

COLLEGE OF BUSINESS ADMINISTRATION

Administration

Sonny S. Ariss, Ph.D., interim dean

Room 5021, Stranahan Hall
Phone: 419.530.2285

Ronald L. Zallocco, D.B.A., interim associate dean

Room 5020 Stranahan Hall
Phone: 419.530.2093

Sandy Whitman, administrative assistant

Phone: 419.530.2558

Chris Filzer, business manager

Phone: 419.530.7715

John Reynolds, director, M.B.A./E.M.B.A. Programs

Phone: 419.530.5231

Academic Departments

Department of Accounting

Diana R. Franz, Ph.D., chair

Room 3041 Stranahan Hall
Phone: 419.530.4264

Department of Finance & Business Economics

Herb Weinraub, Ph.D., interim chair

Room 4010 Stranahan Hall
Phone: 419.530.2440

Department of Information Systems, Marketing, E-Commerce & Sales

Anand Kunnathur, Ph.D., interim chair

Room 4041 Stranahan Hall
Phone: 419.530.2420

Department of International Business, Entrepreneurship & Strategy

Anthony C. Koh, Ph.D., interim chair

Room 3017 Stranahan Hall
Phone: 419.530.2287

Department of Management

D. J. Dwyer, Ph.D., interim chair

Room 2015 Stranahan Hall
Phone: 419.530.4059

Academic Support Services

Student Services Center

Mary G. Ormson, assistant dean for student services

Room 1016 Stranahan Hall
Phone: 419.530.2087 Fax: 419.530.7744

Debbie A. Jones, transfer student specialist

Room 1016 Stranahan Hall
Phone: 419.530.2087

Nancy A. Lapp, academic services and honors specialist

Room 1016 Stranahan Hall
Phone: 419.530.2087

Barb Robertson Snavely, academic services & graduation specialist

Room 1016 Stranahan Hall
Phone: 419.530.2087

Business Career Programs

Terribeth Gordon-Moore, assistant dean for enrollment management and business career programs

Room 1045 Stranahan Hall
Phone: 419.530.4376 Fax: 419.530.7744

Darlene Stevens, enrollment management specialist

Room 1016 Stranahan Hall
Phone: 419.530.2087

COLLEGE OF BUSINESS ADMINISTRATION

Accreditation

The University of Toledo College of Business Administration (CBA) is fully accredited at the graduate and undergraduate levels by AACSB – The International Association for Management Education.

Degrees Offered

Business Major

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, nonbusiness 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
Entrepreneurship, Family and Small Business
Finance
Financial Services
Human Resource Management
Information Systems
International Business
Marketing
Operations Management
Organizational Development 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 four minors for students from other colleges at The University of Toledo as follows:

General business minor

Specialized minors in

Business Analysis
Professional Sales
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

Refer to the General Section of this catalog for information on admission requirements for first-year (new) students.

College-Specific Requirements

Admission to Divisions

For purposes of admissions, the College of Business Administration has three divisions:

The Lower Division — Students enter this division upon admission to the University and college. Beginning in fall 2003, to be admitted to the Bachelor of Business Administration Program at The University of Toledo, students need at least a 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 prebusiness degree program offered through University College, which is designed to complete the first two years of the bachelor of business administration degree.

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 (1) the completion of 60 hours, which must include the required and elective courses in the lower division, (2) earning a GPA of 2.25 in the following courses: BUAD 1010, BUAD 2040, BUAD 2050, BUAD 2060, BUAD 2070, BUAD 2080 and (3) earning an overall minimum GPA of 2.25. A student not meeting the standards but with a cumulative GPA of 2.0 will be reviewed for admission to upper division by the College Admission Committee on an individual basis.

Requirements to be allowed to take junior and senior level accounting courses are different. Students wishing to register in ACCT 3110 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 better in both BUAD 2040 and BUAD 2050 or equivalent courses, and an overall GPA of 2.50 or better in all prior college level courses.

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.*

Part-Time and Transfer Students

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.

Undergraduate Transfer Policy

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 evaluation process must be completed by the student before the end of the first term of attendance at UT. Only course work with a grade of C (2.0) or higher will be considered for transfer credit.

For purposes of determining the UT GPA, grades from another institution do not transfer. The GPA will be based on the 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 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 that 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 ever 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 preapproved 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 course syllabus and/or any additional documentation with the petition. Students should contact the SSC for additional information.

Articulation Agreements

The College of Business Administration has developed articulation agreements with many two-year colleges. The purpose of these

agreements is to allow for an easy transition to the upper division by specifying course equivalencies between the two-year institution and The University of Toledo. The college has articulation agreements with the Business Technology Program of University College at The University of Toledo, Owens Community College, Monroe County Community College, Northwest State Community College, Terra Community College, Lorain County Community College, Lakeland Community College and Cuyahoga Community College.

Honors Program

College Honors

The University 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.*

Program Requirements

College of Business Administration/ University Honors Program Citation

To be eligible for the College of Business Administration/University 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. Take a minimum of 36 hours of honors courses, which must include the following:

Lower Division Courses:

HON 1010 Readings Conference I
 HON 1020 Readings Conference II
 BUAD 1010 Introduction to Business
 HON 2020 Multicultural Literatures: The North American Experience

or

HON 2030 Multicultural Literatures: The Non-European World
 BUAD 2040 Financial Accounting Information

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 Section)

A minimum of 6 hours earned by successful completion of two upper-division interdisciplinary seminars offered through the University Honors Program.

3. Take an additional 3-hour honors course in the student's major.

College of Business Administration Departmental Honors Program Citation

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. Take a minimum of 15 hours of honors courses which 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 Section)

3. Take an additional 3-hour honors course in the student's major.

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 can receive advising concerning their academic program from the college advisers located in the Student Services Center (SSC) in Stranahan Hall. Appointments are encouraged. Walk-in hours are also available. Degree audits are also available in the SSC.

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 rests with the student.*

Declaring or Changing a Major

Forms for declaring or changing a college major are available in the SSC.

Grade Deletion for Repeated Courses

If a student repeats a course and receives a grade of C or higher, a request to delete the original grade, as long as it was a C- or lower, can be made. The request form is available in the SSC. If the original grade was given because of cheating or academic dishonesty, it will not be deleted. A maximum of 12 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 that a student is dropped from The University of Toledo for a period of at least one semester. A student is subject to academic suspension if that person 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 must sit out at least one semester. A suspended student must apply to the SSC for readmission.

Academic Grievance

Students have the responsibility and right to call to the attention of a professor any grade that the student believes to be in error. Students unable to reach a resolution with the professor, and who wish to appeal, may contact the SSC for additional information on the appeal process.

Appeals must be filed with the SSC by the last class day of the semester following the appealed incident.

Academic Dishonesty and Integrity

Actions by students that involve academic dishonesty will be considered breaches of the ethical standards of the College of Business Administration. *See the General Section of this catalog for further details on this policy.*

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 SSC. Students are encouraged 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 GPA of C (2.0 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 minor. The department 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 receive a C or better in the substituted course for it to satisfy the requirements of the specialization or minor. In addition, students must earn a cumulative GPA of at least 2.25 for **all** courses in the 3000-or-4000-level business core (BUAD 3010, BUAD 3020, BUAD 3030, BUAD 3040, BUAD 3050, BUAD 3470 and BUAD 4020).

Lower Division Curricular Requirements

Students earning bachelor's 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, effective fall 2003, students must demonstrate basic business computer proficiency through a proficiency test, Microsoft certification or completion of a college-level introduction to computing course.

BUAD	1000	Orientation for Business Students	1
ECON	1150	Intro to Macro Economics	3
ECON	1200	Intro to Micro Economics	3
BUAD	1010	Introduction to Business	3
*BUAD	1020	Microcomputer Applications	3
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 Decision Making	3
BUAD	2080	Global Environment of Business	3

*Required until fall 2003, when basic business computer proficiency requirement takes effect.

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. Students who do not meet the requirements or who have not completed all 1000 and 2000 level required and elective business and nonbusiness courses will not be allowed to take upper division courses until all requirements for admission to the upper division are satisfied.

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.

COMM	3880	Professional Business Communication	3
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

* Effective fall 2003

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 will 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 50 percent of business credits from the college. The senior year in the baccalaureate program must be taken in residence by all business students.

Class Ranks

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

Rank	Hours Earned
Freshman	0-29.99
Sophomore	30-59.99
Junior	60-89.99
Senior	90+ hours

Programs of Study

Accounting

Adviser: Professor Diana Franz

Areas of Specialization

The department of accounting offers courses in the areas of financial accounting, management accounting, auditing, accounting systems and taxation. Completion of an accounting degree 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 year 2000, 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 Courses: (18 hours)

ACCT	3110	External Financial Reporting I	3
ACCT	3120	External Financial Reporting II	3
ACCT	3310	Accounting Information Systems and Controls	3
ACCT	4130	External Financial Reporting III	3
ACCT	4210	Taxes and Business Decisions	3
ACCT	4310	Internal Reporting	3

Electives: (Choice of one from the following – 3 hours)

ACCT	4410	Government and Not-For-Profit Accounting	3
ACCT	4420	Auditing	3

Students wishing to register in ACCT 3110 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 better in both BUAD

92 College of Business Administration

2040 and BUAD 2050 or equivalent courses, and an overall GPA of 2.50 or better in all prior college level courses.

Accounting students are encouraged to minor in Information Systems.

Business Analysis

Adviser: Professor Paul Kozlowski

Program Requirements

Required Courses: (12 hours)

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

Adviser: Professor Thuong Le

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

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 (6 hours)

INFS	3150	Principles of Structured Computer Programming & Problem Solving	3
INFS	4370	Application Development Using Database Management Systems	3

Electronic Commerce Business Applications (choose two of the following – 6 hours)

MKTG	3260	Global Framework for Ecommerce	3
MKTG	3280	Internet Marketing	3
		(required in this career track)	
FINA	4090	Financial Markets and Institutions	3

Entrepreneurship, Family & Small Business

Adviser: Professor Rebecca Bennett

This program is designed for students who desire to start or currently work for a small or medium-sized family or non-family firm. The program emphasizes practical training and developing relationships with practitioners from the business community.

Program Requirements

Required Courses: (12 hours)

EFSB	3590	Entrepreneurship	3
EFSB	4010	The Dynamics of Family Business	3
HURM	3220	Human Resource Management	3
FINA	4840	Small Business Financial Policies and Practices	3

Electives: (Select one from each of the following modules – 6 hours)

Module I:

ACCT 3000, ACCT 3010, ACCT 3030, FINA 4890

Module II:

MKTG 3690, PSLS 3440, EBUS 3090

Finance

Adviser: Professor Andrew Solocha

For this area of specialization, students must take 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 department of finance electives with the **exception** of FINA 2000, FINA 3060, FINA 4610 and FINA 4880.

Financial Services

Adviser: Professor Linda Bowyer

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
	3670	Real Estate Valuation	or
	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

Adviser: Professor D.J. Dwyer

Human resource management is designed to prepare candidates for positions in human resource management 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 Resolution and Negotiation Skills ...	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

Adviser: Professor Anand Kunnathur

Information systems (INFS) 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 (18 hours)

INFS	3150	Structured Programming & Problem Solving..	3
INFS	3160	Object Oriented Programming	3
INFS	3370	Business Data Communications	3
INFS	3770	Data Base Management Systems	3
INFS	4300	Distribution Systems & Web Development	3
INFS	4510	Systems Analysis & Design	3

Electives: (choose one from the following – 3 hours)

INFS	3240	INFS	4320	INFS	4990
INFS	3380	INFS	4810	OPMT	4760
INFS	3980				

International Business

Adviser: Professor Anthony Koh

The International Business Program provides training for careers in corporations with a global orientation, particularly multinational

corporations, export-import firms, banks, transportation and logistics, and government and international agencies involved in international trade, finance and economic development.

Program Requirements

Required Courses: (12 hours)

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

Electives: (Select any two — 6 hours)

IBUS	4490	Global Management Systems	3
IBUS	3150	Understanding Cultural Differences for Business	3
MKTG	3260	Global Framework for E-Commerce	3
BLAW	3670	International Business Law	3
IBUS	4180	North American Business Practices	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 Majors

International business majors must demonstrate foreign language proficiency by satisfying one of the following requirements:

- Completed four years of one foreign language in high school with a grade of B or better in each course; or
- Completed a University-level fourth semester foreign language course; or
- Have a proficiency in a native language other than English.

Marketing

Advisers: Professor Susan Mantel and Professor William Darley

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 module II – 12 hours)

Module I:

MKTG	3140	International Marketing	3
PSLS	3440	Sales	3
MKTG	3280	Internet Marketing	3
MKTG	3690	Principles of Marketing Communication	3
MKTG	4540	Business Marketing	3
MKTG	4940	Internship	3

Module II:

PSLS	3080	Purchasing & Business Relationship Mgmt ..3
MKTG	3130	Supply Chain Management3
MKTG	3260	Global Framework for E-Commerce3
PSLS	4710	Sales Force Leadership3
MKTG	3870	Advertising Strategy3
MKTG	3910	Direct Marketing3
MKTG	4120	Marketing Channels Management3
MKTG	4220	International Sourcing, Logistics & Transportation3
MKTG	4520	Advanced Market Analysis3
MKTG	4570	Product & Pricing Management3
MKTG	4980	Special Topics3
MKTG	4990	Independent Study3

Operations Management

Adviser: Professor Arthur Smith

Operations management (OPMT) is designed for students who are interested in the revitalization of our country’s industrial base or who want to pursue careers in the rapidly expanding service sector. 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, facility layout and location through planning and scheduling.

Program Requirements

Required Courses: (9 hours)

OPMT	3340	Quality Management3
OPMT	3610	Production Planning and Control3
OPMT	3660	Materials Management and Purchasing3

Electives: (choose three of the following — 9 hours):

OPMT	3310	OPMT	4150	OPMT	4760
OPMT	3600	OPMT	4420	OPMT	4980

Organizational Development and Management

Adviser: Professor D.J. Dwyer

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

Program Requirements

Complete the following courses: (18 hours)

HURM	3220	Human Resource Management3
HURM	3630	Conflict Resolution & Negotiation Skills3
ORGD	4210	Organizational Development & Change3
ORGD	4240	Communication Strategies for Leading Change3
ORGD	4330	Organizational Diagnosis & Intervention3
ORGD	4780	Leadership & Managerial Competencies3

Professional Sales

Adviser: Professor David Reid

The professional sales major trains 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)

PSLS	3000	Sales Career Orientation & Mgmt1
PSLS	3080	Purchasing & Business Relationship Management3
PSLS	3440	Sales3
PSLS	3450	Account & Territory Management3
PSLS	4710	Sales Force Leadership3
PSLS	4740	Advanced Sales3
MKTG	4540	Business Marketing3
PSLS	4940	Sales Internship3

Required Arts and Sciences courses, including required University Core courses: (47 hours)

ENGL	1110	College Composition I3
MATH	1260	Modern Business Math I (University Core requirement – Math)3
MATH	1270	Modern Business Math II3
PSY	1010	Intro. to Psychology (University Core requirement – Social Science)3
SOC	1010	Intro. to Sociology (University Core requirement – Social Science)3
ENGL	2960	Organizational Report Writing (University Core requirement – English)3
COMM	3840	Interpersonal Comm. (University Core requirement – Humanities/Fine Arts)4
PHIL	1020	Critical Thinking (University Core requirement – Humanities/Fine Arts)3
		University Core requirement – Natural Sciences: Based on intended industry sales3
		University Core requirement – Natural Sciences: Based on intended industry sales3
		University Core requirement – Multicultural: Diversity of U.S. culture3
		University Core requirement – Multicultural: Other than U.S.3
COMM	3820	Persuasion Theory4
COMM	3880	Professional Business Communication3
COMM	4810	Nonverbal Communication3

Nonbusiness elective: (1 hour)

Supply Chain Management

Adviser: Professor Ram Rachamadugu

This major emphasizes sourcing, industrial marketing, logistics, transportation, quality, production planning, computer applications, information systems and emerging practices in supply chain management and e-commerce. Both strategic and operational issues will be emphasized.

Program Requirements

Required: (3 hours)

MKTG 3130 Introduction to Supply Chain Management . .3

Electives: (Select 6 hours from module I, 6 hours from module II, 3 hours from module III, and 3 hours from module IV – total 18 hours)

Module I:

EBUS 3090 E-Commerce and the Networked Economy ..3
 PSLS 3080 Purchasing and Relationship Management ..3
 OPMT 3660 Materials Management and Purchasing3

Module II:

OPMT 3600 Facility Planning3
 OPMT 3610 Production Planning3
 OPMT 3340 Quality Management3

Module III:

MKTG 3260 Global E-Commerce3
 MKTG 4220 Logistics3
 MKTG 4540 Business Marketing3

Module IV:

IBUS 4490 Global Management3
 MGMT 4910 Research in Supply Chain Management3
 MGMT 4940 Internship3

Minors

Minor or Business Electives for Business Students

In order to increase the knowledge base of the 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, 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 area of specialization or upper division core. The minor is three courses (9 hours).

Accounting

ACCT 3000 Financial Statement Analysis3
 ACCT 3010 Cost Accounting for Non-Accounting Majors3
 ACCT 3030 Tax for Non-Accounting Majors3

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 Outlooks3
 INFS 3250 Software Applications in Business3
 OPMT 4450 Forecasting3

Business Economics

BANS 3060 Managerial Economics3
 BANS 3070 Business Fluctuations & Economic Outlook .3
 OPMT 4450 Forecasting
or
 FINA 3500 International Finance3

Business Law

Complete three of the following:

BLAW 3550 Legal & Safety Compliance Issues
 in Human Resource Management3
 BLAW 3570 The Laws of Structuring and Operating
 a Business3
 BLAW 3670 International Business Law3
 BLAW 4570 Legal and Ethical Aspects of Managing
 Innovation and Technology3

Commercial Real Estate

FINA 3660 Real Estate Principles, Practices
 and Finance3
 FINA 3670 Real Estate Valuation3
 FINA 3680 Real Estate Law, Insurance and Taxes3

Decision Sciences

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 Economy3
 EBUS 3180 Web Design for Business Communications ...3

Elective: (Choose one of the following)

INFS 3150 Principles of Structural Computer
 Programming & Problem Solving3
 MKTG 3280 Internet Marketing3
 EBUS 4040 E-Commerce Intelligence Management3

Entrepreneurship, Family, & Small Business

EFSB 4010 Dynamics of Family Business3
 EFSB 3590 Entrepreneurship3
 FINA 4840 Small Business Financial Policies
 and Practices3

Finance

FINA 3480 Investments3
 FINA 4080 Intermediate Corporate Finance3
 FINA 4090 Financial Institutions and Markets3

Financial Services

Complete three of the following:

FINA 3480	FINA 3660	FINA 4090	PSLS 3440*
FINA 3600	FINA 3670	FINA 4870	
FINA 3610	FINA 4100	FINA 4890	

*With permission from chair of the department of finance.

Information Systems

INFS 3250	Software Applications in Business	3
INFS 3770	Database Management Systems	3
One additional INFS elective		3

Insurance and Risk Management

FINA 3600	Risk Management	3
FINA 3610	Life and Health Insurance	3
FINA 4890	Financial and Estate Planning	3

International Business

Select three courses, taking into consideration prerequisites, from those listed under the international business area of specialization.

Management

Complete three of the following:

EFSB 3590	Entrepreneurship	3
HURM 3220	Human Resource Management	3
HURM 3630	Conflict Resolutions Negotiation Skills	3
ORGD 4780	Leadership & Managerial Competencies	3

Marketing

Required:

MKTG 3850	Buyer Behavior and Relationship Management	3
or		
MKTG 3880	Marketing Research and Data-Based Management	3

Electives:

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

Operations Management

Select any three courses from those courses listed previously as required courses and electives under the operation management area of specialization.

Professional Sales

Required:

PSLS 3440	Sales	3
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Electives: (Select two from the following)

PSLS 4710	Sales Force Leadership	3
PSLS 4740	Advanced Sales	3
PSLS 3080	Purchasing and Business Relationship Management	3
PSLS 3450	Account and Territory Management	3
MKTG 4540	Business Marketing	3

Small Business Financial Management

Required Courses:

FINA 4080	Intermediate Corporate Finance	3
FINA 4840	Small Business Financial Policies and Practices	3

Elective: (Choose one of the following – 3 hours)

FINA 3670	EFSB 3590	EFSB 4010
FINA 4090	FINA 4670	

Supply Chain Management

Required:

MKTG 3130	Introduction to Supply Chain Management ...	3
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Electives:

Select any two courses (6 hours) from the list of electives listed under Modules I, II, and III for the supply chain management major, but no more than one course (3 hours) from any module.

Business Minors for Nonbusiness Students at The University of Toledo

The College of Business Administration offers a general minor and three specialty minors (business analysis, professional sales and supply chain management) for students in nonbusiness 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 nonbusiness students and should not be confused with the individual minors offered for College of Business Administration students. Contact advisers in your college and in the College of Business Administration for additional details about the minors.

General Minor for Nonbusiness Students

Requirements for the General Minor in Business for Nonbusiness Students

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 Undergraduate Program director 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 3-6

Business Statistics

Select from BUAD 2060, MATH 2630, or equivalent 3

Eighteen (18) hours are required beyond the prerequisite courses above. A grade of C (2.0) or better is required in each of the following courses:

Required Foundation Course

BUAD 2040 Financial Accounting Information 3

Additional Requirements

A. Select **three (3)** courses from the following:

BUAD 1010 Introduction to Business 3
 BUAD 2050 Accounting for Business Decision Making 3
 BUAD 2070 Application of Statistics in Business Decision Making 3
 BUAD 2080 Global Environment of Business 3
 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 3470 Legal & Ethical Environment of Bus. 3

B. Select **two (2)** additional courses from the eight 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.)

Business Analysis Minor for Nonbusiness Students

Program Requirements

The business analysis minor for nonbusiness students requires 15 hours. Prerequisites for all courses must be fulfilled.

Required Courses: (9 hours)

BANS 3060 Managerial Economics 3
 BANS 3070 Business Fluctuations and Economic Outlooks 3
 OPMT 4450 Forecasting 3

Electives: Select two courses from the following (6 hours):

EBUS 3090 OPMT 3310
 FINA 3480 OPMT 3750
 FINA 3890 OPMT 4750
 FINA 4090 MKTG 3880
 INFS 3250 PSLs 3080

Professional Sales Minor for Nonbusiness Students

Required Courses:

Economics: (3-6 hours)

Select from ECON 1150 and ECON 1200
 or MIME 2600 3

Required Business Courses: (12 hours)

MKTG 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

Supply Chain Management for Nonbusiness Students

Program Requirements

The supply chain management minor for nonbusiness students requires 15 hours. Prerequisites for all courses must be fulfilled.

Required Course: (3 hours)

MKTG 3130 Introduction to Supply Chain Management ... 3

Module Selection: (6 hours)

Select two additional courses from one of the following three modules.

Module I:

EBUS 3090 E-Commerce and the Network Economy 3
 OPMT 3660 Materials Management and Purchasing 3
 PSLs 3080 Purchasing and Business Relationship Management 3

Module II:

OPMT 3340 Quality Management 3
 OPMT 3600 Facility Planning 3
 OPMT 3610 Production Planning and Control 3

Module III:

MKTG 3260 Global Framework for E-Commerce 3
 MKTG 4220 Logistics and Transportation 3
 MKTG 4540 Business Marketing 3

Electives: Select two from the following, except courses selected as part of a module (6 hours):

ECOM 3090 E-Commerce and the Network Economy 3
 MKTG 4540 Business Marketing 3
 OPMT 3610 Production Planning and Control 3
 OPMT 3660 Materials Management and Purchasing 3
 OPMT 4450 Forecasting 3
 PSLs 3080 Purchasing and Business Relationship Management 3

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 (Kansas)

Brian L. Laverty, 1990, professor
B.A., Ph.D., Michigan State University; CPA (Michigan)

Bhanu Ragu-Nathan, 1985, professor
B.S., University of Madras; M.B.A., Indiana University; Ph.D., University of Pittsburgh; ACA (India)

Donald Saftner, 1987, professor
B.S., M.S., Ph.D., Pennsylvania State University

Nicholas W. Schroeder, 1985, professor
B.S.B.A., M.Acct., Bowling Green State University; D.B.A., University of Colorado; CPA (Ohio)

EMERITUS AND SUPERANNUATE FACULTY

Richard F. Bernstein, M.B.A., professor emeritus, superannuate

Charles H. Gibson, D.B.A., professor emeritus

Robert E. Hansen, D.B.A., professor emeritus

Robert Irish, Ph.D., professor emeritus

Larry Konrath, Ph.D., professor emeritus

Howard L. Ness, J.D., M.B.A., professor emeritus

Glenda E. Ried, M.B.A., CPA, professor emerita

Department of Finance & Business Economics

Richard J. Boden Jr., 1993, associate professor
B.A., State University of New York; M.B.A., Brown University; Ph.D., University of Maryland

Linda Bowyer, 1989, associate professor
B.A., Ph.D., Iowa State University

Maureen Conroy, 1987, professor
B.B.A., The University of Toledo; M.B.A., Bowling Green State University

Paul J. Kozlowski, 1979, professor
B.A., Merrimack College; M.A., Ph.D., University of Connecticut

Bruce R. Kuhlman, 1988, associate professor
B.S.B.A., M.B.A., Ph.D., University of Florida

Gary Moore, 1989, associate professor
B.S., Iowa State University; M.B.A., Ph.D., Arizona State University; J.D., University of Iowa

Michael D. Sherman, 1980, associate professor
B.A., American University; M.S., Ph.D., Purdue University

Andrew Solocha, 1989, associate professor
B.A., Long Island University; M.A., Central Michigan University; Ph.D., Michigan State University

Herbert J. Weinraub, 1970, professor and interim chair
B.S., Northeastern University; M.B.A., Ph.D., Michigan State University

Glenn A. Wolfe, 1989, associate professor
B.A., Grove City College; M.B.A., Ph.D., Virginia Polytechnic Institute

EMERITUS AND SUPERANNUATE FACULTY

Michael J. Ahern, Ed.D., professor emeritus

Douglas V. Austin, J.D., Ph.D., professor emeritus; superannuate

Lawrence V. Conway, Ph.D., professor emeritus

Department of Information Systems, Marketing, E-Commerce and Sales

Mesbah U. Ahmed, 1980, professor
B.S., Bangladesh University; M.S., Ph.D., Texas Tech University

Richard E. Buehrer, 1984, professor
A.B., B.A., M.B.A., Ph.D., The University of Toledo

William K. Darley, 1988, professor
B.S., University of District of Columbia; M.B.A., University of Notre Dame; Ph.D., Indiana University

Basam Hasan, 2001, assistant professor
B.S., Yarmouk University; M.B.A., Southwest Missouri State University; Ph.D., University of Mississippi

Anand S. Kunnathur, 1986, professor and interim chair
M.S., University of Delhi; M.A., York University; Ph.D., University of Tennessee

Thoung T. Le, 1980, professor
B.Comm., Van Hanh University; M.B.A., University of Detroit; Ph.D., Michigan State University

Jeen S. Lim, 1983, professor
B.A., M.B.A., Seoul National University; Ph.D., Indiana University

Susan P. Mantel, 1994, associate professor
B.S., Bowling Green State University; M.B.A., Ph.D., University of Cincinnati

Ellen Pullins, 1996, associate professor
B.S.C., Ohio University; M.A., M.B.A., Wright State University; Ph.D., The Ohio State University

T.S. Ragu-Nathan, 1985, professor
B.E., University of Madras; M.B.A., Indiana University; Ph.D.,
University of Pittsburgh

David A. Reid, 1988, professor
B.S., M.B.A., Ph.D., State University of New York - Binghamton

Ronald L. Zallocco, 1984, professor and interim associate dean
B.A., M.B.A., University of Washington; D.B.A., Kent State
University

EMERITUS AND SUPERANNUATE FACULTY

Edward Bardi, Ph.D., professor emeritus

G. Allen Brunner, Ph.D., professor emeritus

James A. Brunner, Ph.D., professor emeritus

William Clegg, Ed.D., associate professor

J. Marc DeKorte, Ph.D., professor emeritus

Sakari T. Jutila, Ph.D., professor emeritus

Thomas A. Klein, Ph.D., professor emeritus

Douglas Lind, Ph.D., professor emeritus

Harvey A. Maertín, Ph.D., professor emeritus

Winston E. McHenry, M.B.A., professor emeritus

C. Joseph Sass, M.B.A., professor emeritus

Department of International Business Entrepreneurship and Strategy

Sonny S. Ariss, 1985, associate professor and interim dean
B.B.A., M.B.A., The University of Toledo; Ph.D., The Ohio State
University

Don R. Beeman, 1976, professor
B.S., University of Akron; M.B.A., D.B.A., Indiana University

Bhal J. Bhatt, 1980, professor
B.A., M.S., University of Baroda; M.S., Ph.D., University of
Wisconsin

William J. Doll, 1980, professor
B.A., M.B.A., D.B.A., Kent State University

Ken I. Kim, 1985, professor
B.S., Seoul National University; M.B.A., D.B.A., Indiana University

Anthony C. Koh, 1987, associate professor and interim chair
B.S., University of Malaya; M.A., Ph.D., University of Alabama

Sam C. Okoroafo, 1986, professor
B.S., University of Nigeria; M.B.A., Ph.D., Michigan State University

Thomas W. Sharkey, 1984, associate professor
B.A., M.B.A., University of Akron; M.S., Florida State University;
Ph.D., Indiana University

EMERITUS AND SUPERANNUATE FACULTY

M. Sami Kassem, Ph.D., professor emeritus

George M. Taoka, Ph.D., professor emeritus

James K. Weekly, D.B.A., professor emeritus

Department of Management

Rebecca J. Bennett, 1991, associate professor
B.A., Washington University; M.S., Ph.D., Northwestern University

D. J. Dwyer, 1989, professor and interim chair
B.A., M.A., University of Cincinnati; Ph.D., University of Nebraska

Laurence Fink, 1994, associate professor
B.A., State University of New York-Albany; Ph.D., Purdue University

Paul Hong, 1987, associate professor
B.A., Yonsei University; M.A., M.B.A., Bowling Green State
University; Ph.D., The University of Toledo

Jerzy Kamburowski, 1989, professor
M.S., Ph.D., Technical University of Wroclaw

Clinton O. Longenecker, 1978, professor
B.B.A., M.B.A., The University of Toledo; Ph.D., Pennsylvania State
University

Udayan Nandkeolyar, 1988, associate professor
B.Tech., Indian Institute of Technology; M.B.M., Asian Institute of
Management; Ph.D., Pennsylvania State University

Nick G.F. Nykodym, 1976, professor
B.S., M.A., Ph.D., University of Nebraska

James A. Pope, 1998, professor
B.A., College of Wooster; M.A., Northwestern University; Ph.D.,
University of North Carolina

Frederick R. Post, 1986, associate professor
B.A., Ohio Wesleyan University; M.B.A., Western Michigan University;
J.D., The University of Toledo

Ram Rachamadugu, 1991, professor
B.S.E., University of Madras; M.B.A., Indian Institute of Management;
M.S., Ph.D., Carnegie Mellon University

S. Subba Rao, 1986, professor
B.S., M.S., Mysore University; Ph.D., Delhi University

Robert H. Schwartz, 1988, associate professor
B.A., Brooklyn College; D.D.S., State University of New York; M.B.A.,
Virginia Commonwealth University; Ph.D., University of Michigan

Arthur W. Smith, 1984, professor
B.S., University of West Indies; M.B.A., University of Washington;
Ph.D., University of Oklahoma

Robert Sullivan, 1983, professor
B.A., M.S., Canisius College; Ph.D., State University of New York -
Buffalo

100 College of Business Administration

P.S. Sundararaghavan, 1980, professor

B.Tech., University of Madras; Dipl., Calcutta School of Management;
Ph.D., University of Tennessee

Mark A. Vonderembse, 1973, professor

B.S.C.E., The University of Toledo; B.A., University of Pennsylvania;
Ph.D., University of Michigan

Nancy E. Waldeck, 2001, assistant professor

B.A., University of Cincinnati; M.A., University of Cincinnati; Ph.D.,
The Ohio State University

Donald K. Wedding, 1968, associate professor

B.Ch.E., M.E., University of Louisville; M.B.A., The University of
Toledo; J.D., American University

EMERITUS AND SUPERANNUATE FACULTY

Richard T. Rudduck, Ph.D., professor emeritus

Daniel M. Seifer, Ph.D., professor emeritus

Dale B. Sullivan, D.B.A., professor emeritus; superannuate

Jack Simonetti, D.B.A., professor emeritus

Steve Spirn, Ph.D., professor emeritus