.marquette.edu/business-administration/human-resources-bs/>)
- Human Resources, Minor (<https://bulletin.marquette.edu/business-administration/human-resources-minor/>)
- Information Systems, BS (<https://bulletin.marquette.edu/business-administration/information-systems-bs/>)
- Information Systems, Minor (<https://bulletin.marquette.edu/business-administration/information-systems-minor/>)
- International Business, Major (<https://bulletin.marquette.edu/business-administration/international-business/>)
- Marketing, BS (<https://bulletin.marquette.edu/business-administration/marketing-bs/>)
- Marketing, Minor (<https://bulletin.marquette.edu/business-administration/marketing-minor/>)
- Operations and Supply Chain Management, BS (<https://bulletin.marquette.edu/business-administration/operations-supply-chain-management-bs/>)
- Operations and Supply Chain Management, Minor (<https://bulletin.marquette.edu/business-administration/operations-supply-chain-management-minor/>)
- Professional Selling, Minor (<https://bulletin.marquette.edu/business-administration/professional-selling-minor/>)
- Real Estate, BS (<https://bulletin.marquette.edu/business-administration/real-estate-bs/>)

Graduate School of Management Programs

- Accounting Analytics, MSAA (<https://bulletin.marquette.edu/business-administration/accounting-analytics-msaa/>)
- Accounting, MSA (<https://bulletin.marquette.edu/business-administration/accounting-msa/>)
- Business Administration, MBA (<https://bulletin.marquette.edu/business-administration/business-administration-mba/>)
- Business Administration, MBA Engineering (<https://bulletin.marquette.edu/business-administration/business-administration-mba-engi/>)
- Business Administration, MBA STEM (<https://bulletin.marquette.edu/business-administration/business-administration-mba-stem/>)
- Economics, MSAE (<https://bulletin.marquette.edu/business-administration/economics-msae/>)
- Executive Master of Business Administration, MBA (<https://bulletin.marquette.edu/business-administration/executive-master-business-mba/>)
- Finance, MSF (<https://bulletin.marquette.edu/business-administration/finance-msf/>)
- Management, MIM (<https://bulletin.marquette.edu/business-administration/management-mim/>)
- Supply Chain Management, MS (<https://bulletin.marquette.edu/business-administration/supply-chain-management-ms/>)

Undergraduate College Policies

Students in the College of Business Administration are expected to comply with the academic requirements and policies listed in the university section (<https://bulletin.marquette.edu/policies/>) of this bulletin. Amplifications and additions to the university requirements are detailed herein and govern only those students enrolled in the College of Business Administration. Procedures developed to enforce university and college regulations are available for review in the college office.

- Academic Dismissal/Probation/Academic Alert (CAA) (<https://bulletin.marquette.edu/business-administration/policies/dismissal-probation-alert/>)
- Academic Load (<https://bulletin.marquette.edu/business-administration/policies/academic-load/>)
- Accelerated Degree Program (ADP) (<https://bulletin.marquette.edu/business-administration/policies/accelerated-degree-program/>)
- Attendance (<https://bulletin.marquette.edu/business-administration/policies/attendance/>)
- CR/NC Option (<https://bulletin.marquette.edu/business-administration/policies/crnc-option/>)

- Declaration of Major (<https://bulletin.marquette.edu/business-administration/policies/declaration-major/>)
- Degrees Offered (<https://bulletin.marquette.edu/business-administration/policies/degrees-offered/>)
- Grade Appeals (<https://bulletin.marquette.edu/business-administration/policies/grade-appeals/>)
- Grade Minimums (<https://bulletin.marquette.edu/business-administration/policies/grade-minimums/>)
- Independent Study Courses (<https://bulletin.marquette.edu/business-administration/policies/independent-study-courses/>)
- Transfer Course Study Approval (<https://bulletin.marquette.edu/business-administration/policies/transfer-course-study-approval/>)
- Transfer Students (<https://bulletin.marquette.edu/business-administration/policies/transfer-students/>)

Graduate School of Management Policies

- Academic Programs Overview - Graduate School of Management (<https://bulletin.marquette.edu/business-administration/policies/academic-programs-overview/>)
- Academic Review (<https://bulletin.marquette.edu/business-administration/policies/academic-review/>)
- Advising (<https://bulletin.marquette.edu/business-administration/policies/advising/>)
- Appeals (<https://bulletin.marquette.edu/business-administration/policies/appeals/>)
- Assistantships and Fellowships (<https://bulletin.marquette.edu/business-administration/policies/assistantships-fellowships/>)
- Certificate Concurrent Enrollment (<https://bulletin.marquette.edu/business-administration/policies/certificate-concurrent-enrollment/>)
- Communication (<https://bulletin.marquette.edu/business-administration/policies/communication/>)
- Conduct (<https://bulletin.marquette.edu/business-administration/policies/conduct/>)
- Confidentiality of Proprietary Information (<https://bulletin.marquette.edu/business-administration/policies/confidentiality-proprietary-information/>)
- Continuous Enrollment (<https://bulletin.marquette.edu/business-administration/policies/continuous-enrollment/>)
- Courses and Prerequisites (<https://bulletin.marquette.edu/business-administration/policies/courses-prerequisites/>)
- Cross-listed Courses (<https://bulletin.marquette.edu/business-administration/policies/cross-listed-courses/>)
- Deadlines (<https://bulletin.marquette.edu/business-administration/policies/deadlines/>)
- Dual/Joint Programs of Study (<https://bulletin.marquette.edu/business-administration/policies/dual-joint-programs/>)
- Graduate Credit (<https://bulletin.marquette.edu/business-administration/policies/graduate-credit/>)
- Independent Study Courses (<https://bulletin.marquette.edu/business-administration/policies/independent-study-courses/>)
- Intellectual Property (<https://bulletin.marquette.edu/business-administration/policies/intellectual-property/>)
- Inter-University Visitation (<https://bulletin.marquette.edu/business-administration/policies/inter-university-visitation/>)
- Law Student Consent to Take a GSM Course (<https://bulletin.marquette.edu/business-administration/policies/law-student-consent-take-gsm-course/>)
- Prior Learning Assessment (<https://bulletin.marquette.edu/business-administration/policies/prior-learning-assessment/>)
- Temporary Withdrawal from a Graduate Program (<https://bulletin.marquette.edu/business-administration/policies/temporary-withdrawal/>)
- Time Limitations (<https://bulletin.marquette.edu/business-administration/policies/time-limitations/>)
- Undergraduate Students in Graduate Courses (<https://bulletin.marquette.edu/business-administration/policies/undergraduate-students-in-graduate-courses/>)

College of Business Administration Resources

The following resources are available to College of Business Administration students.

Business Internship Program

Overview

The College of Business Administration offers qualified students the opportunity to participate in an applied experiential internship program, which combines practical experience with the college core curriculum. The program, offered in cooperation with public, private, non-profit and professional organizations includes actual experience in a carefully supervised program of productive work with a clearly defined educational objective.

Full-time degree students in the college, who have achieved sophomore standing and a cumulative grade point average of 2.000 (Exceptions: ACCO - 3.000 cumulative GPA and additional course completion requirements; FINA and REAL - 2.500 cumulative GPA plus 2.670 in major course work), are eligible to apply for the 3-credit internship course sequence. Credit is granted based on hours worked, the relatedness of the experience to business and completion of internship assignments. A 1-credit internship is available for students especially for students who are freshmen, who accept unpaid internships, and/or are international students.

Students interested in the 1986/2986, 3986/4986, 3987 and 4989 Internship for Credit courses must be enrolled in the College of Business Administration, with the exception of ECON majors from the College of Arts & Sciences who should reach out to the Business Career Center regarding consent for an Internship for Credit course.

When at work interns are subject to the rules of the company and are under its direct supervision. Wages, if any, are paid directly to students. The university does not employ these students. To earn credit, registration for each work period is required of all interns, and credit is established and graded through enrollment in the appropriate course in a subsequent school period. For additional details about internship requirements, prerequisites and assignments, contact the Business Career Center.

Exceptions can be reviewed for Curricular Practical Training eligible international students enrolled with a major in the College of Business Administration.

HURE and ENTP minors may pursue internship credit as a course for the minor. With the exception of earning a major in business, eligibility criteria for HURE and ENTP minors is identical.

Accounting Majors

A maximum of 10 credits of internship credit can be earned. Two 3-credit internships, a maximum of one in any discipline, may be applied to the bachelor of science in business administration degree requirements. With approval of a winter Accounting internship, a student may be eligible to earn 6 credits of Accounting internship credits; 3 of which can go towards business administration degree requirements, and 3 which will not fulfill any degree requirements. Any 1-credit internship does not fulfill any business core or business major requirements.

Non-Accounting Majors

A maximum of 7 credits of internship credit can be earned. Two 3-credit internships, a maximum of one in any discipline, may be applied to the bachelor of science in business administration degree requirements. Any 1-credit internship does not fulfill any business core or business major requirements.

Full-time Internships/Co-op Experiences in Fall or Spring

Students pursuing a full-time internship during a fall or spring term may apply for an internship course (3987) that identifies a student's enrollment status as full-time enrolled. During the term of 3987 enrollment, there is no tuition cost and students may not enroll in additional MU credit-bearing courses. Contact the Business Career Center for additional information.

PRE-LAW SCHOLARS

The College of Business Administration participates in the Pre-law Scholars program. More detailed information can be found in the university Resources & Opportunities (<https://bulletin.marquette.edu/resources-opportunities/pre-law-scholars/>) section of this bulletin.

ROTC PROGRAMS

Students in the Army Military Science program (AROTC) and the Naval Science program (NROTC) may enroll in any of the curricula offered by the College of Business Administration. Military and naval science courses will complete a student's Marquette Core Curriculum requirements when possible, or will be added to general electives. In doing, more credit hours than normally required for graduation may be necessary. More detailed information can be found in the university Reserve Officers' Training Corps Programs (<https://bulletin.marquette.edu/resources-opportunities/reserve-officers-training-corps-programs/>) section of this bulletin.

Student Organizations

Overview

The College of Business Administration supports student organizations intended to cultivate academic, professional, career and social interests of business students and related majors. To inquire about business student organizations activities and membership visit this website (<https://www.marquette.edu/business/undergraduate/student-organizations.php>).

Honor Societies

Beta Gamma Sigma

Beta Gamma Sigma, founded in 1929, is the international honor society for students enrolled in business schools accredited by the AACSB—International (Association for the Advancement of Collegiate Schools of Business).

The Marquette chapter's purpose is "to encourage and reward scholarship and accomplishment among students of business and administration, to promote the advancement of education in the art and science of business, and to foster integrity in the conduct of business operations." Induction to Beta Gamma Sigma is the highest honor conferred by the College of Business Administration.

Omicron Delta Epsilon

Omicron Delta Epsilon is the international honor society in economics serving to recognize scholastic attainment and honoring outstanding achievement in economics. The society is one of the world's largest academic honor societies. The Marquette chapter was founded in 1981.

Professional Fraternities

Students in the College of Business Administration are eligible to join the following professional fraternities on campus: Psi Chapter of Beta Alpha Psi, national accounting fraternity, and Delta Sigma Pi, the international professional commerce fraternity.

business student organizations

The college hosts many student organizations in which students in the College of Business Administration are eligible to participate. This list includes, but is not exhaustive: Commercial Banking Club, Commercial Real Estate Club, Financial Management Association, Human Resources Management Organization, Information Technology Student Organization (ITSO), International Business Student Association, Marketing Club, Marquette Consulting Club, Marquette Economics Association, Multicultural Student Organization, Operations and Supply Chain Management Student Chapter, Sales Program, Women in Business.

Accounting

ACCO 1030 Principles of Financial Accounting (3 credits)

Accounting concepts and principles applied in the preparation of financial statements, asset valuation, and the accounting for debt and equity issues of business corporations.

Level of Study: Undergraduate

Interdisciplinary Studies: Public History

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%201030>)

ACCO 1031 Principles of Managerial Accounting (3 credits)

Structuring data to aid management decisions. Internal control, budgeting, break-even analysis, standard costing, variable costing, ratio analysis, inventory control, capital budgeting and transfer pricing.

Prerequisite: ACCO 1030.

Level of Study: Undergraduate

Interdisciplinary Studies: Public History

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%201031>)

ACCO 3001 Intermediate Accounting I (3 credits)

Discussion of the development of accounting standards and the conceptual framework underlying financial accounting. An in-depth review of the income statement and the balance sheet. Recognition, measurement and reporting of cash, receivables, inventories, property, plant and equipment, intangible assets, liabilities and investments.

Prerequisite: ACCO 1031; BUAD 1060, which may be taken concurrently.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%203001>)

ACCO 3986 Internship Work Period (0 credits)

S/U grade assessment.

Prerequisite: ACCO 3001, ACCO 4020, and at least 3 additional ACCO major courses; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%203986>)

ACCO 3987 Internship Work Period (0 credits)

For students completing a full-time Accounting internship, during the fall or spring semester. Allows students to remain in full-time status for deferment purposes, while completing the internship; however, there is no financial aid provided for this class. S/U grade assessment.

Prerequisite: ACCO 3001, ACCO 4020, and at least 3 additional ACCO major courses; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%203987>)

ACCO 4000 Accounting Communications (3 credits)

A comprehensive examination of the major forms of communication used in the accounting profession. Instruction in business writing and speaking.

Prerequisite: ACCO major and ACCO 3001.

Level of Study: Undergraduate

Marquette Core Curriculum: Writing Intensive

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204000>)

ACCO 4010 Individual Income Taxation (3 credits)

History of federal income taxation. Taxation of personal income, including self-employment income. Determination of gross income, adjusted gross income, and taxable income. Detailed coverage of income and deductions. Other topics include individual tax credits, alternative minimum tax, tax planning and property transactions.

Prerequisite: ACCO 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204010>)

ACCO 4015 Taxation of Corporations and Partnerships (3 credits)

Partnership and corporation income tax laws studied for proper treatment of various types of income, deductions, the consequences of ownership interests and the application of various tax rates to taxable situations.

Prerequisite: ACCO 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204015>)

ACCO 4020 Intermediate Accounting II (3 credits)

Recognition, measurement and reporting of stockholders' equity, retained earnings and dilutive securities. An examination of financial reporting issues; earnings per share, income taxes, pensions, leases, accounting changes and errors. A further elaboration of financial statement preparation: statement of cash flows, interim reporting, segment reporting and reporting for inflation. Also, accounting for partnerships.

Prerequisite: ACCO 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204020>)

ACCO 4030 Cost Accounting (3 credits)

Industrial cost accounting systems, job order and process costing, standard costs, and variance analysis. Procedures for measuring managerial performance and enforcing budgets. Problems conveying the importance of accounting information in planning and controlling a business.

Prerequisite: ACCO 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204030>)

ACCO 4040 International Accounting (3 credits)

An overview of accounting issues faced by multinational corporations or firms involved in international business. Issues include the diversity of worldwide accounting principles and the prospects for uniform international accounting standards, foreign currency transactions and translation, inflation, various technical accounting methods and the implications of their application, financial disclosures, analysis of financial statements, auditing, investment analysis, risk management, management information systems, performance evaluation, methods of financing, transfer pricing and taxation.

Prerequisite: ACCO 4020, which may be taken concurrently.

Level of Study: Undergraduate

Marquette Core Curriculum: NSM Crossing Boundaries

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204040>)

ACCO 4045 International Taxation (3 credits)

U.S. Taxation of international transactions and foreign taxpayers. A study of the U.S. and foreign taxation of international commercial transactions involving U.S. and foreign taxpayers, including the taxation of income of U.S. taxpayers operating abroad through branches and subsidiaries; the U.S. foreign tax credit provisions; cross-border asset transfers and related intercompany pricing issues; the U.S. taxation of non-resident individuals, partnerships, associations and foreign corporations; and bilateral and multilateral income tax treaties.

Prerequisite: ACCO 4010.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204045>)

ACCO 4050 Accounting Information Systems (3 credits)

Students will identify and understand decisions made by persons with economic, stewardship, regulatory, or other interests in an organization, and learn how to process data and report accounting information to help those persons make their decisions. The course also involves analysis and design of internal control designed to provide assurance that an organization is fulfilling its data collection and information reporting needs, and an introduction to several technology tools used in industry.

Prerequisite: ACCO 1031.

Level of Study: Undergraduate

Marquette Core Curriculum: NSM Expanding Our Horizons

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204050>)

ACCO 4060 Accounting Analytics (3 credits)

An overview of how accountants can use analytics to identify and solve business problems in organizations. Students demonstrate competency with tools used in industry to prepare and analyze accounting data as well as communicate their results.

Prerequisite: ACCO 4050.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204060>)

ACCO 4080 Analysis of Financial Statements (3 credits)

Provides experience in reading, interpreting, and analyzing financial statements. Specific attention is given to the evaluation methods necessary to assess a firm's short-term liquidity, long-term solvency funds flows, capital structure, return on investment, operating performance, and asset utilization. Effects of alternative accounting methods and footnote disclosures.

Prerequisite: ACCO 3001; or admittance into the AIM major or Commercial Banking Program.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204080>)

ACCO 4119 Tax Research (3 credits)

The objective is to assist in the development of essential tax research skills and their application in the prevailing federal tax environment. The student learns how to find tax authority, evaluate the efficacy of that authority and apply the results of the research to a specific situation.

Prerequisite: Sr. stndg. and ACCO 4010.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204119>)

ACCO 4170 Auditing (3 credits)

Focuses on major issues in auditing and the recent pronouncements of authoritative bodies. Specific attention is given to the profession code of conduct, legal liability, study and evaluation of the internal control structure, EDP systems, statistical sampling and reporting responsibilities for attest and non attest engagements.

Prerequisite: ACCO 4050.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204170>)

ACCO 4931 Topics in Accounting (1-3 credits)

Topics vary.

Prerequisite: ACCO 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204931>)

ACCO 4975 Volunteer Income Tax Assistance (2 credits)

Applied experience completing tax returns for members of the community.

Prerequisite: ACCO 4010 or cons. of instr. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204975>)

ACCO 4986 Accounting Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: ACCO 3986 or ACCO 3987, cons. of prog. dir. and cons. of Business Career Center Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204986>)

ACCO 4987 Accounting Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: Jr. stndg., cons. of prog. dir. and cons. of Business Career Center; ACCO 3987. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204987>)

ACCO 4989 Accounting Internship Work and Grading Period (3 credits)

S/U grade assessment.

Prerequisite: ACCO 3001, ACCO 4020, and at least 3 additional ACCO major courses; cons. of prog. dir. and cons. of Business Career Center Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204989>)

ACCO 4995 Independent Study in Accounting (1-4 credits)

Prerequisite: Cons. of dept. ch. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%204995>)

ACCO 5010 Individual Income Taxation (3 credits)

History of federal income taxation. Taxation of personal income, including self-employment income. Determination of gross income, adjusted gross income, and taxable income. Detailed coverage of income and deductions. Other topics include individual tax credits, alternative minimum tax, tax planning and property transactions.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%205010>)

ACCO 5015 Taxation of Corporations and Partnerships (3 credits)

Partnership and corporation income tax laws studied for proper treatment of various types of income, deductions, the consequences of ownership interests and the application of various tax rates to taxable situations.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%205015>)

ACCO 5040 International Accounting (3 credits)

An overview of accounting issues faced by multinational corporations or firms involved in international business. Issues include the diversity of worldwide accounting principles and the prospects for uniform international accounting standards, foreign currency transactions and translation, inflation, various technical accounting methods and the implications of their application, financial disclosures, analysis of financial statements, auditing, investment analysis, risk management, management information systems, performance evaluation, methods of financing, transfer pricing and taxation.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Marquette Core Curriculum: NSM Crossing Boundaries

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%205040>)

ACCO 5045 International Taxation (3 credits)

U.S. Taxation of international transactions and foreign taxpayers. A study of the U.S. and foreign taxation of international commercial transactions involving U.S. and foreign taxpayers, including the taxation of income of U.S. taxpayers operating abroad through branches and subsidiaries; the U.S. foreign tax credit provisions; cross-border asset transfers and related intercompany pricing issues; the U.S. taxation of non-resident individuals, partnerships, associations and foreign corporations; and bilateral and multilateral income tax treaties.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%205045>)

ACCO 5050 Accounting Information Systems (3 credits)

Students will identify and understand decisions made by persons with economic, stewardship, regulatory, or other interests in an organization, and learn how to process data and report accounting information to help those persons make their decisions. The course also involves analysis and design of internal control designed to provide assurance that an organization is fulfilling its data collection and information reporting needs, and an introduction to several technology tools used in industry.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Marquette Core Curriculum: NSM Expanding Our Horizons

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%205050>)

ACCO 5060 Accounting Analytics (3 credits)

An overview of how accountants can use analytics to identify and solve business problems in organizations. Students demonstrate competency with tools used in industry to prepare and analyze accounting data as well as communicate their results.

Prerequisite: Admitted to graduate ACCO, ACAN programs or BMAN certificate; and ACCO 4050 or 5050; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%205060>)

ACCO 5080 Analysis of Financial Statements (3 credits)

Provides experience in reading, interpreting, and analyzing financial statements. Specific attention is given to the evaluation methods necessary to assess a firm's short-term liquidity, long-term solvency funds flows, capital structure, return on investment, operating performance, and asset utilization. Effects of alternative accounting methods and footnote disclosures.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%205080>)

ACCO 5119 Tax Research (3 credits)

The objective is to assist in the development of essential tax research skills and their application in the prevailing federal tax environment. The student learns how to find tax authority, evaluate the efficacy of that authority and apply the results of the research to a specific situation.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%205119>)

ACCO 5931 Topics in Accounting (1-3 credits)

Topics vary.

Prerequisite: Admitted to ACCO, ACAN, BUAD, ECON or NURS program and ACCO 6200; or cons. of M.B.A. prog. dir. Additional prerequisites vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%205931>)

ACCO 6001 Accounting Professional Communication (1 credits)

A comprehensive examination of the major forms of communication used in the accounting profession. Instruction in business written and oral communication. Credit not awarded if previously completed ACCO 4000 or equivalent.

Prerequisite: Admitted to graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206001>)

ACCO 6040 International Accounting (3 credits)

An overview of accounting issues faced by multinational corporations or firms involved in international business. Issues include diversity of worldwide accounting principles and prospects for uniform international accounting standards, foreign currency transactions and translation, inflation, various technical accounting methods and the implications of their application, financial disclosures, analysis of financial statements, auditing, investment analysis, risk management, management information systems, performance evaluation, methods of financing, transfer pricing and taxation.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206040>)

ACCO 6045 International Taxation (3 credits)

U.S. Taxation of international transactions and foreign taxpayers. A study of the U.S. and foreign taxation of international commercial transactions involving U.S. and foreign taxpayers, including the taxation of income of U.S. taxpayers operating abroad through branches and subsidiaries; the U.S. foreign tax credit provisions; cross-border asset transfers and related intercompany pricing issues; the U.S. taxation of non-resident individuals, partnerships, associations and foreign corporations; and bilateral and multilateral income tax treaties.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206045>)

ACCO 6050 Accounting Information Systems (3 credits)

Substantial hands-on involvement with technology which enable accountants to be more productive and to provide better service to clients and management. Examination of various approaches to the processing of accounting information with technology, with special emphasis on the problems of internal control. Systems auditing and the accountant's role in the systems development cycle.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206050>)

ACCO 6065 Advanced Auditing and Analytics (3 credits)

Provides understanding and hands-on experiences on the use of data analytics in the financial statement audit, including how to identify potential audit risks. Incorporates the use of analytics software to access data sources, clean and prepare data, perform a variety of analyses and then deploy the results to operationalized in the audit context. Working with a popular programming language and learning how it can be used to perform specific financial statement audit procedures.

Prerequisite: ACCO 4170 or equiv.; admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206065>)

ACCO 6080 Analysis of Corporate Financial Statements (3 credits)

Provides experience in reading, interpreting, and analyzing corporate financial statements. Specific attention is given to the evaluation methods necessary to assess a firm's short-term liquidity, long-term solvency flows, capital structure, return on investment, operating performance, and asset utilization. Effects of alternative accounting methods and footnote disclosures.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206080>)

ACCO 6119 Tax Research (3 credits)

Development of essential tax research skills and their application in the prevailing federal tax environment. The student will learn how to find tax authority, evaluate the efficacy of that authority, and apply the results of research to a specific situation.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206119>)

ACCO 6180 Financial Statement Analysis (3 credits)

Focuses on how accounting information is used for making managerial decisions. Includes an overview of financial statement analysis, student preparation of written analytical reports and the use of analytical and cash flow techniques. Group projects, oral presentations and the use of technology are all included.

Prerequisite: Admitted to graduate ACCO, ACAN, BUAD, ECON; ACCO 6200 or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206180>)

ACCO 6200 Managerial Accounting for Decision Making (3 credits)

Emphasizes the role of the accounting system as a quantitative information system for decision making. Available data are restructured in the form of internal reports to management for use in planning and controlling routine operations as well as in making non-routine, decisions and formulating major strategic plans and policies.

Prerequisite: Admitted to graduate ECON or FINA; or BUAD and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206200>)

ACCO 6520 Advanced Corporate Issues (3 credits)

Study of business combinations (mergers, consolidations, and acquisitions of net assets of common stock). Construction of consolidated financial statements, including analysis of inter-company transactions. Introduction of international accounting issues. Basic accounting for not-for-profit organizations.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206520>)

ACCO 6525 Government and Nonprofit Accounting and Analytics (3 credits)

An introduction to the accounting processes of governmental organizations. Students gain in-depth understanding of how GASB is operationalized as well as how government financial statements are generated, analyzed, and interpreted. Students also explore analytic tools used in governmental and nonprofit organizations.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206525>)

ACCO 6535 Fraud Examination and Analytics (3 credits)

An analysis of how and why fraud is committed, how fraudulent conduct can be deterred and how data analytics and behavioral science combine to investigate fraud and reach a resolution. Basic forensic techniques and data analytics tools are used to discover patterns, anomalies, trends and outliers. Students develop an increased awareness of fraud and the circumstances in which it arises and learn techniques for detecting and preventing fraud. Students measure, collect, analyze and investigate fraud data, reporting their findings.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or admitted graduate BUAD, ECON, and ACCO 6200; or cons. of M.S.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206535>)

ACCO 6931 Topics in Accounting (1-3 credits)

Elective course. Topics vary.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir. Prerequisites may vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206931>)

ACCO 6986 Internship in Accounting (1-3 credits)

Directed work in accounting under the supervision of a working professional in the area of accounting. Requires faculty supervisor. Must have approved academic component and approved total work hours. Maximum of 3 credits of internship may apply toward degree requirements.

Prerequisite: Admitted to the graduate ACCO or ACAN program; cons. of M.S.A. prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206986>)

ACCO 6987 Internship Work Period (0 credits)

Full-time directed work in accounting under the supervision of a working professional in the area of accounting. Requires faculty supervisor. Must have approved academic component and approved total work hours. Maximum of 3 credits of internship may apply toward degree requirements. (Full-time equivalency for financial aid, zero credits for academics/tuition.) S/U grade assessment.

Prerequisite: Admitted to the graduate ACCO or ACAN program; completed 9 credits in program; cons. of M.S.A. prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206987>)

ACCO 6988 Internship Grading Period (3 credits)

Grading for preceding internship work assignments is accomplished by review of Employer Evaluation Forms, Work Exit Reports and other materials as required during each term in school following a work period. (3 credits for academics/tuition; not financial aid eligible.)

Prerequisite: ACCO 6987.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206988>)

ACCO 6995 Independent Study in Accounting (1-3 credits)

Provides opportunities to investigate and study areas of interest through readings, research, field experience, projects, and/or other educational activities under the direction of a faculty adviser.

Prerequisite: Admitted to the graduate ACCO or ACAN program; or cons. of M.S.A. prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCO%206995>)

ACCOI 4931 Topics in Accounting-International (1-3 credits)

Lecture course on various topics and themes, taught in an international setting by Marquette professors. Students earn Marquette credit. Study Abroad expenses apply.

Prerequisite: ACCO 3001 and cons. of the Office of International Education.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ACCOI%204931>)

Accelerating Ingenuity in Markets

AIM 3986 Accelerating Ingenuity in Markets Internship - Work Period (0 credits)

S/U grade assessment.

Prerequisite: AIM major; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%203986>)

AIM 4310 Sector and Company Investment Analysis (3 credits)

Focuses on sector and investment research and analysis and foundational components of applied investing. After successful completion, a student should be able to perform basic equity research, analyze market sectors, analyze organizations financially and create financial models to value organizations.

Prerequisite: FINA 3001; ACCO 4080, which may be taken concurrently; AIM major, or cons. of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204310>)

AIM 4320 Identifying, Valuing and Communicating Investment Opportunities (3 credits)

Focuses on sector and investment research and analysis, foundational components of applied investing. After successfully completing this course, a student should be able to create financial models useful for sensitivity analysis, create financial models to value organizations, identify misvalued investment opportunities, and communicate an investment opportunity effectively.

Prerequisite: AIM 4310 or cons. of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204320>)

AIM 4330 Advanced Research Techniques for Investment Analysis (3 credits)

Focuses on sector and investment research and analysis, foundational components of applied investing. After successfully completing this course, a student should be able to build complex scenario analysis models, utilize advanced valuation methods to value opportunities, utilize statistics to conduct factor analysis, utilize alternative data and artificial intelligence, and analyze the AIM portfolios.

Prerequisite: AIM 4320 or cons. of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204330>)

AIM 4400 Applied Ingenuity, Analytics, and Valuation (3 credits)

Students learn to identify market opportunities, use analytics to disrupt the market and creatively solve financial problems in a novel manner to quantitatively value a financial opportunity. Students communicate a business use case for the opportunity and have the ability to participate in building, operationalizing and generating profits from a novel financial technology.

Prerequisite: Soph. stndg.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204400>)

AIM 4410 Identifying, Building, Creating and Communicating FinTech Opportunities (3 credits)

Begin to become an expert in specific areas of FinTech, such as Machine Learning and Artificial Intelligences, Neural Networks and Natural Language Processing, Smart Contracts, Cryptocurrencies and Digital Assets, Decentralized Finance, Distributed Ledgers and Blockchain, FraudTech, InsureTech, Internet of Behaviors, Layer 0 protocols, Machine Learning and Artificial Intelligences, Neural Networks and Natural Language Processing, and Smart Contracts. Read white papers and financial statements, learn to identify financial opportunities and communicate a business use case for a specific FinTech application.

Prerequisite: FINA 4075 or FINA 5075 which may be taken concurrently; AIM major; or cons. of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204410>)

AIM 4420 Automating, Programming, Forecasting, and Generating Disruptive FinTech Intelligence (3 credits)

Become an expert in generating disruptive business intelligence through techniques using artificial intelligence in areas including RegTech, Random Forests and Machine Learning, automating data science, advanced valuation techniques, blockchain auditing and exploration, data visualization, data mining, data analytics, robotic process automation and programming. Quantify insights and communicate this effectively in forecasts and reports.

Prerequisite: AIM 4410; AIM major; or cons. of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204420>)

AIM 4430 Constructing and Communicating Advanced Applications and Valuation of FinTech (3 credits)

Become an expert in communicating, applying, and valuing specific Financial Technologies. Use stackable modules using AI to help perform advanced data science, resulting in self-adapting, self-creating mathematics, and the continued development of a technology. Use foundational valuation techniques learned in AIM to develop novel methods of communicating an investment thesis. Demonstrate and apply technologies in conjunction with pitching ideas in written and oral form in a manner open to public scrutiny.

Prerequisite: AIM 4420; AIM major; or cons. of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204430>)

AIM 4440 Valuing and Communicating a Market Disrupting Idea (3 credits)

Students become experts in communicating, applying and valuing market disruptors. Students use foundational valuation techniques learned in AIM to develop novel methods of communicating an investment thesis. Students pitch their ideas in written and oral form in a manner open to public scrutiny.

Prerequisite: AIM 4400, AIM major, or cons of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204440>)

AIM 4470 Applied Regulatory Technology and Quantifying the Ethical Implications of Financial Investments (3 credits)

Students understand regulatory technologies ("RegTech") and the ethical implications of investment and financial technologies. Specific attention is given to applying ethics to the intersection of humans, robots and artificial intelligences. Students quantify governance protocols, cryptographic methodology, security standards and ethical issues affecting their investment choice. Students discover, apply and/or create RegTech capable of helping solve ongoing issues.

Prerequisite: AIM major or cons. of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204470>)

AIM 4931 Topics in Accelerating Ingenuity in Markets (1-3 credits)

Topics vary.

Prerequisite: AIM major.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204931>)

AIM 4986 Accelerating Ingenuity in Markets Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: AIM 3986; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204986>)

AIM 4989 Applied Ingenuity in Markets Internship Work and Grading Period (3 credits)

S/U grade assessment.

Prerequisite: AIM major; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204989>)

AIM 4995 Independent Study in Accelerating Ingenuity in Markets (1-4 credits)

Faculty-supervised, independent study/research of a specific area or topic in Accelerating Ingenuity in Markets.

Prerequisite: Cons. of dept. ch. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204995>)

AIM 4996 AIM Being the Difference (1 credits)

Students participate in community service initiatives for a minimum of ten hours each term beginning in the spring of their Sophomore year. Students identify an area of passion they have to help others, locate or create an organization matching this passion and make a difference in the world. Students effectively communicate their experiences and outcomes in their Senior year.

Prerequisite: AIM major or cons. of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=AIM%204996>)

Business Administration

BUAD 1001 Business Day 1 (3 credits)

An overview of the functions of a for-profit business concern. Students are exposed to the basic concepts of business such as accounting, economics, finance and budgeting, marketing and promotion, operations and the management of human resources. Students manage a simulated business concern and make decisions on issues such as pricing, employment, operations, promotions and ethical situations. Exploration of self-awareness, character development and leadership and how those elements factor into personal development as well as the performance of the business operation. Students also learn Excel fundamentals and are expected to use those skills in the completion of course assignments.

Prerequisite: Enrolled in the College of Business Administration or declared business second major.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%201001>)

BUAD 1060 Business Applications: Basic Business Analytic Tools (1 credits)

Introduction to using spreadsheets for data analysis. Importing and preparing data for analysis, organizing, sorting, filtering, presenting and sharing data. Applying formulas and built-in functions and generating statistical analyses to help define and solve business problems. NOTE: Course should be taken during the first two semesters in the College of Business Administration.

Prerequisite: Enrolled in the College of Business or declared business minor.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%201060>)

BUAD 1560 Applied Statistics (3 credits)

Introduces fundamental probability and statistical concepts for application in business contexts. Students learn to analyze data, build basic probabilistic models, and make data-driven decisions. Topics to be covered include 1) Exploratory data analysis through visualization and descriptive statistics, 2) Basic probability and common distributions as building blocks for probabilistic models, 3) Estimation of, and prediction with, linear and logistic regression and 4) Classification, A/B testing, model selection and decision making under uncertainty.

Prerequisite: MATH 1400 or MATH 1450.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%201560>)

BUAD 1931 Topics In Business Administration (1-3 credits)

Various topics to be announced in the Schedule of Classes.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%201931>)

BUAD 1986 Applied Business Learning Experience-Work Period (0 credits)

S/U grade assessment; course does not fulfill requirements of any major in the College of Business Administration.

Prerequisite: Enrolled in the College of Business Administration, cons. of prog. dir., cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%201986>)

BUAD 1987 Applied Business Learning Experience-Work Period (0 credits)

S/U grade assessment; course does not fulfill requirements of any major in the College of Business Administration.

Prerequisite: Soph. stndg., and enrolled in the College of Business Administration, cons. of prog. dir., cons. of Business Career Center, and cons. of Executive Assoc. Dean. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%201987>)

BUAD 2001 Introduction to Applied Artificial Intelligence (3 credits)

Introduces students to technologies and skills applicable at a fundamental level to any career in business. By the end of the course, students are expected to be able to develop and use critical technologies at an introductory level to be empowered to contribute to solutions for industry-related problems. Throughout the course, students will describe and explain the significant technologies driving innovation in business and how to use them responsibly, learn how to utilize key programming languages and software to enable the student to meaningfully contribute to advancing a company's technological capabilities, use critical thinking skills applied to technologies to solve and debug problems, and communicate and present using correct business terminology efficiently and understandably.

Prerequisite: BUAD 1001; BUAD 1560 (can be taken concurrently).

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%202001>)

BUAD 2100 Accounting and Finance Fundamentals for Non-Business Majors (3 credits)

Fundamentals of accounting and finance for non-business students including how financial decisions affect the outcome of the business. Students become familiar with business terms and procedures including what constitutes revenues, expenses, assets, liabilities and owner's equity. Students also learn the basics of financial statement analysis, cost structures including fixed, variable, breakeven analysis and overhead.

Prerequisite: Not enrolled in the College of Business Administration.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%202100>)

BUAD 2160 Foundations of Personal Finance: College Years and Beyond (3 credits)

Introduction to the framework and tools for managing personal finance in college as well as post-graduation through retirement. Topics include financial values, budgeting, career choice and income, risk management and insurance, credit usage and major asset purchases. Includes discussions on investment portfolios, taxes, retirement plans and estate planning as well as ethical standards in financial decision-making. Emphasis is placed on the framework and methods to make personal financial decisions.

Prerequisite: Not enrolled in the College of Business Administration.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Individuals & Communities

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%202160>)

BUAD 2986 Applied Business Learning Experience-Grading Period (1 credits)

S/U grade assessment. Does not fulfill requirements of any major in the College of Business Administration.

Prerequisite: BUAD 1986, and enrolled in the College of Business Administration, cons. of prog. dir., cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%202986>)

BUAD 2987 Applied Business Learning Experience-Grading Period (1 credits)

S/U grade assessment. Does not fulfill requirements of any major in the College of Business Administration.

Prerequisite: BUAD 1987, Soph. stndg. and enrolled in the College of Business Administration, cons. of prog. dir., cons. of Business Career Center, and cons. of Executive Assoc. Dean. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%202987>)

BUAD 2989 Applied Business Learning Experience - Work and Grading Period (1 credits)

S/U grade assessment. Does not fulfill requirements of any major in the College of Business Administration.

Prerequisite: Enrolled in the College of Business Administration, cons. of prog. dir., cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%202989>)

BUAD 3089 Business and the Non-Profit Sector (1-3 credits)

This course involves business service to a community non-profit organization and benefits the student by supplying direct sustained involvement with non-profit and social service organizations. Students will be expected to apply their business education, especially in their majors, to community and social issues. S/U grade assessment.

Prerequisite: Enrolled in Business Administration and Jr. stndg; and cons. of instr. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%203089>)

BUAD 3399 Applied Business Communication (1-3 credits)

Students apply written and oral communication skills in discipline-based competitions. Preparation includes analysis of the domestic and global financial markets. Presentation requires real-time application of critical thinking and problem solving skills.

Prerequisite: Jr. stndg. and cons. of dept. ch.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%203399>)

BUAD 3986 Internship Work Period (0 credits)

S/U grade assessment.

Prerequisite: Soph. stndg., cons. of prog. dir. and cons. of internship dir. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%203986>)

BUAD 3987 Internship Work Period (0 credits)

For students completing a full-time internship during the fall or spring term. Allows students to remain in full-time status for deferment purposes, while completing the internship; however, there is no financial aid provided for this class. S/U grade assessment.

Prerequisite: Cons. of prog. dir. and cons. of internship dir. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%203987>)

BUAD 3988 Internship Work Period (0 credits)

For students completing a full-time internship during the spring or fall terms, who enroll in no other courses that term and who enroll in courses in the subsequent term, excluding summer. Allows students to maintain full-time student status for loan deferment and to qualify for full-time financial aid while completing the internship. Students completing a full-time Accounting internship should enroll in ACCO 3988. S/U grade assessment.

Prerequisite: Jr. stndg.; cons. of prog. dir.; and cons. of internship dir. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%203988>)

BUAD 4010 Business in Film (3 credits)

Consistent with a Jesuit education's focus on discernment and ethics, notable and impactful films (documentary and drama) centrally focused on business will stimulate the student's thinking around broad societal issues as well as personal questions of choices and values. Films will be selected from the 1980's through the present, allowing students to develop a historical context for understanding business themes and ethical considerations.

This is an interdisciplinary course with films connecting with various aspects of business including finance, HR, marketing, leadership, selling, economics, and public policy. Weekly reflection papers will encourage students to deeply engage with key themes from the films and relate these themes to their future professional and personal life.

Level of Study: Undergraduate

Marquette Core Curriculum: Writing Intensive

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%204010>)

BUAD 4931 Topics in Business Administration (1-3 credits)

Topics vary.

Prerequisite: Jr. stndg.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%204931>)

BUAD 4986 Business Administration Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: BUAD 3986, cons. of prog. dir. and cons. of internship dir. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%204986>)

BUAD 4987 Business Administration Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: Jr. stndg., cons. of prog. dir. and cons. of internship dir. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%204987>)

BUAD 4988 Internship-Grading Period (3 credits)

For students who completed a full-time internship in the previous semester, excluding summer, and received full-time financial aid for the internship. The grading period is not financial aid eligible, but does count toward the full-time status for tuition and loan deferment purposes. S/U grade assessment.

Prerequisite: BUAD 3988; cons. of prog. dir.; and cons. of internship dir. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%204988>)

BUAD 4989 Internship - Work and Grading Period (3 credits)

S/U grade assessment.

Prerequisite: Soph. stndg.; cons. of prog. director and cons. of the Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%204989>)

BUAD 4990 Internship - Work and Grading Period for International Students (3 credits)

Available to Curricular Practical Training eligible international students enrolled with a major in the College of Business Administration, who have completed available 3986/4986/4898 enrollment options and who have continued business-related off-campus internship opportunities. Counts towards the major.

Prerequisite: Soph. stndg.; College of Business Administration major, international student status, cons. of the Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%204990>)

BUAD 4991 Internship - Work Period for International Students (0 credits)

Available to Curricular Practical Training eligible international students enrolled with a major in the College of Business Administration, who have completed available 3986/4986/4898 enrollment options and who have continued business-related off-campus internship opportunities. Counts towards the major. BUAD 4991 is a 0-credit course offered within the summer term. Credit is earned through enrollment in BUAD 4992 the following term.

Students utilizing Curricular Practical Training through BUAD 4991 must enroll in BUAD 4992 the following term. S/U grade assessment.

Prerequisite: Soph. stndg.; College of Business Administration major, international student status, cons. of the Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%204991>)

BUAD 4992 Internship - Grading Period for International Students (3 credits)

Available to Curricular Practical Training eligible international students who have completed BUAD 4991.

Prerequisite: BUAD 4991; Soph. stndg.; College of Business Administration major, international student status, cons. of the Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%204992>)

BUAD 4995 Independent Study in Business Administration (1-4 credits)

Faculty-supervised, independent study/research of a specific area or topic in Business Administration.

Prerequisite: Cons. of asst. dean. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%204995>)

BUAD 5931 Topics in Business Administration (1-3 credits)

Topics vary.

Prerequisite: Admitted to BUAD, ECON or NURS program; or cons. of M.B.A. prog. dir. Prerequisites vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%205931>)

BUAD 6000 Accounting and Finance for the Non-Financial Manager (3 credits)

Covers the understanding, analyzing, and use of relevant financial information for management decision making. Specific topics include: understanding of financial concepts, statements and information, cost drivers, pricing, profitability, creating value, time value of money, capital budgeting, developing awareness of ethical issues in accounting and financial reporting, evaluating relevant financial information optimizing decision making and effectively communicate financial information and decisions.

Prerequisite: Admitted to graduate CCOM, MGMT or SPLE program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%206000>)

BUAD 6005 Economic Foundations for Marketing Decisions (3 credits)

Designed for non-MBA students to explore the micro and macroeconomic theories and models that give managers insights and tools to make better marketing decisions. Addresses the cross section of the rational, efficient, upward and downward sloping world of economics and the gritty and often less-than-rational marketing reality of markets and consumers. Provides firm grounding in basic marketing concepts and practices and a quantitative economic framework from which to better understand them. Examines how market imperfections can lead to unethical and long-term, non-profit maximizing marketing decisions.

Prerequisite: Admitted to graduate CCOM or MGMT program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%206005>)

BUAD 6112 Skills: SAS (1 credits)

Provides a foundation for the use of the statistical software package, SAS, to be used for data analysis, data manipulation, modeling and other advanced statistical techniques. Teaches these techniques through a combination of group instruction, practice using examples and individual instruction.

Prerequisite: Admitted to the graduate BUAD, ECON, FINA, MSSC or NURS program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%206112>)

BUAD 6113 Skills: SPSS (1 credits)

Familiarizes students with the features of SPSS statistical package and how to use SPSS in data analysis. However, it is not intended to teach the various statistical techniques. There is a basic level discussion of topics such as an overview of SPSS, creating SPSS datasets, modifying data values (recode, compute, sort, split data files, concatenate data files, create multiple response sets), statistical procedures, creating and modifying legacy charts as well as interactive charts, reading non-SPSS data files and converting them into SPSS data files. A number of data analysis assignments/problems are given which require application of SPSS.

Prerequisite: Admitted to the graduate BUAD, ECON, FINA, MSSC or NURS program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%206113>)

BUAD 6118 Skills: Data Visualization (1 credits)

Students work on several data visualization applications involving reading and combining data from different sources, creating filters and hierarchies, working with visual graphics (e.g., bar charts, line charts, sparklines, box plots, heat maps, tree maps, scatterplot matrices, geographical maps, waterfall charts, bubble plots with animation, dashboards), and text visualization tools (word clouds, concept link diagrams).

Prerequisite: Admitted to graduate BUAD, ECON, FINA, NURS program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%206118>)

BUAD 6931 Topics in Business Administration (1-3 credits)

Topics vary.

Prerequisite: Admitted to graduate BUAD, ECON, FINA, or NURS; or cons. of M.B.A. prog. dir. Prerequisites vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%206931>)

BUAD 6933 Exchange/University of Wisconsin-Milwaukee (1-3 credits)

In conjunction with the exchange program established between Marquette University and the University of Wisconsin-Milwaukee, students may enroll in a pre-approved graduate level course at the school while enrolled in a master's program in the Graduate School of Management. The visiting school's course title and credits are identified by this exchange course. A maximum of two of these exchange courses for a maximum of 6 credits may be included in the required minimum course work for the student's program of study at Marquette University. This course extends beyond the Marquette term; students receive an IC grade initially. The IC will be changed to an A-F grade at the end of the course.

Prerequisite: Cons. of M.B.A. prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%206933>)

BUAD 6986 Internship in Business Administration (1-3 credits)

Directed work in business under the supervision of a working professional in a business environment. Requires faculty supervisor. A maximum of 3 credits of internship apply toward degree requirements.

Prerequisite: Admitted to the MBA program; completion of 15 credits MBA program credits; and cons. of M.B.A. program director.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%206986>)

BUAD 6987 Internship Work Period (0 credits)

Full-time directed work in accounting under the supervision of a working professional in the area of accounting. Requires faculty supervisor. Must have approved academic component and approved total work hours. Maximum of 3 credits of internship may apply toward degree requirements. (Full-time equivalency for financial aid, zero credits for academics/tuition.) SNC/UNC grade assessment.

Prerequisite: Admitted to the graduate BUAD program; completed 15 credits in program; cons. of M.B.A. prog. dir. SNC/UNC grade assessment.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%206987>)

BUAD 6988 Internship Grading Period (3 credits)

Grading for preceding internship work assignments is accomplished by review of Employer Evaluation Forms, Work Exit Reports and other materials as required during each term in school following a work period. (3 credits for academics/tuition; not financial aid eligible.)

Prerequisite: BUAD 6987.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%206988>)

BUAD 6995 Independent Study in Business (1-3 credits)

Faculty-supervised, independent study/research of a specific area or topic in Business Administration.

Prerequisite: Cons. of M.B.A. prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%206995>)

BUAD 9970 Graduate Standing Continuation: Less than Half-Time (0 credits)

Fee. S/U grade assessment. Designated as less than half-time status only, cannot be used in conjunction with other courses, and does not qualify students for financial aid or loan deferment.

Prerequisite: Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%209970>)

BUAD 9976 Graduate Assistant Research: Full-Time (0 credits)

Fee. S/U grade assessment. Designated as full-time status. If a student is already registered in other courses full time, this continuation course is not needed.

Prerequisite: Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAD%209976>)

Business Analytics

BUAN 3065 Unlocking Business Insights through Predictive Analytics (3 credits)

Introduces students to predictive analytics techniques and their application in business decision-making. Students learn to leverage historical data to predict future outcomes using programming languages utilizing machine learning models such as linear regression, decision trees, cluster analysis and time series forecasting. Students are required to design, build and implement predictive models for real-world datasets that can affect business strategy.

Prerequisite: Enrolled in the College of Business Administration; grade of C or better in BUAD 1560.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAN%203065>)

BUAN 3066 Decision Making through Prescriptive Analytics (3 credits)

Introduces students to prescriptive analytics techniques and their applications to recommend an optimal course of action in uncertain environments. Students learn how to solve complex business problems such as pricing strategy, financial risk, and energy consumption using optimization, simulation, heuristics and advanced analytical techniques to recommend optimal actions to take to mitigate risk and achieve desired outcomes.

Prerequisite: Enrolled in College of Business Administration; BUAN 3065.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAN%203066>)

BUAN 3986 Internship Work Period (0 credits)

S/U grade assessment.

Prerequisite: BUAN 3065; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAN%203986>)

BUAN 4060 Business Analytics: Unstructured Data Analysis (3 credits)

Addresses the unstructured data management skills needed for modern data analysis including those salient to big data and real-time data environments. Introduces unstructured data, including both well-formatted data (XML, JSON etc.) and free flowing information. Learn about software and databases as well as methods for identification, acquisition, extraction, validation/cleansing, representation and analysis of data for organizational use. Learn how to store and manipulate unstructured data, how to mine text and how to manipulate and analyze unstructured data to enable better decision-making. Briefly introduces data visualization tools as a way to communicate effectively insights gained from analyzing unstructured data.

Prerequisite: BUAN 3065 and BUAN 3066.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAN%204060>)

BUAN 4061 Advanced Business Analytics (3 credits)

Takes insights derived from the analytics and focusses on how to communicate these actionable insights to executives for decision-making purposes. Includes presentation and storytelling skills, and the ability to communicate to both technical and managerial audiences. Students also need to be able to measure the outcomes based on the decisions that were made with the data-storytelling. Looks to develop good listening and team building and other communication skills.

Prerequisite: BUAN 3065 and BUAN 3066.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAN%204061>)

BUAN 4931 Topics in Business Analytics (1-3 credits)

Lectures and discussions in an area which, because of its topicality, is not the subject of a regular course. Topics are designated in the Schedule of Classes.

Prerequisite: Soph stndg. and BUAD 1560.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAN%204931>)

BUAN 4986 Business Analytics Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: BUAN 3986; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAN%204986>)

BUAN 4989 Business Analytics Internship Work and Grading Period (3 credits)

S/U grade assessment.

Prerequisite: BUAN 3065; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BUAN%204989>)

Business Law

BULA 3001 Legal and Ethical Environment of Business (3 credits)

A review of the legal and related ethical issues that commonly arise in the business environment, with emphasis on the American legal system and litigation, corporate responsibility, the changing nature of contracts and employment, torts and products liability, consumer law and business crimes.

Prerequisite: Jr. stndg.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Basic Needs & Justice, Writing Intensive

Interdisciplinary Studies: Law and Society

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BULA%203001>)

BULA 4001 Business Law for Accounting (3 credits)

A review of the principles of law related to business organizations, with emphasis upon agency and employment, property law related to personal and real property, bailments, wills, trusts, estates, insurance, administrative law, corporate governance, legal compliance, professional responsibility, agency, contract law and UCC contract concepts, creditor-debtor law, bankruptcy, secured transactions, securities regulation, and creation, formation, and operation of business associations such as corporations and partnerships.

Prerequisite: Jr. stndg.

Level of Study: Undergraduate

Marquette Core Curriculum: Engage Social Systems & Values 2

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BULA%204001>)

BULA 4931 Topics in Business Law (3 credits)

Prerequisite: BULA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BULA%204931>)

BULA 4995 Independent Study in Business Law (1-4 credits)

Faculty-supervised, independent study/research of a specific area or topic in Business Law.

Prerequisite: Cons. of dept. ch. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BULA%204995>)

BULA 6110 Legal Issues in Business and Technology (3 credits)

Provides an owner/manager's perspective of the significant influence of the law and of legal principles on managerial decision making. Major topics will include government regulation of business activities, contract law, liability law and forms of business organizations. Emphasis is on the application of these principles to managerial decision making in the current business environment.

Prerequisite: Admitted to the graduate BUAD, ECON, ENMA, HCTM, HURE or NURS program; ACCO 6100; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=BULA%206110>)

Economics

Economics Courses

ECON 1001 Introduction to Economics (3 credits)

An introductory survey of economic issues for non-majors with an emphasis on using economic concepts as elements of critical reasoning.

Microeconomic topics include markets and the role of government in a market economy. Macroeconomic topics include the banking system, inflation and unemployment. International issues include the balance of trade and foreign exchange. Will not be counted towards the Economics major.

Prerequisite: Not enrolled in the College of Business Administration.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%201001>)

ECON 1103 Principles of Microeconomics (3 credits)

Institutions and processes of market specialization and exchange. Supply and demand and their determinants. Pricing and production decisions of the firm under varying competitive conditions. The role of government in a modern mixed economy. Microeconomic analysis applied to selected economic problems.

Level of Study: Undergraduate

Interdisciplinary Studies: Applied Mathematics Economics, Environmental Studies, International Affairs, Public History

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%201103>)

ECON 1103H Honors Principles of Microeconomics (3 credits)

Institutions and processes of market specialization and exchange. Supply and demand and their determinants. Pricing and production decisions of the firm under varying competitive conditions. The role of government in a modern mixed economy. Microeconomic analysis applied to selected economic problems. As an Honors Program course, includes a more intensive research or project component.

Prerequisite: Admission to Marquette University Honors Program.

Level of Study: Undergraduate

Interdisciplinary Studies: Applied Mathematics Economics, Environmental Studies, International Affairs, Public History

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%201103H>)

ECON 1104 Principles of Macroeconomics (3 credits)

Processes and determinants of overall economic activity and growth. National income accounting, determination of aggregate income, employment, and the price level. Money and banking, government monetary and fiscal policy, and international economics.

Prerequisite: ECON 1103.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Expanding Our Horizons

Interdisciplinary Studies: Applied Mathematics Economics, Environmental Studies, International Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%201104>)

ECON 1104H Honors Principles of Macroeconomics (3 credits)

Processes and determinants of overall economic activity and growth. National income accounting, determination of aggregate income, employment, and the price level. Money and banking, government monetary and fiscal policy, and international economics. As an Honors Program course, includes a more intensive research or project component.

Prerequisite: ECON 1103 and admission to Marquette University Honors Program.

Level of Study: Undergraduate

Interdisciplinary Studies: Environmental Studies

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%201104H>)

ECON 1930 Special Topics in Economics (1-3 credits)

Offered as an experimental course to evaluate and determine if a course should be incorporated into the regular curriculum of a program, or courses in the approval process pipeline, but not yet officially approved. Once the same course has been offered twice as a Special Topic, it cannot be offered again until it moves through the curriculum approval process and is approved with a regular curriculum course number. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%201930>)

ECON 3003 Intermediate Microeconomic Analysis (3 credits)

Reviews the tools of supply and demand analysis. Studies the market behavior of consumers and business firms and the way they interact with each other and with public policy. Applies market theory to questions of resource allocation efficiency, changing market conditions, optimal pricing and output strategies and to important social issues of the day.

Prerequisite: ECON 1103; ECON 1104; MATH 1400 or equiv.

Level of Study: Undergraduate

Interdisciplinary Studies: Applied Mathematics Economics, Environmental Studies

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%203003>)

ECON 3004 Intermediate Macroeconomic Analysis (3 credits)

Determines levels of aggregate output, employment and prices. Describes available policy variables and their impacts upon the money, bond, goods and labor markets. Looks at inflation and unemployment, international macroeconomic interrelationships and fundamentals of the economic growth process.

Prerequisite: ECON 1103; ECON 1104; MATH 1400 or equiv.

Level of Study: Undergraduate

Interdisciplinary Studies: Applied Mathematics Economics

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%203004>)

ECON 3042 Applied Global Business Learning (AGBL) - Micro Business Virtual Consulting Experience (3 credits)

An opportunity to experience real time consulting virtually with struggling businesses around the world. Each class connects students, faculty and business leaders with motivated entrepreneurs in the developing world. Students foster sustainable business solutions while preserving cultural ideals with the ultimate goal of improving the lives of those involved in the small business or micro-enterprises. Applied Global Business Learning is a chance for students of all majors to gain experience with developing country businesses and engage in a unique cultural understanding.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Crossing Boundaries

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%203042>)

ECON 3399 The College Fed Challenge (0-3 credits)

Students apply their understanding of economics and financial markets using oral communication and visualization skills as part of the College Fed Challenge competition. Preparation includes analysis of the domestic and global economies and financial markets; presentation requires real-time application of problem-solving and critical thinking skills.

Prerequisite: ECON 3004, Jr. stdng.; ECON, BUEC or INAM major or ECON minor; and cons. of instr. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%203399>)

ECON 3986 Internship Work Period (0 credits)

S/U grade assessment.

Prerequisite: ECON 3003; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%203986>)

ECON 4005 Sports Economics (3 credits)

Application of relevant statistical tools and economic models to the economics of sports. One major aspect applies those tools and models to investigate the behavior of athletes and coaches. A second major aspect deals with business aspects of sports, including topics such as the organization of sports franchises and leagues, the public financing of stadiums, and labor issues including compensation and discrimination.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204005>)

ECON 4006 Industrial Organization (3 credits)

Examines the interaction of firms with their competitors, their customers and government regulators. Covers oligopoly models that lie between the extremes of perfect competition and perfect monopoly. Additional topics may include the economic analysis of price discrimination, durable goods, advertising, mergers, vertical integration, collusion, auctions and innovation.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204006>)

ECON 4008 Economics and Law (3 credits)

Relationship between the rights and obligations which the legal system confers on individuals and the allocation of resources which results from alternative assignments of legal rights. Uses and limitations of economic analysis in explaining the process by which legal rights are conferred.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204008>)

ECON 4010 Public Finance (3 credits)

Role of government in a market-oriented economy. Externalities, public goods and political decision-making. Analysis of major federal spending programs including social security, health care and welfare. Effects of government expenditure and tax policies on efficiency in the allocation of resources and on the distribution of income. Principles of taxation, budget deficits and the financing of public expenditures.

Prerequisite: ECON 1103, ECON 1104 and ECON 3003.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Individuals & Communities

Interdisciplinary Studies: Urban Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204010>)

ECON 4012 Urban and Regional Economics (3 credits)

Economic role of cities and systems of cities. Forces behind regional and urban growth. Explaining migration and employment changes. The role of quality of life in cities. Problems of central city economic decline, urban poverty, housing problems, and urban transportation. Suburbanization and urban sprawl.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Interdisciplinary Studies: Africana Studies, Environmental Studies, Urban Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204012>)

ECON 4016 Environmental and Natural Resource Economics (3 credits)

Economic analysis of environmental and natural resources including land, air, and water. Topics covered include, but are not limited to, cost-benefit analysis, discounting, externalities, market failure, optimality, property rights, and sustainability. Special emphasis on application of these concepts to environmental and natural resource policies.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Expanding Our Horizons

Interdisciplinary Studies: Environmental Studies, Environmental Ethics, International Affairs, Peace Studies, Urban Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204016>)

ECON 4020 Economics of Labor Markets (3 credits)

Studies the major determinants of the individual's decision to work and the firm's decision to hire workers. Analyzes labor supply and labor demand to understand what determines earnings, the reasons for unemployment and how the labor market evolves over time. Contemporary issues studied in this course include the effects of the minimum wage, the causes of earnings inequality and poverty and the economics of discrimination. Presents data and discussion of the evolution of institutions to provide context to these current economic issues.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Individuals & Communities

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204020>)

ECON 4022 Economics of Healthcare and Health Policy (3 credits)

An introduction to healthcare and health policy from an economics perspective. Studies how supply and demand factors impact healthcare financing, markets for healthcare, health insurance and access to health services. Considers the features unique to healthcare markets and explores the role of economic incentives in driving healthcare behaviors. Additionally, covers government institutions and their influence on current healthcare issues and policy with a particular emphasis on the United States healthcare system.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Basic Needs & Justice

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204022>)

ECON 4025 Economics of Regulation and Deregulation (3 credits)

An introduction to regulation and deregulation from an economics perspective. A review of the regulatory process, regulatory agency administration, trade association roles, independent think-tank assessments and consumer implications, and economic analysis requirements. Case study topics may include, but are not limited to, healthcare, artificial intelligence, transportation, telecommunications and environmental sectors. A Washington D.C. experiential learning trip to Marquette's Les Aspin Center to engage with experts is a mandatory component of the course.

Prerequisite: ECON 1103 and ECON 1104. Consent required. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204025>)

ECON 4030 American Economic History (3 credits)

Explores the development of the American economy from colonial times to the present. Students learn about both the history of the U.S. economy, as well as methods and data needed to assess how historic events can answer important questions in economics. Topics may include, but are not limited to historical and institutional foundations of US economic growth; immigration; inequality and intergenerational mobility; women's changing role in the economy.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204030>)

ECON 4040 International Economics (3 credits)

Survey of international economics. Topics covered include the role of globalization in current economic decisions, the role of monopolies in global markets leading to potential for abuse, the history of money and monetary policy and its influence on global markets, the ability of a financial crisis to debilitate an economy, the struggles of peoples in crisis, and an appreciation of the complexities in modern government decision making.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Crossing Boundaries

Interdisciplinary Studies: International Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204040>)

ECON 4044 Global Integration of Financial Sectors (3 credits)

As the world gets smaller, exchange rate management and policies as well as their international coordination and conflict become increasingly important. With the context of current issues, the application of market concepts are used to understand institutional behavior as well as investment decisions. Ideas include historical context and application to financial and/or economic crises around the globe. Note: A student may not receive credit for ECON 4040 if taken simultaneously with or upon successful completion of ECON 4044.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Interdisciplinary Studies: International Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204044>)

ECON 4045 Comparative Economic Systems (3 credits)

An analysis and description of economies as they evolved from ancient societies through today. Analyze the effects of alternative systems on social and economic behavior under differing levels of technology and development. Compare the economic behavior and policy between socialistic markets and capitalistic markets as the development reaches present-day levels.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204045>)

ECON 4046 International Trade (3 credits)

Examines the sources, patterns, and effects of international trade. Also studies the welfare impacts of trade policies and the influence of trade on economic growth. Additional topics include foreign direct investment, migration, and the role of regional trade agreements in shaping global trade dynamics.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Interdisciplinary Studies: International Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204046>)

ECON 4047 Development Economics (3 credits)

Development economics considers the current conditions under which the majority of the world lives. From the context of the UN development goals, consider the similarities among these nations from their inception as well as the myriad of problems that have evolved. Consider why current economic models cannot provide a magic solution to the issues and gives students a chance to create their own solutions to problems they find.

Prerequisite: ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Basic Needs & Justice

Interdisciplinary Studies: Environmental Studies, Latin American Studies, Peace Studies

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204047>)

ECON 4060 Introduction to Econometrics (3 credits)

Designed to teach how to build an econometric model and to make forecasts using it. Models are constructed to explain phenomena that are observed frequently in business, economics and the social sciences. Linear regression analysis is employed and both single-equation and multi-equation models are investigated. Of practical value to economists, businessmen, engineers, statisticians, and other professionals for whom applied quantitative techniques are important.

Prerequisite: ECON 3003; and BUAD 1560 or MATH 1700 or MATH 4720 or equiv.

Level of Study: Undergraduate

Marquette Core Curriculum: NSM Expanding Our Horizons

Interdisciplinary Studies: Applied Mathematics Economics

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204060>)

ECON 4065 Mathematical Economics (3 credits)

Designed to give students the quantitative background required to appreciate the use of mathematics in economic analysis. Emphasis is on developing important techniques. However, many economic applications are incorporated in order to demonstrate how standard economic models can be developed in mathematical terms. Topics include matrix algebra, differential calculus, both constrained and unconstrained optimization and comparative statistics.

Prerequisite: ECON 3003 and one of the following: MATH 1400, MATH 1410, MATH 1450, MATH 1451, MATH 1455 or MATH 2450.

Level of Study: Undergraduate

Interdisciplinary Studies: Applied Mathematics Economics

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204065>)

ECON 4072 Behavioral Economics (3 credits)

An introduction to behavioral economics. Traditional economic models assume that people have perfect rationality and perfectly process all available information. Behavioral economics relaxes some of the assumptions made about people to reconcile traditional models with real world observations. Coverage of behavioral economic theory is presented by emphasizing empirical results from lab experiments and the real world, and investigating some public policy implications.

Prerequisite: ECON 3003.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Expanding Our Horizons

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204072>)

ECON 4080 Money, Banking and Monetary Policy (3 credits)

Introduces the fundamentals of money, banking, and monetary policy. Studies the role of money, interest rates, and financial institutions in the economy. Details the structure of central banks, their importance, and how they conduct monetary policy. Uses various macroeconomic models and data to analyze current and past economic events.

Prerequisite: ECON 3004.

Level of Study: Undergraduate

Interdisciplinary Studies: International Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204080>)

ECON 4931 Topics in Economics (1-3 credits)

Lectures and discussions in an area which, because of its topicality, is not the subject of a regular course. Topics are designated in the Schedule of Classes.

Prerequisite: Jr. stndg.; ECON 1103 and ECON 1104.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204931>)

ECON 4986 Economics Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: ECON 3986, cons. of prog. dir. and cons. of Business Career Center Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204986>)

ECON 4989 Economics Internship - Work and Grading Period (3 credits)

S/U grade assessment.

Prerequisite: ECON 3003; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204989>)

ECON 4995 Independent Study in Economics (1-4 credits)

Faculty-supervised, independent study/research of a specific area or topic in economics.

Prerequisite: Cons. of dept. ch. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%204995>)

ECON 5005 Sports Economics (3 credits)

Application of relevant statistical tools and economic models to the economics of sports. One major aspect applies those tools and models to investigate the behavior of athletes and coaches. A second major aspect deals with business aspects of sports, including topics such as the organization of sports franchises and leagues, the public financing of stadiums, and labor issues including compensation and discrimination.

Prerequisite: Admitted to the graduate ECON program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%205005>)

ECON 5008 Economics and Law (3 credits)

Relationship between the rights and obligations which the legal system confers on individuals and the allocation of resources which results from alternative assignments of legal rights. Uses and limitations of economic analysis in explaining the process by which legal rights are conferred.

Prerequisite: Admitted to the graduate ECON program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%205008>)

ECON 5016 Environmental and Natural Resource Economics (3 credits)

Economic analysis of environmental and natural resources including land, air, and water. Topics covered include, but are not limited to, cost-benefit analysis, discounting, externalities, market failure, optimality, property rights, and sustainability. Special emphasis on application of these concepts to environmental and natural resource policies.

Prerequisite: Admitted to the graduate ECON program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Marquette Core Curriculum: SSC Expanding Our Horizons

Interdisciplinary Studies: Environmental Studies, Environmental Ethics, International Affairs, Peace Studies, Urban Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%205016>)

ECON 5040 International Economics (3 credits)

Survey of international economics. Topics covered include the role of globalization in current economic decisions, the role of monopolies in global markets leading to potential for abuse, the history of money and monetary policy and its influence on global markets, the ability of a financial crisis to debilitate an economy, the struggles of peoples in crisis, and an appreciation of the complexities in modern government decision making.

Prerequisite: Admitted to the graduate ECON program; or consent of the M.S.A.E. prog. dir.

Level of Study: Graduate

Marquette Core Curriculum: SSC Crossing Boundaries

Interdisciplinary Studies: International Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%205040>)

ECON 5045 Comparative Economic Systems (3 credits)

An analysis and description of economies as they evolved from ancient societies through today. Analyze the effects of alternative systems on social and economic behavior under differing levels of technology and development. Compare the economic behavior and policy between socialistic markets and capitalistic markets as the development reaches present-day levels.

Prerequisite: Admitted to the graduate ECON program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%205045>)

ECON 5072 Behavioral Economics (3 credits)

An introduction to behavioral economics. Traditional economic models assume that people have perfect rationality and perfectly process all available information. Behavioral economics relaxes some of the assumptions made about people to reconcile traditional models with real world observations. Coverage of behavioral economic theory is presented by emphasizing empirical results from lab experiments and the real world, and investigating some public policy implications.

Prerequisite: Admitted to the graduate ECON program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Marquette Core Curriculum: SSC Expanding Our Horizons

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%205072>)

ECON 5931 Topics in Economics (1-3 credits)

Lectures and discussions in an area which, because of its topicality, is not the subject of a regular course. Topics are designated in the Schedule of Classes.

Prerequisite: Admitted to BUAD, ECON, FINA, or NURS program; or cons. of M.B.A. prog. dir. Prerequisites vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%205931>)

ECON 6114 R Programming (1 credits)

Explores the basic building blocks of statistical programming in R. Focuses on three parallel learning objectives: setting up an open-source software environment for practicing data science; translation of ideas to software solutions using R; and management and sharing of code.

Prerequisite: Admitted to the graduate ACCO, BMAN, BUAD, ECON or FINA program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206114>)

ECON 6115 Research Methods in Economics (1 credits)

Provides skill sets to select research topic for professional project; provides guidance in strategies used in research, writing and presentation components.

Prerequisite: Admitted to graduate ECON; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206115>)

ECON 6116 SQL (1 credits)

Fundamentals of the creation and use of databases using the programming platform Structured Query Language (SQL). Students learn to customize and manipulate databases with SQL to help gather data for presentations and analyses.

Prerequisite: Admitted to the graduate ACCO, BMAN, BUAD, ECON or FINA program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206116>)

ECON 6118 Python Programming (1 credits)

Teaches the basics of programming with Python: writing and executing Python programs, learning the core data structures in Python, interacting with data, acquiring skill in data manipulation and using Python to access web data and data from databases.

Prerequisite: Admitted to the graduate ACCO, BMAN, BUAD, ECON or FINA program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206118>)

ECON 6200 Economics for Management Decision Making (3 credits)

Incorporates the tools and logic of microeconomics together with quantitative and statistical methods to assist managers in sound, ethical decision making. The principal focus is on understanding and predicting economic behavior of consumers, pricing strategies of firms, and the impact of industry competition through product-line and industry modeling and model estimation. May also consider the impact of various industries. Requires the use of current statistical software and computer technology.

Prerequisite: Admitted to graduate ACCO program; or admitted to graduate BUAD program and MBA 6050; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206200>)

ECON 6503 Microeconomic Theory and Applications (3 credits)

Develops the modern neoclassical theory of consumer and firm behavior using mathematical techniques, including differential calculus. Emphasizes the methodology of constructing and using microeconomic models to explain economic behavior at the individual, firm and partial equilibrium levels. Students learn how to apply microeconomic theory to analyze critical economic issues and inform empirical work.

Prerequisite: Admitted to the graduate ECON or FINA program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206503>)

ECON 6504 Macroeconomic Theory and Applications (3 credits)

Covers both short-run economic fluctuations and long-run economic growth. Begins by analyzing business cycles utilizing current state-of-the-art models, then covers the economy's long-run growth path using neoclassical and endogenous growth models. Static and dynamic models of the economy are developed and used for policy analysis.

Prerequisite: Admitted to the graduate ECON or FINA program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206504>)

ECON 6506 Industrial Organization and Public Policy (3 credits)

Empirical studies in patterns of market structure, business behavior and performance. Industrial concentration, entry barriers, pricing and promotional behavior, efficiency and profitability. Applications in the field of antitrust and regulation.

Prerequisite: Admitted to the graduate ECON program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206506>)

ECON 6510 Economics of the Public Sector (3 credits)

Role of government in a market-oriented economy. Externalities, public goods and political decision-making. Effects of government tax and expenditure policy on efficiency of resource allocation and on the distribution of income. Empirical methods to estimate causal effects of government policies.

Prerequisite: Admitted to the graduate ECON program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206510>)

ECON 6512 Studies in Urban and Regional Economics (3 credits)

Uses economic tools to examine decisions of firms and households in a spatial setting. Covers regional economic issues, such as why cities exist and where they tend to develop, inter-urban household migration and firm location decisions, and models of urban growth. The urban economic topics explored include the inter-urban location decisions of economic agents in the context of amenities, public goods and zoning restrictions. Finally, the tools developed in the class are used to investigate urban problems such as poverty, housing, and transportation issues.

Prerequisite: Admitted to the graduate ECON program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206512>)

ECON 6520 Studies in Labor Economics (3 credits)

Studies the major determinants of labor supply and demand. Special attention is paid to how government policies influence labor supply and demand decisions. Examines contemporary issues including gender economics, economics of the family, the causes of earnings inequality and poverty, the economics of discrimination, and involuntary labor turnover. Data and discussion of the evolution of institutions are presented to provide context to these current economic issues.

Prerequisite: Admitted to the graduate ECON program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206520>)

ECON 6522 Studies in Health Economics (3 credits)

Covers the economic models and statistical methods predominantly used in the analysis of healthcare markets. Key markets in this sector include healthcare labor markets, health insurance markets and healthcare provision markets. Explores the unique properties of these markets and the role of incentives that drive key players to act. Discusses the role of government institutions and their influence over current health care issues and policy with a particular focus on the United States health care system.

Prerequisite: Admitted to the graduate ECON program or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206522>)

ECON 6544 International Currency Markets (3 credits)

An examination of various foreign currency markets, including spot, forward and derivative instruments, understanding the economic, historical, institutional, and empirical aspects of these markets. Analysis of the relationship between currency markets, money markets and bond markets. Development and study of the fundamental models of balance of payments and exchange rate determination.

Prerequisite: Admitted to the graduate ECON program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206544>)

ECON 6546 International Trade (3 credits)

Uses microeconomic tools to analyze key issues in international trade, including trade theories, trade policies and their effects, economic integration and international factor movements. Also includes discussions of empirical studies that apply data and econometric techniques to address important trade questions.

Prerequisite: Admitted to the graduate ECON program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206546>)

ECON 6560 Applied Econometrics (3 credits)

The first of a two-course sequence in graduate-level applied micro-econometrics. Standard model building and hypothesis testing. Focuses on cross-sectional, pooled cross-sectional and panel data techniques for causal identification. Additional topics include non-random sampling, quantile regression and decomposition techniques.

Prerequisite: Admitted to the graduate ECON program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206560>)

ECON 6561 Applied Time-Series Econometrics and Forecasting (3 credits)

Continuation of ECON 6560, focusing on more advanced time-series econometric issues and forecasting techniques using models such as VAR, VEC, ARCH/GARCH, ARIMA, and related smoothing filter methods, as well as approaches for combining and evaluating forecasts. Emphasis on the practical knowledge of above techniques, and on reporting and presenting econometric results.

Prerequisite: Admitted to the graduate ECON or FINA program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206561>)

ECON 6580 Monetary Theory and Policy (3 credits)

Factors affecting money supply, money demand and money's influences on the macroeconomy. Emphasizes Federal Reserve policy and its implication for money supply. International monetary economics and coordination of monetary policy among different countries. Examination of contemporary theoretical and econometric monetary issues and policy prescriptions.

Prerequisite: Admitted to the graduate ECON or FINA program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206580>)

ECON 6931 Topics in Economics (1-3 credits)

Topics will vary.

Prerequisite: Admitted to the graduate ECON or FINA program; or cons. of M.S.A.E. prog. dir. Additional prerequisites may vary from course to course.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206931>)

ECON 6986 Internship in Applied Economics (1-3 credits)

Directed work in applied economic analysis under the supervision of a working professional in a business, financial, international or public policy area.

Requires a faculty supervisor. Course does not apply toward degree requirements.

Prerequisite: Admitted to the graduate ECON program; student must have completed 9 credits in program; or cons. of M.S.A.E. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206986>)

ECON 6987 Internship Work Period (0 credits)

Full-time directed work in applied economics under the supervision of a working professional in the area of applied economics. Requires faculty supervisor. Must have approved academic component and approved total work hours. Internship does not apply toward degree requirements. (Full-time equivalency for financial aid, zero credits for academics/tuition.)

Prerequisite: Admitted to the graduate ECON program; completed 9 credits in program; cons. of M.S.A.E. prog. dir. SNC/UNC grade assessment.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206987>)

ECON 6988 Internship Grading Period (3 credits)

Grading for preceding internship work assignments is accomplished by review of Employer Evaluation Forms, Work Exit Reports and other materials as required during each term in school following a work period. (3 credits for academics/tuition; not financial aid eligible.)

Prerequisite: ECON 6987.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206988>)

ECON 6995 Independent Study in Economics (1-3 credits)

Faculty-supervised, independent study/research of a specific area or topic in Economics.

Prerequisite: Admitted to the graduate ECON program and cons. of M.S.A.E. prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206995>)

ECON 6998 Professional Project (0 credits)

Provides direct supervision of the research that constitutes the core of the professional project. Students submit drafts of various sections of their project as each is completed. These sections are literature review, development of theoretical model, specification of empirical model of theory, creation of the necessary data set and execution of the empirical model. The final output of the course is a complete draft of the project that meets project director's approval. S/U grade assessment.

Prerequisite: Admitted to the graduate ECON program; approval of project outline by the prog. dir. and cons. of M.S.A.E. prog. dir. by the stated deadline. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%206998>)

ECON 9991 Professional Project Continuation: Less than Half-Time (0 credits)

Fee. S/U grade assessment. Allows a student to be considered the equivalent of less than half-time status. Requires that the student is working less than 12 hours per week on their professional project. Any professional project credits required for the degree should be completed before registering for non-credit Professional Project Continuation.

Prerequisite: Cons. of GSM. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%209991>)

ECON 9992 Professional Project Continuation: Half-Time (0 credits)

Fee. S/U grade assessment. Allows a student to be considered the equivalent of half-time status. Requires that the student is working more than 12 to less than 20 hours per week on their professional project. Any project credits required for the degree should be completed before registering for non-credit Professional Project Continuation.

Prerequisite: Cons. of GSM. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%209992>)

ECON 9993 Professional Project Continuation: Full-Time (0 credits)

Fee. S/U grade assessment. Allows a student to be considered the equivalent of full-time status. Requires that the student is working 20 hours or more per week on their professional project. Any professional project credits required for the degree should be completed before registering for non-credit Professional Project Continuation.

Prerequisite: Cons. of GSM. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECON%209993>)

ECONI 3040 Global Applied Learning Project: Applied Global Business Learning (0-3 credits)

Applied Global Business Learning is a short-term applied global business service learning experience. Under the direction of the instructor, students work with a foreign business venture to solve business problems. In the classroom setting, students learn about the history and culture of the country, as well as the experiences of individuals who have completed a global service project in the region. Students also have the opportunity to learn the realities of developing country business problems. Students help develop a business case solution for the selected project and travel to the location for implementation. Upon completion of the in-country experience, students prepare a post trip report for both the instructor and the entrepreneur and participate in a reflection retreat. Taught in an international setting by Marquette professors and where students earn Marquette credit. Study Abroad expenses apply.

Prerequisite: All application materials completed and cons. of instr.; Jr. stndg.; and cons. of the Office of International Education.

Level of Study: Undergraduate

Marquette Core Curriculum: Engage Social Sysms & Values 2

Interdisciplinary Studies: Latin American Studies

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ECONI%203040>)

Executive Business

EXBU 6191 Teams and Performance (1 credits)

Concentrates on the issues of forming effective teams, group processes, and group development. Participants will be evaluated in terms of the overall team performance, as well as through peer evaluations by team members. Topics include: team building activities, developing group visions, group versus individual decision making, and strategies for improving team performance. S/U grade assessment.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206191>)

EXBU 6500 Managerial Economics (3 credits)

Applied microeconomic analysis supplemented with selected econometric techniques. Examines the demand, production, and cost theories that are the core of micro-economics. Considers such topics as regression analysis, hypothesis testing, various approaches to time series data analysis, and forecasting. Focus is on how these forms of analysis provide useful input into the managerial decision-making process.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206500>)

EXBU 6505 Strategic Management Introduction (3 credits)

Presents frameworks and tools for formulating successful strategies. Focuses on identifying and analyzing the internal and external sources of competitive advantage available to the firm and on developing strategies to access these sources of profitability. Strategy is viewed as a link between the firm and its environment. Implies that there are two primary areas of analysis: the external industry environment of the firm and the internal environment of the firm (the resources and capabilities it possesses).

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206505>)

EXBU 6510 Accounting for Managerial Decisions (4 credits)

Emphasizes the role of accounting as a financial information system for managerial decisions. Since course participants will have had differing exposure to financial accounting, the basic financial accounting concepts and procedures will be covered first. Then, specific managerial accounting techniques and concepts will follow. Short cases, term projects and a computerized operational planning exercise will be used to learn the value of budgeting as a planning tool. Each of the major assignments will require written and oral reports.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206510>)

EXBU 6515 Business Law (2 credits)

Law establishes the parameters within which business transactions must be conducted and the mechanisms and standards by which disputes must be resolved. Just as athletes cannot hope to win unless they know the rules, business managers must have a basic understanding of fundamental business law principles if they are to know how best to structure and to carry out transactions for the benefit of the organization. Just as importantly, business managers must be sufficiently sensitive to legal matters to know when to seek professional legal assistance.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206515>)

EXBU 6525 Strategic International Marketing (4 credits)

An integrated approach to marketing from a managerial point of view. Makes use of economic, quantitative and behavior concepts in analyzing and developing a framework for the decision-making and implementation of the firm's marketing program. Special emphasis is given to marketing across the globe.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206525>)

EXBU 6530 Corporate Finance (3 credits)

Focuses on the application of financial theory on managerial decision. Topics include: the areas of risk, valuation, capital structure, mergers and acquisitions, and investment decisions. These issues are addressed through case studies of successful and unsuccessful financial strategies.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206530>)

EXBU 6545 Global Macroeconomics (3 credits)

Macroeconomics is one of the two major branches of economics, the other branch being microeconomics. Macroeconomics is concerned with the behavior of key economic aggregates, total output (GDP) and its growth rate, the unemployment rate, and the inflation rate and the foreign exchange rate. There are many other economic aggregates that are related to one or more of these key macroeconomic variables including income, wealth, money, consumption, investment, wages, productivity, interest rates, trade balance and capital flows. These, too, are of concern in macroeconomics. Explores the overall global macroeconomic environment within which businesses operate. Focuses on the general state of the business cycle and the related economic issues of savings, investment, the balance of payments, and money and examines their impact on the problems of inflation and unemployment. Considers various measures used to track the business cycle and build simple models of the macro economy, interest rates and exchange rates. Uses these models to examine the role of fiscal and monetary policy in stabilizing the economy and how various global economic measures (inflation, interest rates, exchange rates) are related. Provides insight that contributes to intelligent business decision making.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206545>)

EXBU 6550 Information Technology (3 credits)

Examines various emerging information technologies, possibly including data communications and networking, object-oriented design, expert systems, and group computing software. Emphasis is placed on understanding how to assess the potential application of these technologies to business problems, and on the process of assimilating these technologies within the organizations.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206550>)

EXBU 6560 Business Analytics (3 credits)

Examines quantitative aspects of managerial decision making. Introduces models and methods that are widely used for the analysis of a variety of managerial problems. Topics may include: linear programming, transportation models, networks, project management, queuing and simulation.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206560>)

EXBU 6571 Ethical and Societal Issues in Business (1.5 credits)

Examines the impact of business on society, and the impact of ethical and societal issues on business. Objectives include: improving the student's ability to recognize and identify ethical issues, placing ethical issues in an organizational context, and improving the student's ability to reason toward a satisfactory resolution.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206571>)

EXBU 6572 Corporate Social Responsibility and Applied Ethics (1.5 credits)

Introduction to the descriptive, normative and prescriptive elements of moral theory and their application to business. Students will gain familiarity with classical theories of right and wrong, good and bad, distributive justice and rights. These frameworks will then be applied to moral dilemmas in business. Pedagogical approaches may include case studies and research of current and classical ethical issues in business. Particular attention will be paid to international and global aspects of current corporate practices.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206572>)

EXBU 6580 Leading People and Change in Organizations (3 credits)

Investigates the impact of human behavior on organizations and investigates how managers can predict and influence such behavior. Begins by focusing on the individual, then the group, and finally the organization as a whole. Topics include: interpersonal perception, motivation, conflict, leadership, corporate culture and organizational change.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206580>)

EXBU 6590 Global Supply Chain (3 credits)

Examines issues critical to service and manufacturing operations. Topics include: just-in-time systems, total quality management, sourcing and logistics, technology transfer, and risk management. Emphasis will be given to globalization of operations.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206590>)

EXBU 6931 Topics in Executive Business (1-4 credits)

Topics will vary.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206931>)

EXBU 6952 EMBA Immersion (0 credits)

Provides opportunity to begin content and class meetings for fall EXBU courses.

Prerequisite: Admitted to Executive M.B.A. program. Consent required. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206952>)

EXBU 6995 Independent Study in Executive Business (1-3 credits)

Faculty-supervised, independent study/research of a specific area or topic in Executive Business.

Prerequisite: Admitted to Executive M.B.A. program; and cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206995>)

EXBU 6997 Strategic Management Capstone (1.5 credits)

Project-based class that presents an opportunity to understand and comment on a firm's strategic management, including interviewing the president or CEO. Project to include an appraisal on the firm's strategy and perspectives on what has been learned.

Prerequisite: Admitted to Executive M.B.A. program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBU%206997>)

EXBUI 6931 Topics in Executive Business-International (0-3 credits)

Topics in Executive Business taught in an international setting by Marquette professors. Students earn Marquette credit. Study Abroad fees apply.

Prerequisite: Cons. of the Office of International Education.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=EXBUI%206931>)

Finance

FINA 3001 Introduction to Financial Management (3 credits)

Principles and methods of corporate finance, valuation, analysis and management. Evaluation of business projects (capital budgeting) using financial criteria and different financing choices (capital structure) for these projects are reviewed. Introduction to the financial markets and both investment and financing instruments available to corporations and individuals. Emphasis placed on the framework and methodology involved in financial decision making.

Prerequisite: ECON 1103; BUAD 1560 or MATH 4720 (non-business majors); and ACCO 1031, which is the only prerequisite course that may be taken concurrently.

Level of Study: Undergraduate

Marquette Core Curriculum: NSM Basic Needs & Justice

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%203001>)

FINA 3002 Introduction to Banking (3 credits)

Introductory course in banking to help understand the basic foundations and nature of banking, how banks make money, the regulatory structure, current issues in banking, and overall value creation. Exposed to the various metrics and tools used to measure success in banking, as well as the current issues bankers face today. Structured to build a foundation for future study in banking leading towards internships.

Prerequisite: ACCO 1030 and ECON 1103; FINA 3001, which may be taken concurrently.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%203002>)

FINA 3370 The Arts: Cultural and Economic Values in a Democratic Society (3 credits)

Focuses on the arts and related economics in the cultural enterprises of a democratic society. Emphasizes experiential learning involving site visits to museums, performing arts centers, auction houses, private galleries and more. Topics covered may include the contributions of the arts to personal and community life, museums and performing arts as economic contributors, art markets, art as an alternative asset class, approaches to valuing art and corporate and government support for the arts. Readings include culturally diverse writings of artists, philosophers, economists and social theorists.

Prerequisite: Cons. of Finance in New York prog. dir. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%203370>)

FINA 3986 Internship Work Period (0 credits)

S/U grade assessment.

Prerequisite: FINA 3001; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%203986>)

FINA 4001 Advanced Financial Management (3 credits)

Extension of the development of the theory of financial management, including an examination of relevant literature. Concentrates on applications of financial management theory. Topics include working capital, capital budgeting, dividend policy issues, cost of capital, and principles of valuation.

Prerequisite: ACCO 1031, FINA 3001, BUAD 1060.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204001>)

FINA 4002 Commercial Real Estate Finance (3 credits)

Provides an in-depth knowledge of real estate finance, real estate investment, and the operation of the real estate capital markets. Explains the many sources and uses of capital in commercial real estate industry. Presents the mechanics of mortgage finance, followed by the details of mortgage underwriting, lender ratios and discounted cash flow analysis.

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204002>)

FINA 4011 Investment Analysis (3 credits)

A study of financial instruments such as stocks, bonds, convertibles, and options, and the markets in which they are traded. Examines the decision process that evaluates the various investment opportunities.

Prerequisite: ACCO 1031, BUAD 1060, FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204011>)

FINA 4020 Financial Planning (3 credits)

Introduction to the framework and tools for preparing personal financial plans as a career path in the financial services industry. Topics covered include major asset purchases, managing liabilities, determining insurance needs, developing investment portfolios, tax strategies, retirement plans, and estate planning. Course also covers professional ethical standards.

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204020>)

FINA 4023 Applied Venture Capital (3 credits)

Brings a real-world perspective to learning about the venture capital industry. Covers the full spectrum of venture investing, from Angel/Seed all the way through growth equity and eventual exit. Includes a number of guest speakers representing various investor perspectives, as well as entrepreneurs experienced in raising and deploying venture capital.

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204023>)

FINA 4040 International Finance (3 credits)

Financial decision making in an international context. Studies global financial markets and foreign currency issues, along with the international financing and capital investments.

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Marquette Core Curriculum: NSM Crossing Boundaries

Interdisciplinary Studies: International Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204040>)

FINA 4050 Applied Financial Modeling (3 credits)

Provides the Excel modeling skills to apply the theories, concepts and tools for effective financial analysis and decision-making. Learn how to build interactive financial model "from scratch" to practice blending finance, accounting and spreadsheet skills. Applications include In financial statement analysis, forecasting, stock and bond valuation, target capital structure estimation and capital budgeting. Emphasis is placed on the discounted cash-flow analysis as well as sensitivity analysis.

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204050>)

FINA 4060 Introduction to Financial Derivatives (3 credits)

This course will focus on the mechanics, pricing and use of financial derivatives, including futures contracts, options, swaps, collateralized securities, Treasury Bond, Eurodollar, and S&P 500 Index futures contracts will be discussed in detail. Stock options and index options also will be discussed. Important pricing models including Black-Scholes and the Binomial Option Pricing Model also will be discussed. Risk management using these instruments will be emphasized.

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204060>)

FINA 4065 Fixed Income Securities (3 credits)

Focuses on the use of fixed income securities to fulfill investment requirements or accommodate corporate financing strategies. Coverage includes fixed income markets and the securities traded in those markets, techniques used to value fixed income securities, and derivative strategies using fixed income securities.

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204065>)

FINA 4075 FinTech Foundations and Applications (3 credits)

Develop Napkin Private Capital Valuations, Lean Canvas Models, Logos and Pitch Decks in conjunction with appropriate AI (artificial intelligence) tools in this experiential learning course. Pitch ideas in both written and oral form, subject to public scrutiny. Interact with AI and develop knowledge and skills in application of robotic process automation techniques, analyses of big data and construction of API (Application Programming Interface) architecture and machine learning bots. Over four different programming languages are utilized, but the techniques taught allow for a novice to be application agnostic (being able to code in over 100 languages) while having advanced skillsets in at least four, despite no experience being expected at the beginning of the course.

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204075>)

FINA 4081 Investment Banking (3 credits)

Stresses the development of skills essential to succeed in the investment banking and private equity fields. Emphasis is placed on activities such as merger and acquisition advisory and capital market offerings. Students learn and apply frequently used corporate finance theories and advanced analytical techniques, such as trading multiples, precedent transactions, discounted cash flow, leveraged buyout analysis and accretion/dilution analysis; and apply them to various investment scenarios such as leveraged buyouts, take-private transactions, dividend recaps, tender offers, hostile take-overs, initial public offerings, seasoned equity offerings and fairness opinions.

Prerequisite: FINA 3001 and FINA 4001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204081>)

FINA 4082 Alternative Investments (3 credits)

Designed to help students understand the growing field of alternative investments. This course offers an in-depth study of the management of hedge funds and covers various alternative investments including commodities and managed futures, private equity, exchange traded funds (ETFs), real estate, and credit derivatives.

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204082>)

FINA 4084 Institutional Investment Consulting (3 credits)

Introduction of students to the field of institutional investment consulting. The first portion of the course focuses on theory, process and strategies for advising institutional clients. The second portion focuses on investment consulting in action – application of these tools in real life. Uses service learning, where students complement classroom study with community service. Each student works with a local nonprofit to examine their investment process and make recommendations to improve governance and risk-adjusted, investment performance.

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204084>)

FINA 4085 Sustainable Finance (3 credits)

Generates awareness of the role and importance of making ethical and socially responsible decisions. Develops a thorough understanding of the Chartered Financial Analyst® professional standards of conduct in the application of ethics to the moral dimensions of money management. Explores Environmental, Social and Governance (ESG) factors and investor activism. Involves team-based research projects and outside practitioners.

Prerequisite: FINA 4065, which maybe be taken concurrently.

Level of Study: Undergraduate

Interdisciplinary Studies: Peace Studies

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204085>)

FINA 4121 Retirement Planning and Employee Benefits (3 credits)

A concise overview of retirement planning strategies and employee benefits. Students explore key retirement savings options, including 401(k)s, IRAs and pensions, as well as the basics of employee benefits like health insurance and life insurance. Equips students with the knowledge to advise on retirement and benefits planning in both individual and organizational contexts.

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204121>)

FINA 4122 Estate Planning (3 credits)

Introduction to estate planning, focusing on the strategies for managing and transferring wealth. Students will learn about wills, trusts, probate, tax implications, and other legal tools used to ensure assets are distributed according to a person's wishes. The course is essential for anyone interested in financial planning, law, or managing personal or family estates.

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204122>)

FINA 4123 Capstone in Financial Planning (3 credits)

The culmination of the financial planning curriculum, integrating knowledge from previous courses into comprehensive financial plans. Students will work on real-world cases, applying advanced planning techniques in areas such as retirement, estate, tax, and investment planning. The course emphasizes practical experience, critical thinking, and professional communication skills, preparing students for a career in financial planning.

Prerequisite: FINA 4001, FINA 4011, FINA 4020, FINA 4121, FINA 4122.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204123>)

FINA 4191 Private Equity, Ethics and Society (3 credits)

Connects basic financial concepts with analytical skills in the evaluation of private equity opportunities. Due diligence, valuation, capital structure, deal construction and exit strategies are evaluated through rigorous case studies within the context of the moral and societal implications. Issues important to private equity firm management, such as fund raising, risk/return analysis, portfolio management, globalization of the industry and the impact of private equity on society are also included.

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204191>)

FINA 4210 Commercial Bank Loan Underwriting (3 credits)

Learn how business loans are made to companies. Understand the steps and methods used to locate clients, get to know the customer and their business, analyze the financial strength of the company, structure the deal and develop a loan presentation for presentation to a credit committee of seasoned bankers, using "live" loans in the local community. This is a hands-on course designed to prepare students with credit analysis knowledge and skills for application in a business setting.

Prerequisite: FINA 3002 and MANA 3001; or AIM Major: Private Equity Concentration; or cons. of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204210>)

FINA 4211 Bank Risk Management (3 credits)

Designed to focus on risk management and risk evaluation process that banks face in executing the duties of banking. Exposed to the overall corporate governance structure that is used by financial institutions to determine the risks the institution faces, the magnitude of these risks and the appropriate actions taken to remediate risks and build the necessary controls. External organizations that are a party to the risk process are discussed, as well as, internal committees and structures recommended for the survivability of banks.

Prerequisite: FINA 3002 ; Admitted to the Commercial Banking program.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204211>)

FINA 4212 Loan Portfolio Management (3 credits)

Hands-on analysis, presentation and management of actual loans extended to small business customers. The purpose is the on-going management of the loans over the life of the loan. Activities include credit analysis, credit presentation and approval, portfolio reporting, portfolio metrics, loan workout and loan servicing/operations. This is a lab-type course with class and study time devoted to portfolio management in an environment that is, or simulate, a commercial banking work environment.

Prerequisite: FINA 3002 and FINA 4210.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204212>)

FINA 4931 Topics in Finance (1-3 credits)

Topics vary.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204931>)

FINA 4953 Seminar in Finance (3 credits)

Prerequisite: FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204953>)

FINA 4986 Finance Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: FINA 3986; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204986>)

FINA 4989 Finance Internship Work and Grading Period (3 credits)

S/U grade assessment.

Prerequisite: FINA 3001; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204989>)

FINA 4995 Independent Study in Finance (1-4 credits)

Faculty-supervised, independent study/research of a specific area or topic in finance.

Prerequisite: Cons. of dept. ch. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%204995>)

FINA 5001 Advanced Financial Management (3 credits)

Extension of the development of the theory of financial management, including an examination of relevant literature. Concentrates on applications of financial management theory. Topics include working capital, capital budgeting, dividend policy issues, cost of capital, and principles of valuation.

Prerequisite: Admitted to graduate ACCO or ECON program; or BUAD and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%205001>)

FINA 5002 Commercial Real Estate Finance (3 credits)

Provides an in-depth knowledge of real estate finance, real estate investment, and the operation of the real estate capital markets. Explains the many sources and uses of capital in commercial real estate industry. Presents the mechanics of mortgage finance, followed by the details of mortgage underwriting, lender ratios and discounted cash flow analysis.

Prerequisite: Admitted to graduate ACCO or ECON program; or BUAD and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%205002>)

FINA 5011 Investment Analysis (3 credits)

A study of financial instruments such as stocks, bonds, convertibles, and options, and the markets in which they are traded. Examines the decision process that evaluates the various investment opportunities.

Prerequisite: Admitted to graduate ACCO or ECON program; or BUAD and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%205011>)

FINA 5023 Applied Venture Capital (3 credits)

Brings a real-world perspective to learning about the venture capital industry. Covers the full spectrum of venture investing, from Angel/Seed all the way through growth equity and eventual exit. Includes a number of guest speakers representing various investor perspectives, as well as entrepreneurs experienced in raising and deploying venture capital.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%205023>)

FINA 5040 International Finance (3 credits)

Financial decision making in an international context. Studies global financial markets and foreign currency issues, along with the international financing and capital investments.

Prerequisite: Admitted to graduate ACCO or ECON program; or BUAD and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Marquette Core Curriculum: NSM Crossing Boundaries

Interdisciplinary Studies: International Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%205040>)

FINA 5075 FinTech Foundations and Applications (3 credits)

Develop Napkin Private Capital Valuations, Lean Canvas Models, Logos and Pitch Decks in conjunction with appropriate AI (artificial intelligence) tools in this experiential learning course. Pitch ideas in both written and oral form, subject to public scrutiny. Interact with AI and develop knowledge and skills in application of robotic process automation techniques, analyses of big data and construction of API (Application Programming Interface) architecture and machine learning bots. Over four different programming languages are utilized, but the techniques taught allow for a novice to be application agnostic (being able to code in over 100 languages) while having advanced skillsets in at least four, despite no experience being expected at the beginning of the course.

Prerequisite: Admitted to graduate ACCO, BMAN, or ECON program; or BUAD and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%205075>)

FINA 5081 Investment Banking (3 credits)

Stresses the development of skills essential to succeed in the investment banking and private equity fields. Emphasis is placed on activities such as merger and acquisition advisory and capital market offerings. Students learn and apply frequently used corporate finance theories and advanced analytical techniques, such as trading multiples, precedent transactions, discounted cash flow, leveraged buyout analysis and accretion/dilution analysis; and apply them to various investment scenarios such as leveraged buyouts, take-private transactions, dividend recaps, tender offers, hostile take-overs, initial public offerings, seasoned equity offerings and fairness opinions.

Prerequisite: Admitted to graduate ACCO, ECON program; or BUAD and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%205081>)

FINA 5084 Institutional Investment Consulting (3 credits)

Introduction of students to the field of institutional investment consulting. The first portion of the course focuses on theory, process and strategies for advising institutional clients. The second portion focuses on investment consulting in action – application of these tools in real life. Uses service learning, where students complement classroom study with community service. Each student works with a local nonprofit to examine their investment process and make recommendations to improve governance and risk-adjusted, investment performance.

Prerequisite: Admitted to graduate ACCO or ECON program; or BUAD and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%205084>)

FINA 5085 Sustainable Finance (3 credits)

Generates awareness of the role and importance of making ethical and socially responsible decisions. Develops a thorough understanding of the Chartered Financial Analyst® professional standards of conduct in the application of ethics to the moral dimensions of money management. Explores Environmental, Social and Governance (ESG) factors and investor activism. Involves team-based research projects and outside practitioners.

Prerequisite: Admitted to graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Interdisciplinary Studies: Peace Studies

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%205085>)

FINA 5931 Topics in Finance (1-3 credits)

Topics vary.

Prerequisite: Admitted to graduate ACCO, ECON program; or BUAD and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%205931>)

FINA 6081 Investment Banking (3 credits)

Review of the common types of transactions that investment bankers work on and the different methods used to value those transactions. Some of these include IPOs, seasoned equity offerings, exchange offers, mergers, hostile tender offers, leverage buyouts and going private transactions. Also exposes students to different methods used to value those transactions via applied projects, model building, cases, etc. Course may contain online teaching elements to supplement the in-class time.

Prerequisite: Admitted to the graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6040 and MBA 6060; or cons. of M.B.A. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%206081>)

FINA 6111 Investments (3 credits)

The role and functioning of securities markets. Specific topics include the equity, fixed income, options and futures markets. Presents portfolio and capital market theory, the efficient markets hypothesis, institutional organization and security valuation techniques.

Prerequisite: Admitted to graduate ACCO, ECON program; or BUAD and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%206111>)

FINA 6130 Bank Management (3 credits)

Management of a commercial bank, including lending, loan pricing, liability management, liquidity and asset/liability management. Issues relating to the current bank regulatory environment, including bank failures and capital adequacy, are discussed.

Prerequisite: Admitted to the graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%206130>)

FINA 6140 International Financial Management (3 credits)

Examines the unique financial problems in managing a multinational firm. Financial principles are applied to a variety of multinational business issues including: hedging currency and interest rate risk, multinational capital budgeting, direct foreign investment, and managing a global business firm. Integrates financial theory with a case study approach.

Prerequisite: Admitted to the graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%206140>)

FINA 6163 Real Estate Finance and Investments (3 credits)

Provides an in-depth knowledge of real estate finance, real estate investment and the operation of the real estate capital markets. The objective is to understand the many sources and uses of capital in the commercial real estate industry. Begins with the mechanics of mortgage finance, followed by a detailed presentation of mortgage underwriting, lender ratios and discounted cash flow analysis.

Prerequisite: Admitted to the graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%206163>)

FINA 6165 Fixed Income Markets and Securities (3 credits)

Focuses on the use of fixed income securities to fulfill investment requirements or accommodate corporate financing strategies. Covers fixed income markets and the securities traded in those markets, techniques used to value fixed income securities, and derivative strategies using fixed income securities.

Prerequisite: Admitted to the graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%206165>)

FINA 6170 Sustainable Finance (3 credits)

Examines the ethical and socially responsible dilemmas that managers encounter in the investment management industry. Topics include the professional standards for ethical behavior, corporate governance, accounting manipulation and socially responsible investing.

Prerequisite: Admitted to the graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%206170>)

FINA 6175 FinTech: Foundations and Applications (3 credits)

Presents a variety of financial technology topics. Covers FinTech applications within banking, investments, insurance, and other financial sectors. Introduces the technical underpinnings, including basic programming, data analytics, artificial intelligence, cybersecurity and blockchain. Emphasizes ethics and explores digital privacy and security. Objective is to understand the impact of the convergence of technology, finance, regulation and ethics.

Prerequisite: Admitted to graduate ACCO, BMAN, ECON program; or BUAD and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%206175>)

FINA 6190 Behavioral Finance (3 credits)

Provides students with the understanding of why investors, money managers and corporate managers often make suboptimal economic and financial decisions. Includes the identification of a variety of behavioral biases and the examination of the impact of those mistakes for security prices, corporate policies and aggregate economic outcomes. In addition, investigates whether the mistakes generate market inefficiencies that can potentially be exploited.

Prerequisite: Admitted to the graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%206190>)

FINA 6200 Advanced Financial Management (3 credits)

From the perspective of a manager who must make two decisions: 1) which investment projects to take and 2) how to finance these projects. Learn about advanced topics in corporate finance including capital budgeting, short-term and long-term financing, financial and asset restructuring, mergers and acquisitions and finally, corporate governance. Cases are used extensively. Blended with a mix of online and in-class instruction.

Prerequisite: Admitted to graduate ACCO or ECON program; or BUAD and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%206200>)

FINA 6931 Topics in Finance (1-3 credits)

Topics vary.

Prerequisite: Admitted to the graduate ACCO, BUAD, ECON, or NURS program and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir. Prerequisites may vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%206931>)

FINA 6953 Seminar in Finance (1-3 credits)

Topics vary.

Prerequisite: Admitted to the graduate ACCO, BUAD, ECON, or NURS program and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir. Prerequisites may vary depending on topic. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=FINA%206953>)

MSF 6500 Advanced Financial Management (3 credits)

Covers the theory and practical applications of corporate investing and financing. Students perform quantitative and economic analysis that accompanies financial decision making. Students also review the current academic literature related to these management decisions and propose a research question that makes a significant contribution to the field.

Prerequisite: Admitted to the graduate FINA program; or cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206500>)

MSF 6511 Investments (3 credits)

Theory and applications of financial asset pricing. Specific topics include equity trading strategies, investment decision process and equity valuation. The objective is to provide a framework for security analysis and critical tools to analyze the value of stocks and companies.

Prerequisite: Admitted to the graduate FINA program ; or cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206511>)

MSF 6520 Financial Econometrics (3 credits)

Covers a variety of economic, financial and investment models to make inferences and forecasts. Discusses how estimation techniques span from simple linear regression models to panel data estimation. Explores time series modeling techniques, ranging from ARIMA models to volatility and correlation modeling. Covers how to deal with qualitative variables and limited dependent variables, using both parametric and non-parametric techniques. Uses the statistical tools of Excel and R, though other tools may be used depending on the application. Offers practical use for all types of financial research where data must be examined, and relationships must be explained or predicted.

Prerequisite: Admitted to the graduate FINA program; or cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206520>)

MSF 6530 Bank Management (3 credits)

Overview and management of commercial banks in the U.S. economy. Includes an evaluation and assessment of current issues facing commercial banks, for implications for the future of the economy and the financial sector. Practice through problems and an online bank simulation to solidify key concepts and to organize and present an Earnings Release of actual results obtained. Students develop a sound understanding of the need for and application of commercial bank activities in the business sector.

Prerequisite: Admitted to the graduate FINA program and MSF 6500; or cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206530>)

MSF 6540 International Financial Management (3 credits)

In-depth examination of financial issues faced by multinational firms. Analysis of a variety of multinational business topics, including hedging currency and interest rate risk, multinational capital budgeting, direct foreign investment and managing a global business firm. Integrates empirical financial literature to practical applications.

Prerequisite: Admitted to the graduate FINA program and MSF 6500; or cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206540>)

MSF 6560 Financial Derivatives (3 credits)

Focuses on the mechanics, pricing, use of financial derivatives and use of programming language to price financial derivatives. Financial derivatives covered include futures, options, swaps, collateralized securities, Treasury Bond and Eurodollar. Discusses important pricing models, including Black-Scholes and the Binomial Option Pricing Model. Emphasizes risk management using these instruments. Uses programming language to understand and replicate the pricing of financial derivatives.

Prerequisite: Admitted to the graduate FINA program and MSF 6511; or cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206560>)

MSF 6563 Real Estate Finance and Investments (3 credits)

Provides an in-depth knowledge of real estate finance, mortgage valuation, real estate investment, real estate investment trusts (REITs) and the operation of the real estate capital markets. The objective is to understand the many sources and uses of capital in the commercial real estate industry. Begins with the mechanics of mortgage finance, followed by a detailed presentation of mortgage underwriting, lender ratios and discounted cash flow analysis, and an application to REIT valuation.

Prerequisite: Admitted to the graduate FINA program and MSF 6500; or cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206563>)

MSF 6565 Fixed Income Securities (3 credits)

Focuses on the concepts and tools that are useful to managers and investors who want to use fixed income securities, such as bonds, whether for investing, hedging, market-making or speculating. While the cash flows of fixed income securities are contractually specified, which makes the payoffs relatively easy to quantify, the subtleties of interest rate movements and credit risk make the valuation of bonds particularly challenging. Emphasis is placed on linking the theoretical and practical aspects of fixed income investing.

Prerequisite: Admitted to the graduate FINA program and MSF 6511; or cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206565>)

MSF 6570 Sustainable Finance (3 credits)

Ethics, finance and sustainability are studied as integrated subjects, beginning with an introduction of ethical principles of investment management, accounting and corporate governance, and moving through concepts of the circular economy, financial analysis, financing and valuation. Covers diverse aspects of sustainable investments and offers tools for effective financial valuation, opportunity and risk assessment.

Prerequisite: Admitted to the graduate FINA program and MSF 6511; or cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206570>)

MSF 6575 FinTech Foundations and Applications (3 credits)

Covers the theory and practical applications of financial technology topics as well as FinTech applications within banking, investments, insurance, and other financial sectors. Introduces the technical underpinnings, including basic programming, data analytics, artificial intelligence, cybersecurity and blockchain. Emphasizes ethics and explores digital privacy and security. Objective is to understand the impact of the convergence of technology, finance, regulation and ethics.

Prerequisite: Admitted to the graduate FINA program and MSF 6500; or cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206575>)

MSF 6581 Investment Banking (3 credits)

Emphasizes essential skills and decision-making principles employed globally within investment banking, private equity and corporate development/M&A contexts. Reviews principles and quantitative techniques employed in mergers, acquisition and divestitures, and debt and equity capital markets activities. Also covers the historical evolution of the investment banking industry and considers possible future implications for the industry.

Prerequisite: Admitted to the graduate FINA program and MSF 6500; or cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206581>)

MSF 6590 Behavioral Finance (3 credits)

Focuses on the psychological, social, and cultural determinants of suboptimal investor and managerial behavior from both a theoretical and a practical standpoint. Includes the identification of a variety of behavioral biases and the examination of the impact of those mistakes for security prices, corporate policies, and aggregate economic outcomes. In addition, investigates whether the mistakes generate market inefficiencies that can potentially be exploited.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206590>)

MSF 6931 Topics in Finance (1-3 credits)

Topics vary.

Prerequisite: Admitted to the graduate FINA program; or cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206931>)

MSF 6995 Independent Study in Finance (1-3 credits)

Faculty-supervised, independent study/research of a specific area or topic in finance.

Prerequisite: Admitted to the graduate FINA program; and cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206995>)

MSF 6998 Professional Project (1-3 credits)

Provides direct supervision of the research that constitutes the core of the professional project. Students may identify a unique research question or select a published empirical finance study to partially replicate and then draft various sections of their project until completion. The sections of the proposal (1-credit component) are: literature review, hypotheses discussion, and specification of the empirical model. The sections of the final project (2-credit component) are: literature review, hypotheses discussion, specification of the empirical model, creation of the necessary dataset, and execution of the empirical model. The final output is a complete paper that meets the project director's approval and an oral presentation of the project. S/U grade assessment.

Prerequisite: Admitted to the graduate FINA program; or cons. of M.S.F. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MSF%206998>)

Human Resources

HURE 3001 Management of Human Resources (3 credits)

Issues concerning the effective use and equitable treatment of employees. How human resource management activities are influenced by the economy, laws, unions, organizational strategies and human behavior. The analysis of management activities such as recruitment and selection, training and development, pay and benefits, labor relations, performance assessment, discipline and due process. How these activities affect the attraction, retention, performance and satisfaction of employees.

Prerequisite: BUAD 1001; OR HURE Minor, CCOM Major or Minor, Public History Minor.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Basic Needs & Justice

Interdisciplinary Studies: Public History

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%203001>)

HURE 3986 Internship Work Period (0 credits)

S/U grade assessment.

Prerequisite: HURE 3001; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%203986>)

HURE 3990 Human Resources Internship for Minors - Work Period (0 credits)

S/U grade assessment. Not available to students enrolled in the College of Business Administration.

Prerequisite: HURE 3001 or concurrent enrollment, declared Human Resources minor, cons. of prog. dir., cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%203990>)

HURE 4003 Employment Law (3 credits)

Provides an overview of the major federal laws which regulate human resources management, as well as common law. Topics include: wrongful discharge, privacy, defamation, negligent hiring, Title VII, affirmative action, the Americans with Disabilities Act, ERISA, Workers' Compensation, and the Occupational Safety and Health Act. Provides human resource managers and line supervisors with a sufficient working knowledge of these laws to reduce the risk of imposing legal liability on their employers by their own actions and to minimize liability for questionable or unlawful acts of company agents through prompt and effective action.

Prerequisite: HURE 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%204003>)

HURE 4010 Strategic Compensation and Rewards (3 credits)

Focuses on theory and practice relevant to the development of compensation systems which are internally consistent, externally competitive and individually rewarding. Applies these concepts via job descriptions and job evaluations, market surveys and pay structures and performance or seniority based pay. Also applies these concepts through administering employee benefits such as insurance and pensions. Studies the government's impact on pay and benefits.

Prerequisite: HURE 3001; and BUAD 1560 (or COMM 1700, MATH 1700, MATH 4720, or SOCI 2060 for non-business students).

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%204010>)

HURE 4030 Talent Acquisition & Management (3 credits)

Issues relevant to staffing work organizations are addressed. Topics include recruitment, validation of selection procedures; criterion development; forecasting employee requirements and supply; alternative selection procedures; and performance. Equal employment opportunity and other regulatory, compliance and ethical issues in the area of staffing are also studied.

Prerequisite: HURE 3001; and BUAD 1560 (business students) or MATH 1700 or SOCI 2060 (non-business students).

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%204030>)

HURE 4060 People Analytics (3 credits)

Provides the fundamental logic, mindset and skillset needed to transform people-related data into insights that drive strategic decision-making and positively impact organizational and individual outcomes. Topics include data acquisition, metrics, descriptive and predictive analytics, as well as how to communicate analytic results. Introduces students to software tools used in industry.

Prerequisite: HURE 3001, and 1 of the following: BUAD 1560; MATH 1700 or MATH 4720; SOCI 2060; COMM 1700.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%204060>)

HURE 4080 Talent Development (3 credits)

Principles and factors that contribute to the personal growth and development of employees and the welfare of the company. Focus on training and employee development within organizations. Topics include training development and evaluation, employee development, career management and career pathing within organizations.

Prerequisite: HURE 3001.

Level of Study: Undergraduate

Interdisciplinary Studies: Public History

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%204080>)

HURE 4101 Strategic Human Resource Management (3 credits)

Examines the role of HRM activities in organizational strategy design and execution. Focuses on two themes: 1) how to think systemically and strategically about managing an organization's human capital resources, and 2) how the management of human capital resources can provide an organization with a distinct competitive advantage in the marketplace. Specific topics include identification of human capital as a firm resource, alignment of HR systems with business strategies and configuration of HR practices.

Prerequisite: HURE 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%204101>)

HURE 4140 International Human Resources Management (3 credits)

Explores human resources issues that are addressed by organizations engaged in international business. Among the issues addressed are: the link between stages of international business and recommended human resources systems; determining the appropriate mix of host-country, third country and expatriate employees; managing expatriate assignments; and developing human resource management policies and procedures in a global context. In addition, employment law and protective social legislation as well as alternative labor union models found in different regions of the world will be studied.

Prerequisite: HURE 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%204140>)

HURE 4931 Topics in Human Resources (1-3 credits)

Topics vary.

Prerequisite: HURE 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%204931>)

HURE 4986 Human Resources Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: HURE 3986; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%204986>)

HURE 4989 Human Resources Internship Work and Grading Period (3 credits)

S/U grade assessment.

Prerequisite: HURE 3001; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%204989>)

HURE 4990 Human Resources Internship for Minors - Grading Period (3 credits)

S/U grade assessment. Not available to students enrolled in the College of Business Administration.

Prerequisite: HURE 3001, which may be taken concurrently, declared Human Resources minor, cons. of prog. dir., cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%204990>)

HURE 4991 Human Resources Internship for Minors - Work and Grading Period (3 credits)

S/U grade assessment. Not available to students enrolled in the College of Business Administration.

Prerequisite: HURE 3001, which may be taken concurrently, declared HURE minor, cons. of prog. dir., cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%204991>)

HURE 4995 Independent Study in Human Resources (1-4 credits)

Faculty-supervised, independent study/research of a specific area or topic in human resources.

Prerequisite: Cons. of dept. ch. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%204995>)

HURE 5003 Employment Law (3 credits)

Provides an overview of the major federal laws which regulate human resources management, as well as common law. Topics include: wrongful discharge, privacy, defamation, negligent hiring, Title VII, affirmative action, the Americans with Disabilities Act, ERISA, Workers' Compensation, and the Occupational Safety and Health Act. Provides human resource managers and line supervisors with a sufficient working knowledge of these laws to reduce the risk of imposing legal liability on their employers by their own actions and to minimize liability for questionable or unlawful acts of company agents through prompt and effective action.

Prerequisite: Admitted to the graduate BUAD program; or cons. of Mgmt. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%205003>)

HURE 5010 Strategic Compensation and Rewards (3 credits)

Focuses on theory and practice relevant to the development of compensation systems which are internally consistent, externally competitive and individually rewarding. Applies these concepts via job descriptions and job evaluations, market surveys and pay structures and performance or seniority based pay. Also applies these concepts through administering employee benefits such as insurance and pensions. Studies the government's impact on pay and benefits.

Prerequisite: Cons. of MGMT prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%205010>)

HURE 5080 Talent Development (3 credits)

Principles and factors that contribute to the personal growth and development of employees and the welfare of the company. Focus on training and employee development within organizations. Topics include training development and evaluation, employee development, career management and career pathing within organizations.

Prerequisite: Cons. of MGMT prog. dir.

Level of Study: Graduate

Interdisciplinary Studies: Public History

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%205080>)

HURE 5140 International Human Resources Management (3 credits)

Explores human resources issues that are addressed by organizations engaged in international business. Among the issues addressed are: the link between stages of international business and recommended human resources systems; determining the appropriate mix of host-country, third country and expatriate employees; managing expatriate assignments; and developing human resource management policies and procedures in a global context. In addition, employment law and protective social legislation as well as alternative labor union models found in different regions of the world will be studied.

Prerequisite: Cons. of MGMT prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%205140>)

HURE 5931 Topics in Human Resources (1-3 credits)

Topics vary.

Prerequisite: Admitted to ACAN, ACCO, BUAD, CCOM, or MGMT program; or cons. of MGMT prog. dir. Prerequisites vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%205931>)

HURE 6105 People Analytics (3 credits)

Recognizes the need for managers and other leaders in organization to understand and demonstrate the impact of human capital and organizational development interventions on business outcomes. Focuses on developing the skill set and mindset needed to collect and transform data into insights that inform decisions about the people-related activities of the firm. Emphasis is placed on collecting human capital/organizational development metrics, conducting the analytics needed to inform decisions regarding HR/OD activities, and the effective reporting and presentation to organizational stakeholders. Topics include operational, financial and strategic human capital metrics as well as the data analytic concepts and tools used to classify, describe, evaluate and predict.

Prerequisite: Admitted to the graduate CCOM or MGMT program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%206105>)

HURE 6170 Managing Human Capital (3 credits)

Focuses on leading the design and implementation of business-aligned human capital solutions that ethically and responsibly leverage talent to achieve organizational success. Students are introduced to the latest practices aimed at acquiring, developing and managing talent for high-impact individual and organizational performance and have the opportunity to apply these practices to current industry and organizational challenges.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, MGMT or NURS program; and cons. of M.B.A. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%206170>)

HURE 6210 Organizational Development (3 credits)

Provides an in-depth study of evidence-based organizational development (OD) processes and interventions aimed at improving organizational performance. Emphasizes planning and implementation team, inter-team and organization-wide interventions. Values, ethics and the role of the OD professional/change agent are described.

Prerequisite: Admitted to the graduate BUAD, CCOM, or MGMT program; or cons. of M.B.A. or MGMT prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%206210>)

HURE 6530 Talent Acquisition and Management (3 credits)

Addresses principles and practices for the acquisition and management of human talent within organizations. Topics include: workforce planning, talent acquisition, reliability and validity of selection procedures, using talent management analytics for employee retention, aligning talent management to organizational objectives/strategies and understanding legal compliance issues related to talent management.

Prerequisite: Admitted to the BUAD or CCOM program; or cons. of MGMT prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%206530>)

HURE 6535 Leading for Inclusion (3 credits)

Focuses on the complex dynamics of diversity in organizations as seen from the vantage point of social science and organizational studies. Examines demographic trends in the work force, differentiates cultural practices and value among diverse groups and discusses strategies for dealing with discrimination and stereotyping. The focal themes include the nature or character of diversity, organizational practices and theoretical implications. Individual, interpersonal and organizational factors influencing diversity are examined using both a conceptual and an experiential approach.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON or MGMT program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%206535>)

HURE 6590 Human Capital Strategy (3 credits)

Investigates principles of human resource strategy and the link to business strategy. Concepts emphasized include resource-based theory of the firm, sustained competitive advantage, as well as fit and flexibility in the design of human resource systems. Studies various approaches to evaluating and assessing the contribution and effectiveness of human resource systems.

Prerequisite: Admitted to the graduate BUAD, CCOM, or MGMT program; or cons. of MGMT or M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%206590>)

HURE 6931 Topics in Human Resource Management (1-3 credits)

Elective course. Topics vary.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON or MGMT program; or cons. of MGMT or M.B.A. prog. dir. Prerequisites may vary.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%206931>)

HURE 6995 Independent Study in Human Resources (1-3 credits)

Faculty-supervised, independent study/research of a specific area or topic in Human Resources.

Prerequisite: Admitted to the graduate MGMT program; and cons. of MGMT prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=HURE%206995>)

Information Systems

INSY 3001 Introduction to Information Systems (3 credits)

Provides future information systems users with a broad overview of information systems and applications used in organizations. Topics include the impact of technology on business, the software development life cycle, introduction to databases, business intelligence and analytics, introduction to enterprise architecture, innovation, infrastructure (Cloud), networking, security, ethical use of information systems and other business software applications. Students are involved in designing and creating a database system.

Prerequisite: Soph. stdng.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%203001>)

INSY 3986 Internship Work Period (0 credits)

S/U grade assessment.

Prerequisite: INSY 3001, or ACCO 4050 for ACCO majors; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%203986>)

INSY 4051 Business Applications Development (3 credits)

An introduction to business applications design and development. Introductory topics include software product development, the Software Development Lifecycle, Agile (SCRUM), user experience design tools for wire-framing and mockup development, user story development, software architecture and technical design, object-oriented programming, data structures and programming logic design, database and external API integration, mobile and web applications development. Students work in groups and also participate in semester-long projects to design and build an innovative software application prototype.

Prerequisite: INSY 3001, or ACCO 4050 for ACCO majors.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%204051>)

INSY 4052 Database Management Systems (3 credits)

Introduces a number of fundamental concepts of database management systems used in enterprise-level organizations. Topics may include data modeling (conceptual, logical); SQL programming language; management and administration of databases including index tuning, concurrency control, data security, backup and recovery; and emerging topics such as distributed and NoSQL databases. Students work on semester-long projects to design and implement a relational database.

Prerequisite: INSY 3001, or ACCO 4050 for ACCO majors.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%204052>)

INSY 4053 Project Management (3 credits)

A fundamental understanding of how to manage a project using concepts and tools, while leveraging best practices, is essential. Students learn to properly initiate and plan a project, and explore the different project methodologies. Additionally, students learn the behavioral skills necessary to successfully launch, lead and realize benefits from projects in profit and nonprofit organizations. While providing a project management framework, Information Systems majors may decide on a software implementation, Operations and Supply Chain Management majors may focus on new product design or product innovation, Marketing majors might select a CRM implementation and Accounting or Finance majors may choose an Fintech implementation.

Prerequisite: INSY 3001, or ACCO 4050 for ACCO majors, or cons. of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%204053>)

INSY 4054 Emerging Technologies (3 credits)

Advances in technologies have fundamentally changed the way companies conduct business and create value for their customers. Business professionals must understand these emerging technologies to creatively leverage them for business solutions and integrate them with existing systems. Familiarizes students with an array of leading edge technologies; helps them understand their business feasibilities in financial, marketing, operations and other business functions; and examines social, economic and ethical impact of these technologies. Topics may include: machine learning and AI, internet of things (IoT), digital assistants, autonomous vehicles, brain-machine interfaces (BMIs), blockchain, 5G/6G, VR/AR, biometrics, cloud computing, digital ecosystems, ethics in AI, and privacy and security.

Prerequisite: INSY 3001, or ACCO 4050 for ACCO majors; and INSY 4051 or BUAN 3066; or other programming course with cons. of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%204054>)

INSY 4055 Web-based Applications (3 credits)

Focuses on designing and developing Web-based applications using a variety of programming languages and tools. Students are exposed to Internet application development architecture. Class projects include developing business-to-consumer (B2C) and business-to business (B2B) applications, among others. Upon completion, students understand the challenges, technologies, and issues in developing and deploying Web-based applications.

Prerequisite: INSY 4051 or COSC 1010 or cons. of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%204055>)

INSY 4056 Information Systems Governance (3 credits)

Focuses on the major processes, frameworks and relational mechanisms within the corporate structure that ensure the effective, efficient and protected use of information systems and technologies, investments in IS, assets, systems, processes and human capital resources. Reviews structures around how organizations align IS strategy with business strategy to ensure that companies stay on track to achieve their strategies and goals and implement solid and repeatable methods to deliver, support and measure an IS organization's performance. Generally viewed as a Board of Director's or executive level responsibility, information systems governance is best deployed as part of the IS practice and culture.

Prerequisite: INSY 3001 or ACCO 4050; Jr. stndg.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%204056>)

INSY 4156 Privacy and Security (3 credits)

Covers technical safeguards that can prevent disruption of service, data tampering and theft. Topics include risk assessment, management policies, authentication, encryption, digital signatures, authorization procedures, government standards, international law and vendor offerings. From a business perspective, the issue of what constitutes authorization for both collection and release of personal data is reviewed. To the extent that corporations have an ethical obligation not to sell or divulge customer data, safeguards and legal limitations to prevent this is also reviewed. Case studies, projects and research reports are used for evaluation.

Prerequisite: INSY 3001 or ACCO 4050.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%204156>)

INSY 4158 Systems Analysis and Design (3 credits)

Prepares future Information Systems (IS) professionals to apply established and evolving methodologies for the analysis and design of an information systems solution. Students learn how to gather and analyze user requirements for new systems and design appropriate solutions. Students work with live projects from small and non-profit organizations to gain real-world experience while enhancing teamwork, communication and project management skills.

Prerequisite: Two courses from: INSY 4051, INSY 4052, INSY 4053, INSY 4054 or INSY 4055.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%204158>)

INSY 4931 Topics in Information Systems (1-3 credits)

Topics vary.

Prerequisite: INSY 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%204931>)

INSY 4986 Information Systems Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: INSY 3986; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%204986>)

INSY 4989 Information Systems Internship Work and Grading Period (3 credits)

S/U grade assessment.

Prerequisite: INSY 3001, or ACCO 4050 for ACCO majors, cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%204989>)

INSY 4995 Independent Study in Information Systems (1-4 credits)

Faculty-supervised, independent study/research of a specific area or topic in information systems.

Prerequisite: Cons. of dept. ch. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%204995>)

INSY 5054 Emerging Technologies (3 credits)

Advances in technologies have fundamentally changed the way companies conduct business and create value for their customers. Business professionals must understand these emerging technologies to creatively leverage them for business solutions and integrate them with existing systems. Familiarizes students with an array of leading edge technologies; helps them understand their business feasibilities in financial, marketing, operations and other business functions; and examines social, economic and ethical impact of these technologies. Topics may include: machine learning and AI, internet of things (IoT), digital assistants, autonomous vehicles, brain-machine interfaces (BMIs), blockchain, 5G/6G, VR/AR, biometrics, cloud computing, digital ecosystems, ethics in AI, and privacy and security.

Prerequisite: Cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%205054>)

INSY 5056 Information Systems Governance (3 credits)

Focuses on the major processes, frameworks and relational mechanisms within the corporate structure that ensure the effective, efficient and protected use of information systems and technologies, investments in IS, assets, systems, processes and human capital resources. Reviews structures around how organizations align IS strategy with business strategy to ensure that companies stay on track to achieve their strategies and goals and implement solid and repeatable methods to deliver, support and measure an IS organization's performance. Generally viewed as a Board of Director's or executive level responsibility, information systems governance is best deployed as part of the IS practice and culture.

Prerequisite: Admitted to graduate ACCO, ACAN, or ECON program; or BUAD and MBA 6070; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%205056>)

INSY 5156 Privacy and Security (3 credits)

Covers technical safeguards that can prevent disruption of service, data tampering and theft. Topics include risk assessment, management policies, authentication, encryption, digital signatures, authorization procedures, government standards, international law and vendor offerings. From a business perspective, the issue of what constitutes authorization for both collection and release of personal data is reviewed. To the extent that corporations have an ethical obligation not to sell or divulge customer data, safeguards and legal limitations to prevent this is also reviewed. Case studies, projects and research reports are used for evaluation.

Prerequisite: Admitted to graduate ACCO or ECON; or BUAD and MBA 6070; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%205156>)

INSY 5931 Topics in Information Systems (1-3 credits)

Topics vary.

Prerequisite: Admitted to graduate ACCO, COSC, ECON, or MSSC program; or BUAD and MBA 6070; or cons. of M.B.A. prog. dir. Prerequisites vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%205931>)

INSY 6151 Enterprise Systems in Supply Chain Management (3 credits)

Focuses on how a system like ERP supports and integrates core business processes within an organization and across its supply chains. The format is a combination of lectures and in-class exercises using SAP's ERP system. Includes hands-on working experience (through simulation) in manufacturing and distribution using SAP in the following areas: Sales Order Process, Purchasing, MRP, Production Ordering, Accounting and Forecasting.

Prerequisite: Admitted to graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6070; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%206151>)

INSY 6153 Project Management (3 credits)

Provides a holistic view of project management. Focuses on impact of effective project management on myriad aspects of the organization and includes the following topics: alignment of projects with organizational strategy; project elements, organization, and structure; estimating project times and costs; developing a project plan; risk management; resource and project scheduling and management; being an effective project manager, managing project teams; managing inter-organizational relationships; progress and performance measurement and evaluation; managing international projects and project teams; vendor management; management of cross-functional project teams. Supplemental activities include: hands-on project management, speakers from Project Management Institute and industry and project management software, e.g., MS Project, SIM software.

Prerequisite: Admitted to graduate ACCO, BUAD, ECON, or MGMT program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%206153>)

INSY 6156 Privacy and Security (3 credits)

Covers technical safeguards that can prevent disruption of service, data tampering and theft. Topics include risk assessment, management policies, authentication, encryption, digital signatures, authorization procedures, government standards, international law and vendor offerings. Reviews the issue of what constitutes authorization for both collection and release of personal data from a business perspective. Reviews safeguards and legal limitations to prevent the selling or divulging of customer data, since corporations have an ethical obligation not to release such data. Case studies, projects and research reports are used for evaluation.

Prerequisite: Admitted to graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6070; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%206156>)

INSY 6157 Global Information Systems Outsourcing (3 credits)

Discusses the evolution of information systems (IS) and business process outsourcing with a focus on offshore software development. Covers the rationale, different models, country providers, criteria for success, skill sets and impact of offshore outsourcing on an organization's strategy. Methods are readings, speakers, case studies and research papers.

Prerequisite: Admitted to graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6070; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%206157>)

INSY 6158 Systems Analysis and Design (3 credits)

Analyze, model and design business system and process requirements using common tools and methodologies. Apply concepts from class to a chosen, real-life systems development project.

Prerequisite: Admitted to graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6070; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%206158>)

INSY 6159 Design and Management of Database Systems (3 credits)

Introduces a number of fundamental concepts of database management systems used in enterprise-level organizations. Topics include: data modeling (conceptual, logical, entity-relationship, etc.); SQL query language, Microsoft Access; management and administration of databases including index tuning, concurrency control, data security, backup and recovery; and emerging topics such as distributed and NoSQL databases. Covers data visualization and also discusses big data and data analytics. Students work on semester-long projects to design and implement a relational database.

Prerequisite: Admitted to graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6070; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%206159>)

INSY 6200 Digital Innovation Strategies (3 credits)

Understand and assess the impact of emerging technology trends such as Blockchain, cognitive technologies, green IT, smart cities, deep learning and artificial intelligence and cloud computing, among others. Taking a strategic lens, evaluate the disruptive potential of emerging technologies and apply innovation adoption models to develop a strategic vision for new technology adoption. In doing so, learners explore opportunities that these technologies present to their own firms, risks associated with adoption and integration of these innovations, and global and societal implications of emerging technology adoption.

Prerequisite: Admitted to graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6070; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%206200>)

INSY 6931 Topics in Information Systems (1-3 credits)

Topics vary.

Prerequisite: Admitted to graduate ACCO or ECON program; or admitted to the graduate BUAD program and MBA 6070; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%206931>)

INSY 6995 Independent Study in Information Systems (1-3 credits)

Faculty-supervised, independent study/research of a specific area or topic in Information Systems.

Prerequisite: Cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INSY%206995>)

Innovation and Entrepreneurship

ENTP 3001 Entrepreneurship (3 credits)

Consistent with Marquette's mission of concern for the whole person, the course seeks to help each student begin to create a venture that enables a fulfilling life. Students individually craft business models for new ventures (for-profit or non-for-profit) that meet underserved needs. Students also learn to communicate their venture concepts to potential resources providers.

Prerequisite: BUAD 1001; or ENTP minor, CCOM major or minor, ADVE major, or Public History minor.

Level of Study: Undergraduate

Interdisciplinary Studies: Public History

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%203001>)

ENTP 3080 Funding Strategies for Entrepreneurs (3 credits)

Students learn both personal finance for founders and entrepreneurial finance for their startups and for growing businesses. Students will develop their own financial statements, including sources and uses of funds statements, and learn funding topics that include positive cash flow, profitability, breakeven, bootstrapping, crowdfunding, banking relationships, various debt financing sources, and various equity financing sources such as angel investors and venture capital.

Prerequisite: ENTP 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%203080>)

ENTP 3986 Internship Work Period (0 credits)

S/U grade assessment.

Prerequisite: ENTP 3001; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%203986>)

ENTP 3990 Entrepreneurship Internship for Minors - Work Period (0 credits)

S/U grade assessment. Not available to students enrolled in the College of Business Administration.

Prerequisite: ENTP 3001 or concurrent enrollment, declared Entrepreneurship minor, cons. of prog. dir., cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%203990>)

ENTP 4010 New Venture Acceleration (3 credits)

Focus on starting and developing a new business. Topics include evaluating opportunities and testing the feasibility of creative ideas, selecting and dealing with partners; alternative methods of financing, developing the initial competitive strategy, structuring and managing the business through the early survival months, and sources of outside help. Students prepare a business plan that can be used to launch a new initiative.

Prerequisite: ENTP 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%204010>)

ENTP 4020 Consulting to Urban Entrepreneurs (3 credits)

Students conduct a consulting project for an urban entrepreneur and provide its findings and recommendations, orally and in writing, to the client and community. Students apply sustainable business steps and their areas of expertise as they develop skills in project management, advising, coaching, mentoring, consulting, primary research, and client relationship communication.

Prerequisite: ENTP 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%204020>)

ENTP 4041 International Entrepreneurial Sustainability (3 credits)

Focuses on the identification of entrepreneurial challenges in the context of great social challenges - environmental sustainability in a global context. Develops insight into opportunities for simultaneous economic and environmental sustainability (i.e. entrepreneurial sustainability) in the context of daunting global challenges, with particular reference to other countries. The challenges are not only those of the other country context itself, but also those that arise for ventures that cross national borders and provide environmental solutions. As a rule the other country covered is the People's Republic of China.

Prerequisite: ENTP 3001 or cons. of instr.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%204041>)

ENTP 4931 Topics in Entrepreneurship (3 credits)

Topics may vary. Specific topics are designated in the Schedule of Classes.

Prerequisite: ENTP 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%204931>)

ENTP 4986 Entrepreneurship Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: ENTP 3986, cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%204986>)

ENTP 4989 Entrepreneurship Internship Work and Grading Period (3 credits)

S/U grade assessment.

Prerequisite: ENTP 3001; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%204989>)

ENTP 4990 Entrepreneurship Internship for Minors - Grading Period (3 credits)

S/U grade assessment. Not available to students enrolled in the College of Business Administration

Prerequisite: ENTP 3001, which may be taken concurrently, declared Innovation and Entrepreneurship minor, cons. of prog. dir., cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%204990>)

ENTP 4991 Entrepreneurship Internship for Minors - Work and Grading Period (3 credits)

S/U grade assessment. Not available to students enrolled in the College of Business Administration.

Prerequisite: ENTP 3001, which may be taken concurrently, declared Innovation and Entrepreneurship minor, cons. of prog. dir., cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%204991>)

ENTP 4995 Independent Study in Entrepreneurship (1-4 credits)

Faculty-supervised, independent study/research of a specific area or topic in Entrepreneurship.

Prerequisite: ENTP 3001 and cons. of dept. ch. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%204995>)

ENTP 5931 Topics in Entrepreneurship (3 credits)

Topics may vary. Specific topics are designated in the Schedule of Classes.

Prerequisite: Admitted to graduate ACCO, BUAD, ECON or NURS program; or cons. of M.B.A. prog. dir. Prerequisites vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%205931>)

ENTP 6931 Topics in Entrepreneurship (1-3 credits)

Topics vary.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON, or NURS program; or cons. of M.B.A. prog. dir. Prerequisites may vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%206931>)

ENTP 6995 Independent Study in Entrepreneurship (1-3 credits)

Faculty-supervised, independent study/research of a specific area or topic in Entrepreneurship.

Prerequisite: Admitted to the graduate ACCO, BUAD, ECON, MGMT or NURS program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=ENTP%206995>)

International Business

INBU 2953 Seminar for International Exchange Students (0 credits)

Required for all exchange students that are studying at Marquette University for the current term. Students are oriented to the college, the educational system and the business practices in the United States. S/U grade assessment.

Prerequisite: Cons. of International Business Dir. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INBU%202953>)

INBU 3986 Internship Work Period (0 credits)

S/U grade assessment.

Prerequisite: INBU major; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INBU%203986>)

INBU 4141 International Business Strategy (3 credits)

In this course global business operations and global business decision making and strategy are integrated in a theoretically sound and practically useful manner. The focus of this discussion-based course is to explore various aspects of business entry and sustenance into the global marketplace using the "case method". In assessing their market position and strategic options, many companies face the decisions of a) going global, b) expanding globally, and/or c) competing globally. The course's cases, reading material, exercises, and projects are oriented towards addressing the critical issues surrounding the above options.

Prerequisite: Sr. stndg.; and MANA 3001, OSCM 3001, MARK 3001, FINA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INBU%204141>)

INBU 4931 Topics in International Business (1-3 credits)

Topics vary.

Prerequisite: Jr. stndg.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INBU%204931>)

INBU 4953 Seminar in International Business (3 credits)

Topic varies.

Prerequisite: Jr. stndg.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INBU%204953>)

INBU 4986 International Business Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: INBU 3986; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INBU%204986>)

INBU 4989 International Business Internship Work and Grading Period (3 credits)

S/U grading assessment.

Prerequisite: INBU major; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INBU%204989>)

INBU 4995 Independent Study in International Business (1-4 credits)

Faculty-supervised, independent study/research of a specific area or topic in international business.

Prerequisite: Cons. of dir. of International Business program. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INBU%204995>)

INBU 5931 Topics in International Business (1-3 credits)

Topics vary.

Prerequisite: Admitted to graduate ACCO, BUAD, CCOM, ECON, MGMT or NURS program; or cons. of M.B.A. prog. dir. Prerequisites vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INBU%205931>)

INBU 6931 Topics in International Business (1-3 credits)

Topics vary.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON, or NURS program; or cons. of M.B.A. prog. dir. Prerequisites vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INBU%206931>)

INBU 6953 Seminar in International Business (1-3 credits)

Elective course. Topics vary.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, or ECON program; or cons. of M.B.A. prog. dir. Prerequisites vary depending on topic. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INBU%206953>)

INBU 6995 Independent Study in International Business (1-3 credits)

Faculty-supervised, independent study/research of a specific area or topic in International Business.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, or ECON program; and cons. of M.B.A. prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=INBU%206995>)

Leadership Education and Development

LEAD 1050 Foundations for Academic and Career Success (0 credits)

Offers students the opportunity to develop business skills to enter into and excel within the business community. Students receive information on how to integrate business etiquette and introductory networking skills in their professional career. Students begin the process of creating a professional resume and receive information to better understand systems and resources available to them as students in the College of Business Administration and Marquette University as a whole. S/U grade assessment.

Prerequisite: Enrolled in the College of Business Administration.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=LEAD%201050>)

LEAD 2000 Career Planning and Application Strategies (1 credits)

Career readiness includes reflective self-knowledge, effective research strategies, targeted application materials and comprehensive search strategies. Students are presented with opportunities to learn and practice the skills needed to explore and identify career goals and pursue a job or internship search. Topics include resume and cover letter writing, interviewing, job/internship search strategies, informational interviews and networking.

Prerequisite: Enrolled in Business Administration, Soph. stndg. and LEAD 1050 or exemption; BUAD 1060 or exemption, which may be taken concurrently; BUAD 1001, which may be taken concurrently.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=LEAD%202000>)

LEAD 3000 Strategies for Entering the Business World (1 credits)

Strategies for entering the business world starts with first impressions. Preparing students to present themselves as professionals and how to network effectively is just the beginning. Students are required to participate in a practice interview with employers from the business field. Additional information is presented regarding graduate school opportunities (MS, MBA, Law, etc.); legal considerations for all business people; transitioning between jobs; company benefits; dressing for success; and budgeting with their first annual salary.

Prerequisite: Enrolled in the College of Business Administration; Jr. stndg.; LEAD 2000.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=LEAD%203000>)

Leadership Studies

LEDR 6051 Contemporary Leadership: Theory, Research and Application (3 credits)

In-depth study of the transformational and transactional leadership models and a review of emerging thought on authentic leadership. Learning activities include an in-depth review of the literature on transformational and transactional leadership theory; discussion and presentation of either a qualitative or quantitative study in contemporary leadership.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, LEDR or MGMT program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=LEDR%206051>)

LEDR 6101 Strategic Communication (3 credits)

Learn how to lead organizational thought and action through development of persuasive arguments based on critical analysis of credible evidence and communicating the same in a compelling way. Engage in multiple projects developed around analyzing cases and publicly available communications to develop and deliver communication strategies for different audiences. Students develop their own communication style as part of their personal leadership.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, LEDR or SPLE program; or consent of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=LEDR%206101>)

LEDR 6115 Character Driven Leadership (3 credits)

Emphasizes developing competencies for ethical, values-driven leadership. Presents models of leadership that build ethical cultures and character-driven organizations. Focuses on values-based decision making and delivering related organizational performance. Also addresses diversity of thought and the global/international context of leadership. Learning outcomes include: 1) Ability to apply ethically-based tools and models to leadership challenges, decision-making and culture-building; 2) A deepened self-awareness of how one's personal values fit within a character-based leadership approach; and 3) Ability to identify and apply key concepts related to thought diversity and global business practice as part of an ethically-based leadership model.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, LEDR, MGMT, PUBS or SPLE program; or consent of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=LEDR%206115>)

LEDR 6215 Change Leadership (3 credits)

Provides the skills necessary to successfully lead organizational change. Topics include models of the change process, development of change management plans, identifying and overcoming resistance to change, and leveraging strategy, culture, leadership and other organizational processes to lead organizational change efforts. Emphasizes developing the leadership competencies necessary to create and sustain positive organizational change.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON or LEDR program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=LEDR%206215>)

LEDR 6931 Topics in Leadership Studies (1-3 credits)

Examination of topics related to contemporary issues in leadership studies.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON or MGMT program; or cons. of M.B.A. prog. dir. Prerequisites may vary depending on topic. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=LEDR%206931>)

LEDR 6995 Independent Study in Leadership Studies (1-3 credits)

Provides opportunities to investigate and study areas of interest through readings, research, field experience, projects, and/or other educational activities under the direction of a faculty adviser.

Prerequisite: Admitted to a graduate business program and cons. of M.B.A. or MGMT prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=LEDR%206995>)

Management

MANA 3001 Behavior and Organization (3 credits)

Behavior of people individually and in groups. Emphasizes organization environment, communication, motivation, supervision and productivity. Develops fundamentals of organization theory, structure and administration.

Prerequisite: Soph. stndg.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Individuals & Communities

Interdisciplinary Studies: Public History

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%203001>)

MANA 3002 Business and Its Environment (3 credits)

Overview of social, political and legal opportunities and constraints influencing business decision-making; social trends and underlying causes, including changes in population and income distribution and their business significance; patterns of change in political strength of identifiable groups on social, geographic and economic interest bases; antitrust, trade regulation and the legal system.

Prerequisite: Jr. stdng.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Expanding Our Horizons, Writing Intensive

Interdisciplinary Studies: Ethics

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%203002>)

MANA 3020 Sport Management (3 credits)

Examines leadership and management functions within various levels of sport organizations. Among other elements, examines leadership theory; organization types; governance; revenue streams; operational management; decision-making; and constituent relations. Students gain an understanding of sport as a business and its role within society. Includes readings, case studies, research and discussions.

Prerequisite: Enrolled in the College of Business Administration; or Sports Management Minor; Sports Communication Major or Sports Communication Minor.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%203020>)

MANA 3034 Negotiation (3 credits)

Examines the art and science of negotiations with the aim of developing student's negotiation abilities. This development is achieved through readings, discussion, and active participation in negotiation exercises. Designed to complement the skills learned in other business courses. Representative negotiations to be completed in the course include salary negotiations, car and home purchases, customer contracts, vendor contracts, venture capital arrangements, and partnership agreements among others.

Prerequisite: Jr. stdng.

Level of Study: Undergraduate

Interdisciplinary Studies: Peace Studies

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%203034>)

MANA 3035 Leading for Inclusion (3 credits)

Addresses the personal and managerial implications of diversity in organizations. The course incorporates both a cognitive and experiential understanding of diversity and group differences. Examine demographic trends in the workforce, differentiate cultural practices and values among diverse groups, explore the concepts of social identity and privilege, and discuss strategies for dealing with discrimination and stereotyping.

Prerequisite: Jr. stdng.

Level of Study: Undergraduate

Marquette Core Curriculum: Engage Social Systems & Values 2

Interdisciplinary Studies: Africana Studies, Gender and Sexualities Studies, Peace Studies

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%203035>)

MANA 4010 Leadership, Motivation and Change (3 credits)

Central issues in motivation and leadership at work, and applying theories and concepts of organizational behavior will be addressed. Specific issues may include theories of motivation, the impact of various reward structures, employee participation programs, the management of poor performers, and approaches to leadership. These topics are addressed from both theoretical and applied perspectives.

Prerequisite: MANA 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%204010>)

MANA 4040 International Management (3 credits)

Present and future trends in the international commercial arena. Examines international trading trends for major sectors of the U.S. economy.

Differentiates international from domestic management.

Prerequisite: Jr. stdng.

Level of Study: Undergraduate

Interdisciplinary Studies: International Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%204040>)

MANA 4045 Globalization: Issues, Opportunities and Challenges (3 credits)

Review issues in managing and conducting international business. Examine various factors that impact decision-making in a global business such as trade, investments, financial institutions, social systems, political, government and legal requirements. Learn to identify and assess opportunities and challenges that exist for a global business from a strategic perspective.

Prerequisite: Jr. stdng.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%204045>)

MANA 4100 Ethics in Sport Leadership (3 credits)

Examines ethics in sports from the perspective of the individual, athletic administrator and sport industry as a whole. Issues addressed include sport as tool for peacemaking; competition and fair play; cheating; social aspects of sport; and other trending topics. Learn to examine and reflect upon multiple sides of ethical dilemmas and build capabilities for ethical decision making.

Prerequisite: Jr. stndg. or dept. cons.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%204100>)

MANA 4101 Strategic Management (3 credits)

Requires a knowledge of all functional areas. Broad involvement in management decision-making process. Integrates functional areas through analysis of actual business case histories and related readings. Class discussion and written reports. Management game used when appropriate.

Prerequisite: Sr stndg. and FINA 3001; INSY 3001 or ACCO 4050; MANA 3001, MARK 3001 and OSCM 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%204101>)

MANA 4931 Topics in Organizational Management (3 credits)

Topics vary.

Prerequisite: Jr. stndg.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%204931>)

MANA 4995 Independent Study in Management (1-4 credits)

Faculty-supervised, independent study/research of a specific area or topic in Management.

Prerequisite: Cons. of dept. ch. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%204995>)

MANA 5100 Ethics in Sport Leadership (3 credits)

Examines ethics in sports from the perspective of the individual, athletic administrator and sport industry as a whole. Issues addressed include sport as tool for peacemaking; competition and fair play; cheating; social aspects of sport; and other trending topics. Learn to examine and reflect upon multiple sides of ethical dilemmas and build capabilities for ethical decision making.

Prerequisite: Admitted to the graduate ACCO, BUAD, ECON, MANA, CCOM, or SPLE program; or con. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%205100>)

MANA 5931 Topics in Organizational Management (3 credits)

Topics vary.

Prerequisite: Admitted to the graduate ACCO, BUAD, ECON, HCTM, MGMT or NURS program; or cons. of M.B.A. prog. dir. Other prerequisites vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%205931>)

MANA 6110 Managing Behavior in Organizations (3 credits)

Designed to: 1) examine and evaluate existing leadership theories, 2) survey topical issues and new developments in the leadership area, and 3) develop students' leadership skills and abilities. Motivation and leadership concepts are used to analyze, diagnose, and make decisions about various organizational situations. Primary focus on case analysis. Lectures and discussions are also used to provide perspective on assigned reading.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON, MGMT, NURS or SPLE program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%206110>)

MANA 6115 Change Leadership in Self and Organizations (3 credits)

Focuses on ways to motivate and structure change in individuals and organizations. Students are asked to analyze examples from their own work experience. Change issues in a variety of organizational environments are addressed and analyzed in terms of published case studies. Students select and pursue a goal for self-change as a means of applying and integrating the concepts learned throughout the course. Course work may include reflection papers, online discussions, case analyses, topic papers/projects, multiple choice quizzes, and/or essay exams. Individuals with some full-time work experience are likely to gain the most from the class.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON, MGMT or NURS program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%206115>)

MANA 6120 Managing and Leading in Turbulent Times (3 credits)

Discusses significant issues that all managers and leaders face in regards to the people they lead and report to in challenging times. Some specific topics include issues for new managers (motivation, conflict, difficult conversations and transitioning from peer to leader), issues for all leaders (How do you lead?, leading change) and career issues (developing upward influence, the need for different skills as you advance). Also incorporates topics that students request.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON or MGMT program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%206120>)

MANA 6125 Negotiations (3 credits)

Provides a comprehensive investigation of the process and dynamics surrounding a diverse variety of negotiations and conflict resolution efforts. Both academic models of negotiations and actual events, historical and contemporary, are examined in detail. Strategies and tactics for achieving objectives, limiting losses and maintaining positive relations are emphasized in light of radically changing social and business climates. Methods for becoming an effective negotiator are presented through both analytical frameworks and experiential opportunities. Cost benefit assessment of negotiations are developed in the actual costing of an agreement and the impact of failing to achieve an agreement and having to resort to alternative options.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON, LEDR, MGMT, NURS or SPLE program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%206125>)

MANA 6140 International Management (3 credits)

Directed toward practicing managers who wish to build cross-cultural competence and develop a deeper understanding of contemporary issues in international management (e.g., management of cross-border mergers, acquisitions and alliances; transfer of best practices across organizational and national boundaries). Grounded in theory, yet focuses on the implications of these issues for managers and their organizations. Class activities are comprised of lectures, case analyses, videos, a cultural simulation exercise, and interactive activities and discussions.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON, MGMT or NURS program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%206140>)

MANA 6931 Topics in Management (1-3 credits)

Topics vary.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON, MGMT or NURS program; or cons. of M.B.A. prog. dir. Prerequisites vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%206931>)

MANA 6995 Independent Study in Management (1-3 credits)

Faculty-supervised, independent study/research of a specific area or topic in management.

Prerequisite: Admitted to a graduate business program; and cons. of MGMT or M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%206995>)

MANA 6997 Management Capstone (1.5 credits)

Brings together all of the major concepts covered in the MGMT program to create a culminating experience that provides students the opportunity to put their learning into action. Students work with an organization to help diagnose and address a real-life problem. The problems are focused in areas related to human capital management and organizational development practices.

Prerequisite: Admitted to graduate MGMT program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MANA%206997>)

Marketing

MARK 3001 Introduction to Marketing (3 credits)

Examines the marketing process in the operations of firms in profit and nonprofit sectors. Environmental forces including consumer characteristics, government regulation and social aspects are explored. Emphasis is given to how firms develop marketing strategies in terms of target market selection, segmentation and marketing mix variables such as product development, promotional methods, price determination and channels of distribution. Ethical aspects of marketing are also given consideration.

Prerequisite: Soph. stndg.; ECON 1001 or ECON 1103.

Level of Study: Undergraduate

Interdisciplinary Studies: Public History

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%203001>)

MARK 3986 Internship Work Period (0 credits)

S/U grade assessment.

Prerequisite: MARK 3001, cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%203986>)

MARK 4005 Sports and Entertainment Marketing (3 credits)

Applies marketing principles to and examines marketing-related issues within a range of organizations and activities from the sports and entertainment industries. Begins with a review of core marketing concepts and the history of entertainment and sports marketing and then explores various related fields with the goal of understanding how each leverages marketing tools to maximize revenues and the customer experience. Evaluation includes a combination of projects, case studies and student presentations.

Prerequisite: MARK 3001; MARK major or minor, or Sports Management minor, or Sports Communication major or minor.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204005>)

MARK 4010 Consumer Behavior (3 credits)

To learn about the factors that influence consumers' purchasing decisions of services and products. Behavioral science concepts will be examined including perception, motivation, learning, self-concept, personality, attitudes and attitude change, culture, social class, reference groups and the family unit. Application of behavioral concepts (from psychology, sociology, anthropology and economics) to marketing management and marketing research problems, including diffusion of innovations (new products), brand loyalty, consumer satisfaction and consumer decision-making models.

Prerequisite: MARK 3001.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Cgntn, Lang, Mmry/Intlgnc

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204010>)

MARK 4020 Integrated Marketing Communications (3 credits)

Study of the various marketing communication tools used to develop a strong connection between the firm and its customers. Issues related to message development, creative tactics and media are explored, as are application of behavioral sciences and other theoretical frameworks as they apply to developing effective marketing communications. Social, legal and ethical aspects of marketing communications are also considered.

Prerequisite: MARK 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204020>)

MARK 4030 Customer Relationship Management (3 credits)

This course examines different Customer Relationship Management (CRM) programs and shows how to identify strengths and weaknesses associated with these programs. The course will examine, but not limited to, issues of developing an understanding how CRM can be best implemented, developing skills in identifying customer satisfaction and loyalty, organizing an effective customer loyalty program and its implementation. The course includes a combination of lectures, video presentations, guest speakers, assigned readings, case studies, and research assignments.

Prerequisite: MARK 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204030>)

MARK 4040 International Marketing (3 credits)

Takes theoretical, strategic, and ethical approaches to evaluate and understand organizational behaviors; economic, political, cultural and technological developments at local, regional and global levels; country market selection, market entry strategies (exporting, licensing and foreign direct investments) and marketing mix strategies (product, price, supply chain, and integrated marketing communication). Issues related to global market segmentation, targeting and positioning are also examined.

Prerequisite: MARK 3001.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Crossing Boundaries

Interdisciplinary Studies: International Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204040>)

MARK 4050 Digital Marketing (3 credits)

Examines modern marketing trends, techniques and technologies. Topics include search and display advertising, search engine optimization, social media and virality, content marketing, online reputation management, online experimentation, mobile marketing and others. Special emphasis is placed on the impact of digital marketing on consumer privacy.

Prerequisite: MARK 3001.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Expanding Our Horizons

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204050>)

MARK 4060 Marketing Research (3 credits)

Provides a scientific solution to marketing problems by focusing on qualitative techniques (e.g., focus groups) and quantitative techniques (e.g. survey) for data collection, storing of data in data sets and databases, data analysis using statistical techniques, and interpretation of results. Topics include research analysis, research design, sampling analysis, data collection methods, data storage methods, univariate and bivariate statistical analysis, report writing and the integration of research and marketing management.

Prerequisite: MARK 3001 and BUAD 1560. Marketing and Professional Selling minors may substitute COMM 1700, MATH 1700, SOCI 2060 or SOCI 2060H for BUAD 1560.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204060>)

MARK 4065 Data-Driven Marketing: Analytics, Insights and Applied AI (3 credits)

Equips students with the tools and mindset to thrive in the era of data-driven marketing by integrating AI, machine learning, and advanced analytics into marketing strategies. Through a combination of hands-on exercises, case studies, guest speakers, and lectures, students learn how to leverage data to generate actionable insights, optimize customer engagement, and drive business growth. Emphasizing the application of AI and data science tools, the course prepares students to tackle real-world marketing challenges, addressing key issues such as data quality, integration, and demonstrating AI's ROI.

Prerequisite: MARK 3001 and BUAD 1560 (or COMM 1700, MATH 1700, MATH 4720 or SOCI 2060 for non-business students).

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204065>)

MARK 4070 Marketing and Society (3 credits)

Focuses on environments external to the firm which have significant consequences on marketing practice. Evaluates how the marketing system contributes to or impedes the objectives of society. Topics discussed: Consumerism, Law, Marketing Ethics, Ecology, Marketing and Corporate Social Responsibility.

Prerequisite: MARK 3001.

Level of Study: Undergraduate

Interdisciplinary Studies: Ethics

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204070>)

MARK 4075 Strategic Brand Management (3 credits)

A diverse collection of global brands provides the lens through which students examine the strategic and creative elements of brands and brand management. By examining brands from an organizational and consumer perspective students understand and apply the strategies and tactics that successfully create and grow global brands.

Prerequisite: MARK 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204075>)

MARK 4080 Product and Pricing Strategy (3 credits)

New Product development, competitive strategies and product life cycles as components of effective product management. The environment of pricing strategy and recent developments in pricing decision making as well as the psychological aspects of pricing.

Prerequisite: MARK 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204080>)

MARK 4085 Retail and Channel Strategy (3 credits)

Examines the design, structure, and ongoing management of retail and marketing channels as inter-organizational systems involved in the flow of goods and services from creation to the consumer. Topics include: manufacturing, wholesaling, retailing, facilitating agencies, supply chain logistics, and B2B relationship management as they apply to the distribution of goods and services through marketing channels.

Prerequisite: MARK 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204085>)

MARK 4090 Applied Marketing Consulting (3 credits)

Focuses on applying marketing research techniques, principles related to effective marketing strategy, and an understanding of the integrative nature of marketing tactics to achieve the marketing objectives of a client-based consulting project. Students continue to develop their writing and presentation skills and gain experience working with a client on a real project.

Prerequisite: Consent required. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204090>)

MARK 4094 Professional Selling (3 credits)

Professional selling introduces students to the dynamic world of relationship selling. Organized around developing ethical sales skills that will lead to long-term relationships between buyers and sellers. Students learn and practice concepts on preparing for and completing a sales call, focusing on customer analysis, networking, question development, handling objections, negotiations and closing the sale. Classes are highly interactive and designed to develop selling concepts, skills and self-confidence through experiential exercises, role-plays and presentations

Prerequisite: MARK 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204094>)

MARK 4095 Retail Marketing (3 credits)

Retail is the largest private-sector employer in the United States, supporting more than one in four U.S. jobs. Its importance to our economy cannot be overstated, yet there is a general misunderstanding about what retail entails and how marketing plays a significant role. Explores the history and future of retail, product merchandising, pricing, e-commerce, merchandise buying process, store atmospherics, retail research and more. Students also participate in a hands-on project integrating class learnings within a real-world scenario.

Prerequisite: MARK 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204095>)

MARK 4110 Marketing Management (3 credits)

The application of marketing variables are emphasized in terms of analyzing, planning, implementing and controlling marketing activities for a firm. A major component is understanding how to develop marketing objectives, policies, programs and strategy for the firm. Experience is given in crafting marketing programs and developing marketing decisions through target market selection and formulation of marketing mix parameters of product, price, place and promotion. The case method is commonly used.

Prerequisite: Sr. stdng., MARK 3001, MARK 4060, and one other MARK course.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204110>)

MARK 4191 Advanced Selling (3 credits)

Sales management builds on the framework of professional selling, providing students the opportunity to develop skills needed to be successful leaders in an organization. Using industry-leading cases, students learn and apply skills on designing, organizing, and training a sales force; selling to medium and large accounts; expanding business operations and coaching sales professionals to exceed forecasted goals. Classes are highly interactive and allow for discussion of concepts with fellow students and guest speakers who specialize in sales management

Prerequisite: MARK 4094.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204191>)

MARK 4192 Consultative Sales Leadership (3 credits)

Designed to illustrate and examine the strategies and managerial approaches used in the recruitment, selection, motivation, compensation, training and supervision of salespeople. The primary goal is to examine all elements of a sales force, territory management and the effective management of the sales force. Through the use of eight modules, an infused live case study project and a concluding comprehensive simulation, students learn how the sales force operates as a key component of an organization's marketing effort and the implications for ultimate revenue generation of the firm.

Prerequisite: MARK 4094.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204192>)

MARK 4200 Measuring Marketing Outcomes (3 credits)

Focuses on developing the skills to apply reliable, valid, and precise marketing metrics enabling a deeper understanding of how to address the critical processes linking marketing activities to value exchange, financial performance, and societal benefits.

Prerequisite: MARK 3001, and one of the following: BUAD 1560, MATH 1700 or MATH 4720.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204200>)

MARK 4931 Topics in Marketing (3 credits)

Topics vary.

Prerequisite: MARK 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204931>)

MARK 4986 Marketing Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: MARK 3986; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204986>)

MARK 4989 Marketing Internship Work and Grading Period (3 credits)

S/U grade assessment.

Prerequisite: MARK 3001, cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204989>)

MARK 4995 Independent Study in Marketing (1-4 credits)

Faculty-supervised, independent study/research of a specific area or topic in Marketing.

Prerequisite: Cons. of dept. ch. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%204995>)

MARK 5065 Data-Driven Marketing: Analytics, Insights and Applied AI (3 credits)

Equips students with the tools and mindset to thrive in the era of data-driven marketing by integrating AI, machine learning, and advanced analytics into marketing strategies. Through a combination of hands-on exercises, case studies, guest speakers, and lectures, students learn how to leverage data to generate actionable insights, optimize customer engagement, and drive business growth. Emphasizing the application of AI and data science tools, the course prepares students to tackle real-world marketing challenges, addressing key issues such as data quality, integration, and demonstrating AI's ROI.

Prerequisite: Admitted to the graduate ACCO or ECON, program; or BUAD and MBA 6010 and MBA 6080; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%205065>)

MARK 5931 Topics in Marketing (3 credits)

Topics vary.

Prerequisite: Admitted to graduate ACCO, BUAD, or ECON program and MBA 6080; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%205931>)

MARK 6085 Retail and Channel Strategy (3 credits)

Examines the design, structure and ongoing management of marketing channels as inter-organizational systems involved in the flow of goods and services from creation to the consumer. Topics include manufacturing, wholesaling, retailing, facilitating agencies, supply chain logistics, and B2B relationship management as they apply to the distribution of goods and services through marketing channels.

Prerequisite: Admitted to the graduate BUAD program and MBA 6080; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206085>)

MARK 6110 Consumer Behavior (3 credits)

Examines the buying process of planning, purchasing and using economic goods and services. Interdisciplinary in nature and applies concepts from psychology, sociology, economics and anthropology. Additional topics include services and industrial buying behavior. Case analyses are used.

Prerequisite: Admitted to the graduate ACCO or ECON program; or graduate BUAD program and MBA 6080; or graduate CCOM program and BUAD 6005; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206110>)

MARK 6120 Integrated Marketing Communications (3 credits)

Overview of Integrated Marketing Communications (IMC), a study of the promotional mix (i.e., advertising, personal selling, sales promotion, publicity, sponsorship, marketing, and point-of purchase communication) and other elements of marketing mix (i.e., product/brand, price, distribution) as they speak with one voice in communication between the firm and its customers. Specifically examines integrated marketing communications, brand management, environmental marketing, the regulatory process, and ethical issues in advertising. Investigates the contributions to integrated marketing communications from the communications and semiotics fields, the behavioral sciences, and attitude and persuasion research. Explores branding, labeling, and packaging strategies. Includes analysis of direct marketing (including interactive marketing), trade and consumer sales promotion, public relations and rumor control, and the personal selling process. Examines specific treatment of the social, legal, ethical and international dimensions of integrated marketing communications.

Prerequisite: Admitted to the graduate ACCO or ECON program; or graduate BUAD program and MBA 6080; or graduate CCOM program and BUAD 6005; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206120>)

MARK 6125 Digital Marketing (3 credits)

Explores how firms provide value and stay competitive in an ever-shifting, lightning-paced environment. Examines the social and technological forces changing marketing today. Topics include: social media marketing, content marketing, search engine marketing, online advertising, omni-channel and an in-depth look at a variety of social media venues and apps. Also introduces professional digital marketing analysis, monitoring and management tools.

Prerequisite: Admitted to graduate ACCO or ECON program; or graduate BUAD program and MBA 6080; or graduate CCOM program and BUAD 6005; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206125>)

MARK 6130 Customer Relationship Management (3 credits)

Focuses on optimizing profitable relationships with customers, recognizing that customers are a company's most important asset. Explores marketing variables that impact customers' satisfaction, loyalty and brand advocacy. Emphasizes exceptional and relevant customer experience as the most available path to a sustainable competitive advantage. Provides instruction on how to apply a number of CRM metrics; customer lifetime value (CLV), recency/frequency/monetary (RFM) and value estimation. Also provides hands-on experience developing predictive models using CRM data and tools.

Prerequisite: Admitted to the graduate ACCO, BMAN or ECON program; graduate BUAD program and MBA 6010 and MBA 6080; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206130>)

MARK 6136 Sales Management (3 credits)

Develops skills to be successful leaders as sales managers. Students learn and apply skills on designing, organizing and training a sales force, selling to medium and large accounts, expanding business operations, and coaching sales professionals to exceed forecasted goals. Class is highly interactive.

Prerequisite: Admitted to graduate ACCO or ECON program; or graduate BUAD program and MBA 6080; or graduate CCOM program and BUAD 6005; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206136>)

MARK 6140 Global Marketing Strategy (3 credits)

Develops an understanding of international marketing concepts and shows how these concepts can be applied to different international marketing environments and situations; examines the major environmental factors influencing the development of international marketing strategies; critically evaluates the developments in global economic, technological, political, and ethical/social environments; and examines the different international marketing mix configurations in terms of their strategic orientations and market relevancy.

Prerequisite: Admitted to the graduate ACCO or ECON program; or graduate BUAD program and MBA 6080; or graduate CCOM program and BUAD 6005; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206140>)

MARK 6160 Marketing Research (3 credits)

Addresses how the information used to make managerial decisions is generated by gathering data, analyzing data, interpreting results and preparing research reports. Appropriate for both users of research results and those who aspire to be marketing researchers. SPSS and SAS are used for performing data analysis.

Prerequisite: Admitted to the graduate ACCO, BMAN or ECON program; or graduate BUAD program and MBA 6010 and MBA 6080; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206160>)

MARK 6165 Marketing Analytics (3 credits)

Focuses on the marketing strategies underlying quantitative analysis and how that analysis leads to more effective decisions and greater profitability. Explores familiar marketing challenges using a toolbox of techniques. Uses a combination of hands-on practice, case studies, guest speakers and lecture to give students the analytical tools and the mindset to migrate from a qualitative to a more quantitative brand of marketing and improve job potential.

Prerequisite: Admitted to the graduate ACCO, BMAN or ECON program; or graduate BUAD program and MBA 6010 and MBA 6080; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206165>)

MARK 6170 Marketing Ethics, Markets and Social Responsibility (3 credits)

Focuses on various social issues affecting the firm but central to managing marketing programs and competitive strategy. In-depth look at some of the broader, societal and public policy issues. Examines how the efficient and fair workings of markets influence the "value propositions" for products and services in a global economy, examined through the lens of business ethics. Topics and issues include the social responsibility of marketers, consumer rights, legal constraints upon competitive strategy, future of marketing practice and other macro concerns that affect market-based systems.

Prerequisite: Admitted to the graduate ACCO or ECON program; or graduate BUAD program and MBA 6080; or graduate CCOM program and BUAD 6005; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206170>)

MARK 6175 Marketing and Social Entrepreneurship (3 credits)

Introduction to the field of social entrepreneurship, a rapidly growing field that is driven by the need to develop sustainable, lasting, and innovative solutions to social and environmental problems. Special emphasis on the marketing component of social entrepreneurship. Explores how social entrepreneurs innovate in challenging international contexts with regard to product and service development, pricing strategies, distribution channels and promotional strategies. Touches on ethical issues in social entrepreneurship marketing.

Prerequisite: Admitted to the graduate ACCO or ECON program; or graduate BUAD program and MBA 6080; or graduate CCOM program and BUAD 6005; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206175>)

MARK 6185 Brand Management (3 credits)

Investigates and applies the critical strategies that successfully build and grow global brands. Examines brands from both a managerial and consumer perspective. Specific topics include: establishing and measuring brand equity, marketing new and established brands, brand architecture and extension decisions, global branding issues and brand portfolio management. The focus ranges from small startup brands, consumer brands, government brands and B2B brands.

Prerequisite: Admitted to the graduate ACCO or ECON program; or graduate BUAD program and MBA 6080; or graduate CCOM program and BUAD 6005; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206185>)

MARK 6200 Marketing for Management Decision Making (3 credits)

Explores marketing's role in leading companies to more innovative products, services, processes and business models. Demonstrates the importance of innovation to the modern corporation; the core marketing practices that drive corporate innovation; and the role of pricing in successful innovation. Provides hands-on practice in developing innovative products and services and in applying data-driven techniques to the innovation process.

Prerequisite: Admitted to the graduate ACCO or ECON program; or BUAD program and MBA 6080; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206200>)

MARK 6931 Topics in Marketing (1-3 credits)

Topics vary.

Prerequisite: Admitted to the graduate ACCO or ECON program; or BUAD program and MBA 6080; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206931>)

MARK 6995 Independent Study in Marketing (1-3 credits)

Faculty-supervised, independent study/research of a specific area or topic in marketing.

Prerequisite: Cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MARK%206995>)

Master of Business Administration (MBA)**MBA 6010 Quantitative Analysis (1.5 credits)**

Solve linear and quadratic equations. Exponential and logarithmic functions are discussed with applications to the mathematics of finance. Revenue and profit maximization and cost minimization applications using derivatives. The basic statistical tools needed to make decisions in business situations, including descriptive statistics, probability and statistical inference.

Prerequisite: Admitted to graduate BUAD; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206010>)

MBA 6020 Business Essentials: Accounting, Economics and Finance (4.5 credits)

Study of understanding, analyzing and using relevant information for basic management decision making. Accomplished by looking at business decisions from three different fields: Accounting, Economics and Finance. From each field, the intention is to present the basic tools used to model and inform decisions as well as an overview of what expectations you can have of these business areas.

Prerequisite: Admitted to graduate BUAD, HCTM, NURS; MBA 6010; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206020>)

MBA 6030 Business Essentials: Marketing, IT and Operations and Supply Chain (4.5 credits)

Essential topics and skills in the areas of marketing, information technology and operations and supply chain management. Includes a mix of in-class meetings and online activities and participation. Utilizing case studies, projects and team-based activities, students learn relevant concepts and skills that are integrated across the three areas. After successful completion, students have a sufficient base in these business disciplines as well as a necessary foundation for future courses in marketing, information technology and operations and supply chain management.

Prerequisite: Admitted to graduate BUAD, HCTM and NURS; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206030>)

MBA 6040 Business Essentials - Accounting (1.5 credits)

Provides the student with the tools to understand financial concepts, principles and methodologies; read and comprehend financial statements and information; develop awareness of ethical issues in accounting and financial reporting; evaluate relevant financial information optimizing decision making; effectively communicate financial information and decisions; develop skills in business writing and critical thinking; and improve communication with financial personnel.

Prerequisite: Admitted to the graduate BUAD, CCOM or MGMT program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206040>)

MBA 6050 Business Essentials - Economics (1.5 credits)

Provides an overview of both microeconomics and macroeconomics, as well as understanding how to integrate current economic conditions, events and issues in order to make the economic theory relevant to everyday situations. Microeconomics focuses on the behavior of individuals as consumers and employees; the behavior of businesses firms as producers and employers; how the behaviors of individuals and business firms is coordinated through a system of markets and prices; how various government policies affect market outcomes; and how society's scarce resources are allocated and how income is distributed in a modern mixed (market/government) economy. Macroeconomics studies the economy as a whole and focuses on: total production in a society; business cycles; inflation and unemployment; global product, service, and financial markets; and how various government policies affect domestic and international markets.

Prerequisite: Admitted to the graduate BUAD, CCOM or MGMT program and completion of MBA 6010; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206050>)

MBA 6060 Business Essentials - Finance (1.5 credits)

Covers the core concepts and basic tools in finance including time value of money, compounding, discounting, different types of cash flow, different types of financial assets (e.g., bonds, stocks and loans) and how to analyze their value, their risk and the return of investment on these assets from both stand-alone and portfolio perspectives. Shows how to analyze business decisions from a financial point of view. Explains different methods of distribution that companies use to give back to their investors (e.g., stock dividends, cash dividends and stock repurchases).

Prerequisite: Admitted to the graduate BUAD, CCOM or MGMT program and completion of MBA 6010; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206060>)

MBA 6070 Business Essentials - Information Systems (1.5 credits)

Provides a broad overview of information systems and applications used in organizations. Topics include data analytics, data visualization and an exposure to database systems. Lectures are supplemented with online team activities, utilizing software labs with an introduction to Python, SQL, Excel and Tableau.

Prerequisite: Admitted to the graduate BUAD program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206070>)

MBA 6080 Business Essentials - Marketing (1.5 credits)

Introduces essential topics and skills in the function of marketing by applying an array of marketing concepts to a multitude of business scenarios. Underscores the understanding of marketing principles and application of marketing variables, in terms of analyzing, planning, implementing and controlling marketing activities such as positioning, differentiation, segmentation analysis and target market selection within a firm. Emphasizes the understanding the plethora of ways firms manage their approaches to the marketing mix parameters; namely, the product strategy, pricing strategy, distribution strategy and integrated marketing communications for their products and brands.

Prerequisite: Admitted to the graduate BUAD, CCOM or MGMT program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206080>)

MBA 6090 Business Essentials - Operations and Supply Chain Management (1.5 credits)

Introduces essential topics and skills in the planning, designing and managing of operations and supply chain management in the firm. Topics include supply chain strategies, sourcing and supplier relationship management, demand planning, inventory management, sales and operations planning, MRP, global logistics and Industry 4.0. Includes a mix of lectures and online activities involving research, readings, case studies and tutorials.

Prerequisite: Admitted to the graduate BUAD program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206090>)

MBA 6100 Business Analytics (3 credits)

Provides a structured and effective way of tackling a wide range of managerial problems using analytics. Introduces students to basic concepts in business analytics and several quantitative techniques that are important for the practical analysis of a broad range of business problems and widely accepted by the practitioners. These techniques provide a framework to support managerial decision making. Lectures cover the topics in sufficient details to make one feel comfortable in their use. Also stresses the importance of critical thinking skills to make sound managerial decisions, to apply ethical reasoning to business situations and to communicate effectively in business settings.

Prerequisite: Admitted to graduate ACCO, ACAN, BMAN, ECON, or SCMM; or BUAD and MBA 6010; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206100>)

MBA 6110 Strategic Management Introduction (3 credits)

Presents frameworks and tools for formulating successful strategies. Focuses on identifying and analyzing the internal and external sources of competitive advantage available to the firm and on developing strategies to access these sources of profitability. Strategy is viewed as a link between the firm and its environment. Implies that there are two primary areas of analysis: the external industry environment of the firm and the internal environment of the firm (the resources and capabilities it possesses).

Prerequisite: Admitted to graduate ACCO, ACAN, BMAN, BUAD, ECON OR MGMT; MBA 6010, MBA 6040, MBA 6050, MBA 6060, MBA 6070, MBA 6080 and MBA 6090; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206110>)

MBA 6120 Concepts for Ethical Business Practice (1.5 credits)

Explores the application of theories of ethics to the moral dimensions of business endeavors and their effects on individuals, organizations, society and the environment. Topics may include: issues of responsibility, discrimination and affirmative action in the workplace, whistle blowing, economic justice, environmental impact and the effects of the global economy. Seeks to integrate basic theory of business ethics via applied projects or cases. The applied projects and cases also require integration and application of concepts in functional areas of business: accounting, economics, finance, information technology, marketing and operations and supply chain.

Prerequisite: Admitted to graduate ACCO, BUAD, CCOM, ECON or MGMT; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206120>)

MBA 6130 Corporate Social Responsibility (1.5 credits)

An overreaching goal is to understand how business, government and society interact in addressing social issues within the U.S. and globally. Students are expected to think deeply about a wide range of social issues confronting businesses today and learn how to anticipate new issues as they emerge, consider when and how corporations address social issues effectively, define and understand the role of social entrepreneurship in addressing social challenges, think about the role that consumers play in demanding corporations to be more socially responsive, assess the roles of multinational corporations in the global economy and their ability to address social challenges.

Prerequisite: Admitted to graduate ACCO, BUAD, ECON, MGMT or NURS; cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206130>)

MBA 6140 Leading People and Change (1.5 credits)

Introduces concepts for understanding and managing human behavior in organizations. Topics include: individual differences, motivation, group/teamwork, national and organizational culture, as well as organizational change. Emphasis is on applying these concepts to real-world organizational challenges through leadership and human resource management skills. Students leave with a set of tools for enhancing key performance indicators and success in their own organizations.

Prerequisite: Admitted graduate ACCO, BUAD, CCOM, ECON, LEDR, MGMT or SPLE; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206140>)

MBA 6150 Leading Innovation and Creativity (1.5 credits)

Introduces practices and experiences necessary for delivering on two aspects of innovation and leadership: 1) delivers on frameworks, such as design thinking and tools, that are useful for stimulating innovation and creative problem solving through critical analysis of the problem domain, imagination, and inventive thought and action. Provides the means to become more aware of how creativity and innovation affects their own organizational work and role. Addresses the innovation processes that transform ideas into practical and sustaining goods and services. 2) develops practical experiences on innovation leadership that are necessary to create an organizational environment that develops a culture of innovation across all functional areas. Among other skills, students learn how to inspire innovative thinking among peers/employees, how to manage innovation-driven organizational change, and how to perpetuate processes that lead to continuous improvement and innovation across all departments. Looks at the differences between creativity, innovation and invention and how to move from one to the next.

Prerequisite: Admitted to graduate ACCO, BUAD, CCOM, ECON, or MGMT; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206150>)

MBA 6160 Leadership Coaching and Development (1.5 credits)

Helps identify and understand one's leadership style and the styles of others throughout their career. Assess personal leadership characteristics such as personality traits, values, competencies, and communication and conflict handling styles in order to identify current strengths and opportunities for future growth. The objective is to advance leadership capacity through heightened self-awareness achieved by examination, reflection and feedback. Exposure to both values-based leadership theories and applied ethical frameworks provide a foundation for developing a personal leadership development plan.

Prerequisite: Admitted to graduate ACCO, BUAD, CCOM, ECON, LEDR, MGMT or SPLE; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206160>)

MBA 6200 Enterprise Risk Management (1.5 credits)

A risk assessment methodology and process that provides a more strategic evaluation and response to risk. Increasingly, executive leadership and boards of directors are coming to the conclusion that risk management can be a contributing element in strategic planning and strategic management only if done comprehensively on an enterprise-wide focus. The focus cannot be solely on avoiding and mitigating the effects of negative risk; instead, the organization must seek to optimize its decision-making process for risk-taking in order to achieve its strategic goals.

Prerequisite: Admitted to graduate BUAD; MBA 6110 and 12 credits completed within GSM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206200>)

MBA 6997 Strategic Management Capstone (1.5 credits)

Project-based class that presents an opportunity to understand and comment on firm's strategic management including interviewing president or CEO, appraisal on strategy and perspectives on what has been learned.

Prerequisite: Admitted to graduate BUAD; 18 credits taken from Business Analytics, Ethics and Organizations, Strategy, Leadership of which a maximum of 6 credits elective components applies toward the 18 credits minimum.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%206997>)

MBA 9607 Graduate Concurrent Required Component: Less than Half-Time (0 credits)

A less than half-time equivalent course, used for those Marquette graduate students who are participating in a program that requires a concurrent zero credit component of a course, such as a tutorial, a colloquium, D2L module, etc. S/U grade assessment.

Prerequisite: Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=MBA%209607>)

Operations and Supply Chain Management

OSCM 3001 Operations and Supply Chain Management (3 credits)

Examines manufacturing and service firms' operations and supply chain functions from a managerial perspective. Core concepts and issues following the SCOR model include planning, sourcing, making, delivering, returning and enabling the operational flow of materials, cash flow and information from suppliers to customers. Engage in applied exercises to reinforce theoretical lectures. Also integrates marketing, economics, accounting and finance touchpoints related to the supply chain.

Prerequisite: Soph. stndg.

Level of Study: Undergraduate

Marquette Core Curriculum: NSM Crossing Boundaries

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%203001>)

OSCM 3986 Internship Work Period (0 credits)

S/U grade assessment.

Prerequisite: OSCM 3001; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%203986>)

OSCM 4005 Digital Supply Chain Technologies (3 credits)

Industry 4.0 is a term that supports the evolution of a new industrial revolution - one that sees the convergence of both existing and new technologies in creating a digital supply chain that is connected, analyzes all available information to derive insight, and drives optimal decision-making back into the physical world. Following the SCOR-DS model, students review multiple areas of Industry 4.0 elements in place today, such as Digital Ecosystems, Artificial Intelligence and Machine Learning, Cybersecurity, Planning and Simulations, Blockchain, the Internet of Things, Additive Manufacturing, Robotics, Augmented and Virtual Reality, and Autonomous Vehicles. Combines case studies, active problem-solving, and student discussion/presentations.

Prerequisite: OSCM 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204005>)

OSCM 4010 Manufacturing, Planning and Control (3 credits)

Focuses on leading-edge techniques used in manufacturing planning and control. Topics include demand management, ERP systems, forecasting, sales and operations planning (S&OP), master production scheduling (MPS), material requirements planning (MRP), capacity requirements planning (CRP), and lean manufacturing. Additionally, students are given hands-on experience with automation in manufacturing. Specific topics include: Demand Management - what role does demand management play in planning - what communication linkages between demand management and planning? Forecasting - using regression, trends, moving averages, and causal modeling; using Pyramid Forecasting. Sales and Operating Planning (SOP) - how SOP links to strategic planning and exploring the fundamental activities of S&OP. Master Production Schedule (MPS) - understanding the role of master production scheduling, scheduling techniques, and how to structure bills of material (BOM). Material Requirements Planning (MRP) - how MRP fits in the system, the MRP record, and its time-phased logic. Capacity Planning (CRP) - how to estimate capacity and to use finite schedules. Automation - exploring the role and how manufacturing utilizes robotics, with hands-on experience with programming robots in Marquette's Automation Lab Lean Manufacturing - exploring the "The Toyota Way" and the 14 TPS principles.

Prerequisite: OSCM 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204010>)

OSCM 4015 Supply Chain Service and Customer Management (3 credits)

Addresses the problems and challenges arising from designing, managing and delivering customer and consumer-facing services. These service-specific issues include the challenge and breakthrough design, service productivity, quality, innovation and flexibility, demand and capacity management, workforce planning, scheduling, technology management, strategy, and integration.

Prerequisite: OSCM 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204015>)

OSCM 4020 Quality and Process Management (3 credits)

Examines the principles, tools and practices of quality and process management in both manufacturing and service industries. Topics include quality management philosophies, effective team structures, measurement of quality, productivity and competitiveness, quality assurance, statistical process control, and capability, Lean Six Sigma and DMAIC, ISO 9000 and ISO 14000, and SERVQUAL. The interrelationships of each concept are explored by examining customer focus, leadership and organizational change, process design and benchmarking.

Prerequisite: OSCM 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204020>)

OSCM 4025 Purchasing and Supply Management (3 credits)

Delves into crucial operational, tactical and strategic purchasing and supply management aspects. It emphasizes the strategic role of procurement in a company's success, covering category strategy design, spend analytics, supplier segmentation, evaluation, negotiations and sustainability principles. Students enhance critical thinking through theoretical and practical approaches using case studies, discussions, projects, data analytics and industry interactions, preparing them for purchasing and supply chain management careers.

Prerequisite: OSCM 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204025>)

OSCM 4035 Supply Chain Sustainability & Risk Management (3 credits)

Explores the emerging field of supply chain sustainability and resilience, focusing on the integration of environmental, social and economic factors for creating sustainable and resilient supply chains. Provides students with a comprehensive understanding of the latest concepts, frameworks, tools and best practices in supply chain sustainability and resilience. Students develop critical thinking skills through a combination of conceptual learning and practical applications by utilizing case-based learning, computer simulations and interaction with industry leaders.

Prerequisite: OSCM 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204035>)

OSCM 4040 Global Logistics Management (3 credits)

Focuses on global logistics and global trade management and relates these practices to global supply chain management. Key objectives help students think critically about how end-to-end global logistics and trade management concepts are fundamental to the overall functioning of the business (regardless of which other disciplines a student may study) and provide a "vocabulary" for students to carry forward into the rest of their studies and beyond. Also, considers and explores how to enhance global logistics by adopting more sustainable and resilient perspectives within end-to-end operations. Finally, explores the interconnections between logistics and other business functions, such as finance, accounting, marketing and information technology.

Prerequisite: OSCM 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204040>)

OSCM 4045 Globalization and Global Operations (3 credits)

Provides an overview of the recent rapid growth of the so-called emerging economies of the world. These include the BRICS nations (Brazil, Russia, India, China, and South Africa) and other countries that are collectively changing the landscape of the global economy. Emerging nations now account for fifty percent of global output and are poised to be the growth markets of the 21st century. Also includes several perspectives on the critical role played by corporations in this fascinating growth story and also material on global operations from the strategic, supply chain, and marketing perspectives. Relevant to business students interested in studying the role of globalization in economic growth.

Prerequisite: OSCM 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204045>)

OSCM 4057 Enterprise Systems in Supply Chain Management (3 credits)

Focuses on how an information system like ERP supports and integrates core business processes within an organization and across its supply chains. Based on a combination of lectures and in-class exercises using SAP's ERP system. Includes a discussion of critical ERP concepts and issues from functional, technical and implementation viewpoints. It also includes hands-on working experience (through simulation) in manufacturing and distribution using SAP in the following areas: Sales Order Process, Purchasing, MRP, Production Ordering, Accounting, and Forecasting.

Prerequisite: OSCM 3001 and INSY 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204057>)

OSCM 4060 Supply Chain Analytics (3 credits)

Technology and analytics have changed the way we manage supply chains today. Deals with data analytics applied to supply chain processes such as demand forecasting, inventory management, supply chain planning, transportation, distribution, network design, sustainability, pricing and revenue management. Develop analytical skills in predictive data mining, machine learning, optimization and Monte Carlo simulation techniques. These techniques give students a framework to support managerial decision-making in supply chain management. Utilize Excel (along with add-ins) and introduce Python for interfacing with other supply chain software. Demonstrate the applicability of artificial intelligence to specific topics covered in this course.

Prerequisite: OSCM 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204060>)

OSCM 4065 Artificial Intelligence in Supply Chain (3 credits)

Explores how AI enhances supply chain management by enabling automation, predictive analytics, and real-time decision-making. Presents how machine learning algorithms improve demand forecasting, optimize inventory levels and reduce excess stock. Presents how AI-powered systems improve logistics by streamlining route planning and tracking shipments in real time. Presents how automation boosts warehouse operations and enhances supplier management through performance analysis and risk assessment; and covers how AI enhances supply chain visibility.

Prerequisite: OSCM 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204065>)

OSCM 4080 Applied Procurement (3 credits)

Combines comprehensive classroom work on the tasks, processes and procedures involved in the procurement function with on-the-job work, which executes essential procurement functions against real-world priorities in a local company or Marquette University Purchasing Department. The instructor evaluates the student's in-class work. On-the-job work is reviewed and supported by professional procurement staff from a local company. The key objectives of the course are (1) to help students understand and think critically about the essential functions of procurement, (2) to execute those functions in a real-world environment, and (3) to add value to their assigned company. The value to the student and the company is enhanced by linking classroom work with applied work addressing real-world needs.

Prerequisite: OSCM 3001 and cons. of instr. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204080>)

OSCM 4082 Applied Lean Six Sigma (3 credits)

An advanced survey course that, combines the two most prevalent continuous improvement methodologies – Lean and Six Sigma – into a single comprehensive approach. Students are exposed to the Lean Six Sigma methodology and thinking that underscores the necessity for process standardization, target management and problem-solving. Around this framework, the various tools that are application-specific are covered. Demonstrates how using Lean and Six Sigma together at the appropriate times can significantly benefit a company's processes. There is an ever-increasing amount of content and material related to these continuous improvement strategies and classroom instruction includes the concepts, processes, tools, analyses and procedures conveyed through presentation formats. There is also hands-on application and training, business case learning, real-world examples and best practice review. The required project involves working directly in the sponsoring company's business area or a Marquette University department, applying the skills learned in class. In this setting, the students facilitate actual Lean Six Sigma events, activities and projects, focusing on completing a semester-long project approved and mentored by the sponsor. The ultimate goal is to have each student emerge from the class fully prepared and comfortable in setting up, managing, facilitating and monitoring continuous improvement projects and programs.

Prerequisite: OSCM 3001 and cons. of instr. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204082>)

OSCM 4085 Applied Logistics (3 credits)

Entails a combination of traditional classroom lectures with applied work in a real-world setting. The objectives are to provide students with the theoretical foundations of network design and modeling and expose students to the nuances and complexities of network modeling and application in the real world. To these ends, students work in teams on a real-world project in an area company under the supervision of a professional designated by the company. Classroom work will be evaluated by the instructor and applied work will be evaluated by both the work supervisor and the instructor.

Prerequisite: OSCM 3001, OSCM 4040, OSCM 4060 and cons. of instr. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204085>)

OSCM 4931 Topics in Operations and Supply Chain Management (3 credits)

Topics vary. Specific topics are designated in the Schedule of Classes.

Prerequisite: OSCM 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204931>)

OSCM 4986 Operations and Supply Chain Management Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: OSCM 3986; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204986>)

OSCM 4989 Operations & Supply Chain Management Internship Work and Grading Period (3 credits)

S/U grade assessment.

Prerequisite: OSCM 3001; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204989>)

OSCM 4995 Independent Study in Operations and Supply Chain Management (1-4 credits)

Faculty-supervised, independent study/research of a specific area or topic in Operations and Supply Chain Management.

Prerequisite: Cons. of dept. ch. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204995>)

OSCM 4997 Capstone in Integrated Supply Chain Strategy (3 credits)

Developing an appropriate supply chain strategy, one that, if correctly executed, helps deliver a competitive advantage to a firm, has become a critical process for most, if not all, organizations. Presents a synthesis of strategic and supply chain management principles and how supply chain strategies are developed and executed, including lean and agile-based approaches. Also explores how organizations can incorporate more sustainable and resilient perspectives within their chosen strategy. Students develop critical thinking skills through conceptual learning and practical applications by utilizing case-based learning, computer simulations and a live project with an industry-leading organization.

Prerequisite: OSCM 3001 and Sr. stndg.; OSCM 4010 and one additional course from OSCM 4020, OSCM 4025 or OSCM 4040.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%204997>)

OSCM 5931 Topics in Operations and Supply Chain Management (3 credits)

Topics vary. Specific topics are designated in the Schedule of Classes.

Prerequisite: Admitted to graduate ACCO, BUAD, ECON or NURS program; MBA 6010 and MBA 6090; or cons. of M.B.A. prog. dir. Other prerequisites may vary by topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%205931>)

OSCM 6200 Operations and Supply Chain Management (3 credits)

An advanced core course in operations and supply chain management, focusing on the design, planning, coordination and improvement of operations and supply chains. Topics are examined from an integrative and managerial perspective.

Prerequisite: Admitted to graduate ACCO, BUAD, CCOM, ECON, or MGMT; MBA 6010 and MBA 6090; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%206200>)

OSCM 6931 Topics in Operations and Supply Chain Management (1-3 credits)

Topics vary.

Prerequisite: Admitted to the graduate ACCO, BUAD, ECON or NURS program; MBA 6010 and MBA 6090; or cons. of M.B.A. prog. dir. Other prerequisites may vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%206931>)

OSCM 6995 Independent Study in Operations and Supply Chain Management (1-3 credits)

Faculty-supervised, independent study/research of a specific area or topic in Operations and Supply Chain Management.

Prerequisite: Admitted to the graduate ACCO, BUAD, ECON or NURS program; MBA 6010 and MBA 6090; and cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=OSCM%206995>)

SCMM 6500 Supply Chain Workshop 1 (1 credits)

A 2.5-day, in-residence workshop that introduces students to the supply chain program. Provides an initial view of the purpose of the master's program; i.e., the transition from traditional to digital supply chains. Students experience a manual supply chain game, which helps to familiarize them with the dynamics of the supply chain and the nature of information sharing across supply chains. The workshop concludes with a 36-hour case competition.

Prerequisite: Admitted to the SCMM program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206500>)

SCMM 6501 Supply Chain Foundation (1 credits)

Provides a holistic overview of the supply chains, and the various functions (e.g. Sourcing and Procurement; Manufacturing and Operations; Logistics and Distribution) and cross-functional processes (e.g. balancing supply and demand), that when integrated can provide firms with a sustainable competitive advantage.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206501>)

SCMM 6502 Supply Chain Management (1 credits)

Provides an overview of the key elements of supply chain management, with a focus on supply chain dynamics. In addition to the recorded lectures, there is an online simulation that will expose students to the various challenges and issues related to the Bullwhip Effect.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206502>)

SCMM 6504 Negotiations (1 credits)

Provides an overview of the key elements of negotiation and related skills. In addition to the recorded lectures, there is an online simulation that will allow students to practice negotiation skills against one another.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206504>)

SCMM 6505 Logistics - Methods and Systems (2 credits)

Provides an overview of the key elements of a successful logistics function that meets both customer and company objectives. Topics include: an introduction to location analysis (warehouses and distribution centers) and network design, transportation management, inventory management, international logistics, logistics technology and warehouse management.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206505>)

SCMM 6510 Sourcing in the Digital Supply Chain (2 credits)

Students are taken systematically through an entire process of designing sourcing strategies, supplier evaluation and selection process; as well as design and execution of buyer-supplier relationship strategies. Students learn basics of negotiations and contracting, supply risk management and costing techniques that will help them with their careers in purchasing and supply chain management.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206510>)

SCMM 6515 Industry 4.0 (2 credits)

The term Industry 4.0 encompasses a promise of a new industrial revolution—one that marries advanced manufacturing techniques with the Internet of Things (IoT) to create a digital manufacturing enterprise that is not only interconnected, but communicates, analyzes and uses information to drive further intelligent action back in the physical world.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206515>)

SCMM 6520 Additive Manufacturing (1 credits)

An overview of additive manufacturing (3D Printing), the various approaches and applications of additive manufacturing. Highlights the various challenges of deploying additive manufacturing in a supply chain context.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206520>)

SCMM 6525 Transportation and Network Design (2 credits)

Provides a holistic view of how to design a distribution network, including the factors that influence the design; various strategies relating to where inventories are held and how they are shipped to customers and consumers; role of carriers and 'last mile' delivery issues; and importance of product/information flows and the rise of Digital Networks.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206525>)

SCMM 6530 Supply Chain Workshop 2 (1 credits)

A 2.5-day, in-residence workshop that provides an intense overview and application of commercial negotiation practices from both supplier and customer perspectives.

Prerequisite: Admitted to the SCMM program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206530>)

SCMM 6535 Supply Chain Collaboration (2 credits)

Provides a broad view of the opportunities for collaboration, internally within an organization and with customers and suppliers; including the many layers of collaboration. Reviews the emerging technologies that enable and support collaboration. Finally, considers the regulatory and legal challenges which limit collaboration and the impact of geographical, cultural and legal jurisdictions on the ability to fully collaborate.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206535>)

SCMM 6540 Transportation (1 credits)

Focuses on fundamental principles and role of transportation systems, costing and pricing. Explores motor carrier, railroad and airline transportation. Students learn about transportation risk management and global transport planning and execution.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206540>)

SCMM 6542 Supply Chain Sustainability (1.5 credits)

Explores companies' efforts to consider the environmental and human impact of their products as they travel across the entire supply chain, from the sourcing of raw materials to manufacturing, storage, distribution, and every transportation link in between, until final delivery to the end consumer.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206542>)

SCMM 6545 Applied Project (2 credits)

Students work in teams on applied projects with local companies, taking their understanding from the previous courses in the program and applying these to a real business problem.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206545>)

SCMM 6547 Applied Project 2 (3 credits)

Enables student teams to work on applied projects (company or case study-based), taking the skills developed throughout the program and applying them to real-world business issues.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206547>)

SCMM 6550 Supply Chain Workshop 3 (1 credits)

In a 2.5-day, in-residence workshop, students undertake a site visit to witness some leading digital supply chain applications and present the results of their applied projects to the project-sponsoring organizations.

Prerequisite: Admitted to the SCMM program.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206550>)

SCMM 6555 Supply Chain Planning (3 credits)

Focuses on leading edge techniques used in developing a manufacturing strategy, inventory management, cycle time reduction, production scheduling ERP, JIT/Kanban, synchronous manufacturing, supply chain management and advanced manufacturing systems.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206555>)

SCMM 6559 Supply Chain Risk and Resilience (1.5 credits)

Introduces a systematic approach to supply chain risk management and its application through the use of cutting-edge software tools and case-based learning. Presents the basics of multi-tier supply chain mapping, risk exposure evaluation, supply chain resilience practices and techniques, and principles of crisis management and supply chain continuity planning. Uses mini cases and supply chain mapping, risk monitoring and capacity/inventory management digital tools. Students work on a case study, which focuses on de-risking of a supply chain.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206559>)

SCMM 6560 Global Strategic Sourcing (3 credits)

Focuses on strategic sourcing in the global economy. Explores the process of segmenting third-party external spend for ensuring that scarce procurement resources are directed to the most important categories. Spend analysis is used to establish categories or commodities on which to focus where the greatest impact can be made.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206560>)

SCMM 6565 Lean Enterprise (3 credits)

Focuses on the key concepts of lean and leading cultures of continuous improvement. Explores how to engage others in the lean thinking transformation process. Also explores a broad range of lean tools and how to use these in a lean transformation.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206565>)

SCMM 6570 Supply Chain Finance (1 credits)

Understanding supply chain financial performance and management. Includes the following: understanding financial statements, cost of goods sold, strategic inventory planning, capital equipment planning and implications of operating versus outsourcing.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206570>)

SCMM 6575 Enterprise Systems (3 credits)

Focuses on how an IT system like ERP supports and integrates core business processes within an organization and across its supply chains. Format includes a combination of lectures and in-class exercises using SAP's ERP system. Discusses key ERP concepts and issues from functional, technical and implementation viewpoints. Also includes hands-on working experience (through simulation) in manufacturing and distribution using SAP in the following areas: Sales Order Process, Purchasing, MRP, Production Ordering, Accounting and Forecasting. Investigates the reasons why many ERP installations are considered "failures" and ways to circumvent these unfortunate outcomes, competing ERP platforms, and business intelligence tools available within SAP. To demonstrate an understanding of course-related ERP content, students experience a "real world" market simulation requiring knowledge derived from this course and previous courses. Data from this simulator are used for data modeling and analytics.

Prerequisite: Admitted to SCMM; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206575>)

SCMM 6931 Topics in Supply Chain Management (1-3 credits)

Topics vary.

Prerequisite: Admitted to SCMM.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206931>)

SCMM 6995 Independent Study in Supply Chain Management (1-3 credits)

Faculty-supervised, independent study/research of a specific area or topic in finance.

Prerequisite: Admitted to the graduate SCMM program; and cons. of prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206995>)

SCMM 6997 Supply Chain Strategy Capstone (3 credits)

Brings together all the major concepts covered in the SCMM program and how each is interconnected and related to one another. Adopting a strategic perspective, the capstone explores how organizations develop and implement a variety of supply chain strategies.

Prerequisite: Admitted to SCMM.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SCMM%206997>)

Sports Leadership

SPLE 6001 Introduction to Sports Leadership (3 credits)

Overview of the diverse leadership opportunities within the sports industry. Readings and student papers focus on current athletic issues and challenges from a leadership and managerial perspective. Includes an individual leadership assessment.

Prerequisite: Admitted to the graduate ACCO, BUAD, ECON, MGMT or SPLE program; or con. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SPLE%206001>)

SPLE 6100 Ethics in Sports Leadership (3 credits)

Explores various dimensions of athletic ethics, including sports in peacebuilding, sport as social innovator, and various ethical issues in sport and sport management. Includes such topics as competition and fair play, leadership, social aspects of sport and others.

Prerequisite: Admitted to the graduate ACCO, BUAD, ECON or SPLE program; or con. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SPLE%206100>)

SPLE 6200 Sports Communication (3 credits)

A study of the various ways in which individuals and organizations communicate through sports inclusive of print, electronic and on-line media as well as advertising, PR and special events. Special emphasis is placed on how leaders focus on their target audiences; primarily the fan or end user and the efforts, inclusive of market research, employed to attract and keep audiences engaged.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON or SPLE program; or con. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SPLE%206200>)

SPLE 6300 Social-Historical Foundations of Sports (3 credits)

Examines the historical and sociological foundations of athletics in the U.S. Important areas of emphasis include historical development of athletics, sport as a cultural product, social relations, organizational structures and contemporary issues.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON or SPLE program; or con. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SPLE%206300>)

SPLE 6400 Sport Management (3 credits)

Explores an overview range of topics related to the business of sport, such as organizational structure, operational finances, facility management, security, use of data analytics, entrepreneurship and others. Incorporates case studies, current sport management literature and an experiential component.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON, MGMT or SPLE program; or con. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SPLE%206400>)

SPLE 6500 Sports Finance (3 credits)

Examines the various techniques that can be utilized when financing a sports program regardless of the level of competition or type of program. Using active class discussion, research, mini-projects and the text, students determine how to budget for and continue to finance various sports enterprises.

Prerequisite: Admitted to graduate ACCO, BUAD, CCOM or ECON; or cons. of M.B.A. prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SPLE%206500>)

SPLE 6600 Sports Facility Management (3 credits)

Examines the critical components of sport facility management including but not limited to; facility planning and construction, system design and operation, marketing, budgeting, maintenance, risk and event management. Primarily aimed at individuals aspiring to or working in the sport management field since there is no game without a facility in which to play.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM or ECON program; or cons. of M.B.A. prog. dir. Consent required.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SPLE%206600>)

SPLE 6700 NCAA: Exploring Current Issues (3 credits)

Team-learning approach dependent upon each student contributing to the overall examination of the NCAA and the issues it faces. Students conduct individualized study and research based on directed assignments and present their work. Examines the NCAA's history, structure, criticisms, accomplishments and challenges within the context of current issues.

Prerequisite: Admitted to graduate ACCO, BUAD, CCOM, ECON, MGMT or SPLE program; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SPLE%206700>)

SPLE 6931 Topics in Athletic Leadership (3 credits)

Examination of topics related to contemporary issues in athletic leadership.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON or SPLE program; or con. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SPLE%206931>)

SPLE 6964 Practicum in Sports Leadership (3-6 credits)

Supervised experiences in sports leadership. Each student must negotiate an appropriate practicum plan and location with the graduate sports leadership faculty and the sports leadership practicum coordinator.

Prerequisite: Admitted to the graduate SPLE program; and con. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SPLE%206964>)

SPLE 6995 Independent Study in Sports Leadership (1-3 credits)

Provides opportunities to investigate and study areas of interest through readings, research, field experience, projects and/or other educational activities under the direction of a faculty adviser.

Prerequisite: Admitted to the graduate ACCO, BUAD, CCOM, ECON or SPLE program; or con. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=SPLE%206995>)

Real Estate

REAL 3001 Introduction to Commercial Real Estate (3 credits)

Provides the students with an understanding of the principles of property economics and finance, land use regulations and laws and contractual agreements (including for purchase and use of property) that govern commercial real estate. The acquisition, valuation and use of debt on commercial real estate is about the purchase of the site and improvements and the "bundle of rights" to do certain things with them.

Prerequisite: ECON 1103, ACCO 1030.

Level of Study: Undergraduate

Marquette Core Curriculum: SSC Individuals & Communities

Interdisciplinary Studies: Urban Affairs

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%203001>)

REAL 3986 Internship Work Period (0 credits)

S/U grade assessment.

Prerequisite: REAL 3001; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%203986>)

REAL 4061 Real Estate Modeling (3 credits)

Real estate valuation and financial analysis is fundamental to the real estate industry and to other disciplines dealing with real estate including banking, accounting and law. Provides an understanding of the skills and tools used to value real estate with particular emphasis on commercial income property and discounted cash flow modeling. This skill is developed through classroom sessions, and reinforced by practical case studies completed individually. The intent is to expose the student to valuation both as its own end and as a tool in the commercial real estate decision making process.

Prerequisite: REAL 3001 or REAL 4002 or FINA 4002.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%204061>)

REAL 4100 Commercial Real Estate Development (3 credits)

Provides students with an in depth examination of the real estate development process. Focuses on the physical and analytical tools necessary in the real estate development process including finding the development opportunity, land acquisition/site analysis, building design and public approvals, legal, market analysis, project management, construction, leasing and financing

Prerequisite: REAL 3001 or REAL 4002 or FINA 4002.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%204100>)

REAL 4120 Cases in Commercial Real Estate (3 credits)

Focuses on the applied analysis of commercial real estate. Emphasizes the analysis of real estate for purchase, development or financing across the major real estate investment sub-areas (apartments, office, retail and warehouse/distribution). The objective is to take conceptual real estate knowledge and apply it to Harvard Business School and Milwaukee Area cases. Knowledge from the many required finance, marketing, real estate, accounting and other business and economics courses is used to analyze the cases.

Prerequisite: REAL 3001, REAL 4002 or FINA 4002, and REAL 4061.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%204120>)

REAL 4210 Real Estate Asset Program - Applied Real Estate Modeling (3 credits)

Provides students with an introductory knowledge of the acquisitions and asset management process and investor reporting by re-underwriting existing and recently completed transactions and new investment opportunity memorandums. Includes instruction in Real Estate Modeling with a particular focus on intermediate and advanced modeling in Excel, sensitivity analysis, cash flow waterfalls, monthly business plan reviews, asset and investor reporting.

Prerequisite: FINA 3001, REAL 3001, FINA 4002 or REAL 4002 (which may be concurrent); and acceptance into the REAP program.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%204210>)

REAL 4220 Real Estate Asset Program - Applied Investment Cases (3 credits)

Provides students with an in-depth knowledge of real estate acquisition and construction, asset management and investor reporting through the re-underwriting of various case examples including, but not limited to, Multifamily construction, Multifamily Acquisition & Rehab, Industrial construction (build-to-suit and spec), Office (new construction or acquisition), Retail (new construction or acquisition), Hospitality (construction, acquisition, repurpose) and land development. Students advance their skills in modeling, sensitivity analysis, cash flow waterfalls, monthly business plan reviews, asset and investor reporting through sourcing and analyzing actual investment offerings.

Prerequisite: FINA 3001, REAL 3001, FINA 4002 or REAL 4002; and REAL 4210.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%204220>)

REAL 4230 Real Estate Asset Program - Advanced Real Estate Investing (3 credits)

Provides students the opportunity to polish skills, complete any deals (either purchase or sale), and provide mentoring to the incoming cohort of REAP students. The following are included: mastery of the acquisition process and financial modeling skills, mastering of asset management functions and portfolio concepts, mastery of presenting to high-level investment professionals, and mentoring of junior-level students on how to underwrite real estate deals and manage the investment process.

Prerequisite: FINA 3001, REAL 3001, FINA 4002 or REAL 4002; REAL 4210; and REAL 4220.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%204230>)

REAL 4330 Advanced Real Estate Analysis (3 credits)

Prepares students for two case competitions in which Marquette University participates. Students prepare to analyze, write a report and present a development/redevelopment proposal for a tract of land or existing building. Students also prepare by reviewing the previous year's Eisenberg and NAIOP cases and completing additional assignments. Each team meets twice per week to work with case advisers and team members.

Prerequisite: Cons. of instr. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%204330>)

REAL 4931 Topics in Real Estate (1-3 credits)

Topics vary.

Prerequisite: REAL 3001.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%204931>)

REAL 4986 Real Estate Internship - Grading Period (3 credits)

S/U grade assessment.

Prerequisite: REAL 3986; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%204986>)

REAL 4989 Real Estate Internship Work and Grading Period (3 credits)

S/U grade assessment.

Prerequisite: REAL 3001; cons. of prog. dir. and cons. of Business Career Center. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%204989>)

REAL 4995 Independent Study in Real Estate (1-4 credits)

Faculty-supervised, independent study/research of a specific area or topic in Real Estate.

Prerequisite: Cons. of dept. ch. Consent required.

Level of Study: Undergraduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%204995>)

REAL 5061 Real Estate Modeling (3 credits)

Real estate valuation and financial analysis is fundamental to the real estate industry and to other disciplines dealing with real estate including banking, accounting and law. Provides an understanding of the skills and tools used to value real estate with particular emphasis on commercial income property and discounted cash flow modeling. This skill is developed through classroom sessions, and reinforced by practical case studies completed individually. The intent is to expose the student to valuation both as its own end and as a tool in the commercial real estate decision making process.

Prerequisite: Student required to register, pay and successfully complete ARGUS certification exam to pass class; Admitted to graduate ACCO or ECON program; OR BUAD and MBA 6040, MBA 6060 and FINA 6163; or cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%205061>)

REAL 5931 Topics in Real Estate (1-3 credits)

Topics vary.

Prerequisite: Admitted to graduate BUAD, ECON, or NURS program and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Prerequisites vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%205931>)

REAL 6931 Topics in Real Estate (1-3 credits)

Elective course. Topics vary.

Prerequisite: Admitted to the graduate ACCO, BUAD, ECON, or NURS program and MBA 6010, MBA 6040 and MBA 6060; or cons. of M.B.A. prog. dir.

Prerequisites vary depending on topic.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%206931>)

REAL 6995 Independent Study in Real Estate (1-3 credits)

Faculty-supervised, independent study/research of a specific area or topic in Real Estate.

Prerequisite: Admitted to the graduate ACCO, BUAD, ECON, and NURS program; MBA 6010, MBA 6040 and MBA 6060; and cons. of M.B.A. prog. dir.

Level of Study: Graduate

Schedule of Classes (<https://bulletin.marquette.edu/class-search/?details&code=REAL%206995>)