

MARTIN J. WHITMAN SCHOOL OF MANAGEMENT

Alexander McKelvie, Interim Dean
721 University Avenue Suite 415
whitman.syr.edu (<http://whitman.syr.edu>)

About the School

Welcome to the Whitman School of Management, a top-ranked business school with a diverse faculty and strong focus on leadership building and community engagement. At the Whitman School, students develop a strong business sense across all aspects of management, providing them with the skills, opportunities, and motivation necessary to compete in a global environment.

The Whitman School is a state-of-the-art business school in both programming and facility, reflecting both Syracuse University's commitment and history of innovative business education and the Whitman School's role as a cutting-edge, experiential learning environment. The Whitman School continues to expand its technological resources to provide services exclusive to our students, in the form of equipment loans, device repair services, discounted printing, discounted and/or free software, remote access to specially licensed software, and lab environments that are updated regularly to reflect the technology that supports the Whitman curriculum. In addition, Whitman is a certified Certiport/Microsoft testing facility and encourages its students to become Microsoft Office Specialist: Excel Certified. Students enrolled at Whitman get the best of both worlds, enjoying the intimate and interconnected community of the Whitman School with all the resources and opportunities of a world-class research university.

The Whitman School of Management continues to be ranked among the nation's top business programs. Whitman's entrepreneurship program has been ranked nationwide by the United States Association for Small Business and Entrepreneurship; Entrepreneur Magazine/The Princeton Review; Fortune Small Business; and U.S. News & World Report. Many of Whitman's specialty programs have been highly ranked by Bloomberg BusinessWeek, including accounting, corporate strategy, entrepreneurship, operations management, sustainability, business law, marketing management, and ethics.

Accreditation Information

The Whitman School has been accredited by the Association to Advance Collegiate Schools of Business (AACSB International) since 1920.

Educational Vision, Mission and Core Values

Common Purpose

We inspire students for a world of accelerating change.

Vision

We aspire to be a pre-eminent and inclusive school of management that:

- Prepares students for professional success, engaged citizenship, and lifelong learning;
- Produces high-impact research that advances business and society.

Mission

Whitman's mission is to develop analytic, globally-minded, innovative and entrepreneurial leaders and professionals through the power of:

- Transformative learning experiences;
- Innovative ideas and high-impact research insights;
- Collaborative networks of lifelong learning and discovery.

We strive to achieve our mission by:

- Leveraging the breadth and richness of Syracuse University's schools and colleges;
- Focusing on domains that benefit student learning and in which we can excel;
- Engaging with our academic, alumni, and industry partners.

Whitman's Core Values

Integrity - We are an ethical community that values transparency, accountability, responsibility, respect and professionalism.

Inclusion - We strive to be a student-centered community that is supportive of all. We are open-minded. We engage and encourage diverse backgrounds and viewpoints.

Collaboration - We believe the whole is greater than the sum of its parts. We value teamwork as the most successful way to reach our goals.

Innovation - We are forward-thinking with a global mindset, always exploring new and creative ideas that can bring positive changes to the world.

Excellence - We persevere, always challenging ourselves and each other to improve in pursuit of outstanding quality in processes and outcomes, leading to overall success.

Undergraduate Education

The Martin J. Whitman School of Management offers nine programs leading to the B.S. degree. They are in accounting, business analytics, entrepreneurship and emerging enterprises, finance, management, marketing management, real estate, retail management, and supply chain management. The school also offers dual programs with arts & sciences, citizenship and public affairs, information studies, public communications, and sport. Each of these programs is designed to be completed within four years.

Each student is assigned a professional advisor who will guide them for the entire program. Students select a major any time before the end of the second semester of the sophomore year.

The Whitman School of Management fully supports and participates in students' knowledge and skill development through Syracuse University's institutional learning goals, the Shared Competencies (<https://coursecatalog.syracuse.edu/shared-competencies/>). Through the Shared Competencies, students can expect to learn how to integrate aspects from their major courses, liberal arts requirements, and co-curricular activities. These are invaluable skills that are applicable to business education and industry practice.

In the course of earning their degree, students are expected to achieve the following learning outcomes:

1. Display competence in the functional areas of business and their interdependencies.

- 2. Employ logical, analytical, and technological skills in decision making.
- 3. Develop organizational strategies taking into account internal and external factors.
- 4. Communicate and interact with others in a professional manner.
- 5. Demonstrate exemplary personal and professional behaviors and apply knowledge in a selected area of study.
- 6. Be aware of and engage in a diverse and global society.

General Regulations

For academic rules and regulations that apply to all University students, see the Academic Rules (<https://coursecatalog.syracuse.edu/academic-rules/>) section of this catalog. This annual publication also contains special regulations that apply to all students matriculated in the Whitman School.

The students, instructional staff, and administrators of the Whitman School recognize that honesty, integrity, and respect for others are fundamental expectations in the academic and business communities. The Whitman School follows the Syracuse University Academic Integrity Policy and Procedures.

Whitman Bachelor of Science Degree Requirements

The B.S. degree, in any of the 9 areas available, requires at least 122 credits, distributed as indicated below. In addition, all students must complete two university-wide required courses: FYS 101 First Year Seminar and a 3-credit IDEA course, as well as global diversity, community engagement, and internship requirements before graduating.

University-wide Requirements

All incoming and transfer students are required to take a 1-credit FYS 101 First Year Seminar course and a 3-credit IDEA course that can be selected from an approved list (<https://coursecatalog.syracuse.edu/undergraduate/idea-course-requirement/>).

Quantitative Skills

| Code | Title | Credits |
|--|---|---------|
| MAT 284 | Business Calculus | 4 |
| MAS 261 | Introductory Statistics for Management | 3 |
| Science electives (astronomy, biology, chemistry, earth science, physics, or any physical science) | | 3 |
| BUA 345 | Business Analytics for Management Decisions | 3 |
| Total Credits | | 13 |

Communication Skills

| Code | Title | Credits |
|---------------|---|---------|
| WRT 105 | Studio 1: Practices of Academic Writing | 3 |
| WRT 205 | Studio 2: Critical Research and Writing | 3 |
| WRT 307 | Advanced Writing Studio: Professional Writing | 3 |
| Total Credits | | 9 |

Required Arts & Sciences Courses

| Code | Title | Credits |
|---------|-------------------------------|---------|
| ECN 101 | Introductory Microeconomics | 3 |
| PSY 205 | Foundations of Human Behavior | 3 |
| ECN 102 | Introductory Macroeconomics | 3 |

or ECN 203 Economic Ideas and Issues

Total Credits 9

Arts & Science Electives

- 27 credits taken through any subject offered by the College of Arts & Sciences. IDEA courses offered in the College of Arts & Sciences can be taken to fulfill the 3-credit IDEA course requirement. FYS 101 First Year Seminar counts towards 1 required A&S elective credit.

Introductory Core

In addition to management coursework taken within other skills areas, students are required to complete the following coursework in the management core:

| Code | Title | Credits |
|--------------------------|---|---------|
| Core Courses | | |
| SOM 122 | Perspectives of Business and Management (fall only) | 3 |
| LPP 255 | Introduction to the Legal System | 3 |
| ACC 151 | Introduction to Financial Accounting | 4 |
| ACC 252 | Intro to Managerial Acc | 3 |
| Integrated Core 1 | | |
| FIN 256 | Principles of Finance | 3 |
| MAR 255 | Principles of Marketing | 3 |
| SCM 265 | Introduction to Supply Chain Management | 3 |
| Integrated Core 2 | | |
| MGT 247 | Introduction to Strategic Management | 3 |
| MGT 248 | Managing and Leading People in Organizations | 3 |
| SOM 354 | Managing in a Global Setting | 3 |
| Senior Capstone | | |
| EEE 457 | Strategic and Entrepreneurial Management | 3 |
| Total Credits | | 34 |

Total Credits: 31

Major Field Specialization

- All students, except those majoring in accounting, take 15 credits in the major area beyond core requirements. Students must contact an academic advisor in the chosen major field to discuss specific requirements.

Business Elective

- A business elective is any upper-division course in the Whitman School that gives credit but is not used to fill requirements in other groups. This course cannot be from the student's major area. IDEA courses offered in the Whitman School can be taken to fulfill the 3-credit IDEA course requirement.

Total Credits: 4

Free Electives

Students complete additional credits from any credit-bearing course with the following conditions: no more than 3 credits of physical education, health, or music ensemble may be used; and students may not take courses considered to have content that duplicates courses already taken. IDEA courses taken outside of the College of Arts & Sciences and the Whitman School can be taken to fulfill the 3-credit course requirement.

Total Credits: 12

Global Diversity

Whitman students must have some form of global experience. For most students, this is achieved through study abroad. Students may also fulfill the requirement with the completion of two courses from the Global Diversity Electives list (which may fulfill other course requirements for the degree).

Community Engagement

Students are required to apply their management skills and knowledge to community problems. This is realized through a Community Service Project in which 50 hours at a maximum of five organizations are completed throughout the undergraduate experience. Services must be completed at a non-profit and requires pre-approval from the Whitman Undergraduate Office. Examples of approved sites available on the Whitman website.

Internship

Students are required to have at least one internship after they acquire junior standing. The internship should consist of 120 hours on-site, be a natural extension of the classroom, and provide substantial opportunity for knowledge attainment and skill development. Exposure to real job situations related to the students major is required. The internship should be registered in Handshake and approved by the Whitman Career Center prior to beginning.

Grading Policy

The faculty at the Whitman School developed a uniform grading policy for the undergraduate program. The policy has three goals:

1. to ensure that grading is fair and consistent across courses,
2. to encourage students to take their coursework seriously, and
3. to ensure faculty deliver a challenging academic experience.

The policy is as follows: For all undergraduate courses taken at the Whitman School with 25 or more students enrolled, the mean grade shall be no higher than 3.3 and the maximum percentage of A/A- is 33%.

Multiple sections taught by the same professor will be aggregated together to calculate the mean grade and percentage of A/A- awarded. Deviations to the above policy may occur depending on individual class performance.

Other Programs and Services

Dual Programs

The Whitman School, in cooperation with other schools and colleges within the University, offers dual programs that make it possible for students to pursue two programs of study concurrently. Students in these programs are assigned an advisor in each college.

Students enrolled in dual programs fulfill degree requirements in each school and receive one degree (one diploma) jointly conferred by both schools. Dual programs require more than 122 credits, normally required for graduation, but can often be completed within four years. The Whitman School offers the following dual programs with the College of Arts and Sciences (<https://coursecatalog.syracuse.edu/undergraduate/arts-sciences/>) specializing in the Sciences and Math (minimum 142 credits), the Maxwell School of Citizenship and Public Affairs (<https://coursecatalog.syracuse.edu/undergraduate/citizenship-public-affairs/>) with a major in International Relations or

Public Health (minimum 142 credits); the School of Information Studies (<https://coursecatalog.syracuse.edu/undergraduate/information-studies/>) (minimum of 141 credits); the S.I. Newhouse School of Public Communications (<https://coursecatalog.syracuse.edu/undergraduate/public-communications/>) (minimum of 137 credits); and David B. Falk College of Sport (<https://coursecatalog.syracuse.edu/undergraduate/sport-human-dynamics/>) specializing in Sport Management (minimum of 135 credits).

3+3 Joint Degree Program with the College of Law

The Whitman School has an established dual program with the College of Law to complete the BS/JD in 6 years. This establishes an early admission opportunity for outstanding Whitman students to complete three years of undergraduate students before entering the first year of Law School. Conditional acceptances are offered to incoming first-year students after admission to Whitman School. Students must complete a minimum of 107 credits by the end of the 3rd year and maintain a 3.3 GPA to be eligible for consideration with the conditional acceptance. The LSAT is a required component for the Law School application and applicants must meet the median score equivalent or higher than that of the incoming College of Law students (most recently a 155). Students must also demonstrate appropriate character and fitness for the study of law. Final admissions decisions to the JD program are made by the College of Law.

Further information about dual programs can be obtained from the Office of Undergraduate Programs, Whitman Suite 215.

Study Abroad

The Whitman School, in cooperation with Syracuse Abroad, offers students the opportunity to participate in a program of study abroad in London, England; Santiago, Chile; Madrid, Spain; Strasbourg, France; or Florence, Italy; during the fall or spring semester. Students may choose from a variety of courses in arts and sciences while developing sensitivity to cultural differences.

During the summer, students may participate in a variety of programs spanning from 2 to 8 weeks. Whitman offers a number of short-term immersion trips during the school breaks to locations such as Kenya or East Asia.

Syracuse Abroad also partners with over 60 institutions in cities across the globe to expand the locations and opportunities for students.

It is essential that students planning to study abroad contact their Whitman academic advisor during their first or second year. Students interested in taking coursework in a foreign country must go through a program that is recognized by the Syracuse Abroad Office. Students may not take a leave of absence to study abroad with another institution with the intent to earn academic credit.

For further information about study abroad, contact SU Abroad, 106 Walnut Place.

Intra-University Transfer

Syracuse University students interested in an intra-University transfer into the Whitman School must meet the intra-University transfer requirements. To be considered eligible for transfer, students must have completed at least 30 credits at Syracuse University (two academic semesters), including two of the following or their equivalents: MAT 221 Elementary Probability and Statistics I, MAT 284 Business Calculus, and ECN 101 Introductory Microeconomics. Students are admitted as space becomes available and considered based on the following criteria:

cumulative GPA, rigor of academic coursework taken at SU, engagement on and off campus, and an optional professor recommendation. Whitman only admits students for the fall semester - admissions decisions are made over the summer. Students interested in transferring are required to attend an Information Session (in person or virtual) and meet with an advisor in the Whitman School's Office of Undergraduate Programs. All application requirements must be completed by the last day of the finals of their freshmen year, no summer coursework will be considered. Decisions will be made by a committee over the summer and communicated to all applicants.

Transfer Credit into the Whitman Program

The Whitman School limits the total number of credits that can be accepted after matriculation into the Whitman School. Once a student matriculates into Whitman, only 12 additional credits can be taken outside Syracuse University (with prior approval by an academic advisor) and transferred back to count towards degree requirements. Additionally, all transfer coursework must be taken through a US domestic institution.

Coursework taken through an International Institution will not be accepted after matriculation into the Whitman Program.

Minors Available to Management Students

Students in the Whitman School are encouraged to pursue a minor offered by other schools or colleges, and should seek assistance from their academic advisor in choosing a minor that will enhance their academic program. With careful and early planning, many minors can fit into the undergraduate curriculum without a need for extra coursework. While management students are allowed to pursue most minors offered outside the Whitman School, provided that they have the appropriate prerequisites, they most often choose a minor in economics, information management and technology, psychology, public communication studies, or a foreign language.

Minors in Management

Minor Coordinator: Erica Gromny
215 Whitman School of Management
315-443-2361 or whitmanadvising@syr.edu

The Whitman School offers several minors, allowing students to pursue either business minor or a more specialized program that provides in-depth study in one area of management. A minor in management can help students learn about subjects that contribute to success in business, not-for-profit, and government organizations. Knowledge in management is seen as beneficial by many prospective employers.

The minors in Whitman are available to matriculated undergraduate students from all Syracuse University schools and colleges other than the Whitman School, provided that they have the permission of their home school or college, a cumulative grade-point average (GPA) of at least 3.2 at the time of application, and a minimum of four semesters on campus to complete the requirements. 3.2 is the minimum GPA required for the minor, however decisions are made on a space available basis. A student may declare a minor in:

- Accounting Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/accounting-minor/>)
- Business Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/business-minor/>)
- Entrepreneurship and Emerging Enterprises Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/entrepreneurship-emerging-enterprises-minor/>)

- Finance Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/finance-minor/>)
- Marketing Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/marketing-minor/>)
- Real Estate Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/real-estate-minor/>)
- Retail Management Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/retail-management-minor/>)
- Strategic Management Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/strategic-management-minor/>)

The details of each of the minor programs can be found under Academic Offerings (<https://coursecatalog.syracuse.edu/academic-offerings/>).

There are two deadlines for submitting applications for management minors: October 1 and March 1 of each academic year. Due to course sequencing and enrollment limitations, students must have a minimum four semesters on campus to complete the minor requirements. Any student wishing to apply for a management minor after the spring of the sophomore year will be ineligible to declare the minor due to space availability and course sequencing.

To Declare a Minor in Management

1. Check with your home school or college office to make sure you have room in your program for the required courses. Also check that you have a cumulative GPA of at least 3.2.
2. Complete the online minor application form on the Whitman minor webpage (keep in mind the March 1 and October 1 deadlines).
3. Expect to hear a decision via email around the deadline date. If accepted, official declaration paperwork will be sent to the home college. They will approve the declaration and give you instructions about how to get the minor officially posted to your SU record.

Management Interdisciplinary Minors

The Whitman School has two minors in cooperation with another school/college on campus. These minors are open to Whitman students in addition to non-Whitman students and have separate minor declaration instructions than the ones listed for "Minors for Management".

Engineering & Computer Science Management Minor - Offered in collaboration with the College of Engineering and Computer Science. Please refer to the official description on the ECS page (<https://coursecatalog.syracuse.edu/undergraduate/engineering-computer-science/engineering-computer-science-management-minor/>).

Infrastructure Minor - Offered in collaboration with the College of Engineering and Computer Science. Please refer to the official description on the ECS page (<https://coursecatalog.syracuse.edu/undergraduate/engineering-computer-science/infrastructure-cities-future-minor/>).

Transferring Courses into Minors in Management

All 18 credits must be taken through Syracuse University for a letter grade. No transfer credit will be considered for the Management minor.

Facilities

The Whitman School of Management's 160,000-square-foot sustainable building opened in 2005, with a central focus on students and creating an environment that promotes a culture of collegiality and a high-tech, world-class learning experience. To provide that experience, the Whitman

School creates an open community atmosphere with advanced resources and team-oriented learning spaces, including:

- 24 classrooms
- 200-seat auditorium
- 20 team meeting rooms each for graduate and undergraduate students
- three-story, 4000-square-foot Grand Hall
- undergraduate and graduate computer clusters
- 74 faculty offices
- a faculty research center
- an Investment Research Center
- a center for entrepreneurial start-ups
- a 100-seat cafe
- a special-events room with outdoor terrace

The Whitman School of Management's building is dedicated to sustainability, providing environmentally friendly resources and features for an enhanced "green" experience.

Research Centers & Institutes

The Whitman School building boasts many spaces for innovative and collaborative research that provide experiential learning and prepare students for careers across a broad range of business areas. Sophisticated software and integrated technology coupled with advanced workshops and seminars create an ideal learning atmosphere. Whitman's diverse research centers and institutes include:

- Africa Business Program (<https://whitman.syracuse.edu/faculty-and-research/centers-and-institutes/africa-business-program/>)
- The Ballentine Investment Institute (<https://whitman.syracuse.edu/faculty-and-research/centers-and-institutes/ballentine-investment-institute/>)
- The Robert H. Brethen Operations Management Institute (<https://whitman.syracuse.edu/faculty-and-research/centers-and-institutes/brethen-operations-management-institute/>)
- The H. H. Franklin Center for Supply Chain Management (<https://whitman.syracuse.edu/faculty-and-research/centers-and-institutes/franklin-center-for-supply-chain-management/>)
- The Infrastructure Institute (<https://infrastructure-institute.syr.edu/>)
- The Institute for an Entrepreneurial Society (<https://whitman.syr.edu/ies/>)
- Goodman Leadership Center (<http://whitman.syr.edu/impress/>)
Goodman IMPRESS Program (<https://whitman.syr.edu/impress/about-impress.aspx>)
- The Olivia and Walter Kiebach Center for International Business Studies (<https://whitman.syracuse.edu/faculty-and-research/centers-and-institutes/kiebach-center-for-international-business/>)
- The James D. Kuhn Real Estate Center (<https://whitman.syracuse.edu/faculty-and-research/centers-and-institutes/kuhn-real-estate-center/>)
- The Harry E. Salzberg Memorial Program (<https://whitman.syracuse.edu/faculty-and-research/centers-and-institutes/franklin-center-for-supply-chain-management/salzberg-memorial-lecture/>)
- The Earl V. Snyder Innovation Management Center (<https://snyder.syracuse.edu/>)

- Sustainable Enterprise Partnership (<https://whitman.syracuse.edu/faculty-and-research/centers-and-institutes/sustainable-enterprise-partnership/>)
- Transactional Records Access Clearinghouse (TRAC) (<http://trac.syr.edu/>)
- Whitman Entrepreneurship Center (<https://whitman.syracuse.edu/faculty-and-research/centers-and-institutes/whitman-entrepreneurship-center/>)

Programs

Major

- Accounting, BS (<https://coursecatalog.syracuse.edu/undergraduate/management/accounting-bs/>)
- Business Analytics, BS (<https://coursecatalog.syracuse.edu/undergraduate/management/business-analytics-bs/>)
- Entrepreneurship and Emerging Enterprises, BS (<https://coursecatalog.syracuse.edu/undergraduate/management/entrepreneurship-emerging-enterprises-bs/>)
- Finance, BS (<https://coursecatalog.syracuse.edu/undergraduate/management/finance-bs/>)
- General Accounting, BS (<https://coursecatalog.syracuse.edu/undergraduate/management/general-accounting-bs/>)
- Management & Public Health, BS Dual (<https://coursecatalog.syracuse.edu/undergraduate/management/management-public-health-bs-dual/>)
- Management & Sport Management Dual, BS (<https://coursecatalog.syracuse.edu/undergraduate/management/management-sport-management-dual-bs/>)
- Management, BS (<https://coursecatalog.syracuse.edu/undergraduate/management/management-bs/>)
- Marketing Management, BS (<https://coursecatalog.syracuse.edu/undergraduate/management/marketing-management-bs/>)
- Real Estate, BS (<https://coursecatalog.syracuse.edu/undergraduate/management/real-estate-bs/>)
- Retail Management, BS (<https://coursecatalog.syracuse.edu/undergraduate/management/retail-management-bs/>)
- Supply Chain Management, BS (<https://coursecatalog.syracuse.edu/undergraduate/management/supply-chain-management-bs/>)

Minor

- Accounting Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/accounting-minor/>)
- Business Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/business-minor/>)
- Entrepreneurship and Emerging Enterprises Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/entrepreneurship-emerging-enterprises-minor/>)
- Finance Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/finance-minor/>)
- Marketing Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/marketing-minor/>)
- Real Estate Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/real-estate-minor/>)
- Retail Management Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/retail-management-minor/>)

- Strategic Management Minor (<https://coursecatalog.syracuse.edu/undergraduate/management/strategic-management-minor/>)

Combined

- Aerospace Engineering/Business Administration (3+2 Program), BS/MBA (<https://coursecatalog.syracuse.edu/undergraduate/management/aerospace-engineering-business-administration-bs-mba/>)
- Biomedical Engineering/Business Administration, BS/MBA (<https://coursecatalog.syracuse.edu/undergraduate/management/biomedical-engineering-business-administration-bs-mba/>)
- Chemical Engineering/Business Administration (3+2 Program), BS/MBA (<https://coursecatalog.syracuse.edu/undergraduate/management/chemical-engineering-business-administration-bs-mba/>)
- Civil Engineering/Business Administration (3+2 Program), BS/MBA (<https://coursecatalog.syracuse.edu/undergraduate/management/civil-engineering-business-administration-bs-mba/>)
- Computer Engineering/Business Administration (3+2 Program), BS/MBA (<https://coursecatalog.syracuse.edu/undergraduate/management/computer-engineering-business-administration-bs-mba/>)
- Computer Science/Business Administration (3+2 Program), BS/MBA (<https://coursecatalog.syracuse.edu/undergraduate/management/computer-science-business-administration-bs-mba/>)
- Electrical Engineering/Business Administration (3+2 Program), BS/MBA (<https://coursecatalog.syracuse.edu/undergraduate/management/electrical-engineering-business-administration-bs-mba/>)
- Environmental Engineering/Business Administration (3+2 Program), BS/MBA (<https://coursecatalog.syracuse.edu/undergraduate/management/environmental-engineering-business-administration-bs-mba/>)
- Mechanical Engineering/Business Administration (3+2 Program), BS/MBA (<https://coursecatalog.syracuse.edu/undergraduate/management/mechanical-engineering-business-administration-bs-mba/>)

Other Programs

- Whitman Bachelor of Science Degree Requirements (http://coursecatalog.syr.edu/preview_program.php?catoid=38&poid=19358&returnto=4785)

Faculty

Susan Albring, Professor of Accounting
Ph.D., University of Arizona, 2003

Amber Anand, Edward Pettinella Professor of Finance
Ph.D., Baruch College, 2001

Karca Aral, Associate Professor of Supply Chain Management
Ph.D., INSEAD, 2014

Kivanc Avrenli, Professor of Statistics Practice
Ph.D., University of Illinois, 2015

Natarajan Balasubramanian, Professor of Management
Ph.D., University of California, Los Angeles, 2007

Tom Barkley, Professor of Finance Practice and Director, MS Finance Program

Ph.D., University of Florida, 2007

Amiya Basu, Professor of Marketing
Ph.D., Stanford University, 1984

Michel Benaroch, Associate Dean for Research, Professor of Management Information Systems
Ph.D., New York University, 1992

Pamela Brandes, Professor of Management
Ph.D., University of Cincinnati, 1997

Donald Cardarelli, Professor of Management Practice
M.B.A., Syracuse University, 1989; Ph.D. (honorary), Nazareth College, 1997

Joel Carnevale, Assistant Professor of Management
Ph.D., Auburn University, 2017

Si Cheng, Associate Professor of Finance
Ph.D., National University of Singapore, 2013

Anna Chernobai, Professor of Finance
Ph.D., University of California at Santa Barbara, 2006

Michael V. Chin, Assistant Teaching Professor of Accounting
Ph.D., The Wharton School, University of Pennsylvania, 2015

Joseph Comprix, Associate Dean of Faculty Affairs and Professor of Accounting
Ph.D., University of Illinois, 2000

Ravi Dharwadkar, Whitman Advisory Council Professor of Management
Ph.D., University of Cincinnati, 1997

Fernando Diz, Martin J. Whitman Professor of Finance, Director of Ballentine Investment Institute
Ph.D., Cornell University, 1989

Scott Fay, Professor of Marketing
Ph.D., University of Michigan, 2001

Adam Fumarola, Professor of Real Estate Practice and Director of James D. Kuhn Real Estate Center
J.D., University of Buffalo, 2000

Erasmus Giambona, Professor of Finance, Michael J. Falcone Chair in Real Estate
Ph.D., University of Connecticut, 2003

Rachael Goodwin, Assistant Professor of Management
Ph.D., University of Utah, 2021

David Harris, Professor of Accounting, Director of Bennett Center for Tax Research
Ph.D., University of Michigan, 1994

Donald Harter, Associate Professor of Management Information Systems, Director, MS in Business Analytics
Ph.D., Carnegie Mellon University, 2000

J. Michael Haynie, Executive Dean and Barnes Professor of Entrepreneurship
Ph.D., University of Colorado at Boulder, 2005

Candance Jens, Assistant Professor of Finance

Ph.D., University of Rochester, 2019

Hyoju Jeong, Assistant Professor of Entrepreneurship
Ph.D., University of Minnesota, 2022

Burak Kazaz, Steven R. Becker Professor of Supply Chain
Ph.D., Purdue University, 1997

Peter Knych, Professor of Law and Public Policy Practice
J.D., Syracuse University, 1985

Roger Koppl, Professor of Finance
Ph.D., Auburn University, 1988

Alexandra Kostakis, Professor of Entrepreneurial Practice
M.B.A., New York University, 1995

Minjung Kwon, Assistant Professor of Marketing
Ph.D., New York University, 2018

Gary LaPoint, Professor of Supply Chain Practice, Co-director of HH
Franklin Center for Supply Chain
M.B.A., Syracuse University, 1987

E. Scott Lathrop, Professor of Marketing Practice
Ph.D., Cornell University, 1994

Eunkyu Lee, Professor of Marketing and Associate Dean for Global
Initiatives
Ph.D., Duke University, 1993

Rong Li, Associate Professor of Supply Chain Management
Ph.D., Purdue University, 2004

Lihong Liang, Associate Professor of Accounting
Ph.D., Pennsylvania State University, 2002

Ye Liu, Assistant Professor of Supply Chain
Ph.D., Washington University in St. Louis, 2024

Susan Long, Associate Professor of Managerial Statistics, Director of
Transactional Records Access Clearinghouse
Ph.D., University of Washington, 1980

Ricardo Lopez A., Assistant Professor of Finance
Ph.D., Stockholm School of Economics, 2016

Anparasan Mahalingam, Assistant Professor of Management
Ph.D., Purdue University, 2021

Catherine Maritan, Associate Professor of Management
Ph.D., Purdue University, 1998

Alexander McKelvie, Interim Dean, Professor of Entrepreneurship
Ph.D., Jönköping International Business School, 2007

Cameron Miller, Assistant Professor of Management
Ph.D., University of Minnesota, 2017

Maria Minniti, Bantle Chair in Entrepreneurship and Public Policy
Ph.D., New York University, 1997

Paul Momtaz, Associate Professor of Entrepreneurship
Ph.D., University of Hamburg (Germany), 2016 and Ph.D., UCLA, 2023

MaryAnn Monforte, Professor of Accounting Practice
M.B.A., Syracuse University, 1995

Hyoryung Nam, Assistant Professor of Marketing
Ph.D., University of Maryland, 2012

Arielle Newman, Assistant Professor of Entrepreneurship
Ph.D., University of Utah, 2018

D. Craig Nichols, Chair and Associate Professor of Accounting
Ph.D., Indiana University, 2005

Julie Niederhoff, Associate Professor of Supply Chain Management
Ph.D., Washington University in St. Louis, 2007

Christie Novak, Assistant Teaching Professor
DBA, University of Florida, 2019

Kofi Appiah Okyere, Professor of Accounting Practice
Ph.D., University of Wisconsin-Madison

Furkan Oztanriseven, Assistant Teaching Professor of Finance
Ph.D., University of Arkansas, 2016

U. David Park, Associate Professor of Entrepreneurship
Ph.D., University of Washington, 2017

Patrick Penfield, Professor of Supply Chain Practice, Director of Executive
Programs
Ph.D., SUNY ESF, 2021

Jamie Lyn Perry, Assistant Professor of Management
Ph.D., Rutgers University, 2014

John Petosa, Professor of Practice
J.D., Syracuse University, 1995

Milena Petrova, Professor of Real Estate and Finance
Ph.D., University of Florida, 2006

Penelope Pooler Eisenbies, Professor of Statistics Practice
Ph.D., Virginia Polytechnic Institute and State University, 2005

Lindsay Quilty, Assistant Dean of Academic Programs
M.A., George Washington University, 2007

S.P. Raj, Chair and Distinguished Professor of Marketing
Ph.D., Carnegie Mellon University, 1980

Willie Reddic, Associate Dean of Business Education and Associate
Professor of Accounting
Ph.D., Syracuse University, 2013

Kira Reed, Associate Professor of Management
Ph.D., University of Connecticut, 2000

Ian Rennie, Assistant Teaching Professor of Law and Public Policy
J.D., Syracuse University, 2009

Steven Savino, Assistant Teaching Professor of Marketing
M.B.A., Wake Forest University, 1983

Jim Seward, Associate Professor of Finance
Ph.D., University of Wisconsin-Madison, 1987

Yu Shan, Assistant Professor of Finance
Ph.D., Baruch College, 2019

Ravi Shukla, Associate Professor of Finance
Ph.D., State University of New York at Buffalo, 1989

Anywhere Sikochi, Associate Professor of Accounting
Ph.D., Pennsylvania State University, 2016

Fatma Sonmez-Leopold, Associate Teaching Professor of Finance
Ph.D., University of Toronto, 2009

Alex Thevaranjan, Associate Professor of Accounting
Ph.D., University of Minnesota, 1993

Sebastian A. Tideman-Frappart, Assistant Professor of Accounting
Ph.D., University of Bremen, 2017

John Torrens, Professor of Entrepreneurial Practice
Ph.D., Northcentral University, 2004

Lynne Vincent, Chair and Associate Professor of Management
Ph.D., Cornell University, 2013

Padmal Vitharana, Professor of Management Information Systems
Ph.D., University of Wisconsin-Milwaukee, 2000

Frederick Vona, Professor of Management Practice
M.B.A., Syracuse University, 2011

Ginger Wagner, Professor of Accounting Practice
M.B.A., Syracuse University, 2003

Kenneth Walsleben, Professor of Entrepreneurial Practice
BA, Syracuse University, 1983

A. Joseph Warburton, Professor of Finance
J.D., University of Michigan, 1996; Ph.D., University of Michigan, 2009

David Weinbaum, Chair, Professor of Finance, and Harris Faculty Fellow
Ph.D., New York University, 2002

Johan Wiklund, Al Berg Chair and Professor of Entrepreneurship
Ph.D., Jönköping International Business School, 1998

Raymond M. Wimer, Assistant Professor of Retail Practice
M.S., Syracuse University, 1998

Zhengping Wu, Associate Professor of Supply Chain Management
Ph.D., Purdue University, 2003

Guiyang Xiong, Professor of Marketing
Ph.D., Emory University, 2010

Lai Xu, Associate Professor of Finance
Ph.D., Duke University, 2014

Liangbin Yang, Assistant Professor of Marketing
Ph.D., University of Pennsylvania, 2017

Joyce Zadzilka, Professor of Accounting Practice, Co-director of Graduate Accounting Programs
M.B.A., Syracuse University, 1996

Chi Zhang, Assistant Professor of Marketing
Ph.D., Texas A&M University, 2025

Tianyue Zhang, Assistant Teaching Professor of Finance
Ph.D., University of Pittsburgh, 2020

Courses

Accounting

ACC 151 Introduction to Financial Accounting (4 Credits)

Management

Financial accounting concepts that aid entrepreneurs, managers, investors, and creditors in planning, operating, and analyzing a business. Emphasis is on interpretation of financial statements.

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

ACC 180 International Course (1-12 Credits)

Management

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the SU academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

ACC 200 Selected Topics (1-6 Credits)

Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

ACC 201 Essentials of Accounting (3 Credits)

Management

Introduction for non-Whitman students to financial and managerial accounting and reporting concepts used by entrepreneurs and managers in planning and decision making.

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

ACC 252 Intro to Managerial Acc (3 Credits)

Management

Introduction to the role of accounting information systems in measuring performance, influencing employee behavior, and facilitating planning decisions such as what products and services to offer, in which markets, and at what prices.

Prereq: ACC 151

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

ACC 270 Experience Credit (1-6 Credits)

Management

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

ACC 280 International Course (1-12 Credits)

Management

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

ACC 290 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.
Repeatable

ACC 300 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.
Repeatable

ACC 356 Intermediate Financial Accounting I (3 Credits)*Management*

Double-numbered with ACC 601

Accounting concepts and standards. Topics include: accounting cycle; income determination; financial statements; measurement and valuation of assets including cash, investments, receivables, inventory, property, plant, and equipment, and intangibles. Additional work required of graduate students.

Prereq: ACC 252

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

ACC 357 Intermediate Financial Accounting II (3 Credits)*Management*

Double-numbered with ACC 602

Accounting concepts and standards. Topics include: accounting cycle, financial reporting, financial statement analysis, cash flows, income tax allocation, measurement and valuation of liabilities; equity, leases, and pensions. Additional work required of graduate students.

Prereq: ACC 356

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

ACC 363 Cost Analysis & Control (3 Credits)*Management*

Double-numbered with ACC 621

In-depth examination of costing products and services, and using cost information in planning and control decisions. Pricing, budgeting, standards, strategic cost systems, just-in-time/backflushing costing, and activity-based costing. Additional work required of graduate students.
Junior standing or graduate status.

Prereq: ACC 252

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

ACC 380 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

ACC 383 ESG Reporting (3 Credits)*Management*

Double-numbered with ACC 683

This course equips learners with an understanding of Environmental, Social, and Governance (ESG) reporting principles, underlying major frameworks, and standards. Teaches practical skills needed to compile, interpret, and present ESG metrics and narratives. Additional work required of graduate students.

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

ACC 385 Principles of Taxation (3 Credits)*Management*

Double-numbered with ACC 685

Tax planning and taxation of business transactions, such as basis, gains, losses, nontaxable exchanges, depreciation, amortization, other business deductions, and tax credits. Research and communication skills. Extra work required of graduate students.

Prereq: ACC 356

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

ACC 400 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.
Repeatable

ACC 425 Accounting Information Systems (3 Credits)*Management*

Double-numbered with ACC 625

Provide an understanding of the use of technology and internal controls to create, process, store, secure, analyze, and report information. Explore database design, business process modeling, and XBRL. Audit and manage accounting information systems. Additional work required of graduate students.

Prereq: ACC 357 and MIS 325

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>); Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

ACC 452 Accounting Analytics (3 Credits)*Management*

Double-numbered with ACC 652

Accounting analytics including Benford's Law, current and prior period data, anomaly detection, correlation and time series detection, risk assessment and risk scoring, and purchasing card transaction fraud.

Prereq: ACC 252, BUA 345

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

ACC 470 Experience Credit (1-6 Credits)*Management*

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

ACC 476 Auditing Theory/Practice (3 Credits)

Management

Double-numbered with ACC 726

Audit practice and reporting on financial statements. Audit standards, the demand for auditing, and regulatory, legal, and ethical influences on auditors. Audit objectives, evidence, control environment, and risk assessments. Case studies and problems. Extra work required of graduate students.

Prereq: ACC 357

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

ACC 477 Advanced Financial Accounting (3 Credits)

Management

Double-numbered with ACC 756

Accounting and reporting for business combinations, foreign currency transactions, derivatives, and governmental entities. Extra work required of graduate students.

Prereq: ACC 357 or 602

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

ACC 480 International Course (1-12 Credits)

Management

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

ACC 481 Taxation of Business Entities (3 Credits)

Management

Double-numbered with ACC 777

Federal taxation of the formation, operation, liquidation, and reorganization of partnerships, subchapter C, subchapter S, and limited liability corporations. Federal taxation of partners and shareholders. Extra work required of graduate students.

Prereq: ACC 385 or 685

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

ACC 485 Financial Statement Analysis (3 Credits)

Management

Double-numbered with ACC 725

The course introduces the tools for effective analysis of financial statements. Students will analyze financial statements in the context of equity valuation for the purpose of making well-informed investment decisions. Additional work required of graduate students.

Advisory recommendation Prereq: ACC 356 OR FIN 346

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

ACC 486 Accounting Advisory (3 Credits)

Management

Double-numbered with ACC 686

Application of innovative accounting technology in value-based accountancy processes: financial reporting, audit, and tax. Includes interaction with experienced practitioners in accounting advisory or consulting. Additional work required for graduate students.

Prereq: ACC 356

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

ACC 490 Independent Study (1-6 Credits)

Management

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

ACC 499 Honors Capstone Project (1-3 Credits)

Management

Completion of an Honors Capstone Project under the supervision of a faculty member.

Repeatable 3 times for 3 credits maximum

Business Administration

BUA 100 Selected Topics (1-6 Credits)

Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

BUA 180 International Course (1-12 Credits)

Management

International Course

Repeatable 91 times for 999.99 credits maximum

BUA 200 Selected Topics (1-6 Credits)

Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

BUA 201 Business Essentials I (3 Credits)

Management

Business fundamentals taught through the operation of a fictional company. Multiple professors teach how the principles of accounting, finance, management, entrepreneurship, marketing, supply chain, retail and law work together within the business.

BUA 202 Business Essentials II (3 Credits)

Management

Advanced business fundamentals taught through the operation of a fictional company. Multiple professors teach how accounting, finance, management, entrepreneurship, marketing, supply chain, retail and law work together for a deeper understanding of the business.

Prereq: BUA 201

BUA 270 Experience Credit (1-6 Credits)

Management

Participation in a discipline- or subject-related experience. Students must be evaluated by written or oral reports or an examination. Limited to those in good academic standing.

Repeatable

BUA 275 Infrastructure and Society (3 Credits)*Management*

Cross-listed with CEE 275

Interdisciplinary view of urban infrastructure. Resilience, sustainability, economic and community impacts, finance, infrastructure development in the global economy, and smart cities.

Shared Competencies: Civic and Global Responsibility (<https://coursecatalog.syracuse.edu/shared-competencies/civic-and-global-responsibility/>); Communication Skills (<https://coursecatalog.syracuse.edu/shared-competencies/communication-skills/>); Ethics and Integrity (<https://coursecatalog.syracuse.edu/shared-competencies/ethics-and-integrity/>)

BUA 280 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

BUA 290 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

BUA 300 Selected Topics in Business Administration (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

BUA 345 Business Analytics for Management Decisions (3 Credits)*Management*

Introduction to business analytics and statistical techniques used by managers to make decisions. Topics include defining business problems, identifying data needs to solve defined problems, and using information technologies to collect, analyze, and communicate findings.

Prereq: MAS 261 or MAT 221

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

BUA 361 Evolution of an Infrastructure Project (3 Credits)*Management*

Cross-listed with CEE 361

Lifecycle stages of infrastructure projects. Needs assessment, feasibility analysis, project delivery, public budgeting, project financing, risk allocation, urban design, permitting and zoning, sustainability criteria, project detailed design, construction management and troubleshooting, asset management, and disaster-response infrastructure.

Prereq: BUA 275 or CEE 275

BUA 362 Infrastructure Design Capstone (3 Credits)*Management*

Cross-listed with CEE 362

Review and integration of fundamental principles of infrastructure systems including smart city applications. Hands-on infrastructure design projects allow student teams to demonstrate competency in applying concepts and tools introduced in prerequisite courses.

Prereq: (BUA 361 and BUA 275) OR (CEE 361 and CEE 275)

BUA 380 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

BUA 400 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

BUA 451 Advanced Business Analytics (3 Credits)*Management*

Introduces students to advance concepts in business analytics. Students will utilize the concepts they learn in class in a semester long individual project where they work with a large dataset (100k+ rows) to explore, prepare, form hypotheses that have managerial implications, statistically test them, and interpret results.

Prereq: BUA 345

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>); Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

BUA 454 Business Network Models (3 Credits)*Management*

This course will provide insights into how to understand networks both graphically and analytically; how to model network data and glean useful information from networks to further business goals. Students will be using R and Python along with additional data visualization platforms.

Prereq: BUA 455

BUA 455 Data Management for Business (3 Credits)*Management*

This course will provide a fundamental knowledge of data management including how to visualize, store, and present data and how to use software scripts so that tasks can be done efficiently and reproduced with consistency. Students will be using statistics, data management, and coding software.

Prereq: MAS 261 or MAT 221 Co-req: BUA 345

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

BUA 466 Data Mining for Business (3 Credits)*Management*

Cross-listed with MAS 466

The course will examine how data mining methods and data-driven predictive models can help improve business decision-making. Data mining techniques covered: classification, clustering, association analysis, and optimization.

Prereq: BUA 345, BUA 455

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

BUA 470 Experience Credit (1-6 Credits)*Management*

Participation in a discipline- or subject-related experience. Students must be evaluated by written or oral reports or an examination. Limited to those in good academic standing.

Repeatable

BUA 474 Project-based Learning in Business (1-3 Credits)*Management*

Double-numbered with BUA 674

Experiential learning opportunity that will apply knowledge and skills acquired in the classroom to external business projects, working directly with an external client. Students must apply and be accepted before registering.

Prereq: MAR 255 and FIN 256 and SCM 265

BUA 477 Visual Analytics for Business (3 Credits)*Management*

Learn to connect, clean, transform, and analyze data for reporting and visualization. Using R, Tableau Desktop, and Power BI, explore visual design principles and best practices to build compelling data visualizations that tell a story through hands-on projects.

Advisory recommendation Prereq: BUA 345

BUA 480 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

BUA 488 Predictive Learning for Business (3 Credits)*Management*

Machine learning techniques used in managerial decision-making. Topics include quantile regression, artificial neural network models, convolutional neural network models for pattern recognition with current software, Naïve Bayes classifier for applications such as spam detection.

Prereq: BUA 345, BUA 455

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

BUA 490 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

BUA 499 Honors Capstone Project (1-3 Credits)*Management*

Completion of an Honors Capstone Project under the supervision of a faculty member.

Repeatable 3 times for 3 credits maximum

BUA 555 World Business Systems: Trade and Investments (3 Credits)*Management*

Cross-listed with INB 654

International business environment. Pattern and distribution of trade, exchange rates, International Monetary System, new international economic order, impact of the multinational firm on the world economy.

BUA 556 International Human Resource Management (3 Credits)*Management*

Cross-listed with INB 656

Cross-national comparison of personnel- and industrial- relations practices and selection, training, and compensation theory and practice associated with managing expatriate employees.

Entrepreneurship and Emerging Enterprises**EEE 110 Discovering the Entrepreneur Within (1 Credit)***Management*

Self-exploration of issues surrounding creativity, innovation, and entrepreneurship (CIE) as they apply in all facets of life. Students apply their creative potential in various contexts, including a community-based social entrepreneurship project. Students must be enrolled in the Creativity, Innovation, and Entrepreneurship Learning Community.

Repeatable 3 times for 3 credits maximum

EEE 200 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

EEE 290 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

EEE 370 Introduction to Entrepreneurship and Emerging Enterprises (3 Credits)*Management*

Course focuses on what it takes to start, grow, and sustain new ventures. Topics include: understanding entrepreneurs and their teams, evaluating opportunities, creating a venture plan, securing resources. Readings and guest lecturers emphasized.

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

EEE 375 Entrepreneurial Family Business Management (3 Credits)*Management*

Double-numbered with EEE 675

Examines family business issues, such as managing relationships, communication and conflict, ownership and governance, strategy, and succession. Focus is entrepreneurial management of family firms, including maintaining an entrepreneurial spirit throughout the firm and across generations. Additional work required of graduate students.

EEE 378 Imagination, Entrepreneurship and Creative Problem Solving (3 Credits)*Management*

Creativity and ideation as they relate to entrepreneurship. Perspectives on opportunity discovery and assessment are examined. Theoretical and conceptual foundations for the application of creativity to business problem solving are investigated.

Prereq: EEE 370

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

EEE 380 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

EEE 400 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

EEE 420 Corporate Entrepreneurship (3 Credits)*Management*

Double-numbered with EEE 621

Examination of the application of entrepreneurship concepts and behaviors within established organizations, assessment of factors contributing to a company's entrepreneurial orientation, and identification of ways to foster higher levels of entrepreneurship within firms.

Prereq: EEE 370

EEE 422 Entrepreneurial Turnarounds (3 Credits)*Management*

Double-numbered with EEE 622

Process of entrepreneurial turnarounds in nascent and established corporate environments. Examination of internal and external causes leading to the troubled condition. Development and implementation of successful recovery strategies from the top down. Additional work required for graduate students.

Repeatable 2 times for 6 credits maximum

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

EEE 424 Entrepreneurial Deal Making (3 Credits)*Management*

Double-numbered with EEE 624

Students will learn about the spectrum of deals struck by entrepreneurs over the course of a company's life. Identifying opportunities and negotiating with co-founders, prospective partners, early stage employees, customers, landlords, tenants, banks, potential investors, and Boards of Directors are all part of your role as an entrepreneur. Additional work required for graduate students.

EEE 440 Social Entrepreneurship in Action (3 Credits)*Management*

Opportunities and challenges associated with using entrepreneurial solutions to address social problems. Applications include analyzing, launching, and operating social purpose organizations.

Shared Competencies: Civic and Global Responsibility (<https://coursecatalog.syracuse.edu/shared-competencies/civic-and-global-responsibility/>)

EEE 442 Emerging Enterprise Law (3 Credits)*Management*

Law as regulator of emerging enterprises: formation, financing, siting the enterprise, intellectual property, debtor-creditor relations, global markets. Law as opportunity: in emerging fields such as pollution prevention, sustainable development, and international treaties.

Prereq: LPP 255

EEE 443 Emerging Enterprise Consulting (3 Credits)*Management*

Students nearing the completion of their studies work in consulting teams to assist local small firms and entrepreneurs. Problems are isolated and solutions are then developed and implemented. A team consultant's report is then prepared.

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>); Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

EEE 444 Dilemmas and Debates in Entrepreneurship (3 Credits)*Management*

Double-numbered with EEE 644

Designed around a series of critical dilemmas confronted by entrepreneurs when creating and growing a venture. Entrepreneurs explore with students the issues surrounding these dilemmas in a structured format. Additional work required of graduate students.

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

EEE 446 Diversity and Entrepreneurial Opportunity (3 Credits)*Management*

Double-numbered with EEE 646

Understanding the historical and theoretical constraints entrepreneurs face due to their ethnicity, gender identification, place of birth, and/or socio-economic class. Discuss various strategies, policies, and actions at the disposal for students to become change-makers. Additional work required for graduate students.

University Requirement Course: IDEA Requirement Eligible

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>); Ethics and Integrity (<https://coursecatalog.syracuse.edu/shared-competencies/ethics-and-integrity/>)

EEE 450 Sustainable Enterprise (3 Credits)*Management*

Economic, social, and environmental dimensions of sustainability and their interdependence. Influences on organizations to adopt sustainable approaches to operations and activities. Tools to promote and validate organizational sustainability. Transdisciplinary emphasis.

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

EEE 451 Finance for Emerging Enterprises (3 Credits)*Management*

Double-numbered with EEE 651

This course will help aspiring entrepreneurs learn how to finance their venture. Topics include economic model development, bootstrapping, friends/family financing, crowdfunding, angel/venture capital financing. Requires use of Microsoft Excel. Additional rigor for graduate students.

Prereq: EEE 370

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

EEE 452 International Entrepreneurship (3 Credits)

Management

Cross-listed with INB 452

Double-numbered with EEE 652, INB 652

A fusion of two areas of study: global business and entrepreneurship. The theories, concepts, and tools of international business are discussed from the perspective of the entrepreneur. Additional work required of graduate students.

EEE 453 LaunchPad (3 Credits)

Management

Double-numbered with EEE 653

As the name implies, the course is meant to take your existing student business to the next level and provide you with the tools needed to grow and sustain the business. While this is not a typical or traditional University course, you will be challenged in ways you probably have not been challenged as a student. Additional work and rigor required for graduate students.

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

EEE 457 Strategic and Entrepreneurial Management (3 Credits)

Management

The capstone integrative experience for management majors culminating in the development of a comprehensive plan for a new business venture or a nonprofit organization.

Prereq: SCM 265

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>); Communication Skills (<https://coursecatalog.syracuse.edu/shared-competencies/communication-skills/>)

EEE 458 Business Plan Laboratory (1 Credit)

Management

Applied discussions regarding research, data collection, analysis, debate, insight, and writing skills required to create quality plans for original new venture concepts. Attention is devoted to business plan logic, structure and audiences.

EEE 470 Experience Credit (1-6 Credits)

Management

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

EEE 476 Advanced Topics in Family Business Management (3 Credits)

Management

Double-numbered with EEE 676

Covers advanced topics in family business management, such as taxation, establishment of trusts and estates, legal transfer of ownership, legal forms and valuation. Additional work required of graduate students.

Prereq: EEE 370

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

EEE 480 International Course (1-12 Credits)

Management

Offered through SUABroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUABroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

EEE 482 Entrepreneurial Marketing (3 Credits)

Management

Double-numbered with EEE 682

The interface of entrepreneurship and marketing. Covers cutting-edge approaches to entrepreneurial marketing in new or fast-growing companies. Additional work and rigor required for graduate students. Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>); Communication Skills (<https://coursecatalog.syracuse.edu/shared-competencies/communication-skills/>)

EEE 490 Independent Study (1-6 Credits)

Management

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

EEE 499 Honors Capstone Project (1-3 Credits)

Management

Completion of an Honors Capstone Project under the supervision of a faculty member.

Repeatable 3 times for 3 credits maximum

Finance

FIN 200 Selected Topics (1-6 Credits)

Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

FIN 256 Principles of Finance (3 Credits)

Management

Principles and foundations of finance: time value of money, capital budgeting techniques, uncertainty and the risk/return trade-off, security market efficiency, cost of capital. Students may not receive credit for both FIN 256 and FIN 301.

Prereq: ECN 101 and (MAS 261 or MAT 122 or MAT 221) Coreq: ACC 252

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>); Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

FIN 270 Experience Credit (1-6 Credits)

Management

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

FIN 280 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

FIN 290 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

FIN 300 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

FIN 301 Essentials of Finance (3 Credits)*Management*

Introduction to basics of finance: time value of money, capital budgeting techniques, uncertainty and the risk/return trade-off, security market efficiency, cost of capital. Students may not receive credit for both FIN 301 and FIN 256.

Prereq: ACC 151 or 201

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>); Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

FIN 345 Financial Management (3 Credits)*Management*

Problems and procedures of financial management encountered in normal operations of a corporation. Planning and controlling working capital needs. Capital budgeting. Financial capital needs. Dividend and expansion policies.

Prereq: FIN 256 or 301; Coreq: MAS 362 or BUA 345

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

FIN 346 Investments (3 Credits)*Management*

Analytical framework for investment decision making. Principles and techniques of analyzing industries and companies, managing specific portfolios.

Prereq: FIN 256 or 301; Coreq: MAS 362 or BUA 345

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

FIN 355 Money & Banking (3 Credits)*Management*

General principles: organization and control of the banking system, commercial bank functions and operations, organization and operation of the Federal Reserve System, and monetary theory and policy.

FIN 378 Financial Planning (3 Credits)*Management*

Introduction to financial planning concepts, including analysis of personal financial statements, tax planning, credit management, retirement planning, estate planning, and insurance planning. Students may not receive credit for both FIN 378 and ECN 305.

Prereq: FIN 256 or 301

FIN 380 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

FIN 400 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

FIN 451 China's Economy and Financial System (3 Credits)*Management*

Cross-listed with IRP 351

Double-numbered with FIN 651

The nature of China's economic and financial environment. History and significance of China's reforms. China's economic relations and importance to global finance.

Repeatable 6 times for 3 credits maximum

Prerequisite FIN 256 or FIN 301

Shared Competencies: Civic and Global Responsibility (<https://coursecatalog.syracuse.edu/shared-competencies/civic-and-global-responsibility/>)

FIN 452 Working Capital Management (3 Credits)*Management*

Double-numbered with FIN 652

Introduction to corporate financial decision-making related to daily operations, including balanced scorecard use, financial forecasting, management of current assets and liabilities, international issues, and use of information technology. Case studies are emphasized. Additional work required of graduate students.

Prereq: FIN 256 or FIN 301

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

FIN 453 New and Emerging Markets (3 Credits)*Management*

Cross-listed with INB 453

Analysis of the business, economic, and financial environment of emerging markets. Portfolio investment and corporate finance in emerging markets.

Prereq: FIN 256 or 301

FIN 454 Financial Analytics (3 Credits)*Management*

Introduction to downloading, preparing and using historical data on financial securities using RStudio. Modern analytical methods for decision-making in investment management and the financial industry. Topics include Capital Asset Pricing Model, portfolio diversification and optimization, and machine learning for financial classification and regression problems.

Prereq: BUA 345, FIN 256

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

FIN 457 Internatl Financial Manag (3 Credits)*Management*

Exchange rate, determination and forecasting, currency exposure management, international capital budgeting, cost of capital, international financial markets, currency based derivative markets, international taxation, and banking. Foreign direct investment and theory of the multinational enterprise.

Prereq: FIN 256 or 301

Shared Competencies: Civic and Global Responsibility (<https://coursecatalog.syracuse.edu/shared-competencies/civic-and-global-responsibility/>)

FIN 458 Fin Instns/Portfolio Mgmt (3 Credits)*Management*

Goals, practices, and problems of various investing institutions. Modern portfolio theories and techniques.

Prereq: FIN 346

FIN 459 Introduction to Derivatives (3 Credits)*Management*

Double-numbered with FIN 659

Pricing, market structure, hedging, trading strategies, arbitrage relationships, and applications to corporate securities for options and futures contracts, swaps, and other derivative instruments. Additional work required of graduate students.

Prereq: FIN 256 or 301

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

FIN 460 Fixed Income Securities (3 Credits)*Management*

Overview of the major institutions, organizations and investors. Recent developments in fixed income. Traditional debt instruments and fixed income derivatives. Valuation and determinants of risk and return of fixed-income securities.

Prereq: FIN 256

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

FIN 461 Financial Modeling (3 Credits)*Management*

Double-numbered with FIN 761

Build models for financial statement analysis, valuation, capital budgeting, capital structure, portfolio selection, interest rate risk, option valuation, and other areas of finance using a computer tool such as Microsoft Excel. Additional work required for graduate students.

Prereq: FIN 345 and 346

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

FIN 462 Corporate Restructurings (3 Credits)*Management*

Addresses techniques related to restructuring and reorganization to help solve business problems, conduct financial analyses and achieve sustained value creation. Covers topics such as mergers and acquisitions, buyouts, rollups, asset sales, equity splits and takeovers. Case-based focus.

Prereq: FIN 345

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>); Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

FIN 463 Model Building for Investment Banking, Equity Research, and Credit Analysis (3 Credits)*Management*

Prereq: ACC 356

FIN 464 Institutional Trading (3 Credits)*Management*

Double-numbered with FIN 664

The course focuses on the practical aspects and costs of trading, and will facilitate an understanding of the trading problem, including order types, order routing processes and latest developments in securities markets and regulations. Additional work required of graduate students.

Prereq: FIN 256 or FIN 301

FIN 465 The Securities Market (3 Credits)*Management*

Double-numbered with FIN 665

Role and nature of securities markets in our economy and the needs they serve. Market concept; criteria for studying the effectiveness of securities markets.

Prereq: (FIN 256 or FIN 301) and (MAS 362 or BUA 345)

FIN 466 Value Investing (3 Credits)*Management*

Double-numbered with FIN 666

The fundamentals of value investing through the analysis of public corporate businesses and the securities and credit instruments they issue. Investment vs. speculation. Real world cases and applications. Additional work required of graduate students.

Prereq: FIN 256 or 301

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

FIN 468 Seminar in Finance (3 Credits)*Management*

Double-numbered with FIN 668

Specialized work for advanced students on particular phase or topic in finance. Reading, reports, and thesis.

Prereq: FIN 256 or 301

FIN 469 Distress Investing (3 Credits)*Management*

Double-numbered with FIN 669

The course prepares you to understand, analyze and evaluate investments in the securities of companies in financial distress. Uses a practical approach to learning as well as hands on experience analyzing actual special situations.

Prereq: FIN 256 or FIN 301

FIN 470 Experience Credit (1-6 Credits)*Management*

Participation in a discipline- or subject-related experience. Students must be evaluated by written or oral reports or an examination. Limited to those in good academic standing.

Repeatable

FIN 471 Financial Instit & Mkts (3 Credits)*Management*

Commercial banks, savings institutions, credit unions, finance companies, investment companies, securities firms, pension funds, insurance companies, bank regulations, bank-off balance sheet activities, interest rate and exchange rate determination, interest rate management in financial institutions, financial markets and instruments, international banking.

Prereq: FIN 256 or 301

FIN 473 Control Investing (3 Credits)*Management*

Double-numbered with FIN 673

What control investors do and how they do it: friendly and hostile takeovers, leveraged buyouts and other contests for control are covered.

Prereq: FIN 466

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

FIN 475 Alternative Investments (3 Credits)*Management*

Double-numbered with FIN 675

Introduction to alternative investments available to professional asset managers, and their characteristics: hedge funds, private equity, structured products, commodities, and real estate and other real assets. Additional work required of graduate students.

Prereq: FIN 256 or FIN 301

FIN 480 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

FIN 490 Independent Study (1-6 Credits)*Management*

In-depth exploration of a problem or problems. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor or instructors and the department.

Repeatable

FIN 499 Honors Capstone Project (1-3 Credits)*Management*

Completion of an Honors Capstone Project under the supervision of a faculty member.

Repeatable 3 times for 3 credits maximum

International Business**INB 322 Made in Italy: Business, Craftsmanship, and Branding Success (3 Credits)***Management*

Developments and marketing trends in the Italian design industry and the production of luxury accessories. Special attention devoted to different aspects of traditional artisanship and specific marketing strategies to achieve success.

INB 342 Cross-Cultural Management: Communicating in the Global Workplace (3 Credits)*Management*

Cross-listed with CRS 342

Observe and analyze how to cope and adjust in a new culture with the goal of developing a set of competencies to use in future working environments characterized by multicultural teams. Offered regularly through Syracuse Abroad.

Shared Competencies: Civic and Global Responsibility (<https://coursecatalog.syracuse.edu/shared-competencies/civic-and-global-responsibility/>); Communication Skills (<https://coursecatalog.syracuse.edu/shared-competencies/communication-skills/>)

INB 366 Economic Policies of the European Union (3 Credits)*Management*

Cross-listed with ECN 366

Offered only in Strasbourg. European economy, with central focus on economic principles underlying decisions to create and extend scope of European Community and on economic policies EU has followed since creation.

INB 380 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

INB 400 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

INB 444 Culture, Business and Political Economics in East Asia (3 Credits)*Management*

Cross-listed with HST 444, PSC 444, IRP 444

Offered only in Hong Kong. Examines the historical and contemporary forces that shape the cultural, social and economic institutions in East Asia and how these institutions affect one another.

INB 452 International Entrepreneurship (3 Credits)*Management*

Cross-listed with EEE 452

Double-numbered with EEE 652, INB 652

A fusion of two areas of study: global business and entrepreneurship. The theories, concepts, and tools of international business are discussed from the perspective of the entrepreneur. Additional work required of graduate students.

INB 453 New and Emerging Markets (3 Credits)

Management

Cross-listed with FIN 453

Analysis of the business, economic, and financial environment of emerging markets. Portfolio investment and corporate finance in emerging markets.

Prereq: FIN 256 or 301

INB 470 Experience Credit (1-6 Credits)

Management

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

INB 480 International Course (1-12 Credits)

Management

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

INB 490 Independent Study (1-6 Credits)

Management

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

Law and Public Policy

LPP 255 Introduction to the Legal System (3 Credits)

Management

The legal system and public policy issues emphasizing the impact of the legal environment on management decision making. Includes ethics and international topics. Development of analytical and communication skills. Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

LPP 280 International Course (1-12 Credits)

Management

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

LPP 290 Independent Study (1-6 Credits)

Management

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

LPP 300 Selected Topics (1-6 Credits)

Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

LPP 380 International Course (1-12 Credits)

Management

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

LPP 400 Selected Topics (1-6 Credits)

Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

LPP 455 Law of Business Organizations (3 Credits)

Management

Double-numbered with LPP 755

Legal aspects of organizations formed to carry on business enterprises: agencies, partnerships, and corporations.

Prereq: LPP 255 or MBC 629 or 643

LPP 456 Land Development Law (3 Credits)

Management

Double-numbered with LPP 756

Regulations pertaining to land development. Nuisances, eminent domain, regulatory takings, zoning, growth, management controls, environmental impact analysis, and protection of sensitive land areas.

Prereq: LPP 255 or MBC 629 or 643

LPP 457 Law of Commercial Transactions (3 Credits)

Management

Double-numbered with LPP 757

Legal aspects of commercial transactions. Contracts, sale of goods, commercial paper, and secured transactions.

Prereq: LPP 255 or MBC 629 or 643

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

LPP 458 Environmental Law and Public Policy (3 Credits)

Management

Double-numbered with LPP 758

Range of environmental problems from a legal and public policy viewpoint: air, water, and toxics pollution; solid and hazardous waste; and environmental planning.

LPP 459 The Law of Global Business (3 Credits)

Management

Cross-listed with SCM 459

The legal environment of international business: the framework of international law influencing international business. Topics include the international law and organizations, international contracts, carrier liability, customs, and world trade law.

Prereq: LPP 255 and SCM 265

LPP 464 Employment Law (3 Credits)

Management

The law of the employment relationship: employment-at-will, noncompete and nondisclosure covenants, equal employment opportunity legislation, labor relations and protective employment legislation.

Prereq: LPP 255

LPP 465 Business and Contemporary Society (3 Credits)*Management*

Role of business in contemporary society. Relations of the private and public sectors. Techniques available to business to contribute to the solution of social problems.

LPP 467 Management and Ethics (3 Credits)*Management*

Double-numbered with LPP 767

Ethical dilemmas encountered by managers of organizations. Individual ethical responsibility versus role responsibility. Pressures within organizations to violate ethical duties. How an organization can be managed so that employees can deal effectively with ethical dilemmas. Extra work required of graduate students.

Shared Competencies: Ethics and Integrity (<https://coursecatalog.syracuse.edu/shared-competencies/ethics-and-integrity/>)

LPP 470 Experience Credit (1-6 Credits)*Management*

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

LPP 480 International Course (1-6 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

LPP 490 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

LPP 499 Honors Capstone Project (1-3 Credits)*Management*

Completion of an Honors Capstone Project under the supervision of a faculty member.

Repeatable 3 times for 3 credits maximum

LPP 500 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

LPP 558 Seminar in Law and Public Policy (3 Credits)*Management*

Broad range of current issues involving legal aspects of public policy issues.

Marketing Management**MAR 255 Principles of Marketing (3 Credits)***Management*

Marketing as a major business function and social process. Analysis of market forces. Marketing opportunities. Determination of price, product, distribution, promotion, and organization policies required to control and fulfill planned marketing programs.

Prereq: ECN 101 and (MAS 261 or MAT 122 or 221)

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>); Communication Skills (<https://coursecatalog.syracuse.edu/shared-competencies/communication-skills/>)

MAR 270 Experience Credit (1-6 Credits)*Management*

Repeatable

MAR 280 International Course (1-6 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

MAR 290 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

MAR 300 Selected Topics in Marketing Management (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

MAR 301 Essentials of Marketing (3 Credits)*Management*

Exploration for non-Whitman students of the principles of marketing as a major business function and social process. Analysis of marketing forces. Marketing opportunities. Determination of price, product, distribution, promotion and organizational policies required.

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

MAR 356 Marketing Research (3 Credits)*Management*

Application of various research methods to marketing. Planning, design, execution, and interpretation of applied marketing research studies.

Prereq: MAR 255 or 301; Coreq: MAS 362 or BUA 345

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

MAR 357 Consumer Behavior (3 Credits)

Management

Motivation, learning theory, perception, attitude theory, and social referents: how they affect consumer behavior. Consumer measurement and strategy assessment.

Prereq: MAR 255 or 301

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

MAR 378 Industrial Marketing (3 Credits)

Management

Industrial market behavior and market segmentation. Planning and marketing research. Determination of price, product, distribution and promotion in the context of industrial marketing. Industrial marketing evaluation and control.

Prereq: MAR 255 or 301

MAR 380 International Course (1-12 Credits)

Management

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

MAR 400 Selected Topics (1-6 Credits)

Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

MAR 401 Electronic Retailing and Marketing (3 Credits)

Management

Cross-listed with RMT 457

Overview of current e-tailing practices in business to consumer marketplace. Internet technology and capabilities.

Prereq: MAR 255 or MAR 301

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

MAR 407 Sales Management in B2B Markets (3 Credits)

Management

This course covers managing a sales force and a firm's selling effort. Topics include strategic planning, designing and developing a sales force, managing major accounts, sales marketing alignment and how sales people create value.

Prereq: MAR 255 or 301

MAR 444 New Product Management (3 Credits)

Management

The product innovation process. Learning how managers can best use models and analytical tools to improve decision-making in the development, launch, and management of new products.

Prereq: MAR 255 or 301

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

MAR 445 Brand Management (3 Credits)

Management

Concepts and tools essential for performing the role of a brand manager in a dynamic and competitive market. Coordinating marketing activities to achieve a profitable and sustainable market position of the brand.

Prereq: MAR 255 or 301

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

MAR 452 Pricing Strategies for Products and Services (3 Credits)

Management

Double-numbered with MAR 652

Focuses on process of pricing decisions for products and services. Builds on conceptual foundations of economic and psychological theories of pricing, principles of optimal pricing decisions, strategies and techniques, analytical tools, and data sources. Additional work required for graduate students.

Coreq: MAR 356

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

MAR 453 Marketing Analytics (3 Credits)

Management

Double-numbered with MAR 653

The course will focus on three aspects of analytical marketing: survey research, managing and synthesizing data from multiple sources, and data analysis and decision making including regression analysis, choice modeling and classification, principle component analysis, and both cluster and conjoint analysis. Additional work for graduate students.

Prereq: BUA 345 and MAR 255 CoReq: MAR 356

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

MAR 454 Digital Marketing (3 Credits)

Management

This course provides students with practical knowledge and insights into digital marketing. Students will learn terminologies, concepts, and theories of digital marketing and develop analytical skills by exploring practical digital marketing tools. The major topics of the course include web analytics, A/B testing, search engine marketing, digital marketing campaign optimization, social media marketing strategy and analytics, and mobile marketing.

Prereq: MAR 255 Coreq: MAR 356

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

MAR 455 Marketing Communications (3 Credits)

Management

Management of marketing communications. Topics include budgets, planning campaigns, controlling impact and coordinating information flows.

Prereq: MAR 255 or 301

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

MAR 456 Global Marketing Strategy (3 Credits)*Management*

Building on concepts from previous marketing courses, this capstone course provides students both research and conceptual tools for understanding and making decisions about marketing strategy in the rapidly changing global environment.

Prereq: MAR 255 or 301

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>); Civic and Global Responsibility (<https://coursecatalog.syracuse.edu/shared-competencies/civic-and-global-responsibility/>); Communication Skills (<https://coursecatalog.syracuse.edu/shared-competencies/communication-skills/>)

MAR 470 Experience Credit (1-6 Credits)*Management*

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

MAR 480 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

MAR 490 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

MAR 499 Honors Capstone Project (1-3 Credits)*Management*

Completion of an Honors Capstone Project under the supervision of a faculty member.

Repeatable 3 times for 3 credits maximum

Managerial Statistics**MAS 180 International Course (1-12 Credits)***Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the SU academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

MAS 261 Introductory Statistics for Management (3 Credits)*Management*

Basic statistical theory and data analysis methods. Describing data graphically and numerically. Probability distributions. Sampling. Statistical tests and intervals. Use of computer statistics programs. Emphasis on choice, limitations, and interpretation of methods for management use.

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>); Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

MAS 280 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

MAS 362 Decision Tools for Management (3 Credits)*Management*

Review of important statistical concepts. Mathematical models for management data emphasizing correct use and interpretation of results. Linear and logistic regression. Time series analysis. Model assumptions and limitations.

Prereq: MAS 261 or MAT 122 or MAT 221

MAS 380 International Course (1-6 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

MAS 423 Introduction to Nonparametric Statistics (3 Credits)*Management*

Selected nonparametric statistical methods; those requiring few assumptions about the population. Related aspects of probability theory, hypothesis formulation and testing, and estimation for population location, dispersion, and functional form.

Prereq: MAS 362

MAS 465 Applied Sample Survey Methods (3 Credits)*Management*

Survey methods applicable to management and other social science areas. Various sample designs: cost and accuracy, estimation for population location, dispersion, and functional form.

Prereq: MAS 362

MAS 466 Data Mining for Business (3 Credits)*Management*

Cross-listed with BUA 466

The course will examine how data mining methods and data-driven predictive models can help improve business decision-making. Data mining techniques covered: classification, clustering, association analysis, and optimization.

Prereq: MAS 362

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

MAS 470 Experience Credit (1-6 Credits)*Management*

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

MAS 477 Time Series Analysis and Forecasting (3 Credits)*Management*

Basic concepts applied to management. Discrete time-series analysis for forecasting and control. Selected statistical models. Regression analysis. ARIMA methods, econometric modeling. Forecasting and business planning. Evaluation of forecasts. Case studies.

Prereq: MAS 362

MAS 490 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

MAS 499 Honors Capstone Project (1-3 Credits)*Management*

Completion of an Honors Capstone Project under the supervision of a faculty member.

Repeatable 3 times for 3 credits maximum

MAS 558 Seminar in Managerial Statistics (3 Credits)*Management*

Individual study involving selected readings and reports in specific areas of interest.

MAS 568 Statistical Methods for Accounting and Auditing (3 Credits)*Management*

Statistical Methods of relevance to accounting and auditing. Emphasis on the application of these methods to accounting and auditing problems, such as audits and determination of costs as functions of volume of output, and other factors.

Management**MGT 180 International Course (1-12 Credits)***Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

MGT 247 Introduction to Strategic Management (3 Credits)*Management*

How a firm's leadership structure guides the strategic management process. Topics covered include the role of the CEO and top management team, internal and external analysis and strategy formulation and implementation.

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

MGT 248 Managing and Leading People in Organizations (3 Credits)*Management*

Introduces students to the management functions of planning, organizing, leading and controlling. Topics include teamwork, ethics, motivation, and others with an emphasis on the application of conceptual tools to analyze and address managerial issues.

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>); Ethics and Integrity (<https://coursecatalog.syracuse.edu/shared-competencies/ethics-and-integrity/>)

MGT 280 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

MGT 290 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

MGT 300 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

MGT 346 Organizational Behavior (3 Credits)*Management*

Individual and group behavior in complex organizations. Influence of organization structure and management practices on individual and group work behavior.

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

MGT 355 Strategic Human Resource Management (3 Credits)*Management*

Human resources as a source of competitive advantage and financial performance. Employment law, reward and control systems, human resource architecture, workforce development.

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

MGT 380 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

MGT 390 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

MGT 400 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester. Repeatable

MGT 415 Technology and Innovation Strategies (3 Credits)*Management*

How firms create and capture value from innovations, how new technologies alter the industry landscape, and the role of technology strategy plays in traditional industry structures and value chains as well as innovation ecosystems and platform-based, multisided markets. Prereq: MGT 247

MGT 438 Business Negotiations (3 Credits)*Management*

Introduces students to the science and practice of negotiation. Topics include bargaining styles, decision-making, conflict management, communication, and ethics with an emphasis on the practical application of conceptual tools to effectively negotiate.

MGT 444 Women in Business Organizations (3 Credits)*Management*

Participants will learn about historical, economic, biological, social and political factors contributing to the careers & experiences of women working in business organizations. Class will enhance public speaking and critical thinking skills related to women's experiences in corporate environments.

MGT 445 Corporate Development Strategies (3 Credits)*Management*

Analysis of strategies, decisions, and processes of managing firm scope to create value through internal growth, mergers and acquisitions, alliances, and divestitures with an emphasis on managerial issues and a focus on established firms.

Prereq: MGT 247 and FIN 256

MGT 447 Advanced Topics in Strategic Management (3 Credits)*Management*

Solution of unstructured managerial problems requiring the application of students' integrated knowledge of the management curriculum using comprehensive organizational case problems.

Prereq: MGT 247 and FIN 256 and MAR 255 and SCM 265

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

MGT 448 Management in a Cross-cultural Environment (3 Credits)*Management*

Double-numbered with INB 651

Factors that have an impact on managerial effectiveness in an international organization: language, religion, values and attitudes, educational structure, social organization, technology, political climate, and legal environment. Additional work required of graduate students.

Prereq: SOM 354

MGT 454 Compensation Administration (3 Credits)*Management*

Double-numbered with MGT 754

Concepts, models, theories, and legislation related to employee compensation: wage theory, job analysis, job evaluation, job structure pricing, employee motivation, individual appraisal and reward, and benefits. Additional work required of graduate students.

Prereq: MGT 355 or 656

MGT 462 Leadership and Organization Change (3 Credits)*Management*

Double-numbered with MGT 762

Nature of the organizational development field and dominant methods, models and perspectives taken. Opportunities provided to increase skills and effectiveness in diagnosing and intervening in ongoing systems.

Additional work required of graduate students.

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

MGT 470 Experience Credit (1-12 Credits)*Management*

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

MGT 480 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

MGT 490 Independent Studies (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

MGT 499 Honors Capstone Project (1-3 Credits)*Management*

Completion of an Honors Capstone Project under the supervision of a faculty member.

Repeatable 3 times for 3 credits maximum

Management Information Systems**MIS 270 Experience Credit (1-6 Credits)***Management*

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

MIS 290 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

MIS 300 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

MIS 325 Information Technology for Business (3 Credits)

Management

Double-numbered with MIS 625

Explores the strategic presence of information technology across business, its impact on day-to-day operations, and the risks created. Discusses effective use of information technology to improve business decision-making, revitalize business processes, and gain competitive advantage. Additional work required of graduate students. Advisory recommendation Prereq: SOM 122 or SOM 144

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

MIS 335 Information Systems for Decision Support (3 Credits)

Management

Decision-making and decision modeling skills for improving business performance. Design and programming of business applications using MS-Excel and Visual Basic Applications (VBA).

Prereq: MIS 325

MIS 345 Development and Programming of Business Applications (3 Credits)

Management

Use of a programming language in the structural design and implementation of business applications. Use of good software design principles and cross-platform application integration capabilities.

MIS 365 Business Value of Information Technology (1.5 Credits)

Management

Financial measures of IT value including TCO, ROI, and NPV; non-financial dimensions of business value such as strategic fit, IT investment risk; IT governance and IT models; measuring IT performance; IT change management.

MIS 375 Management of Information Technology Contracting (1.5 Credits)

Management

Budgeting and controlling IT costs; IT procurement including requirements specification, requests for proposals, evaluation criteria, and vendor selection; evaluating and managing vendor performance; developing and monitoring contracts.

MIS 380 Selected Topics (1-3 Credits)

Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester. Repeatable

MIS 400 Sel Top/Mgmt Info Sys (1-3 Credits)

Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester. Repeatable

MIS 425 Management Information Systems Analysis and Design (3 Credits)

Management

Management of information systems development from a business perspective. Focus on mainstream and emerging systems analysis and design techniques. First-hand experience with commercial tools used in information systems development projects.

Prereq: MIS 325

MIS 435 Principles of Database Management (3 Credits)

Management

Database and data warehousing concepts, design principles, and methods of use in assisting management decision-making and in building Web-based database applications. Focus on widely used commercial database environments.

Prereq: MIS 325

MIS 445 Implementing a Web-enabled Enterprise (3 Credits)

Management

Double-numbered with MIS 645

Identify a business opportunity, develop an e-business strategy, and design the web store. Gain hands-on experience in setting up a fully functional web store.

MIS 470 Experience Credit (1-6 Credits)

Management

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

MIS 490 Independent Study (1-6 Credits)

Management

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

MIS 499 Honors Capstone Project (1-3 Credits)

Management

Completion of an Honors Capstone Project under the supervision of a faculty member.

Repeatable 3 times for 3 credits maximum

MIS 500 Selected Topics (1-6 Credits)

Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester. Repeatable

MIS 545 Decision Support Systems (3 Credits)

Management

Concepts and models of support systems for management decision making. Systems analysis of unstructured decision problems.

Prereq: MIS 425 and 435

MIS 557 Management Information System Design and Implementation (3 Credits)

Management

Such issues as top down modular design of management information systems, testing, documentation, and implementation.

Prereq: MIS 335

MIS 558 Adv Prob Mgt Info Sys (3 Credits)

Management

Organization and Management

OM 295 Team & Leadership Fundamentals (0-1 Credits)

Management

Cross-listed with ASC 295

This course is designed to provide a fundamental understanding of both leadership and team building. Such things include listening, understanding themselves, being a good follower and problem solving efficiently. The students will apply these leadership perspectives when completing team building activities.

Repeatable 2 times for 2 credits maximum

OM 296 Team & Leadership Fundamentals (0-1 Credits)

Management

Cross-listed with ASC 296

Throughout this course, students will study leadership, government relationships, advanced skills ethics associated with leadership. Case studies are used to examine leadership and management situations as a means of demonstrating and exercising practical application of the concepts studied.

Repeatable 1 times for 1 credits maximum

OM 300 Selected Topics (1-6 Credits)

Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

OM 380 International Course (1-6 Credits)

Management

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

OM 400 Selected Topics (1-6 Credits)

Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

OM 405 Leading People and Effective Communication (0-3 Credits)

Management

Cross-listed with ASC 305

This course is the junior level course in starting the cadets to gain more leadership and communication skills.

OM 406 Leading People and Effective Communication (0-3 Credits)

Management

Cross-listed with ASC 306

Theory and application of general concepts of leadership to Air Force situations. Group discussions, case studies, and role playing. Oral and written reports.

OM 490 Independent Study (1-6 Credits)

Management

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

OM 500 Commercial Gallery Mgmt (1-3 Credits)

Management

Repeatable

Real Estate

RES 332 Real Estate Principles (3 Credits)

Management

Double-numbered with RES 631

The understanding of real estate fundamentals, including roles, activities, terminology, transaction processes and how the tools and models in real estate are used to make informed decisions, with emphasis on developing valuation skills. Additional work required for graduate students.

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

RES 342 Real Estate Development (3 Credits)

Management

Double-numbered with RES 642

Build understanding of the real estate development process. Deliver the prerequisite understanding of terms, concepts and competencies necessary for a basic understanding of and participation in real estate development.

Prereq: FIN 256 or 301

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

RES 362 Real Estate Finance and Investment (3 Credits)

Management

Double-numbered with RES 662

Real estate investment, finance, and valuation. Different measures of investment performance, impact of the financing decision, and various real estate financing techniques. Additional work required for graduate students.

Prereq: RES 332

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>); Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

RES 400 Selected Topics (1-6 Credits)

Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

RES 443 Real Estate Capital Markets (3 Credits)

Management

Double-numbered with RES 643

Real estate debt and equity instruments. Primary and secondary mortgage markets, mortgage banking, loan instruments, and securitization. Lender and borrower decisions regarding real estate financing. Additional work required of graduate students.

Prereq: (FIN 256 or FIN 301) and RES 332

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

RES 452 Real Estate Asset Management (3 Credits)*Management*

Double-numbered with RES 652

The purpose of this course is to examine techniques to increase the value of real estate assets under management. Topics include asset-repositioning strategies, capital expenditure planning, designing tenant mix, cost control techniques, and management strategies. Additional work is required for graduate students.

Prereq: RES 332

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

RES 470 Experience Credit (1-6 Credits)*Management*

Repeatable

RES 472 Case Studies in Real Estate Investment and Finance (3 Credits)*Management*

Double-numbered with RES 672

The course examines different areas of the real estate market. Analysis of the real estate space market, the real estate capital markets, cash flow analysis and different financing techniques, with examples in different property types. Additional work required of graduate students.

Prereq: FIN 256 and RES 332

RES 480 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

RES 490 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

RES 492 Real Estate Modeling (3 Credits)*Management*

Double-numbered with RES 692

The course provides a comprehensive overview of real estate modeling using Excel and Argus. Students will learn to model existing and development property cashflows, accommodate for different financial structures and account for various risks. Additional work is required for graduate students.

Prereq: RES 332

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

Retail Management**RMT 270 Experience Credit (1-6 Credits)***Management*

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

RMT 301 Retailing Fundamentals (3 Credits)*Management*

Retail mix: location, layout, organization, merchandise, pricing, customer services, sales promotion, and consumer trends. Retail research introduced through examination of target market and demographics. Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

RMT 307 Sales and Strategic Partnerships (3 Credits)*Management*

Applications of sales theory, concepts, training and technology in the fields of professional personal selling and sales management.

Prereq: MAR 255 or 301 or RMT 301

Shared Competencies: Communication Skills (<https://coursecatalog.syracuse.edu/shared-competencies/communication-skills/>)

RMT 314 Product Development for Retail Management (3 Credits)*Management*

Processes involved in total soft goods product development cycle from managerial perspective. Includes forecasting, costing, pricing, global trade agreements, tariffs, sourcing, distribution, and marketing.

Prereq: RMT 301

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>); Communication Skills (<https://coursecatalog.syracuse.edu/shared-competencies/communication-skills/>)

RMT 333 Professional Practice (1 Credit)*Management*

Necessary career skills and job search strategies to be successful on their career track. Topics include networking tactics, cover letter composition, resume writing, interview skills, and on-the-job interpersonal strategies.

RMT 357 Visual Merchandising and Store Planning (3 Credits)*Management*

Composition, color, and design theory applied to merchandise display in retail setting. Fundamentals of store planning: space allocation, lighting, exteriors.

Prereq: RMT 301

RMT 380 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

RMT 407 Retail Buying and Planning (3 Credits)*Management*

Introduction to the fundamental strategies and mathematical calculations used in the retail industry including financial strategy, buying strategy, and pricing strategy.

Prereq: RMT 301

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

RMT 457 Electronic Retailing and Marketing (3 Credits)*Management*

Cross-listed with MAR 401

Overview of current e-tailing practices in business to consumer marketplace. Internet technology and capabilities.

Prereq: MAR 255 or 301 or RMT 301

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

RMT 470 Experience Credit (1-6 Credits)*Management*

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

RMT 475 Supervised Internship (2 Credits)*Management*

Individual work experience related to student's major area of interest and career goal. On-the-job supervised experience integrated with classroom history.

Prereq: RMT 333

RMT 490 Independent Study (1-6 Credits)*Management*

Repeatable

RMT 499 Honors Capstone Project (1-6 Credits)*Management*

Repeatable

Supply Chain Management**SCM 265 Introduction to Supply Chain Management (3 Credits)***Management*

The concepts, issues, and techniques for managing supply chains. Analysis and problems of material and information flows in supply chains.

Prereq: ECN 101 and (MAS 261 or MAT 122 or 221)

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>); Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

SCM 280 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

SCM 300 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

SCM 400 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

SCM 401 Supply Chain and Logistics Management (3 Credits)*Management*

Influence of supply chain management and logistics on corporate strategy and profitability. Topics include transportation economics and operations, customer service, and international logistics, as well as other related topics.

Prereq: MAR 255 and SCM 265

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

SCM 403 Introduction to Management Science (3 Credits)*Management*

Modeling techniques and applications for managerial decision making.

Prereq: SCM 265 and MAS 261 or MAT 122 or 221

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

SCM 411 Supply Chain Management Systems (3 Credits)*Management*

Double-numbered with SCM 711

Supply chain management systems: electronic communication, scanning, and tracking systems, enterprise-wide transactional systems, material and distribution requirements planning, supply chain planning. Additional work required for graduate students.

Prereq: MAR 255 and SCM 265

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

SCM 431 Transportation and Distribution Center Management (3 Credits)*Management*

Explores carrier management and operations. Studies distribution center design and operations in-depth. Includes hands-on experience in working real world distribution center and transportation problems.

Prereq: MAR 255 and SCM 265

SCM 432 Strategic Sourcing (3 Credits)*Management*

Double-numbered with SCM 732

Impact of purchasing and supply chain management on competitive success. Ethical, contractual, and legal issues faced by purchasing professionals. Strategic nature of purchasing, negotiating tactics, and cutting-edge technology used in "world class" purchasing departments.

SCM 440 Green Supply Chain Management (3 Credits)*Management*

Double-numbered with SCM 740

This course provides an overview of sustainable supply chain management. It examines how companies are becoming more "green" in their work and across multiple parts of their supply chain work, including procurement, packaging, suppliers, and other inputs. Heavy case-based approach. Additional work required for graduate students.

Prereq: SCM 265

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

SCM 444 Wine Analytics (3 Credits)*Management*

Double-numbered with SCM 744

This course focuses the analytical techniques used in the wine industry to aid in wine-makers decision-making about operational costs, production, distribution, inventory, sales, and futures pricing. Heavy case-based emphasis. Additional work required for graduate students.

Prereq: SCM 265

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

SCM 451 Supply Chain Finance (3 Credits)*Management*

Double-numbered with SCM 751

This course focuses on the supply chain decisions and connects them to the financial performance and financing decisions of companies. It aims to provide an integrated management of supply chain and financial flows. Additional work required for graduate students includes four case study reports.

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

SCM 455 Lean Six Sigma (3 Credits)*Management*

Double-numbered with SCM 755

Six sigma process-improvement approach focused on quality, reliability and value to customers. Skills include techniques from the define, measure, analyze, improve and control (DMAIC) approach. Lean concepts from supply chain management. Additional work required of graduate students.

Prereq: SCM 265 and BUA 345

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>); Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

SCM 456 Introduction to Project Management (3 Credits)*Management*

Elements of successful project management. The organization and planning necessary from requirements definition to project closure. Project management processes and techniques.

Prereq: SCM 265

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

SCM 459 The Law of Global Business (3 Credits)*Management*

Cross-listed with LPP 459

The legal environment of international business: the framework of international law influencing international business. Topics include the international law and organizations, international contracts, carrier liability, customs, and world trade law.

Prereq: SCM 265 and LPP 255

SCM 470 Experience Credit (1-6 Credits)*Management*

Participation in a discipline- or subject-related experience. Student must be evaluated by written or oral reports or an examination. Limited to those in good academic standing.

Repeatable

SCM 477 Global Supply Chain Management & Risk Mgmt (3 Credits)*Management*

Double-numbered with SCM 777, MAR 777

Topics include: design of global facility networks, containerization and logistical planning across borders, benefits and risks of outsourcing and offshoring while integrating financial and accounting-related matters such as exchange rates, duties, drawbacks and tax differentials.

Prereq: SCM 265

Shared Competencies: Civic and Global Responsibility (<https://coursecatalog.syracuse.edu/shared-competencies/civic-and-global-responsibility/>)

SCM 480 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

SCM 490 Independent Study (1-6 Credits)*Management*

In-depth exploration of a problem or problems. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor or instructors and the department.

Repeatable

SCM 499 Honors Capstone Project (1-3 Credits)*Management*

Completion of an Honors Capstone Project under the supervision of a faculty member.

Repeatable 3 times for 3 credits maximum

School of Management**SOM 100 Selected Topics (1-6 Credits)***Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

SOM 110 Management Learning Community Seminar (1 Credit)*Management*

Discussion of connections between coursework and out-of-classroom experiences. Divided into three sections: how one learns, process of learning, and impact of learning environment.

Coreq: SOM 122 and WRT 105

SOM 122 Perspectives of Business and Management (3 Credits)*Management*

Understanding of role and responsibility of management in society; fundamental knowledge of nature and integration of functional disciplines in business; skills essential to effective management; development of base for academic/career mission and achievement. Shared Competencies: Communication Skills (<https://coursecatalog.syracuse.edu/shared-competencies/communication-skills/>)

SOM 144 Transition to Whitman School of Management (1 Credit)*Management*

Introduction to Whitman School of Management and Syracuse University for external transfer students. Topics include rules and regulations, programs, academic opportunities, and Syracuse and campus life. Reading and writing on University life and issues.

SOM 180 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the SU academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

SOM 200 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

SOM 201 Community Service for Management Students (0 Credits)*Management*

Students develop and practice leadership skills in public or not for profit agencies by integrating and applying academic knowledge to problems. Designed to cultivate in students the commitment for a lifetime participation in the community.

SOM 270 Experience Credit (1-6 Credits)*Management*

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

SOM 280 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

SOM 290 Independent Study (1-6 Credits)*Management*

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable 1 times for 6 credits maximum

SOM 300 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

SOM 301 Internship for Management Students (0 Credits)*Management*

Students develop and practice leadership skills by applying knowledge gained in their academic program to business problems and needs. Intended to encourage mutually beneficial relationships among students and businesses.

SOM 354 Managing in a Global Setting (3 Credits)*Management*

Introduction to the concepts, framework, and issue of global business and how they influence management decisions: multinational firms; international trade; and the cultural, political, institutional, social, and economic environment of the global marketplace.

Shared Competencies: Civic and Global Responsibility (<https://coursecatalog.syracuse.edu/shared-competencies/civic-and-global-responsibility/>)

SOM 380 International Course (1-12 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

SOM 400 Selected Topics (1-6 Credits)*Management*

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester.

Repeatable

SOM 470 Experience Credit (1-6 Credits)*Management*

Participation in a discipline or subject related experience. Student must be evaluated by written or oral reports or an examination. Permission in advance with the consent of the department chairperson, instructor, and dean. Limited to those in good academic standing.

Repeatable

SOM 480 International Course (1-6 Credits)*Management*

Offered through SUAbroad by educational institution outside the United States. Student registers for the course at the foreign institution and is graded according to that institution's practice. SUAbroad works with the S.U. academic department to assign the appropriate course level, title, and grade for the student's transcript.

Repeatable

SOM 490 Independent Study (1-6 Credits)*Management*

Repeatable

SOM 499 Honors Capstone Project (1-3 Credits)*Management*

Completion of an Honors Capstone Project under the supervision of a faculty member.

Repeatable 3 times for 3 credits maximum