

ment decisions.

Prerequisites: FINC 325, MATH 109 or 111 or 113

#### **442 Fixed Income Securities**

This mathematically-oriented course provides extensive coverage of a wide range of fixed income securities, investment strategies and the interest rate environment. General determinants of value on standard instruments and analysis of the newer instruments including zeroes, mortgages derivatives, interest rate swaps, and structured notes will be covered. Necessary mathematical concepts covered in this course will include stochastic calculus and differential calculus.

Prerequisites: FINC 325, MATH 109 or 111 or 113

#### **450 International Financial Management**

The management of foreign and multinational financial operations. On the basis of international finance theory, students will learn foreign exchange risk management, foreign investment analysis, the financing of foreign operations, comparative accounting, international banking and international tax management.

Prerequisites: FINC 324, MATH 109 or 111 or 113

#### **460 Real Estate Finance and Investment**

Examines mortgage, lease, contract and construction financing with related underwriting standards and analytical techniques. Integrates the role of banks, pension funds, insurance companies with government, secondary mortgage markets, and purpose, function and operation of the U.S. financial and federal reserve systems. Acquisition and disposition analysis of income producing real property including tax liability and strategy. Market, feasibility and income analysis integrated with profitability and rate of return measures pertaining to investments with optimal financing.

Prerequisites: FINC 200 and 321

#### **461 Real Estate Appraisal**

Valuation of residential and commercial real estate using the cost, market and income approaches to value. Professional ethics and standards of professional appraisal practice explored. Professional quality narrative appraisal with comparable sales, depreciated cost and discounted cash flow analysis required.

Prerequisites: FINC 200 and 321

#### **470 Real Estate Development**

Capstone course integrating all functional areas of real estate for production of housing, commercial and industrial real estate. Use of market research, feasibility studies and market analysis in contract negotiation for project construction, marketing and management.

Prerequisites: FINC 460 or 461, ECON 333

#### **480 The Chief Financial Officer**

Case studies on the control and treasury functions, and an examination of the information gathering, analytical and decision-making process required of the CFO. Students prepare case briefs for class discussions and formal presentations. Case assignments require students to write extensively and challenge their analytical ability. It is recommended that finance majors take this course in their final semester.

Prerequisites: FINC 324, MATH 109 or 111 or 113

### **Legal Studies in Business (BLAW)**

Erstling (chair), Kunkel, Malone, Marsnik; Brimmer, DeCourcy, Maccabee, Magidson, Vigil

Business law plays an increasingly prominent role in the workplace. The proliferation of laws, regulations, and legal decisions determining the limits of appropriate business behavior makes an understanding of law and legal process vital to the business professional.

Students graduating with a concentration in Legal Studies in Business will have explored in depth the nature of the legal environment of business and the ways in which legal rules and processes affect business decision making. Students will have developed critical-thinking and problem-solving skills by fostering an awareness of legal reasoning and legal analysis.

This concentration is relevant to all business administration students, but it is particularly appealing to those students interested in the more highly regulated fields of business and/or the role and nature of the legal process. While the concentration is not designed to be a pre-law program, it is attractive to students considering legal careers.

The concentration is structured to ensure that students receive both a solid grounding needed for the B.A. in Business Administration and an additional focus in business law.

#### **Concentration in Legal Studies in Business**

ACCT 205 Introduction to Accounting

BLAW 401 Legal Research, Advocacy, and Dispute Resolution

## Departments

BUS	200	Community Service (0 credit)
BUS	201	Ethics and Practice: Foundations of Business
FINC	321	Financial Management
MGMT	301	Management of Organizations and Processes
MGMT	480	Integrative Issues of Business and Organizations
MKTG	300	Principles of Marketing

*Plus one of:*

BLAW	301	Legal Environment of Business
BLAW	302	Business Law for Accounting
BLAW	303	International Business Law

*Plus three of:*

One additional course from BLAW 301/302/303 not taken previously

BLAW	304	Real Estate Law
BLAW	351	Environmental Law
BLAW	352	Gender Issues and the Law
BLAW	402	Law of Electronic Commerce

One course numbered 300 or above (not previously taken) in ACCT, ENTR, FINC, MGMT, MKTG

*Allied requirements*

ECON	251	Principles of Macroeconomics
ECON	252	Principles of Microeconomics
QMCS	220	Statistics I

*Plus one of:*

MATH	101	Finite Mathematics
MATH	109	Calculus with Review II
MATH	111	Calculus for Business and Social Science
MATH	113	Calculus I

*Note:* The math requirement must be completed by the end of the sophomore year.

*Plus one of:*

COMM	100	Public Speaking
COMM	105	Communication in the Workplace
COMM	230	Intercultural Communication
ENGL		200 or above
JOUR	215	Journalistic Writing in the Workplace
JOUR	311	Persuasion in Writing

### 301 Legal Environment of Business

An examination of the business law rules and principles of particular relevance to entrepreneurship, finance, management, and marketing. Subjects include contracts, negligence, products liability, and warranty, intellectual property, employment law, securities regulation, as well as general notions of legal reasoning and legal process. Prerequisite: Junior standing

### 302 Business Law for Accounting

An examination of the business rules and principles of particular relevance to the accounting profession. Subjects include the law of contracts, the Uniform Commercial Code, the law of debtor-creditor relations, the legal structure governing the formation and operation of business organizations (agency, partnership, and corporations), as well as general notions of legal reasoning and legal process.

Prerequisites: Junior standing and ACCT 205

### 303 International Business Law

An exploration of the international legal environments and some of the legal issues and problems that confront businesses as they cross international boundaries. Topics include international trade, foreign investment, transfer of technology, international dispute resolution, and the role of multinational enterprises.

Prerequisite: Junior standing

### 304 Real Estate Law

Principles of law regarding real property with emphasis on contracts, sales and secured transactions regarding transfer of ownership, mortgages, land use, development, rental and professional liability.

Prerequisites: FINC 200 and junior standing

### 351 Environmental Law

Environmental law will survey relevant federal and state statutes and case law to examine how well they serve to

maintain and improve the quality of the air, water, soil and life, and strike an appropriate balance between the present consumption of resources and their maintenance for future generations. The course also will explore emerging environmental trends and the formulation of environmental policy.

Prerequisite: Junior standing

**352 Gender Issues and the Law**

This course will explore the principle that men and women stand as equals before the law. It will examine the ways in which courts and legislatures have interpreted the principle of equal opportunity to resolve gender issues in the workplace, as well as in other aspects of society that affect access to the workplace, including education, marriage, and the family. It also will provide an historical overview of the law of equal opportunity and will touch upon modern notions of feminist legal theory. This course fulfills the Human Diversity requirement in the core curriculum.

Prerequisite: Junior standing

**401 Legal Research, Advocacy, and Dispute Resolution**

An examination of the nature of legal process and of the means the legal system adopts to resolve business disputes. The course will follow a problem-solving approach emphasizing critical thinking and oral and written legal advocacy skills. Topics include an overview of jurisprudence, the sources of law, business and the Constitution, the regulatory process, judicial and alternative dispute resolution, and the basics of legal research and written and oral advocacy.

Prerequisite: BLAW 301, 302, or 303

**402 Law of Electronic Commerce**

An exploration of the evolving legal environment that shapes business strategy for conducting business online. Topics include global e-commerce regulatory schemes, issues of privacy, security and data protection, online payment and banking regulation, intellectual property considerations, and censorship and defamation concerns.

Prerequisite: BLAW 301, 302, or 303

**Management (MGMT)**

Anderson, (chair), Elm, Goodpaster, R. Kennedy, Knauff, A.T. Mason, McNamara, Militello, Nyquist, Owens, W. Raffield, Sheppeck, Woodhouse, Young; Burns, Cohen, Gillman, Gorski, Green, Novaczyk, Witte

Students completing a concentration in the Department of Management will develop a systems thinking perspective as they view organizations; will develop a competitive perspective as they work with organizations; will become problem-solvers; will value diversity in all its forms; and will master managerial skills.

**Concentration in Human Resources Management**

Human Resources Management emphasizes the behavioral aspects of management in preparing students for careers in managing. It attracts students whose interests gravitate toward personnel activities. Those activities would include recruiting: wage and salary administration, training and development, labor relations, and collective bargaining.

- ACCT 205 Introduction to Accounting
- BUS 200 Community Service (0 credit)
- BUS 201 Ethics and Practice: Foundations of Business
- FINC 321 Financial Management
- MGMT 301 Management of Organizations and Processes
- MGMT 380 Organizational Change and Development
- MGMT 390 The Environment of Human Resources Management
- MGMT 420 Performance Assessment, Development, and Career Management
- MGMT 460 Current Issues in Human Resources Management
- MGMT 480 Integrative Issues of Business and Organizations
- MKTG 300 Principles of Marketing

*Plus one of:*

- BLAW 301 Legal Environment of Business
- BLAW 303 International Business Law

*Allied requirements*

- ECON 251 Principles of Macroeconomics
- ECON 252 Principles of Microeconomics
- QMCS 220 Statistics I

*Note:* QMCS 220 should be completed by the end of the sophomore year. Transfer students who have not had an equivalent course must complete this course by the end of their first semester, junior year.