COLLEGE OF BUSINESS ADMINISTRATION

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Department of Information Operations and Technology Management
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Department of Management
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Deborah A. Jones, transfer student specialist

Nancy A. Lapp, academic services and honors specialist

Barb Robertson Snavely, academic services and graduation specialist

Darlene Stevens, enrollment management specialist

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COLLEGE OF BUSINESS ADMINISTRATION

Accreditation

The University of Toledo College of Business Administration is fully accredited at the graduate and undergraduate levels by The Association to Advance Collegiate Schools of Business (AACSB International).

Degrees Offered

Bachelor of Business Administration

The college offers a four-year undergraduate program leading to the degree of bachelor of business administration (B.B.A.). The B.B.A. degree consists of the University Core Curriculum, non-business electives, required basic courses in all of the functional areas of business, an area of specialization within business, and a minor or elective business courses. Areas of specialization include:

- Accounting
- Business analysis
- Electronic commerce
- Finance
- Financial services
- Human resource management
- Information systems
- International business
- Marketing
- Operations management/supply chain management
- Organizational leadership and management
- Professional sales
- Supply chain management

Business Minors

Internal to College

The college offers the following minors for business students:

- Accounting
- Business analysis
- Business economics
- Business law
- Commercial real estate
- Decision sciences
- Electronic commerce
- Entrepreneurship, family and small business
- Finance
- Financial services
- Information systems
- Insurance and risk management
- International business
- Management
- Marketing
- Operations management
- Professional sales
- Small business financial management
- Supply chain management

External to College

The College of Business Administration offers eight minors for students from other colleges at The University of Toledo as follows:

General business minor plus specialized minors in:

- Accounting
- Business analysis
- Electronic commerce/information technology
- Entrepreneurship, family and small business
- International business
- Professional sales
- Operations management/supply chain management

Each minor is designed to provide a background in business administration that will complement the student’s major area of study.

Admission Policies

General Requirements

To be admitted to the bachelor of business administration program at The University of Toledo, students need a minimum 2.25 cumulative high school grade point average (GPA). Students with an ACT of 25 or higher will be admitted to the College of Business Administration regardless of high school GPA. Students who do not qualify for admission to the College of Business Administration will be admitted to the associate of arts pre-business degree program offered through University College, which is designed to complete the first two years of the bachelor of business administration degree.

College Specific Requirements

Admission to Divisions

The qualifications for admission to the undergraduate degree program and to the upper division, the prerequisites for courses, and all other requirements stated in this catalog apply equally to full-time, part-time and transfer students. For purposes of admissions, the College of Business Administration has three divisions:

1. The Lower Division – Students enter this division upon admission to the University and college and will complete the pre-professional business and University Core Classes.

2. The Upper Division – Undergraduate students can apply for admittance to the upper division when their earned hours plus their registered hours total 60. A student will be admitted to the upper division upon the completion of 60 hours, which must include the required and elective courses in the lower division; earning a minimum GPA of 2.25 in the following courses: BUAD 1010, 2040, 2050, 2060, 2070 and 2080; and earning an overall minimum GPA of 2.25 except accounting – see below. A student not meeting the standards but with a cumulative GPA of 2.0 will be reviewed by the college admission committee for admission to the upper division on an individual basis.
3. Requirements to be admitted to the accounting area of specialization and to register for ACCT 3100 are as follows: a minimum GPA of 2.50 in the introductory-level college accounting courses, including a grade of C (2.0) or better in BUAD 2040 and 2050 or equivalent courses, and an overall higher education minimum GPA of 2.50 in all prior college level courses.

4. The Graduate Studies Division – This division consists of all students who have been admitted for graduate study in the college. The procedure for admission and the entrance requirements are outlined in the Graduate School portion of this catalog.

Transfer and Change of College Policy

Admission Requirement

All transfer students must have a minimum GPA of 2.25 to be accepted into the College of Business Administration. Transfer students’ admission will be determined by the higher education (HEd) grade point average. The HEd GPA is based on all letter grades attained at all institutions of higher learning and uses the point average scale of A equaling four points. The admission of students wishing to change from another college within The University of Toledo to the College of Business Administration must have a minimum 2.25 GPA based on their current UT cumulative GPA.

Degree Requirements

Transfer courses will be evaluated by the College of Business Administration after the student has submitted official transcripts from all colleges/universities attended and has been accepted by the college. The student must complete the evaluation process before the end of the first term of attendance at UT.

For purposes of determining the UT GPA, grades from another institution do not transfer. The GPA will be based on the course work taken while enrolled in The University of Toledo. For students transferring into the College of Business Administration from another college within The University of Toledo, all undergraduate hours attempted and earned, as well as the GPA, will transfer. To qualify for the bachelor of business administration degree, students must fulfill all College of Business Administration course and grade requirements. No required course in the College of Business Administration may be repeated at any other institution for the purpose of transferring credit to The University of Toledo toward any business administration program or degree. For additional information on transfer policies, please see the General Section of this catalog.

Transfer students should note The University of Toledo will include all course work taken at all institutions of higher education in the calculation to determine if a student will graduate with honors. All college course work taken is computed in determining eligibility for graduation with honors, although no student will be awarded a level of honors above that indicated by The University of Toledo cumulative GPA. The University of Toledo requires a minimum of 30 semester hours of standard letter-graded courses from UT in order to qualify for graduation with honors.

Evaluation of Courses

The College of Business Administration Student Services Center (SSC) will complete the evaluations based on course equivalencies determined by the appropriate academic unit. In many cases, courses from other universities/colleges have been pre-approved for equivalency and will transfer with confirmation. Equivalent courses from AACSB-accredited schools automatically transfer. When automatic transfer does not exist, it is possible for a student to obtain course equivalency by petitioning to take a proficiency exam. Students should provide a course syllabus and/or any additional documentation with the petition. Students should contact the SSC for additional information.

Course Applicability System (CAS)

The Course Applicability System (CAS) is a statewide Web-based transfer information system supported by the Ohio Board of Regents. CAS shows course equivalencies between public and private two-year and four-year colleges and universities, along with college degree requirements. To access CAS, log onto www.transfer.org.

College of Business Administration Honors Program

College Honors

The college Honors Program is an opportunity for students of high ability and achievement to enrich their regular program of college work. Admission is based on grades, scores on achievement tests and an essay. The College of Business Administration’s Honors Program is offered as part of the University Honors Program. Students take honors courses in the College of Arts and Sciences, as well as in the College of Business Administration. Enrollment in honors courses is limited. Up to 30 freshman students are admitted each fall to a program leading to receipt of the College of Business Administration honors citation upon graduation. See the General Section of this catalog for additional information on admission to the Honors Program.

Departmental Honors

Currently enrolled University of Toledo students and transfer students may apply during their last semester in the college’s lower division for admission to the College of Business Administration departmental Honors Program if they have completed at least 45 semester hours of college work and have earned a minimum GPA of 3.3 (4.0 scale). Students are admitted to the departmental honors program on a space-available basis.

Program Requirements

College of Business Administration College Honors Program

To be eligible for the College of Business Administration Honors Program citation, a student must:

1. Fulfill all requirements for an approved degree program within the college with a minimum overall GPA of 3.3.
2. Complete a minimum of 37 hours of honors courses, which must include the following:

   Lower Division Courses:
   - BUAD 1000 Orientation for Business Students
   - BUAD 1010 Introduction to Business
   - BUAD 2040 Financial Accounting Information
   - HON 1010 Readings Conference I
   - HON 1020 Readings Conference II
   - HON 2020 Multicultural Literatures: The North American Experience
   - or
   - HON 2030 Multicultural Literatures: The Non-European World

   Upper Division Courses:
   - BUAD 3010 Principles of Marketing
   - BUAD 3020 Principles of Manufacturing and Service Systems
A minimum of six hours earned by successful completion of two upper-division interdisciplinary seminars offered through the University Honors Program.

3. Complete an additional three-hour honors course in the student’s major(s).

College of Business Administration Departmental Honors Program

To be eligible for the College of Business Administration departmental Honors Program citation, a student must:

1. Fulfill all requirements for an approved degree program within the college with a minimum overall GPA of 3.3.
2. Complete a minimum of 15 hours of honors courses that must include the following:

   **Upper Division Courses:**
   - BUAD 3010 Principles of Marketing
   - BUAD 3020 Principles of Manufacturing and Service Systems
   - BUAD 3030 Managerial and Behavioral Processes in Organizations
   - BUAD 3040 Principles of Financial Management
   - BUAD 4020 Senior Business Policy Forum - Honors Thesis
3. Complete an additional three-hour honors course in the student’s major(s).

Retention Standards

To remain in good standing in the College of Business Administration Honors Program, a student must earn a minimum overall GPA of 3.0 by the end of the first year (typically at least 30 hours), 3.1 by the end of the second year (typically at least 60 hours), and 3.2 by the end of the third year (typically at least 90 hours), and make satisfactory progress toward fulfillment of the requirements for a degree “with honors” in the college.

Academic Policies

General Requirements

(Refer to the General Section of this catalog for general academic policies that apply to all students.)

Academic Advising

Students receive advising concerning their academic program from the college professional advisers located in the Student Services Center in Stranahan Hall Room 1016. Appointments and walk-in hours are available throughout the year. Degree audits also are available in the Student Services Center and online through Student Self-Service through the myUT portal.

Student Responsibilities

Students are responsible for selecting the correct courses for their programs of study each semester and for fulfilling their degree requirements. Although advisers will assist wherever possible, the final responsibility for fulfilling all degree requirements rests with the student.

Declaring or Changing a Major and/or Minor

Forms for declaring or changing a college major and/or minor are available in the Student Services Center or online at www.business.utoledo.edu.

GPA Recalculation for Repeated Courses

If a student repeats a UT course and receives a grade of C (2.0) or higher, a request to delete the original grade, as long as the original course grade was a C- or lower, can be made. The request form is available in the Student Services Center. If the original grade was earned because of cheating or academic dishonesty, it will not be deleted. A maximum of 12 credit hours can be deleted.

Academic Probation

When a student’s cumulative GPA falls below 2.0, the student is automatically placed on probation.

Academic Suspension

Academic suspension means a student is dropped from The University of Toledo for a minimum period of one semester. A student is subject to academic suspension if he/she falls below the minimum requirements or fails to make sufficient progress toward attainment of the degree. No course work taken at any other educational institution during the student’s suspension shall be accepted as transfer credit. However, students may remove incompletes while under suspension. See the General Section of this catalog for additional details on University probation and suspension policies.

Readmission

Suspended students cannot enroll at UT for at least one semester. A suspended student must submit an appeal in writing for readmission to the assistant dean for student services.

Code of Student Academic Conduct and Student Academic Grievance Procedure

Issues related to charges of student academic misconduct or disputes as to final course grades, and the procedures for resolving such issues are set forth by the specific language of the Code of Student Academic Conduct and the procedures for resolution of such issues in the Student Academic Grievance Procedure. Procedural guidelines may be located on the college’s Web site at www.business.utoledo.edu.

Degree Audit Requirement (DARS)

The Degree Audit Reporting System is an automated record that contains all of a student’s graduation requirements and tracks that student’s progress toward meeting those requirements. Degree audits are available to students upon request from the Student Services Center and online through the myUT portal Student Self-Service. Students are encouraged to keep current degree audits for their personal use and to discuss their degree audits with their academic advisers.
Degree Requirements for the Bachelor of Business Administration (B.B.A.)

Grade and Hour Requirements

In order to earn a B.B.A. degree, students must complete a minimum of 126 hours of course work, with a minimum cumulative 2.0 GPA on a 4.0 scale. All University core, lower division and upper division requirements must be satisfied. Students must earn a minimum of a C (2.0) grade in each course in the area of specialization, in COMM 3880, and in each course in a business minor. The departmental chair has the prerogative of substituting an additional course in the area of specialization or minor, rather than requiring the student to repeat the course in which a grade below C was received. The student must earn a C or higher in the substituted course for it to satisfy the requirements of the specialization or minor.

Lower Division Curricular Requirements

Students earning bachelor degrees in all colleges and programs as well as those pursuing associate of arts and associate of science degrees are required to complete between 27 and 30 credit hours of courses that comprise the University Core Curriculum. The courses are distributed in the areas of English composition, humanities/fine arts, social sciences, natural sciences, mathematics and multicultural studies.

Courses that each student is required to take in the College of Business Administration, regardless of area of specialization, are identified below. In addition, students must demonstrate basic business computer proficiency by passing a proficiency test, Microsoft certification or completion of a college-level introduction to computing course.

BUAD 1000 Orientation for Business Students ................. 1
BUAD 1010 Introduction to Business .................. 3
*BUAD 1020 Microcomputer Applications ................. 3
BUAD 2000 Career Development I ....................... 1
BUAD 2040 Financial Accounting Information ............. 3
BUAD 2050 Accounting for Business Decision Making .. 3
BUAD 2060 Data Analysis for Business ................... 3
BUAD 2070 Application of Statistics in Business ....... 3
BUAD 2080 Global Environment of Business ........... 3

*Required if basic business computer proficiency is not demonstrated by placement test.

Upper Division Curricular Requirements

All students must make formal application for admission to the upper division one semester before the semester in which they earn 60 hours.

The core junior and senior years of the curriculum consist of the following upper division business requirements, an area of specialization, and a minor or business elective courses and COMM 3880.

BUAD 3000 Career Development II ....................... 1
BUAD 3010 Principles of Marketing ..................... 3
BUAD 3020 Principles of Manufacturing and Service Systems ................. 3
BUAD 3030 Managerial and Behavioral Processes in Organizations ............... 3
BUAD 3040 Principles of Financial Management .......... 3
BUAD 3050 Information Technology Management ........ 3
BUAD 4020 Senior Business Policy Forum .................. 3
BUAD 3470 Legal and Ethical Environment of Business ....... 3
COMM 3880 Professional Business Communication ....... 3

Requirements for areas of specialization and minors are identified by functional area in the following pages. Students in the College of Business Administration wishing to pursue a second area of specialization can count up to two relevant courses (6 hours) taken in their first specialization toward a second specialization. Relevance of the courses is at the discretion of the two departments. Such a program may require taking more than the minimum of 126 hours for the B.B.A. degree.

Residence Requirement

To earn a degree from the College of Business Administration, a student must complete at least 50 percent of business credits from the college. The senior year (final 30 semester hours) in the baccalaureate program must be taken in residence at UT by all business students.

Class Ranks

In the College of Business Administration, class rank is determined as follows:

<table>
<thead>
<tr>
<th>Rank</th>
<th>Hours Earned</th>
</tr>
</thead>
<tbody>
<tr>
<td>Freshman</td>
<td>0-29.99</td>
</tr>
<tr>
<td>Sophomore</td>
<td>30-59.99</td>
</tr>
<tr>
<td>Junior</td>
<td>60-89.99</td>
</tr>
<tr>
<td>Senior</td>
<td>90+</td>
</tr>
</tbody>
</table>

Programs of Study

Areas of Specialization

Accounting

Professor Diana Franz, adviser

The department of accounting offers courses in the areas of financial accounting, management accounting, auditing, accounting systems and taxation. Completion of an accounting area of specialization leads to professional careers in public accounting, business and government and begins the preparation for the Certified Public Accountant (CPA), Certified Management Accountant (CMA) and Certified Internal Auditor (CIA) examinations.

The specialization in accounting is designed to enable students to advance more rapidly to positions of responsibility and leadership in their chosen fields. In the state of Ohio, all candidates taking the CPA exam must have completed 150 credit hours. Accounting career fields other than public accounting have not adopted the 150-hour requirement. The department of accounting offers a graduate degree that can be pursued in addition to a bachelor’s degree.

Program Requirements

No junior-level accounting courses may be attempted until a student is admitted to the upper division by the College of Business Administration.

Required Course: 18 hours

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 3100</td>
<td>Financial Accounting &amp; Systems ............. 3</td>
</tr>
<tr>
<td>ACCT 3110</td>
<td>External Financial Reporting I ............. 3</td>
</tr>
<tr>
<td>ACCT 3210</td>
<td>Individual Taxation .......................... 3</td>
</tr>
<tr>
<td>ACCT 3310</td>
<td>Accounting Information Systems and Controls .. 3</td>
</tr>
<tr>
<td>ACCT 4120</td>
<td>External Financial Reporting II ............. 3</td>
</tr>
<tr>
<td>ACCT 4310</td>
<td>Internal Reporting .......................... 3</td>
</tr>
</tbody>
</table>
Students wishing to register for ACCT 3100 must meet the following prerequisites: a GPA of 2.50 or better in all introductory level college accounting courses, including a grade of C (2.0) or higher in BUAD 2040 and 2050 or equivalent courses, and an overall higher education GPA of 2.50 or higher in all prior college-level courses.

Business Analysis

Andrew Solocha, adviser

Program Requirements

Required Courses: 12 hours

BANS 3060 Managerial Economics ........................................... 3
BANS 3070 Business Fluctuations and Outlooks .......................... 3
INFS 3250 Software Applications in Business ............................. 3
OPMT 4450 Forecasting .......................................................... 3

Electives: Select any two from the following – 6 hours

EBUS 3090 FINA 4090 OPMT 4750
FINA 3480 OPMT 3310 MKTG 3880
FINA 3890 OPMT 3750 PSLS 3080

Electronic Commerce

Thuong Le, adviser

The electronic commerce (e-commerce) specialization provides students with the managerial and technical skills for successful careers in the Internet economy. E-commerce competencies are essential for business professionals in fields such as marketing, financial services, international business, purchasing, information systems, operations management and professional sales.

Program Requirements

Required Courses: 12 hours

EBUS 3090 E-Commerce and the Networked Economy .... 3
EBUS 3180 Web Design for Business Communication .... 3
EBUS 4040 E-Commerce Intelligence Management .... 3
EBUS 4150 E-Commerce Business Models & Project Management.............................................. 3

Electives – Choose one of the following career tracks:

Information Technology for Electronic Commerce

INFS 3150 Principles of Structured Computer Programming & Problem Solving .................. 3
INFS 3770 Application Development Using Database Management Systems..................... 3

Electronic Commerce Business Applications

MKTG 3260 Internet Marketing .............................................. 3
or
FINA 4090 Financial Markets and Institution .............. 3
MKTG 3260 Global Framework for E-commerce .............. 3

Finance

Andrew Solocha, adviser

For this area of specialization, students must earn a grade of C (2.0) or higher in BUAD 3040 and complete a total of 21 hours, consisting of four required courses (12 hours) beyond BUAD 3040, and three finance electives (9 hours).

Program Requirements

Required Courses: 12 hours

FINA 3480 Investments ....................................................... 3
FINA 4080 Intermediate Corporate Finance ......................... 3
FINA 4090 Financial Markets and Institutions ..................... 3
FINA 4670 Advanced Financial Management ................. 3

Electives: 9 hours

Any three finance electives with the exception of FINA 2000, 3060, 4610 and 4880.

Financial Services

Linda Bowyer, adviser

Program Requirements

Required Courses: 15 hours

FINA 3600 Risk Management or 3610 Life and Health Insurance or 4890 Financial and Estate Planning ................. 3
FINA 3660 Real Estate Principles, Practices and Finance or 3
FINA 3670 Real Estate Valuation or 3
FINA 3680 Real Estate Law, Insurance and Taxes ............. 3
FINA 3480 Investments ....................................................... 3
FINA 4090 Financial Markets and Institutions ..................... 3
PSLS 3440 Sales ............................................................... 3

Electives: Select two courses not used as required courses from the following – 6 hours

FINA 3600 FINA 3660 FINA 3680 FINA 4870
FINA 4940 FINA 3610 FINA 3670 FINA 4100
FINA 4890

Human Resource Management

Dale J. Dwyer, adviser

Human resource management is designed to prepare candidates to assume positions as human resource practitioners in domestic and international business organizations, hospitals, nonprofit organizations, and local, state and federal government agencies.

Program Requirements

Required Courses: 21 hours

BLAW 3550 Legal and Safety Compliance ................. 3
HURM 3220 Human Resource Management ................. 3
HURM 3630 Conflict Management: Mediation and Negotiations................................. 3
HURM 4640 Benefits, Health and Wellness .......... 3
HURM 4650 Compensation .............................................. 3
HURM 4660 Planning, Selection & Recruitment ......... 3
HURM 4710 Training and Evaluation ......................... 3
Information Systems
T.S. Ragu-Nathan, adviser

Information systems provides the student with the managerial and technical skills required to enter the challenging and dynamic field of computers and information systems. The student acquires knowledge involving a variety of topics, including widely used business programming languages, the design and implementation of management information systems, networking and communications, the managerial aspects of system development and the latest technological developments in database management, computer software and information technology.

Program Requirements
Required Courses: 9 hours

INFS 3380 Web Application Development I .................. 3
INFS 3770 Data Base Management Systems .................. 3
INFS 4510 Systems Analysis & Design .......................... 3

Electives: choose four from the following – 12 hours

INFS 3150 INFS 3160 INFS 3240 INFS 3370
INFS 3980 INFS 4300 INFS 4320 INFS 4620
INFS 4810

International Business
Don Beeman and Anthony Koh, advisers

The international business area of specialization plays a key role in preparing future business managers for today’s dynamic global marketplace. The program provides training for careers in small, mid-sized and large companies and government and international agencies with a global orientation, particularly multinational corporations, export-import firms, banks, transportation and logistics firms, and government and international agencies involved in international trade, finance and economic development.

Program Requirements
Required Courses: 12 hours

FINA 3500 International Finance ................................. 3
IBUS 3600 International Management ............................ 3
IBUS 4360 Global Business Strategies ........................... 3
MKTG 3140 International Marketing .............................. 3

Electives: Select any two – 6 hours

BLAW 3670 International Business Law .......................... 3
IBUS 4490 Global Management Systems ........................ 3
IBUS 3150 Understanding Cultural Differences for.......... Business .............................. 3
IBUS 4180 North American Business Practice .................. 3
MKTG 3260 Global Framework for E-Commerce ............... 3
MKTG 4220 International Sourcing, Logistics and ............. Transportation .............................. 3

Other courses subject to approval, including study abroad courses and internships in international business.

Foreign Language Requirements for International Business Area of Specialization

Students with an area of specialization in international business must demonstrate foreign language proficiency by satisfying one of the following requirements:

a) Completing four years of one foreign language in high school with a grade of B or higher in each course; or
b) Completing a university-level fourth semester (2150 or Intermediate II) foreign language course; or
c) Have a proficiency in a native language other than English.

Marketing
Anthony Koh, adviser

The marketing specialization provides the student with the skills to make decisions about product design and quality, pricing, channels of distribution, advertising and personal selling in ways that enhance consumer satisfaction and further the goals of the organization. The student learns to approach problems with a clear understanding of the relationship between marketing and other business functions.

Program Requirements
Required Courses: 9 hours

MKTG 3850 Buyer Behavior and Relationship Marketing ... 3
MKTG 3880 Marketing Research & Data-Based Management ............................................. 3
MKTG 4130 Marketing Analysis & Decision Making ........ 3

Electives: Select 6 hours from module I and 6 hours from either module I or module II to equal 12 hours

Module I:
MKTG 3140 International Marketing ............................. 3
MKTG 3260 Global Framework for E-Commerce ............... 3
MKTG 3870 Advertising Strategy .................................. 3
MKTG 3910 Direct Marketing ....................................... 3
MKTG 4120 Marketing Channels Management ................. 3
MKTG 4220 International Sourcing, Logistics & Transportation ............................................. 3
MKTG 4520 Advanced Market Analysis .......................... 3
MKTG 4570 Product & Pricing Management .................... 3
MKTG 4980 Special Topics ........................................... 3
MKTG 4990 Independent Study ..................................... 3
PSLS 3080 Purchasing & Business Relationship Mgmt .... 3
PSLS 4710 Sales Force Leadership ............................... 3

Module II:
MKTG 4130 Supply Chain Management ........................ 3
MKTG 4260 Global Framework for E-Commerce ............... 3
MKTG 4370 Advertising Strategy .................................. 3
MKTG 4390 Direct Marketing ....................................... 3
MKTG 4410 Marketing Channels Management ................. 3
MKTG 4420 International Sourcing, Logistics & Transportation ............................................. 3
MKTG 4520 Advanced Market Analysis .......................... 3
MKTG 4570 Product & Pricing Management .................... 3
MKTG 4980 Special Topics ........................................... 3
MKTG 4990 Independent Study ..................................... 3
PSLS 3080 Purchasing & Business Relationship Mgmt .... 3
PSLS 4710 Sales Force Leadership ............................... 3

Operations Management
Paul Hong, adviser

Operations management is designed for students who are interested in the revitalization and enhancing the competitiveness of America’s industrial base or who want to pursue careers in the rapidly expanding service sector. In operations management, students acquire the knowledge and skills to manage people and resources. Students are given a broad overview of operations from product design, process selection, TQM, production planning and scheduling. A student cannot have areas of specializations in operations management and supply chain management.

Program Requirements
Required Courses: 18 hours

OPMT 3340 Quality Management ................................. 3
Organizational Leadership and Management

Dale J. Dwyer, adviser

The area of specialization in organizational leadership and management prepares students to enter a variety of organizations, both for profit and not-for-profit. Graduates of this program receive assessment and training in a number of areas that are crucial to a manager’s success – planning, ethical decision-making, interpersonal skills, team-building, performance development and evaluation, conflict management, motivation and leading change.

Program Requirements

Complete the following courses: 21 hours

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>HURM 3220</td>
<td>Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>HURM 3630</td>
<td>Conflict Management: Mediation and Negotiations</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3770</td>
<td>Ethics in Leadership and Management</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 4210</td>
<td>Leading and Managing Organizational Improvement</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 4250</td>
<td>Performance Management for Individuals and Teams</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 4330</td>
<td>Organizational Leadership and Management Practicum</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 4780</td>
<td>Leadership &amp; Managerial Competencies</td>
<td>3</td>
</tr>
</tbody>
</table>

Professional Sales

Richard Buehrer, adviser

The professional sales area of specialization prepares students for distinguished careers in business-to-business selling. Listed below are specific courses in the University Core and specific electives needed to fulfill the requirements for a specialization in professional sales. Please see the adviser for details.

Program Requirements

Required professional sales and business courses: 22 hours

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 4540</td>
<td>Business Marketing</td>
<td>3</td>
</tr>
<tr>
<td>PSLS 3000</td>
<td>Sales Career Orientation &amp; Mgmt</td>
<td>1</td>
</tr>
<tr>
<td>PSLS 3080</td>
<td>Purchasing &amp; Business Relationship Management</td>
<td>3</td>
</tr>
<tr>
<td>PSLS 3440</td>
<td>Sales</td>
<td>3</td>
</tr>
<tr>
<td>PSLS 3450</td>
<td>Account &amp; Territory Management</td>
<td>3</td>
</tr>
<tr>
<td>PSLS 4710</td>
<td>Sales Force Leadership</td>
<td>3</td>
</tr>
<tr>
<td>PSLS 4740</td>
<td>Advanced Sales</td>
<td>3</td>
</tr>
<tr>
<td>PSLS 4940</td>
<td>Sales Internship</td>
<td>3</td>
</tr>
</tbody>
</table>

Required Arts and Sciences courses, including required University Core courses:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>PSY 1010</td>
<td>Intro. to Psychology (University Core requirement – Social Science)</td>
<td>3</td>
</tr>
<tr>
<td>or</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SOC 1010</td>
<td>Intro. to Sociology (University Core requirement – Social Science)</td>
<td>3</td>
</tr>
</tbody>
</table>

Supply Chain Management

Paul Hong, adviser

Supply chain management is designed for students who are interested in the revitalization and enhancing the competitiveness of America’s industrial base or who want to pursue careers in the rapidly expanding service sector. In supply chain management, the emphasis will lie in sourcing, industrial marketing, logistics, transportation, quality, information systems, emerging practices in supply chain management and e-commerce. A student cannot have areas of specializations in operations management and supply chain management.

Program Requirements

Required Courses: 18 hours

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>OPMT 3340</td>
<td>Quality Management</td>
<td>3</td>
</tr>
<tr>
<td>OPMT 3610</td>
<td>Production Planning and Control</td>
<td>3</td>
</tr>
<tr>
<td>OPMT 3660</td>
<td>Materials Management and Purchasing</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 4220</td>
<td>Int Sourcing, Logistics, and Transportation</td>
<td>3</td>
</tr>
<tr>
<td>PSLS 3130</td>
<td>Supply Chain Management</td>
<td>3</td>
</tr>
<tr>
<td>EBUS 3090</td>
<td>E-Commerce and the Networked Economy</td>
<td>3</td>
</tr>
</tbody>
</table>

Minors

Minor or Business Electives for Business Students

In order to increase the knowledge base of students, the college offers business students the choice of a minor or business electives as part of the curriculum. The course requirements for a minor are specified by the departments. The college offers the following minors for business students: accounting, business analysis, business economics, business law, commercial real estate, decision sciences, electronic commerce, entrepreneurship, family and small business, finance, financial services, information systems, insurance and risk management, international business, management, marketing, operations management, professional sales, small business financial management and supply chain management.

The following minors are only available for College of Business Administration students. Students cannot duplicate credit in their minor, area of specialization and upper division core. The minor consists of three courses (9 hours), unless otherwise noted.
### Accounting
- ACCT 3000 Financial Statement Analysis ........................................... 3
- ACCT 3010 Cost Accounting for Non-Accounting Majors ...................... 3
- ACCT 3030 Tax for Non-Accounting Majors ...................................... 3

Students may make substitutions for the above courses with the permission of the chair of the department of accounting.

### Business Analysis
- BANS 3060 Managerial Economics 
  or
- BANS 3070 Business Fluctuations and Outlooks ..................................... 3
- INFS 3250 Software Applications in Business ....................................... 3
- OPMT 4450 Forecasting ............................................................................. 3

### Business Economics
- BANS 3060 Managerial Economics ............................................................ 3
- BANS 3070 Business Fluctuations & Economic Outlook ......................... 3
- OPMT 4450 Forecasting ............................................................................. 3
- FINA 3500 International Finance ............................................................... 3

### Business Law
- Complete three of the following:
  - BLAW 3550 Legal & Safety Compliance Issues in Human Resource Management ........................................................................ 3
  - BLAW 3570 The Laws of Structuring and Operating a Business ...................... 3
  - BLAW 3670 International Business Law ..................................................... 3
  - BLAW 4570 Legal and Ethical Aspects of Managing Innovation and Technology ........................................................................ 3
  - BLAW 4580 Detection and Prevention of Deceptive Business Practices ........................................................................ 3

### Commercial Real Estate
- FINA 3660 Real Estate Principles, Practices and Finance ................................. 3
- FINA 3670 Real Estate Valuation .................................................................. 3
- FINA 3680 Real Estate Law, Insurance and Taxes ......................................... 3

### Decision Sciences: 9 credit hours
- Complete any three of the following courses:
  - OPMT 3310 OPMT 3760 OPMT 3750
  - OPMT 4450 OPMT 4760 OPMT 4750
  - MKTG 3880

### Electronic Commerce
#### Required Courses:
- EBUS 3090 E-Commerce & the Networked Economy .................................. 3
- EBUS 3180 Web Design for Business Communications ................................ 3

#### Elective: Choose one of the following
- EBUS 4040 E-Commerce Intelligence Management ...................................... 3
- INFS 3150 Principles of Structural Computer Programming & Problem Solving ........................................................................ 3
- MKTG 3280 Internet Marketing ....................................................................... 3

### Entrepreneurship, Family, & Small Business
#### Required Courses: 9 hours
- EFSB 3590 Entrepreneurship and Small Business Management .................. 3
- EFSB 4010 Growing Family and Entrepreneurial Businesses .......................... 3
- EFSB 3480 Entrepreneurial Finance
  or

### Finance
#### Required Courses: 9 hours
- FINA 3480 Investments .................................................................................. 3
- FINA 4080 Intermediate Corporate Finance ................................................. 3
- FINA 4090 Financial Institutions and Markets ............................................. 3

### Financial Services
#### Complete three of the following: 9 hours
- FINA 3480 FINA 3660 FINA 4090 FINA 4870 FINA 3610
- FINA 4100 FINA 4890

*With permission from chair of the department of finance.

### Information Systems
#### Required:
- INFS 3250 Software Applications in Business 
  or
- INFS 3770 Database Management Systems ............................................. 3

#### Any two additional electives: 6 hours
- INFS 3150 INFS 3160 INFS 3240 INFS 3250
- INFS 3370 INFS 3770 INFS 3980 INFS 4300
- INFS 4320 INFS 4620 INFS 4810

### Insurance and Risk Management: 9 hours
- FINA 3600 Risk Management ........................................................................ 3
- FINA 3610 Life and Health Insurance ............................................................. 3
- FINA 4890 Financial and Estate Planning ..................................................... 3

### International Business: 9 hours
Select three courses, taking into consideration prerequisites, from those listed under the international business area of specialization.

### Management
#### Complete three of the following: 9 hours
- HURM 3220 Human Resource Management .............................................. 3
- HURM 3630 Conflict Management: Mediation and Negotiations ................. 3
- MGMT 3770 Ethics in Leadership and Management ...................................... 3
- MGMT 4210 Leading and Managing Organizational Improvement .................. 3
- MGMT 4250 Performance Management for Individuals and Teams ................. 3
- MGMT 4780 Leadership and Managerial Competencies .................................. 3

### Marketing: 9 hours
#### Required:
- MKTG 3850 Buyer Behavior and Relationship Management 
  or
General Minor for Non-Business Students

Requirements for the General Minor in Business for Non-Business Students

1. A minimum cumulative GPA of 2.25 is required in the following prerequisite courses or their equivalents. A student who does not meet the minimum standards but has at least a cumulative 2.0 in the prerequisites will be reviewed by the College of Business Administration assistant dean on an individual basis. In addition to the requirements below, students must demonstrate computer proficiency through a proficiency test, Microsoft certification or an introduction to business computing course.

Economics
Select from ECON 1150 and 1200, or MIME 2600 or equivalent .......................................................... 3-6

Mathematics
Select from MATH 1260 and 1270, or 1750 and 1760, or 1850 or equivalent ....................... 4-6

Business Statistics
Select from BUAD 2060, MATH 2630, or equivalent ........... 3

2. Eighteen hours are required beyond the prerequisite courses above. A grade of C (2.0) or higher is required in each of the following courses, at least one of which must be at the 3000 level:

Required Foundation Course

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUAD 2040</td>
<td>Financial Accounting Information</td>
</tr>
<tr>
<td>OR</td>
<td></td>
</tr>
<tr>
<td>ACTG 1040</td>
<td>Principles of Financial Accounting</td>
</tr>
</tbody>
</table>

Additional Requirements

A. Select three courses from the following one needs to be 3000 level:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUAD 1010</td>
<td>Introduction to Business</td>
</tr>
<tr>
<td>BUAD 2050</td>
<td>Accounting for Business</td>
</tr>
<tr>
<td>BUAD 2070</td>
<td>Application of Statistics in Business Decision Making</td>
</tr>
<tr>
<td>BUAD 2080</td>
<td>Global Environment of Business</td>
</tr>
<tr>
<td>BUAD 3010</td>
<td>Principles of Marketing</td>
</tr>
<tr>
<td>BUAD 3020</td>
<td>Principles of Manufacturing and Service System</td>
</tr>
<tr>
<td>BUAD 3030</td>
<td>Managerial and Behavioral Processes in Organizations</td>
</tr>
<tr>
<td>BUAD 3040</td>
<td>Principles of Financial Management</td>
</tr>
<tr>
<td>BUAD 3050</td>
<td>Information Technology Management</td>
</tr>
<tr>
<td>BUAD 3470</td>
<td>Legal &amp; Ethical Environment of Bus</td>
</tr>
</tbody>
</table>

B. Select two additional courses from the 10 listed above or select two courses at the 3000 or 4000 level from ACCT, FINA, INFS, MGMT, EFSB, IBUS, EBUS, OPMT, ORGD HURM, PSLS, BANS, BLAW or MKTG to complete the additional requirements. (Prerequisites for selected courses must be fulfilled.)

C. At least three of the five courses selected to fulfill the additional minor in business requirements must be at the 3000 or 4000 level.

Accounting Minor for Non-Business Students

Program Requirements

The accounting minor for non-business students requires 15 credit hours. A grade of C (2.0) or higher is required in all courses used to fulfill the accounting minor requirements. Prerequisites for all courses must be fulfilled.

Business Minors for Non-Business Students at The University of Toledo

The College of Business Administration offers a general minor and seven specialty minors (accounting; business analysis; electronic commerce/information technology; entrepreneurship, family and small business; international business; professional sales and operations/supply chain management) for students in non-business programs at The University of Toledo. These minors are recommended for students who want to enhance their academic programs with business-related course work. Students taking courses in the business minor must meet course prerequisite requirements. These minors are designed specifically for non-business students and should not be confused with the individual minors offered for College of Business Administration students. Students can complete a maximum of two minors and may take no more than one course that fulfills the requirements of both minors. Students should contact advisers in their college and in the College of Business Administration for additional details about the minors.

Electives:
Select two courses (6 hours) from the courses listed for the marketing specializations, except MKTG 4940.

Operations Management

Select three courses: 9 hours

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>OPMT 3340</td>
<td>Quality Management</td>
</tr>
<tr>
<td>OPMT 4760</td>
<td>Simulation Modeling</td>
</tr>
<tr>
<td>OPMT 3610</td>
<td>Production Planning and Scheduling</td>
</tr>
<tr>
<td>OPMT 3660</td>
<td>Materials Management and Purchasing</td>
</tr>
</tbody>
</table>

Professional Sales: 9 hours

Required:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>PSL 3440</td>
<td>Sales</td>
</tr>
</tbody>
</table>

Electives: Select two from the following

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>PSL 3080</td>
<td>Purchasing and Business Relationship Management</td>
</tr>
<tr>
<td>PSL 3450</td>
<td>Account and Territory Management</td>
</tr>
<tr>
<td>PSL 4710</td>
<td>Sales Force Leadership</td>
</tr>
<tr>
<td>PSL 4740</td>
<td>Advanced Sales</td>
</tr>
<tr>
<td>MKTG 4540</td>
<td>Business Marketing</td>
</tr>
</tbody>
</table>

Small Business Financial Management

Required Courses: 6 hours

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 4080</td>
<td>Intermediate Corporate Finance</td>
</tr>
<tr>
<td>FIN 4850</td>
<td>Small Business Financial Policies and Practices</td>
</tr>
</tbody>
</table>

Supply Chain Management: 9 hours

Required:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 3130</td>
<td>Intro to Supply Chain Management</td>
</tr>
</tbody>
</table>

Electives: Select two from the following

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>OPMT 3340</td>
<td>Quality Management</td>
</tr>
<tr>
<td>OPMT 3660</td>
<td>Materials Management &amp; Purchasing</td>
</tr>
<tr>
<td>MKTG 4220</td>
<td>Int Sourcing, Logistics, Transportation</td>
</tr>
</tbody>
</table>

MKTG 3880  Marketing Research and Data-Based Management

106 College of Business Administration
Required Course:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 3100</td>
<td>Financial Accounting and Systems</td>
<td>3</td>
</tr>
</tbody>
</table>

Prerequisite: Junior standing; a higher education GPA of 2.50 or higher and a 2.50 or higher GPA in BUAD 2040 and 2050 (or equivalent courses), which must include a grade of C (2.0) or higher in BUAD 2040 and 2050 (or equivalent courses).

Electives: Select four courses from the following: 12 hours

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 3000</td>
<td>Financial Statement Analysis</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 3110</td>
<td>External Financial Reporting I</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 3310</td>
<td>Accounting Information Systems and Controls</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 3030</td>
<td>Tax Accounting for Non-accounting Majors</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 3210</td>
<td>Income Taxation of Individuals</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 3010</td>
<td>Cost Accounting for Non-accounting Majors</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 4310</td>
<td>Internal Reporting</td>
<td>3</td>
</tr>
<tr>
<td>FINA 4080</td>
<td>Intermediate Financial Management</td>
<td>3</td>
</tr>
</tbody>
</table>

Note: Students may apply ACCT 3030 or 3210 toward the accounting minor but not both. Students may apply ACCT 3010 or 4310 toward the accounting minor, but not both.

Business Analysis Minor for Non-Business Students

Program Requirements
The business analysis minor for non-business students requires 15 hours. Prerequisites for all courses must be fulfilled.

Required Courses: 9 hours

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BANS 3060</td>
<td>Managerial Economics</td>
<td>3</td>
</tr>
<tr>
<td>BANS 3070</td>
<td>Business Fluctuations and Economic Outlooks</td>
<td>3</td>
</tr>
<tr>
<td>OPMT 4450</td>
<td>Forecasting</td>
<td>3</td>
</tr>
</tbody>
</table>

Electives: Select two courses from the following: 6 hours

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBUS 3090</td>
<td>OPMT 3310</td>
<td>3</td>
</tr>
<tr>
<td>FINA 3480</td>
<td>OPMT 3750</td>
<td>3</td>
</tr>
<tr>
<td>FINA 3890</td>
<td>OPMT 4750</td>
<td>3</td>
</tr>
<tr>
<td>FINA 4090</td>
<td>MKTG 3880</td>
<td>3</td>
</tr>
<tr>
<td>INFN 3250</td>
<td>PSLS 3080</td>
<td>3</td>
</tr>
</tbody>
</table>

E-Business and Information Technology Applications Minor for Non-Business Students

Program Requirements
The e-business and information technology applications minor requires basic business computer proficiency for BBA students (e.g., proficiency exam, BUAD 1020 or equivalent); MIME 2600 or ECON 1150 and 1200, or equivalent; and 15 credit hours from selected EBUS- and INFS-related courses.

Required: 6 hours

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBUS 3090</td>
<td>E-Commerce and the Networked Economy</td>
<td>3</td>
</tr>
<tr>
<td>INFN 3250</td>
<td>Software Applications in Business</td>
<td>3</td>
</tr>
</tbody>
</table>

Electives: 9 hours

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>INFN 3770</td>
<td>Database Management Systems</td>
<td>3</td>
</tr>
<tr>
<td>EBUS 3180</td>
<td>Web Design for Business Communication</td>
<td>3</td>
</tr>
<tr>
<td>INFN 3370</td>
<td>Business Data Communications</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 3260</td>
<td>Global Framework for E-Commerce</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 3280</td>
<td>Internet Marketing</td>
<td>3</td>
</tr>
<tr>
<td>BUAD 3050</td>
<td>Information Technology Management</td>
<td>3</td>
</tr>
<tr>
<td>INFN 3980</td>
<td>Special Topics in Information Systems</td>
<td>3</td>
</tr>
</tbody>
</table>

Entrepreneurship, Family, and Small Business Minor for Non-Business Student

Prerequisites for all courses must be fulfilled, including demonstrating computer proficiency through the College of Business Computer Placement Test OR BUAD 1020 OR CMPT 1100.

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBSB 3500</td>
<td>Introduction to Entrepreneurship</td>
<td>3</td>
</tr>
<tr>
<td>BUAD 2040</td>
<td>Financial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>ACTG 1040</td>
<td>Principles of Financial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>ESB 3480</td>
<td>Entrepreneurial Finance</td>
<td>3</td>
</tr>
<tr>
<td>ESB 3590</td>
<td>Entrep &amp; Small Business Mgmt</td>
<td>3</td>
</tr>
<tr>
<td>ESB 4010</td>
<td>Growing Family &amp; Entrep Business</td>
<td>3</td>
</tr>
</tbody>
</table>

Business Elective: Select one from the following: 3 hours

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUAD 2050</td>
<td>Managerial Accounting OR</td>
<td>3</td>
</tr>
<tr>
<td>ACTG 1050</td>
<td>Principles of Management Accounting</td>
<td>3</td>
</tr>
<tr>
<td>BUAD 3010</td>
<td>Principles of Marketing</td>
<td>3</td>
</tr>
<tr>
<td>BUAD 3470</td>
<td>Legal and Ethical Environment</td>
<td>3</td>
</tr>
<tr>
<td>ESB 4980</td>
<td>Special Topics in ESB</td>
<td>3</td>
</tr>
<tr>
<td>ESB 4990</td>
<td>Independent Study in EBSB</td>
<td>3</td>
</tr>
</tbody>
</table>

International Business Minor for Non-Business Students

Program Description:
The international business minor for non-business students requires 18 to 21 hours of business courses (including international business electives). Prerequisites for all courses must be fulfilled.

1. Required Course in Economics:
   Select from ECON 1150 and ECON 1200
   OR MIME 2600 or equivalent                                  3-6
II. Required Business Courses: 9 hours
BUAD 2080 Global Environment of Business .......................... 3
   Prequisite: Sophomore standing
AND
Select two courses from the following: 6 hours
BUAD 3010 Principles of Marketing ........................................ 3
   Prerequisite: ECON 1150 and 1200
   or MIME 2600, Junior standing
BUAD 3030 Managerial and Behavioral Processes in
   Organizations ...................................................................... 3
   Prerequisite: Junior standing
BUAD 3040 Principles of Financial Management ...................... 3
   Prerequisite: BUAD 2040 Financial Accounting Information

III. International Business Electives: 9 hours
Select at least two courses from the following:
IBUS 3600 International Management ...................................... 3
   Prerequisite: BUAD 3030, Junior standing
MKTG 3140 International Marketing ........................................ 3
   Prerequisite: BUAD 3010
FINA 3500 International Finance ........................................... 3
   Prerequisite: BUAD 3040
If needed, select additional hours from the following:
IBUS 3150 Understanding Cultural Differences in Business ....... 3
IBUS 4100 Study Abroad Program* ........................................... 3
   Prerequisite: Permission of Chair and Faculty
IBUS 4180 North American Business Practices ....................... 3
   Prerequisite: Junior standing
MKTG 3260 Global Framework for E-commerce ..................... 3
   Prerequisite: Junior standing
MKTG 4220 International Sourcing, Logistics, and Transportation 3
   Prerequisite: BUAD 2080
BLAW 3670 International Business Law ................................... 3
   Prerequisite: BUAD 3030

* Subject to approval of departmental chair or IB faculty adviser

Professional Sales Minor for Non-Business Students

Required Courses:
Economics: 3-6 hours
Select from MIME 2600 or ECON 1150 and ECON 1200 . 3-6

Required Business Courses: 12 hours
BUAD 3010 Principles of Marketing ........................................ 3
PSLS 3440 Sales ................................................................. 3
PSLS 3450 Account and Territory Management ...................... 3
PSLS 4740 Advanced Sales .................................................. 3

Business Elective: Select one from the following: 3 hours
PSLS 3080 Purchasing and Business Relationship Management .... 3
PSLS 3710 Sales Force Leadership ......................................... 3

Operations Management/Supply Chain Management for Non-Business Students

Program Requirements
Students must complete BUAD 3020 or equivalent as a prerequisite and
15 credit hours.

MKTG 3130 Introduction to Supply Chain Management .......... 3
EBUS 3090 E-Commerce and the Network Economy .......... 3
OPMT 3260 Materials Management and Purchasing ............ 3
OPMT 3340 Quality Management ....................................... 3
OPMT 3610 Production Planning and Control ..................... 3
MKTG 4220 Logistics and Transportation ............................ 3
OPMT 3610 Production Planning and Control ..................... 3

Recommended for operations management track: OPMT 3340, 3610 and 3660
and any other two courses from above list
Recommended for supply chain management track: MKTG 3130, EBUS 3090,
OPMT 3660 and 4220, and one other course from above list

College of Business Administration Faculty
Department of Accounting

Philip R. Fink, 1975, professor
B.B.A., M.B.A., The University of Toledo; J.D., Ohio Northern University; CPA (Ohio)

Diana R. Franz, 1992, professor and chair
M. Prof. Accountancy, Wichita State University; Ph.D., Texas Tech University; CPA (Ohio)

Hassan Hasab Elnaby, 2003, assistant professor
B. Comm., M.A., Ph.D., Cairo University

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