

Luanne Powell (1984-87; 1999) M.B.A. Program Director.
B.A. and M.B.A., Union University.

Faculty

C. Steven Arendall (1990) Professor of Management. B.B.A.
and M.B.A., University of Memphis; Ph.D., University of
Tennessee, Knoxville.

David Austill (1997). Professor of Accounting and Business
Law. B.B.A., University of Memphis; M.B.A., University of

level, should plan on taking six additional undergraduate accounting hours beyond the B.S.B.A. Students who plan to sit for the CPA exam in another state should consult the State Board of Accountancy in that state to determine the requirements to sit for the CPA exam.

II. Major in Business Administration—30 hours (Major Core + one concentration)

A. Core required of all majors: ECO 400; MGT 341, MGT 420 or MKT 433, MGT 445; BAD 475; and 6 hours Business or Advisor-approved Upper-level Electives

B. Concentration in Economics: ECO 411, 412, 430

C. Concentration in International Business: ICS 320, ECO 425 or 430, MKT 433; Minor in Spanish or French.* (International Business concentration students must take MGT 420 in the Core.)

D. Concentration in Management: MGT 348, 410, 432

E. Concentration in Marketing: MKT 330 or 350, 424, 440

*Three to six semester hours, from business or foreign language or a combination, must be earned through study abroad or internship abroad. International students may substitute U.S. internship credit if their native language is not English.

III. Major in Economics—41 hours

A. MAT 114, BAD 224, ECO 211, ECO 212

B. ECO 498 or ECO Elective

C. ECO 411, 412, 430; FIN 320

D. Spring of Internship Year – PHIL 346, PHIL 347, PSY 320, 321

E. Upper-Level Electives—outside the School of Business and with advisor approval—8 hours

F. General Core must include MA 211 and PHIL 240.

IV. Teacher Licensure

Teacher Licensure in Business Education, Business Technology, Economics, and Marketing requires students to complete the following:

A. Professional Education:

1. Prior to Internship – EDU 150, EDU 305, EDU 358, PSY 213, PSY/SE 230.

2. Fall of Internship Year – EDU 306, 340, 419, 440

3. Spring of Internship Year – EDU 441 and 451

B. Complete the B.S.B.A. with a major in Business Administration or Accounting.

1. Business Education completes the B.S.B.A. and major, earning a dual licensure with Business Technology.

2. Economics completes the B.S.B.A. with a major in Business Administration (Economics)

Fifth-Year MBA and MAcc Programs

Qualified undergraduate students have the opportunity to complete the Master of Business Administration or the Master of Accountancy in a fifth year after their undergraduate degree completion. See the graduate catalogue for details.

Student Organizations

Enactus. Enactus is a team of students teaching the teaching partnership between higher education

311. Cost Accounting (3)

Prerequisite: ACC 212.

A study of methods of accounting for materials, labor, and factory overhead in job order and process cost systems.

312. Managerial Accounting (3)

Prerequisite: ACC 212.

Uses of accounting information in management decision making. Topics include budgeting, standard costing, and analyses of costs and profits.

313. Intermediate Accounting I (3)

Prerequisite: ACC 212.

Intensive review of the accounting process and financial statements with emphasis on the asset section of the balance sheet.

314. Intermediate Accounting II (3)

Prerequisite: ACC 313.

Corporation formation and changes in the equity structure after formation. Topics include long-term investments, bonds, earnings per share, and income recognition.

315. Taxation of Individuals (3)

Prerequisite: ACC 212.

The Internal Revenue Code as it affects individual income tax returns.

319. Taxation of Corporation and Pass-Through Entities
(3)

Prerequisite: ACC 315.

This course focuses on the taxation of corporations and pass-

113. Introduction to Business (3) S

An introductory course to provide students with a basic understanding of the foundations of American business through an introduction to business organization and the functions of production, marketing, finance accounting, and management.

224. Introduction to Business Analytics and Decision-Making (3) F, S

Prerequisites: MAT 111 or 201 or higher; MAT 114 or 208

An introduction to data-driven decision-making using computer-based techniques to convert data into information. Topics include optimization, regression, descriptive/inferential statistics, and spreadsheet-based simulation. Examples are from business disciplines including economics, finance, management, and marketing.

300. Seminar in Free Enterprise (1-2) F, S

Prerequisite: Consent of instructor.

This course provides the structure for outreach projects originated and implemented by Enactus. Students teach, learn, and practice free enterprise in order to better individuals,

communities, and countries. Students may receive 2 hours of credit/semester during their first year of enrollment; 1/semester, their second for a maximum of 6 hours.

375. Seminar in Portfolio Management (1-3) F, S

Prerequisite: FIN 320 and consent of instructor.

A practical, hands-on experiential exercise in managing a large stock portfolio using funds provided by the Tennessee Valley Authority. The investment objective of the portfolio is to achieve long-term capital growth by investing in marketable U.S. common stocks. Course may be repeated for a maximum of 6 hours credit.

475. Business Ethics and Diversity (3) F, S

Prerequisite: Senior Standing

This course focuses on the development of ethical paradigms which underlie contemporary value systems and the value of diversity in the workplace. Extensive use of cases are used highlighting value choices and the resulting consequences.

Course Offerings in Business Law (BLAW)

() Hours Credit; F–Fall, W–Winter; S–Spring; Su–Summer

321. The Legal Environment of Business (3) F, S

The legal, practical and ethical environments in which businesses and managers operate. Topics: common law affecting business constitutional law, administrative agencies, and a survey of law of employment consumer protection, and securities regulations.

324. Commercial Law (3)

Pre/Corequisite: BLAW 321.

A survey of basic principles of law important for understanding business transactions, entity creation and operation, and including a review of contract laws and selected uniform commercial code provisions, business associations and bankruptcy law.

425. Employment/Labor Law (3)

Prerequisite: MGT 318 and BLAW 321.

Common law, statutory and regulatory provisions pertaining to the employer-employee relationship and labor-management relations. Topics: hiring and terminating employees, discrimination, privacy, unions, collective bargaining, and statutory protections of workers.

Course Offerings In Economics (ECO)

() Hours Credit; F–Fall, W–Winter; S–Spring; Su–Summer

421. Negotiation and Dispute Resolution (3)

This course covers topics designed to develop students' ability to negotiate effectively and improve their ability to develop a strategic plan for effective negotiations.

211. Principles of Macroeconomics (3) F

A first course in macroeconomic theory and policy. Principal topics include the market system, national income accounting, unemployment and inflation, macro theory, fiscal

411. Intermediate Macroeconomics (3)

Prerequisites: ECO 211 and 212.

An advanced treatment of neoclassical growth theory, the demand for money, aggregate supply, aggregate demand, and economic dynamics.

412. Intermediate Microeconomics (3)

Prerequisites: ECO 211 and 212.

An advanced treatment of price theory, utility theory, production theory, and the theory of the firm.

425. Economic Growth and Development (3)

Pre/Corequisites: ECO 211 and 212

Economic trajectories of developing nations. Theoretical models of development and empirical data will be used to understand economic development and policy issues between the industrialized nations and the developing world.

430. International Economics (3)

Prerequisites: ECO 211 and 212.

International trade and finance. Deals with United States tariff policy, foreign exchange, markets, United States foreign economic policy, and the mechanisms available for international economic cooperation.

431. Economics of Labor (3)

Prerequisites: ECO 211 and 212.

Deals with wage theory, development of labor unions, collective bargaining, and the growth of a structure of labor law.

Course Offerings in Finance (FIN)

() Hours Credit; F–Fall, W–Winter; S–Spring; Su–Summer

320. Business Financial Management I (3) F, S

Prerequisites: ACC 211, ECO 211.

Introduction to financial management including topics: assets, basic forms of organization, tax environment, time value of money, valuation concepts, risk and rates of return, cost of capital and capital budgeting.

325. Business Financial Management II (3)

Prerequisite: FIN 320

Continuation of 320 including: financial markets, investment banking process, financial intermediaries, the banking system, interest rates, the cost of money, analysis of financial statements, financial planning, control capital structure and management.

Course Offerings in Management (MGT)

() Hours Credit; F–Fall, W–Winter; S–Spring; Su–Summer

310. Management Information Systems (3) F, S

Prerequisite: MGT 318 and CSC 105.

Introduction to the applications of computer systems and their components to support the strategic goals of an organization with focus on the use of information systems for management decision making.

330. Corporate Sustainability (3) F

Prerequisite: MGT 318

An examination of how business impacts the natural environment. Both the normative (ethical) and strategic implications for business will be explored.

337. The History of Business (3)

Social, political and economic events that have shaped business, focusing on management practices, theories, financial markets and institutions.

311. Managerial Communications (3) F, S

This introductory course is designed to help develop and strengthen skills of effective business and professional communication in both written and spoken forms.

340. Entrepreneurship (3)

Prerequisites: ACC 212 and either MGT 318 or MKT 328.

A course designed for students interested in the ownership/operation of a small business.

318. Principles of Management (3) F,S

An introduction to the management process through the functions of planning, organizing, leading, and controlling.

341. Operations Management (3) F, S

Incorporates both theoretical and practical elements. Topics: design, operation, and control of productive systems, demand forecasting and management, inventory timing and control, facility location, and resource assignment.

348. Organizational Behavior (3) F,S

Prerequisite: MGT 318

The behavioral and psychological side of management.

Emphasis: theories and research in such topics as decision making, values, leadership, motivation, and performance appraisal.

355. Labor Relations (3)

An analysis of American labor history, the process and the philosophy of collective bargaining, dispute settlement, and contract administration.

Available in each departmental prefix:	395-6-7. Special Studies (1-4)
179-279-379-479. External Domestic Study Programs (1-3) As Needed	Upper-level group studies which do not appear in the regular departmental offerings.
All courses and their applications must be defined and approved prior to registering.	484. Internship (1-3)
179PF-279PF-379PF-479PF. External Domestic Study Programs (Pass/Fail) As Needed	Selected students are assigned to obtain supervised practical work experience in many area accounting firms, advertising companies, local manufacturers, the Chamber of Commerce, banks and various non-profit organizations.
All courses and their applications must be defined and approved prior to registering.	486. Cooperative Education (3)
180-280-380-480. Study Abroad Programs (1-4)	Selected students are assigned to obtain supervised practical work experience at a local business for an extended period of time. Pass/Fail.
All courses and their application must be defined and approved prior to travel.	495-6-7. Independent Studies (1-4)
180PF-280PF-380PF-480PF. Study Abroad Programs (Pass/Fail) As Needed	Individual research under the guidance of a faculty member(s).
All courses and their applications must be defined and approved prior to travel.	498. Seminar (3)
195-6-7. Special Studies (1-4)	To be used at discretion of the department.
295-6-7. Special Studies (1-4)	499. Seminar (1-3)
Lower-level group studies which do not appear in the regular departmental offerings.	To be used at the discretion of the department.