

Lee Business School

The Lee Business School offers four graduate programs. The Master of Science in Accountancy (MSA) provides professional preparation for students wishing to pursue careers in taxation, public accounting, managerial or corporate accounting, and government. The MSA also provides the necessary course work for sitting for the CPA exam in Nevada and other 150-hour jurisdictions.

The Master of Science in Management Information Systems (MS MIS) prepares graduates for professional and managerial careers in information technology (IT). MIS students earn competency in IT, embedded in a business context that provides them with well-rounded preparation for occupations in high demand.

The M.A. in Economics focuses on applied and empirical economics and also provides students with a strong foundation for further graduate study at the Ph.D. level. The core of the program includes the basic theory of microeconomics, macroeconomics, as well as math for economists. To develop empirical skills, students must take two courses that use statistical analysis to examine interesting economic problems.

The largest graduate program in the college, the MBA, is designed to prepare the individual to meet the challenges of rapid change in business and in society through emphasis on managerial concepts and analytical reasoning. The particular focus on theory and practice produces special qualities in the UNLV MBA graduate. By studying managerial theory and economic principles, the student acquires the capacity for assuming responsibility in a wide variety of roles within an organization.

Percy Poon, Interim Dean

Course Descriptions

MKT 711 - Strategic Marketing Management

Credits 3

Development of effective strategic marketing analysis, planning, implementation, and control skills. Emphasis on market appraisal, industry structure, competitive advantage, product management, distribution strategy, promotion management, market segmentation, positioning strategies, and strategic marketing program decision making. Stresses case analysis and the solution of

strategic marketing problems. **Prerequisites:** Completion of the MBA core or approval of the Director of MBA Programs.

MKT 720 - Customer Satisfaction and Service Quality Measurement

Credits 3

Design, analysis, interpretation, and communication of measurement and multivariate techniques to assess customer satisfaction, service quality and related marketing issues. Includes scaling, sampling, data collection, reliability, and validity. **Prerequisites:** Completion of the MBA core or approval of the Director of MBA Programs.

MKT 737 - New Service and Product Development

Credits 3

New service and product development process. Evaluation of potential markets. Identification design, and development of new services and products consistent with customer needs. Idea generation, concept testing, test marketing and commercialization discussed. **Prerequisites:** Completion of the MBA core or approval of the Director of MBA Programs.

MKT 777 - Services Marketing

Credits 3

Marketing problems and strategies specific to service industries. Differences in the marketing of intangibles and services. Emphasis on services in general, rather than any particular industry. Concepts applied to such service of the art information for marketing in today's changing environment. Key topics include: competitive advantage, segmentation, relationship development, and competitive positioning.

Prerequisites: Completion of the MBA core curriculum or consent of the Director of MBA Programs.

Accounting

Chair

Tandy, Paulette R.
(1989), Associate Professor; B.S., Appalachian State University; MBA, Ph.D., Texas A&M; CPA, North Carolina.

Graduate Coordinator

Charron, Kimberly
(1997), Associate Professor; B.S., Ph.D., University of Arizona; CMA.

Graduate Faculty

Aalberts, Robert J.
(1991), Professor; B.A., Bemidji State University; M.A., University of Missouri; J.D., Loyola University.

Enlow, Ryan
(2010), Lecturer, B.S.B.A., M.S., University of Nevada Las Vegas.

France, James
(2003), Lecturer, B.S., United States Air Force Academy; MBA, University of Colorado; M.S. University of Nevada Las Vegas.

Jones, Donald
(2011), Lecturer, B.S.B.A., Bowling Green State University; J. D., University of Akron; LL.M., Georgetown University; CPA, Texas, Washington D.C.

McCaslin, Thomas E.
(1988), Associate Professor; B.B.A., University of Houston; M.A., D.B.A., University of Tennessee; CPA, Texas.

Messier, William F. Jr.
(2008), Kenneth and Tracy Knauss Endowed Chair in Accounting; B.B.A., Siena College; M.S., Clarkson University; M.B.A and D.B.A, Indiana University; CPA, Florida.

Moore, Charles T.
(1989), Professor; B.S., University of Arkansas at Little Rock; M.S., Ph.D., Louisiana State University; CPA, Texas.

Raschke, Robyn
(2007), Assistant Professor; B.B.A, M.ACC., University of Georgia; Ph.D., Arizona State University; CPA, Georgia.

Simon, Chad
(2008), Assistant Professor; B.S., M.ACC., Brigham Young University; Ph.D., University of Georgia.

Smith, Jason L.
(2008), Assistant Professor; B.S. M.ACC., Brigham Young University; Ph.D., University of Arizona; CPA, Colorado.

Zimmerman, John
(1989), Associate Professor; B.S., Glassboro State College; M.S., Golden Gate University; J.D., Southwestern University School of Law; CPA, California and New Jersey.

Professors Emeriti

Baldwin, Duane E.
(1975-1996), Emeritus Professor; B.S., M.A., San Jose State University; D.B.A., University of Southern California; C.P.A., Nevada, Utah.

Bakay, Virginia H.
(1978-1997), Emeritus Associate Professor; B.B.A., Memphis State University; M.A., Ph.D., University of Alabama; C.P.A., Tennessee.

Milne, Ronald A.
(1983-2000), Emeritus Associate Professor; B.S., Arizona State University; MBA, Michigan State University; Ph.D., University of Illinois.

The Master of Science in Accounting is a professional degree designed to enhance the skills of those planning careers in accounting. The program of study includes training in advanced accounting topics such as auditing, financial accounting, accounting systems, and taxation. The Master of Science in Accounting requires a minimum of 30 credit hours above the bachelor's degree.

The A.A.C.S.B - International Association for Management Education accredits the Master of Science in Accounting. The Nevada State Board of Accountancy requires 150 hours of college credits from a college or university approved by the State Board of Accountancy. In combination with an undergraduate degree, the 30 hours required by the M.S. in the Accounting program should satisfy these requirements.

Programs

- Accountancy M.S.
- Certificate Programs in Accounting

Accountancy M.S.

Admission Requirements

Each student must satisfy the following requirements for admission into the Master of Science in Accounting:

1. A bachelor's degree from an accredited college or university. A minimum GPA of 3.00 or higher on a 4.00 scale.
2. Students must have satisfactorily completed introductory financial accounting.
3. A minimum GMAT score of 550 and a minimum score in the 25th percentile or higher on Verbal and a minimum score in the 25th percentile or higher on Quantitative.
4. The GMAT may be waived for UNLV accounting students who have a 3.25 GPA in the core accounting courses (ACC 400, 401, 402, 405, 409, 410 and 470) or equivalent.
5. Compliance with the Graduate College admission standards.

Degree Requirements

The student and the department graduate program coordinator will design each degree program. Students seeking a Master of Science in Accounting must comply with all general university requirements as outlined in the *Graduate Catalog*. In addition, the following specific requirements must be satisfied.

Track I: Students Holding a Baccalaureate in Accounting

All students must complete a minimum of 30 graduate credit hours, including at least 18 credit hours in 700-level courses. These courses must include the following:

1. A minimum of 18 graduate credit hours in accounting.
2. A maximum of 12 graduate credit hours outside the accounting discipline.

Track II: Students Holding a Non-Accounting Baccalaureate

All students must complete a minimum of 36 graduate credit hours, including at least 18 credit hours in 700-level courses. When courses from the list of background core-requirements are also required, the entire program must have at least fifty percent of the credit hours in 700-level courses. These courses must include the following:

1. A minimum of 18 graduate credit hours in accounting.

2. ACC 602 - Financial Reporting II and ACC 670 - Auditing and Assurance Services.
3. A maximum of twelve graduate credit hours outside the accounting discipline.

A student who holds a bachelor's degree in a non-accounting field may also have to satisfy the following background core requirement.

ACC 600 - Accounting Environment
ACC 601 - Financial Reporting I
ACC 609 - Accounting Information Systems
ACC 610 - Federal Taxation
ACC 673 - Law For Accountants I

Some or all of the background business core may be completed before admission into the M.S. program.

Program Modifications

The Graduate Coordinator must approve exceptions or modifications of above program and requirements.

Certificate Programs in Accounting

Graduate and Advanced Graduate Certificates in Accounting

The certificates are designed to prepare professionals, who may be switching careers or those entrepreneurs who want accounting skills to better run their business, with fundamental knowledge in accounting. Successful completion of the Graduate Certificate in Accounting will prepare students to enter the Advanced Graduate Certificate in Accounting or the M.S. in Accounting program. This Graduate Certificate coupled with the Advanced Graduate Certificate in Accounting will provide professionals without an undergraduate degree in accounting the needed accounting credits to sit for the Certified Public Accounting (C.P.A.) exam. Graduate Certificate in Accounting

Admission Requirements

Admission requirements include an undergraduate degree with a 2.75 GPA or higher and successful completion of two undergraduate accounting courses (ACC201 Introduction to Financial Accounting or equivalent and ACC202 Introduction to Managerial Accounting or equivalent).

Certificate Requirements

The program consists of six graduate classes currently offered by the UNLV Department of Accounting. All certificate students will take the core accounting courses:

- ACC 600 - Accounting Environment
- ACC 601 - Financial Reporting I

- ACC 602 - Financial Reporting II
 - ACC 609 - Accounting Information Systems
 - ACC 610 - Federal Taxation
 - ACC 670 - Auditing and Assurance Services
- Deviations to these six courses may be approved by the Graduate Coordinator.

Advanced Graduate Certificate in Accounting

Admission Requirements

Admission requirements include the successful completion of either an undergraduate degree in accounting or the UNLV Certificate in Accounting or equivalent coursework with a GPA or 2.75 or higher. If desired, upon successful completion of the Advanced Certificate in Accounting Program, students may apply for admittance into the MS Accounting program. General Admission requirements for admission to the MS Accounting program are a 3.0 GPA or higher and a Graduate Management Admission Test (GMAT) score of 550 or higher. Students who complete the Advanced Certificate in Advanced Program with a 3.4 GPA or higher may waive the GMAT requirement. To transfer classes taken during the Certificate program into the MS program, students must earn a B or better in the course.

Certificate Requirements

The Advanced Certificate in Accounting Program is made up of accounting classes currently offered through the department. Program students will take five of the following courses (at least four of which must be at the 700 level):

- ACC 605 - Cost Management and Control
- ACC 606 - Auditing in the Gaming Industry
- ACC 607 - Governmental and Not-for-Profit Accounting
- ACC 612 - Fraud Examination
- ACC 620 - Internal Auditing
- ACC 701 - Federal Tax Topics
- ACC 702 - Financial Reporting Topics
- ACC 703 - Issues in Federal Taxation
- ACC 705 - Research Methods in Federal Taxation
- ACC 706 - Auditing Theory and Applications
- ACC 709 - Systems Theory and Applications
- ACC 715 - Advanced Management Accounting
- ACC 725 - Mergers, Acquisitions and Divestitures
- ACC 740 - Taxation of Corporations and Shareholders

- ACC 745 - Taxation of Partnerships

Course Descriptions

ACC 600 - Accounting Environment

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally requires additional work.

ACC 601 - Financial Reporting I

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally requires additional work.

ACC 602 - Financial Reporting II

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally requires additional work.

ACC 605 - Cost Management and Control

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally requires additional work.

ACC 606 - Auditing in the Gaming Industry

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally requires additional work.

ACC 607 - Governmental and Not-for-Profit Accounting

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400

number. **Notes:** Credit at the 600-level normally requires additional work.

ACC 609 - Accounting Information Systems

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally requires additional work.

ACC 610 - Federal Taxation

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally requires additional work.

ACC 612 - Fraud Examination

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally requires additional work.

ACC 620 - Internal Auditing

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally requires additional work.

ACC 650 - International Accounting

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally requires additional work.

ACC 670 - Auditing and Assurance Services

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally

requires additional work. **Prerequisites:** ACC 601 and taken or concurrent enrollment in ACC 609.

ACC 673 - Law For Accountants I

Credits 3

Introduction to law and the court system; introduction to torts; contracts and sales; real and personal property.

ACC 700 - Financial and Managerial Accounting

Credits 3

Overview of the accounting cycle with an emphasis on the preparation and analysis of financial statements. Basic concepts and procedures of managerial accounting. Provides a foundation for identifying and analyzing alternatives useful for decision making. **Notes:** For non-business undergraduates only. Credit will not be given towards the MS degree.

ACC 701 - Federal Tax Topics

Credits 3

Advanced tax topics involving corporations, proprietorships, and individuals. **Prerequisites:** ACC 410 or ACC 610 or equivalent.

ACC 702 - Financial Reporting Topics

Credits 3

Advanced accounting principles, theory, and practice used in the preparation, interpretation, and analysis of general purpose financial statements for external users. **Prerequisites:** ACC 402 or ACC 602 or equivalent.

ACC 703 - Issues in Federal Taxation

Credits 3

Broad survey course that examines an array of topics using the Internal Revenue Code, Treasury Regulations, court cases and IRS rulings. Topics include income recognition and exclusions, capitalizations, deductions, fringe benefits, capital assets, tax free exchanges and other topics. **Prerequisites:** ACC 410 or ACC 610 or equivalent.

ACC 705 - Research Methods in Federal Taxation

Credits 3

Federal tax research methodology as related to practical problem solving in the areas of accounting practice and administrative tax procedures before the Internal Revenue Service and the United States Tax Court. **Prerequisites:** ACC 410 or ACC 610 or equivalent.

ACC 706 - Auditing Theory and Applications

Credits 3

Examination of the changing business environment of the auditor and the impact of these changes on auditing philosophy, objectives, and methodology. Contemporary issues in auditing examined.

Prerequisites: ACC 470 or ACC 670 or equivalent.

ACC 709 - Systems Theory and Applications

Credits 3

Through readings and case studies, the course develops knowledge needed in the accounting information systems field from advanced topics that focus on design and implementation issues of enterprise systems. Emerging issues in the application of technology to accounting information systems and IT auditing tools and risk assessment are also examined. **Prerequisites:** ACC 409 or ACC 609 or equivalent.

ACC 715 - Advanced Management Accounting

Credits 3

Explores contemporary issues facing management accountants through readings and case studies. Emphasis will be placed on the topics of financial leadership, ethics and strategic decision making.

Prerequisites: Consent of instructor.

ACC 725 - Mergers, Acquisitions and Divestitures

Credits 3

Accounting concepts, practices, and procedures involved in accounting for business combinations, multinational-national corporations, and divestitures.

Prerequisites: ACC 401 or ACC 601 or equivalent.

ACC 740 - Taxation of Corporations and Shareholders

Credits 3

Federal income tax problems of corporations and shareholders including organization, capital structure, distributions, undistributed income, stock

redemptions and partial liquidations. **Prerequisites:**

ACC 410 or ACC 610 or consent of instructor.

ACC 745 - Taxation of Partnerships

Credits 3

Tax considerations of organization and operation of partnerships. Partnership distributions, withdrawal of partners, problems upon death of a partner, dissolution of partnership, and sale of an interest.

Prerequisites: ACC 410 or ACC 610 or consent of instructor.

ACC 749 - Seminar in Estate Planning

Credits 3

Estate and gift taxation with consideration of estate planning devices, generation skipping transfer tax, marital deduction and liquidity problems.

Prerequisites: ACC 410 or ACC 610 or equivalent.

ACC 774 - Law for Accountants II

Credits 3

Law of commercial paper; secured transactions; creditor's rights; bankruptcy; agency; business organizations (partnerships and corporations); security regulation. **Prerequisites:** ACC 473 or ACC 673.

ACC 781 - Internship

Credits 3

Supervised professional learning experience in accounting with business firms, nonprofit organizations or government agencies. Project report required. **Prerequisites:** Admission to MS Accounting program.

ACC 789 - Seminar in Accounting

Credits 3

Study in specialized areas of accounting. **Notes:** May be repeated to a maximum of six credits.

Prerequisites: ACC 402 or ACC 602 or consent of instructor.

ACC 791 - Professional Paper

Credits 3

BLW 650 - Law of the Internet

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally requires additional work.

Business Administration

Director of MBA Programs

Leong, Keong
(2001), Professor; B.S., University of Malaysia;
M.B.A., Ph.D., University of South Carolina.

Graduate Faculty

Aalberts, Robert J.
(1991), Leid Professor; B.A., Bemidji State
University; M.A., University of Missouri; J.D.,
Loyola University.

Alder, G. Stoney
(2002), Associate Professor, B.S., University of Utah;
MBA, Brigham Young University; Ph.D. University
of Colorado.

Chang, Saeyoung
(1999), Associate Professor; B. Commerce,
University of Calgary; MBA, Indiana University;
Ph.D., Ohio State University.

Chatfield, Robert E.
(1988), Professor; B.A., Eastern Nazarene College;
M. S., Ph.D., Purdue University.

Choi, Seungmook
(1991), Professor; B.A., Korea University; M.A.,
Ph.D., University of Texas, Austin.

Close, Angeline G.
(2006) Marketing; Assistant Professor; Ph.D.,
University of Georgia.

Cross, James
(1989), Associate Professor; B.S., MBA, Ph.D.,
University of Minnesota.

Gilbert, Joseph T.
(1991), Associate Professor; B.A., M.A., St. Louis
University; Ph.D., University of Southern California.

Hames, David S.
(1989), Associate Professor; B.A., Albion College;
M.A., Michigan State University; Ph.D., University
of North Carolina, Chapel Hill.

Hsu, Chin-Chun
(2003), Assistant Professor; B.S., Tamking
University; MBA, California State University, San
Bernardino; Ph.D. Candidate, Saint Louis University.

Jameson, Melvin H.

(1989), Professor; S.B., Massachusetts Institute of
Technology; M.A., Ph.D., University of California,
Berkeley.

Krishen, Anjala S.
(2007) Marketing; Assistant Professor of Marketing;
M.A., Virginia Polytechnic Institute and State
University; M.B.A., Virginia Polytechnic Institute
and State University; B.S., Rice University.

LaTour, Michael S.
(2004), Professor; B.B.A., M.B.A., Boise State
University; Ph.D., University of Mississippi.

Leong, Keong
(2001), Professor, B.S., University of Malaysia;
M.B.A., University of South Carolina; Ph.D.,
University of South Carolina.

McAllister, Daniel W.
(1982), Associate Professor; B.S., MBA, University
of Utah; Ph.D., University of Washington.

Mejza, Michael
(1998), Associate Professor; B.A., University of
Connecticut; MBA, Ph.D., University of Maryland.

Miller, Alan N.
(1978), Professor; B.A., University of New
Hampshire; B.A., Temple University; MBA,
Syracuse University; M.Phil., Ph.D., City University
of New York.

Naylor, Gillian
(1996), Associate Professor; B.A., Washington State
University; MBA, Eastern Washington State
University; Ph.D., University of Arizona.

Nill, Alexander
(1999), Professor; M.A., Ludwig-Maximilian
University; D.B.A., Ph.D., University of Innsbruck.

Pomirleanu, Nadia
(2009), Assistant Professor; B.S., Academy of
Economic Studies; Ph.D., University of Central
Florida.

Poon, Percy
(1989), Associate Professor; Honors Diploma, Hong
Kong Baptist College; MBA, Southwest Texas State
University; Ph.D., Louisiana State University.

Schibrowsky, John
(1988), Professor; B.S., University of Wisconsin-
Superior; MBA, University of Northern Iowa; Ph.D.,
University of Wisconsin-Madison.

Seale, Darryl Anthony
(1999), Professor; B.S., California State University,
Chico; MBA, Pennsylvania State University; M.A.,
Ph.D., University of Arizona.

Sullivan Michael J.
(1991), Professor; B.S., St. John Fisher College;
MBA, University of Florida; Ph.D., Florida State
University.

Tan, Keah-Choon
(1998), Professor; B.S., MBA, University of South
Alabama; Ph.D., Michigan State University.

Thistle, Paul D.
(1999), Professor; B.B.A., University of Portland;
M.S., Ph.D., Texas A & M University.

Wang, Sheng
(2005) Management; Associate Professor; Ph.D.,
Ohio State University Main Campus; MLHR, Ohio
State University Main Campus.

Wisner, Joel D.
(1991), Professor; B.S., New Mexico State
University; MBA, West Texas State University;
Ph.D., Arizona State University.

Professors Emeriti

Clauretje, Terrence M.
(1988), Emeritus Professor; B.A., Stonehill College;
Ph.D., Washington State University.

Corney, William J.
(1976), Emeritus Professor; B.S.E.E., University of
Michigan; M.B.A., Eastern Michigan University;
D.B.A., Arizona State University.

Dandurand, Lawrence
(1973), Emeritus Professor; B.S.B., University of
Minnesota; M.A., Mankato State College; Ph.D.,
University of Missouri.

Newbould, Gerald D.
(1988), Emeritus Professor; B.Com., University of
Birmingham; M.A., University of Sheffield; Ph.D.,
University of Liverpool.

Pinney, J. Kent
(1973-1998), Emeritus Professor; B.A., University of
Utah; MBA, D.B.A., Indiana University.

Richards, Clinton H.

(1977), Emeritus Professor; B.S., M.B.A, Ph.D.,
University of Kansas.

Yantis, Betty L.
(1975-1998), Emeritus Professor; B.S.C.E.,
M.S.C.E., M.A., Ph.D., University of Arkansas.

The Lee Business School offers the following MBA
programs:

Master of Business Administration - Evening
Dual MBA and M.S. in Hotel Administration
Dual MBA and M.S. in Management
Information Systems
Dual degree in Dental Medicine and Master
of Business
Administration (DMD/MBA)
Dual degree in Jurist Doctorate and Master of
Business
Administration (JD/MBA)
Master of Business Administration –
Executive MBA (EMBA)

All programs offered by the Lee Business School at
UNLV are accredited by AACSB -- The Association
to Advance Collegiate Schools of Business.

The Master of Business Administration

The Lee Business School MBA programs at UNLV
are designed for those who seek global career and
leadership opportunities. Today's business leaders
face challenges which are quite different from those
of a generation ago. Faced with a global competitive
business environment and supported by new
information and communication technologies,
organizational structures are changing. Success in the
new marketplace requires teams of executives
working across functions and across borders.
The MBA programs at UNLV prepare students to
succeed in today's business environment by
providing them with the needed skills, knowledge,
and tools to become visionary and creative leaders.
The program focuses on ethics and critical thinking,
business communications, the role of the firm and its
goals and markets, firms' strategic planning and
positioning, value chain management approach,
international business culture, technology
management, integration of curriculum, and
teamwork. Our faculty and administration are
committed to fulfilling the recently revised college
mission: to advance the knowledge and practice of
the disciplines that constitute business and
administration and to foster the intellectual and

economic vitality of Nevada and the Intermountain Region through teaching, research, and outreach. Our faculty are committed to continuous quality improvement of the curriculum and teaching, to increased vertical and horizontal integration of course material, and to team teaching and team learning. To achieve the best outcome, the faculty embrace no single teaching method, but rather employ a combination of methods best suited to the particular objectives of the course. Lectures, group discussions, seminars, case studies, computer simulations, and individual and group research projects are frequently used within courses and across the curriculum.

MBA Program Highlights

- A holistic approach to business management which starts with the role of the firm, its goals and markets, its strategic planning and positioning, and value chain management.
- Curriculum allows students to think actively about connections among disciplines by emphasizing key functional areas in integrative course modules and team teaching across disciplines.
- Explicit emphasis on a framework for analysis of ethical issues and critical thinking.
- A greater emphasis on international studies through a specific course in international business and cross-cultural perspective and a greater internationalization of other courses.
- An evening MBA Program accommodating the needs of both full-time and part-time students by allowing students to complete their degree at a pace that fits their personal schedule.
- A 15-hour concentration with up to six hours of electives provides the opportunity of in-depth specialization and a greater flexibility in tailoring programs of study to each student's needs and interests.

Graduate Non-Degree Seeking Students

Students who have begun the admission process for the MBA program may be considered to take courses as a non-degree seeking student before being admitted to the program. Students must have a current application for admission on file and satisfy the minimum admission requirements for the upcoming semester including GMAT. Students must receive the approval of the MBA Director before enrolling in graduate courses offered by the Lee Business School. Approval may be granted for one semester only and for a maximum of six credit hours.

Approval is restricted to the courses in the first half of the MBA core.

Transfer Credit and Prior Course Work

A maximum of fifteen credit hours of MBA courses taken prior to admission to the program may be applied towards the MBA degree requirement. This includes all courses taken as a fully admitted graduate student at an AACSB accredited business school or as a non-admitted student at UNLV. Graduate work below a B (3.00) or work taken pass/fail is not transferable toward the MBA degree. Requests for transfer course work must be evaluated and approved by the MBA Director after the student is officially admitted.

Probation and Suspension

Student academic performance is reviewed twice a year. Admitted students must enroll for courses every semester, excluding Summer Term, and must complete at least 6 credit hours every year. Prior approval from the MBA Director and Graduate College is required if a student plans to take a leave of absence for a semester.

A student will be placed on probation if it is determined that a student is not making satisfactory progress toward meeting degree requirements or if the student's overall GPA falls below 3.00. Conditions and deadlines for the removal of probation will be specified. Failure to meet the conditions will result in separation from the MBA program.

Programs

- Business Administration & Dental Medicine Dual M.B.A./D.M.D.
- Business Administration & Hotel Administration Dual M.B.A./M.S.
- Business Administration & Juris Doctor Dual M.B.A./J.D.
- Business Administration & Management Information Systems Dual M.B.A./M.S.
- Business Administration Executive M.B.A.
- Business Administration M.B.A.

Business Administration & Dental Medicine Dual M.B.A./D.M.D.

The University of Nevada, Las Vegas School of Dental Medicine and the Lee Business School offer a dual Doctorate of Dental Medicine (DMD) and Master of Business Administration (MBA) degree program that allows students to be admitted in both

programs and achieve the DMD and MBA degrees. As a concurrent program, the dual degree requires that students satisfy the degree requirements of both programs. The dual Master of Business Administration and Doctorate of Dental Medicine (MBA and DMD) program is designed for those who seek career and business leadership opportunities in the field of dentistry. Students will receive two degrees, an MBA and a DMD.

The MBA degree at the Lee Business School requires 42 credit hours. The Dental degree requires 195 credit hours. Under the dual degree program 12 credit hours of dental courses are accepted towards the MBA degree.

Admission Requirements

Applicants to the DMD/MBA program must submit formal applications for admission to both the School of Dental Medicine and to the Lee Business School. Students must meet the requirements for admission to both programs. Admissions requirements are the same as those stated under the DMD and MBA programs. Contact the UNLV School of Dental Medicine and the Lee Business School MBA programs for further information on admissions requirements. Applications from current students in either program will be considered. Entry into the MBA program for students from the School of Dental Medicine will be no earlier than the fall semester of year two of the dental curriculum. However, petitions requesting admission to the dual DMD/MBA program from students at more advanced stages will be considered.

Application Process

See application process under the MBA and School of Dental Medicine. In addition, include a letter of intent indicating you are applying for the dual DMD/MBA degree.

Degree Requirements

Students must be admitted to both the DMD and MBA programs with graduate standing. The candidates must successfully complete the 186 credit hours of Dentistry and the 30 credit hours of the MBA required course work.

Furthermore:

1. UNLV School of Dental Medicine cannot award credit for any class taken before matriculation.
2. A maximum of six credit hours of courses taken prior to admission to the DMD/MBA program may be applied towards the MBA degree requirement. This includes all

courses taken as a fully admitted graduate MBA student at an AACSB accredited business school, as an admitted dental student at UNLV, or as a non-admitted student at UNLV before admission to the MBA program.

3. DMD/MBA candidates who subsequently decide to pursue only the DMD or only the MBA must complete the degree program in its entirety and are subject to the same rules and requirements as students not pursuing the DMD/MBA program.
4. DMD/MBA may not receive credit for taking courses outside their degree program except as set forth in this document and with prior approval.
5. Student honors and class ranks at the School of Dental Medicine will be computed based solely on dental classes. Student honors and class ranks at the Lee Business School will be computed based solely on business classes.
6. Students in the DMD/MBA program must remain in good standing at both DMD and MBA programs.
7. Students in the DMD/MBA program are subject to the same rules and regulations that apply to all students at the School of Dental Medicine and the Lee Business School.
8. The Lee Business School and the School of Dental Medicine reserve the right to limit participation in the program, including dismissal. Those interested are encouraged to submit a request for permission to participate in the program, along with applications for admission, at the earliest possible time.

MBA Core Required Courses - Total Credits: 30

- MBA 761 - Accounting for Managers
- MBA 763 - Leadership, Teams, and Individuals
- MBA 765 - Financial Decision Making
- MBA 767 - Market Opportunity Analysis
- MBA 769 - Applied Economic Analysis
- MBA 771 - Law and Ethics
- MBA 773 - Managing Information
- MBA 775 - Data Modeling and Analysis
- MBA 779 - Managing Supply Chains
- MBA 787 - Strategic Management

Total Dental Course Credit Accepted: 12

Culminating Experience and Graduation Requirement:

Successful completion of the capstone course, MBA 787.

Business Administration & Hotel Administration Dual M.B.A./M.S.

The dual MBA and MS in Hotel Administration program of study is designed for those who seek career and business leadership opportunities in hotel administration. The programs will provide students with the needed skills, knowledge, and tools to become visionary and creative business leaders in hotel administration. The core MBA program is designed to advance the knowledge and practice of business and administration. The MS in Hotel Administration portion of the dual degree is designed to provide the industry-specific teaching and learning program. The program takes advantage of the natural learning environment that is created by the Las Vegas economy, the entertainment capital of the world. Students will receive a dual degree, an MBA and a MS in Hotel Administration.

Admission Requirements

The admission requirements for the dual degree program are the same as those stated under the MBA and MS in Hotel Administration programs.

Administration requires that applicants submit evidence of at least one year of full-time experience in management in the hospitality industry or three years of consecutive full time entry-level experience in hospitality.

Application Process

See the Application Process Section under the MBA and MS in Hotel Administration programs.

Applicants must be admitted to both the MBA and MS in Hotel Administration programs to qualify for either dual degree program.

Degree Requirements

Students must be admitted to both the MBA and MS in Hotel Administration programs with graduate standing. A student must successfully complete the 30 credit hours of the MBA required core courses and the 21 credits hours of required Hotel Administration courses, consisting of eighteen credits of required courses and one three credit elective course (500/700 level).

A. MBA Core Required Courses - Total Credits: 30

- MBA 761 - Accounting for Managers

- MBA 763 - Leadership, Teams, and Individuals
- MBA 765 - Financial Decision Making
- MBA 767 - Market Opportunity Analysis
- MBA 769 - Applied Economic Analysis
- MBA 773 - Managing Information
- MBA 775 - Data Modeling and Analysis
- MBA 779 - Managing Supply Chains
- MBA 785 - Global Business
- MBA 787 - Strategic Management
-

B. Hotel Administration MS Courses (dual MBA degree) - Total Credits: 21

HOA 703 - Human Resources Management in the Hospitality Industry

HOA 735 - Research Methodology

HOA 751 - Hospitality Service Management

HOA Elective (500- or 700-level)

Select one (1) from the following:

HOA 716 - Principles and Practices in Hotel Management

HOA 717 - Principles and Practices in Convention and Meetings Management

HOA 718 - Principles of Casino and Gaming Management

HOA 720 - Principles and Practices in Food Service Management

Select one (1) from the following:

HOA 760 - Research Seminar in Hotel Administration

HOA 761 - Research Seminar in Food Service Administration

HOA 763 - Research Seminar In Casino and Gaming Management

HOA 720 - Principles and Practices in Food Service Management

HOA 788 - Professional Paper (Professional paper must be completed at the end of the dual program and examine a topic relating to Information Technology in Hospitality)

Culminating Experience and Graduation Requirement:

Successful completion of the capstone source, MBA 787.

Business Administration & Juris Doctor Dual M.B.A./J.D.

The William S. Boyd School of Law and the Lee Business School offer a dual Juris Doctor (JD) and Master of Business Administration (MBA) degree program that allows students to be admitted in both

programs and achieve the JD and MBA degrees simultaneously. As a concurrent program, the dual degree requires that students satisfy the degree requirements of both programs. The JD/MBA dual degree requires 80 Law credit hours and 30 MBA credit hours. Under the dual degree program 12 credit hours of Law courses are accepted towards the MBA degree and nine credit hours of MBA courses are accepted towards the JD degree.

Admission Requirements

Applicants to the JD/MBA program must submit formal applications for admission to both the William S. Boyd School of Law and to the Graduate College. Students must meet the requirements for admission to both programs. Admission requirements are the same as those stated under the regular JD and MBA programs. For information on the MBA program application procedures, interested individuals should contact the Lee Business School-MBA Program at (702) 895-3655 or go to <http://business.unlv.edu> or the William S. Boyd School of Law at (702) 895-2440 or go to <http://www.law.unlv.edu>

While applications from current students in either program will be considered, students normally should seek and satisfy admission to enter both programs upon entering the university. However, petitions requesting admission to the dual JD/MBA program from students at more advanced stages in either program will be considered.

Application Process

See the application process under the MBA and School of Law programs. In addition, include a letter of intent indicating you are applying for the dual JD/MBA degree.

Degree Requirements

Students must be admitted to both the JD and MBA programs with graduate standing. The candidates must successfully complete the 80 credit hours of Law course work and 30 credit hours of the MBA required course work. Furthermore:

1. William S. Boyd School of Law cannot award credit for any class taken before matriculation. JD/MBA candidates must therefore enroll at the School of Law before taking any MBA courses to be counted toward the JD degree.
2. A maximum of six credit hours taken prior to admission to the JD/MBA program may be applied towards the MBA degree requirement. This includes all courses taken as a fully admitted graduate MBA student at

an AACSB accredited business school, as an admitted law student at UNLV, or as a non-admitted student at UNLV before admission to the MBA program.

3. JD/MBA candidates who subsequently decide to pursue only the JD or only the MBA must complete the degree program in its entirety and subject to the same rules and requirements as students not pursuing the JD/MBA program. Because students must finish both programs to receive credit toward the JD/MBA, degrees will not be awarded until both programs are finished.
4. JD/MBA candidates must comply with the requirements for all students regarding the maximum amount of time for completion of a degree program. Law students have a maximum of 7 years to complete the J.D. degree. The Graduate College imposes a six-year time limit for completion of a master's program.
5. JD/MBA candidates may not receive credit for taking courses outside their degree program without prior approval.
6. Student honors and class ranks at the William S. Boyd School of Law will be computed based solely on law classes. Student honors and class ranks at the Lee Business School will be computed based solely on classes taken as business classes.
7. Students in the JD/MBA program must remain in good standing at both JD and MBA programs.
8. Students in the JD/MBA program are subject to the same rules and regulations that apply to all students at the William S. Boyd School of Law and the Lee Business School.
9. The listing of courses does not constitute a binding commitment that the courses will be offered during the student's course of study or that the graduation requirements will remain unchanged.

MBA Core Required Courses - Total Credits: 30*

- MBA 761 - Accounting for Managers
- MBA 763 - Leadership, Teams, and Individuals
- MBA 765 - Financial Decision Making
- MBA 767 - Market Opportunity Analysis
- MBA 769 - Applied Economic Analysis
- MBA 773 - Managing Information
- MBA 775 - Data Modeling and Analysis
- MBA 779 - Managing Supply Chains
- MBA 785 - Global Business

- MBA 787 - Strategic Management

Boyd School of Law Dual Requirements:

Required: 44 credits

Directed Electives: 18 credits

Free Electives: 18 credits

Culminating Experience and Graduation Requirement:

Successful completion of the capstone course, MBA 787 - Strategic Management

Business Administration & Management Information Systems Dual M.B.A./M.S.

The dual MBA and MS MIS program of study is designed for those who seek career and business leadership opportunities in management information systems. The program will provide students with the needed skills, knowledge, and tools to become visionary and creative business leaders with strong competency in management information systems. The core MBA program is designed to advance the knowledge and practice of business and administration. The MS MIS portion of the dual degree is designed to prepare graduates with a broad-based knowledge of information system design, development, implementation, evaluation, and maintenance. Students completing the program will receive a dual degree, an MBA and a M.S. in Management Information Systems.

Program Overview

The program includes 54-credits and the student will receive both, an MBA and an MS MIS degree. Each student completes a total of 24 credit hours in MIS courses and a total of 30 credit hours in MBA core courses with a minimum GPA of 3.0. MBA courses are accepted as hours of elective towards the MS MIS degree. The program does not require a thesis.

Admission Requirements

The admission requirements for the dual degree program are the same as those each of the MBA and M.S. in Management Information Systems programs. Applicants must be admitted to each of the MBA and M.S. in Management Information Systems programs. Candidates have to apply to the MBA/MS MIS Dual Degree program and meet the respective application requirements of each of the programs respectively.

Degree Requirements

Completion of the dual MBA and MS MIS degree includes:

1. Completion of a minimum of 30 credit hours of MBA core courses and a minimum of 24 credits of MS in MIS courses.
2. A grade point average of at least 3.00 for course work required for the degree.
3. No grade lower than C is acceptable.

Students with unsatisfactory progress toward the degree requirements are subject to dismissal. A student with a grade of C or lower in any of the required courses for the degree will be put on probation for one semester. Conditions and deadlines for the removal of probation will be specified. Failure to meet the condition will result in departure from the program. A student with two grades of C or lower will be dropped from the program.

The following courses are required for the dual degree:

MBA Core Courses - Total Credits: 30

MBA 761 - Accounting for Managers

MBA 763 - Leadership, Teams, and Individuals

MBA 765 - Financial Decision Making

MBA 767 - Market Opportunity Analysis

MBA 769 - Applied Economic Analysis

MBA 771 - Law and Ethics

MBA 775 - Data Modeling and Analysis

MBA 779 - Managing Supply Chains

MBA 785 - Global Business

MBA 787 - Strategic Management

M.S. in Management Information Systems Courses - Total Credits: 24

MIS 740 - Software Concepts

MIS 744 - Information Systems Planning & Strategy

MIS 746 - Information Systems Project Management

MIS 760 - Data Communications and Systems

MIS 762 - Systems Analysis, Modeling and Design

MIS 764 - Advanced Web Development and

Electronic Commerce

MIS 766 - Data Management

MIS 776 - Business Intelligence

Culminating Experience and Graduation Requirement:

Successful completion of the capstone course, MBA 787 - Strategic Management.

Business Administration Executive M.B.A.

The Executive Master's in Business Administration (EMBA) program of study offers an integrated blend of theory and practice and provides a general management emphasis that fosters the professional growth of mid- and upper-level career executives. It provides opportunities for integrating professional experiences with academic management curriculum.

The program is designed to provide a holistic educational experience. Courses are sequenced to assure continuity in learning. Through a lock-step format and an innovative curriculum, a group of highly motivated students will be placed in a collaborative, proactive, integrative, and team oriented learning environment.

The students will go through the program as a cohort, with the course scheduling being set at the beginning of the cohort's program. Students will be able to complete the program in 18 months. Classes will meet on weekends. All students will complete the program as a group. This will provide a unique cohort experience that will enhance teamwork throughout the program.

Admission Requirements

The student must satisfy the minimum requirements of the Graduate College and the EMBA program. The candidate must meet the following requirements:

1. Submission of completed application form and the required \$100 nonrefundable application fee.
2. Submission of official transcripts of all college-level course work previously taken and evidence of having been awarded the equivalent of a U.S. bachelor's degree from an accredited college or university with an overall undergraduate grade point average of at least 3.00 on the four-point scale.
3. Evidence of 5 or more years of work experience, preferably with increasingly higher levels of decision-making
4. Two letters of recommendation, at least one from the applicant's current or previous employer and one from someone who can evaluate the applicant's potential for success in a graduate degree program.
5. Resume.
6. Self-evaluation. The two-page, double-spaced self-evaluation should include a description of significant contributions you have made to your organization and a well-articulated career plan.
7. A personal interview.

All entering students are required to have competency in two areas. First, the applicant must be skilled in the use of word processing and spreadsheet programs. Second, the applicant must possess strong mathematical skills through college algebra. It is the applicant's responsibility to provide satisfactory evidence of these skills.

The cost of the program for admission in the academic year 2011-12 is \$42,000. This includes a \$1,000 nonrefundable deposit, due upon acceptance to the EMBA program, a first installment of \$13,000 and two additional installments of \$14,000. Each installment will be due two weeks prior to the first class meeting of the 3 terms. Request for withdrawal from the EMBA program must be made one week prior to the start of each term and the refund amount will only reflect the forthcoming term for which the request was made. No refund for withdrawal will be made thereafter. The \$42,000 fee will cover all tuition and fees, textbooks and other course material, software needs, travel for international trip, parking, all meals and refreshments during class meetings, and other activities associated with the program.

Degree Requirements

Students must be admitted to the EMBA program with graduate standing. The candidates must successfully complete the 43 credit hours of required EMBA courses. The academic performance of students is reviewed on a regular basis. If it is determined that a student is not making satisfactory progress toward meeting degree requirements or if the student's overall GPA falls below 3.00, the student will be placed on probation. Conditions and deadlines for the removal of probation will be specified. Failure to meet the conditions will result in separation from the EMBA program. Graduation requires a minimum overall GPA of 3.00.

Withdrawing from a class is considered as being unsuccessful in that course and in the program and will result in dismissal from the program. A student who, due to extraordinary circumstances, is forced to withdraw from a course and is subsequently dismissed from the program may appeal to the Director of the EMBA Program. Students who do not successfully complete a course in their EMBA program may replace the course with a similar course taken from the regular MBA program at UNLV or with another EMBA cohort at UNLV. The substitution requires the approval of the Director of the EMBA Program in the Lee Business School and is discouraged. Substitution will be possible only under the most unusual circumstances. In no case may more than two courses be substituted.

The content of the courses is customized to meet the need of executives. Classes will generally meet on Friday and Saturday every other weekend. Classes will be from 8:30 a.m. to 12:30 p.m. and 1:30 p.m. to 5:30 p.m. each day. Students must be able to make a commitment to attend all classes.

EMBA Curriculum - Total Credits: 43

Each cohort will take an international trip. The “International Seminar” will be tied to the international trip and will require students to learn about the culture and business practices of the countries to be visited.

- EMBA 701 - Teamwork and Management Effectiveness
- EMBA 702 - Laws, Regulations and Ethics
- EMBA 703 - Microeconomic Analysis for Business Decision Making
- EMBA 704 - Technology Innovation: Theory and Practice
- EMBA 705 - Applied Statistics
- EMBA 707 - Financial Accounting for Managers
- EMBA 708 - Global and Macroeconomic Environment for Business
- EMBA 709 - Organization Behavior
- EMBA 710 - Business Finance
- EMBA 711 - Managerial Accounting
- EMBA 712 - Seminar in Financial Management
- EMBA 713 - Principles of Marketing Strategy
- EMBA 714 - Management of Entrepreneurial Organizations
- EMBA 715 - Strategic Management: Business Strategy and Corporate Strategy
- EMBA 716 - International Business
- EMBA 717 - Negotiations and Conflict Resolution
- EMBA 719 - Executive Assessment and Development
- EMBA 720 - International Seminar
- EMBA 723 - Applied Strategic Marketing
- EMBA 725 - Corporate Risk Management

Business Administration M.B.A.

The Lee Business School MBA Programs at UNLV are designed for those who seek global career and leadership opportunities. The world is changing quickly and today’s business leaders are faced with new challenges in a complex business environment supported by new communication technologies and organizational structures. Success in the new global marketplace requires teams of executives working across functions and across borders.

The MBA programs at UNLV prepare students to succeed in today’s business environment by providing them with the needed skills, knowledge, and tools to become visionary and creative leaders. The program focuses on ethics and critical thinking, business communications, the role of the firm and its goals and markets, firms’ strategic planning and positioning, supply chain management, international business culture, information technology, leadership, and teamwork. Our faculty and administration are committed to fulfilling the recently revised college mission: to advance the knowledge and practice of the disciplines that constitute business and administration and to foster the intellectual and economic vitality of Nevada and the Intermountain Region through teaching, research, and outreach. Our faculty are committed to continuous quality improvement of the curriculum. To achieve the best outcome, the faculty embrace no single teaching method, but rather employ a combination of methods best suited to the particular objectives of the course. Lectures, group discussions, seminars, case studies, computer simulations, and individual and group research projects are frequently used within courses and across the curriculum.

MBA Program Highlights

- A holistic approach to business management which starts with the role of the firm, its goals and markets, its strategic planning and positioning, and supply chain management.
- Explicit emphasis on a framework for analysis of ethical issues and critical thinking.
- A greater emphasis on international studies through a specific course in international business and cross-cultural perspective and a greater internationalization of other courses.
- An evening MBA Program accommodating the needs of both full-time and part-time students by allowing students to complete their degree at a pace that fits their personal schedule.
- Students can take 2, 3 or 4 courses per semester enabling them to finish in the time frame of their choice. The cohort experience enables students to bond and network with each other in the program.
- Up to nine hours of electives provides greater flexibility in tailoring programs of study to each student’s needs and interests.

Transfer Credit and Prior Course Work

Up to 12 graduate credit hours may be transferred if taken at AACSB accredited business schools within

the last 5 years and a grade of B (3.00) or better is achieved. Graduate work taken pass/fail is not transferable toward the MBA degree. This transfer credit is limited by the requirement that a student must take a minimum of 30 credit hours of graduate classes from the UNLV Lee Business School to earn an MBA degree. Requests for transfer course work must be evaluated and approved by the MBA Director after the student is officially admitted.

Leave of Absence, Probation, and Suspension

Student academic performance is reviewed twice a year. Admitted students must enroll for courses every semester, excluding Summer Term, and must complete at least 6 credit hours every year. A leave of absence can be granted for up to one or two academic year(s) with prior approval from the MBA Director and Graduate College. A student will be placed on probation if it is determined that a student is not making satisfactory progress toward meeting degree requirements or if the student's overall MBA program GPA falls below 3.00. Conditions and deadlines for the removal of probation will be specified. Failure to meet the conditions will result in separation from the MBA program.

Programs

- Business Administration & Dental Medicine Dual M.B.A./D.M.D.
- Business Administration & Hotel Administration Dual M.B.A./M.S.
- Business Administration & Juris Doctor Dual M.B.A./J.D.
- Business Administration & Management Information Systems Dual M.B.A./M.S.
- Business Administration Executive M.B.A.
- Business Administration M.B.A.

Admission Requirements

The Lee Business School MBA Program welcomes applications from college graduates in all disciplines. Applicants must hold a bachelor's degree from an accredited college or university. Graduates from all majors are encouraged to apply. Applicants are evaluated based upon proven scholastic ability, performance on the Graduate Management Admission Test (GMAT), maturity, motivation, leadership, communication skills, and possess the interest and ability to assume business leadership responsibilities.

The Application Process

Admission to the graduate business program is conducted by the Lee Business School MBA

Programs and the UNLV Graduate College. Please note that the responsibility of obtaining and submitting the application material, transcripts, test scores and other necessary information rests upon the applicant. In addition, international students must provide proof of English proficiency if the student's degree is from an institution where English is not the language of instruction.

Refer to the Graduate College Admission & Registration Information contained in this catalog for a complete description of materials and processes required for admission consideration.

Application Deadlines

Fall (MBA and Dual Programs)

Students will be admitted to the MBA program for the fall semester only.

- International and Dual M.B.A./M.S. in Hotel Administration Students - May 1
- Domestic Students - June 1

Spring (Dual M.B.A./M.S. in Hotel Administration & MIS only)

- International Students - October 1
- Domestic Students - November 15

Application

Application to the MBA and Dual Programs require the following documentation.

1. Official results of the GMAT test. You may indicate your test score and date taken on the application or indicate your expected exam date; however, official copies of the GMAT scores must be submitted to the Lee Business School MBA Programs Office.
2. A copy of the applicant's current resume.
3. Two letters of recommendation, academic or professional, from persons competent to judge the applicant's potential to pursue graduate work successfully.
4. A one to two page statement of purpose.
5. Evidence of a minimum of two years of relevant work experience preferred.
6. Evidence (official transcript) of an undergraduate Grade Point Average (GPA) of 3.00, or higher, on a four-point scale.
7. *With the exception of the GMAT, required materials listed above are to be uploaded into the Graduate College online application. The MBA program does not require a separate application.*

Graduate Management Admission Test
Applicants must meet the Graduate Management

Admission Test (GMAT) score of 550 or higher with each component over the 25th percentile. The test score should be reflective of both, verbal and quantitative aptitude. GMAT scores over five years old are not considered. The average score of accepted students over the last two years is about 600. The computer adaptive GMAT is offered on a continuous basis by appointment at one of approximately 400 locations throughout North America. For further information contact:

Graduate Management Admission Test

1-800-717-GMAT (4628)

website: www.mba.com

e-mail:

GMATCandidateServicesAmericas@perason.com

Applicants with demonstrated potential, a strong undergraduate academic record, and a strong GMAT score, are admitted with graduate standing. Students may be considered for admission on a provisional basis. If their undergraduate academic record and/or GMAT score are not sufficiently strong to be considered for full graduate standing. Applicants with a GPA less than 3.00 but not lower than 2.75, OR a GMAT score less than 550 but not lower than 520, with each component over the 25th percentile, may be considered for provisional admission. A graduate provisional student must complete the first nine credit hours of core courses taken in the program. The courses are approved in advance and are listed on the "Letter of Admission." The student must complete this course work within the first two consecutive enrollment periods (excluding Summer Term) and earn individual grades of B (3.00) or above (B- is not acceptable) before any other additional course work may be taken. Failure to complete this course work in the allotted time, or any grades less than B, will result in cancellation of the student's admission. Upon completion of the nine hours with grades of B or better, the Lee Business School will recommend to the Graduate College that the student be given graduate standing status. The Graduate College will then change the student's status to graduate standing.

Prior to their first semester in the program, all admitted students are required to attend a noncredit orientation program.

Degree Requirement

The MBA degree requires a minimum of 42 credit hours of approved course work, including the completion of the 30 credit hours of the Core Courses, three credit hours of Capstone, and 9 credit hours of elective courses.

1. Core Courses - Total Credits: 30

All core courses have prerequisites of admission to the MBA program. All core courses are sequenced so students may acquire the tools and skill they need for success in the program.

- MBA 761 - Accounting for Managers
- MBA 763 - Leadership, Teams, and Individuals
- MBA 765 - Financial Decision Making
- MBA 767 - Market Opportunity Analysis
- MBA 769 - Applied Economic Analysis
- MBA 771 - Law and Ethics
- MBA 773 - Managing Information
- MBA 775 - Data Modeling and Analysis
- MBA 779 - Managing Supply Chains
- MBA 785 - Global Business
-

2. Three Electives - Total Credits: 9

The three elective courses (total of 9 credits) can be selected from the list below or any 700 level course offered by the Lee Business School:

- FIN 708 - Advanced Corporate Finance
- FIN 710 - Investment Management
- MGT 709 - New Venture Creation
- MGT 710 - New Venture Feasibility
- MKT 720 - Customer Satisfaction & Service Quality Measurement
- MKT 777 - Services Marketing\

3. Capstone Course - Total Credits: 3

- MBA 787 - Strategic Management (This course is completed in the student's final semester.)

4. Internship - Total Credits: 3

- MBA 741 - Internship is required for students without relevant business work experience. This requirement may be waived at the student's request and with a proof of relevant work experience. Credits: 3

Course Descriptions

EMBA 701 - Teamwork and Management Effectiveness

Credits 2

Examines why organizations increasingly adopting team-based work processes and circumstances where they are likely to be appropriate and effective. Mechanics of effective teamwork and team management. Includes effective team members and team leadership, organizational support for high performance teams, stages of team development and strategies for managing them, and issues pertaining to international teams. **Prerequisites:** Admission to the

Executive MBA Program and approval of the Dean's Office.

EMBA 702 - Laws, Regulations and Ethics

Credits 2

Explores legal, regulatory and ethical issues which affect managers in their practice of business. Legal systems, philosophical approaches and practical applications. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 703 - Microeconomic Analysis for Business Decision Making

Credits 2

Uses economic analysis to understand crucial topics in business decision making, including: consumer behavior; supply and demand; choosing to input to minimize cost; product differentiation; firm behavior under different types of competition; pricing and advertising strategies; risk, uncertainty, and imperfect information; government regulation; labor issues; and mergers. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 704 - Technology Innovation: Theory and Practice

Credits 2

This course provides an in-depth look into the potential impacts of existing and emerging information technologies on contemporary business models through lecture, case analysis, and interaction with industry guest speakers. Potential impacts for both new and existing businesses will be discussed. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 705 - Applied Statistics

Credits 2

Effective business research and decision making with the aid of statistical analysis. Hands-on experience with computer spreadsheet software. Covers how to find, manage, analyze, interpret, and effectively present actual business and economic data.

Prerequisites: Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 706 - Organizational Theory: Strategy Implementation Processes

Credits 2

Effective implementation of organizational decisions and strategies. Draws on scholarly research in sociology, psychology, anthropology, and a wide variety of related social sciences. Executive-level overview of organization theory. **Prerequisites:**

Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 707 - Financial Accounting for Managers

Credits 2

Examines process which determines economic impact of organization activities. Performance measurement, recording, and reporting. Focuses on methods and procedures that lead to the preparation of financial statements and reports to external audiences. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 708 - Global and Macroeconomic Environment for Business

Credits 2

Provides an understanding of macroeconomic conditions that impact firms operating in the global economy. Topics include aggregate demand and national income; business cycles; inflation; unemployment; interest rates; exchange rates; international trade in goods and capital; and fiscal and monetary government policies. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 709 - Organization Behavior

Credits 2

Important concepts and applications in management including motivation, leadership, group dynamics, organization design, decision making, strategic planning and organizational change. Special emphasis on analyzing leadership skills of others and improving leadership potential of participants. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 710 - Business Finance

Credits 2

Examines the role of financial management in creating firm value. Covers fundamental business finance topics and the application of basic finance concepts for decision making in a business environment. Taught from the perspective of a senior-level manager. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 711 - Managerial Accounting

Credits 2

Focus on the use and potential misuse of accounting data by managers. Provides a foundation for identifying and analyzing decision alternatives and evaluating success in accomplishing organizational

goals. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 712 - Seminar in Financial Management
Credits 2

Covers major financial management issues pertaining to a firm's operations. Taught primarily through case discussions and use of spreadsheets in financial analysis. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 713 - Principles of Marketing Strategy
Credits 2

Designed to introduce executives to conceptual and analytical frameworks that inform the development and execution of marketing strategy. A blend of readings and case studies will be used to build fundamental knowledge of the discipline and simulate marketing strategy decision making.

Prerequisites: Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 714 - Management of Entrepreneurial Organizations
Credits 3

Examines issues involved in developing and managing entrepreneurial organizations. Topics include: why some firms fail while others succeed; stages of growth and organization effectiveness; and management systems in an entrepreneurial context, such as strategic planning, organizational development, and leadership. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 715 - Strategic Management: Business Strategy and Corporate Strategy
Credits 3

Explores business strategies (cost leadership, differentiation, tacit collusion, and strategic alliances) and corporate strategies (vertical integration, diversification, merger and acquisition, and globalization strategies.) Economic theories of competition and cooperation. Includes case studies of firms which have successfully or unsuccessfully employed a variety of strategies. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 716 - International Business
Credits 3

Problems and opportunities of business in a global context. Examines international economic, institutional, cultural and legal differences and analyzes their impact on business decisions including: product design, production and marketing,

human resources strategy; investment analysis; financial strategy and risk management.

Prerequisites

Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 717 - Negotiations and Conflict Resolution
Credits 2

Examines the nature of conflict and the negotiation process as a tool for managing conflict. Includes preparing negotiations, negotiating strategies and tactics, organizing negotiating teams, coalition bargaining, the importance of individual difference variables, international issues, the role of third parties, and ethical issues. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 718 - Executive Decision Making: Strategy Formation Processes
Credits 2

Explores classic cases and texts on organizational decision-making processes in order to improve participants' capacities to contribute to the effective manufacturing of organizational decisions.

Prerequisites

Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 719 - Executive Assessment and Development
Credits 1

Helps participants to be more capable of understanding and leading change. Includes framework of leadership competency grounded in paradoxical thinking. Leadership concepts presented. Leadership assessment completed for each participant. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 720 - International Seminar
Credits 2

Includes problems and environment of international business, which require integrative analysis of these problems. Under faculty supervision, students visit selected international enterprises operating outside the United States and produce a written analysis including specific recommendations. **Prerequisites:** Admission to the Executive MBA Program and approval of the Dean's Office.

EMBA 723 - Applied Strategic Marketing
Credits 2

Designed to give executives the opportunity to apply marketing concepts in an effort to analyze, initiate

and change marketing actions. Provides the knowledge and tools needed to analyze marketing problems. **Prerequisites:** EMBA 713

EMBA 725 - Corporate Risk Management

Credits 3

This course will focus on the fundamentals of corporate risk management from a strategic decision-making perspective. The course emphasizes how exposures to strategic, operational, financial and pure risks affect the firm, and how risk exposures can be re-engineered to enhance shareholder value. Topics further include the major sources of risk, the measurement of risk exposures, methods, and strategies of managing and controlling risk.

Prerequisites: EMBA 715

MBA 741 - Internship

Credits 3

Supervised practical experience with a participating local enterprise or government agency, culminating in a written report. **Prerequisites:** Completion of MBA Core Curriculum and approval of the Director of MBA Programs, minimum GPA 3.0.

MBA 751 - Independent Study

Credits 1 - 3

Independent study of a topic relevant to the practice of business under supervision of a faculty advisor.

Prerequisites: MBA 702, 709, 710, 711 and approval of Associate Dean for Graduate Programs.

MBA 761 - Accounting for Managers

Credits 3

Fundamentals of financial and managerial accounting. Topics include accounting's conceptual framework, preparation and analysis of financial statements, current topics in financial reporting, ethical and legal responsibilities in financial reporting, cost-volume-profit analysis, tactical decision making, budgeting and accounting for management control. **Prerequisites:** Admission to MBA Program or approval of the Director of MBA Programs.

MBA 763 - Leadership, Teams, and Individuals

Credits 3

Overview of research and theory on organizational behavior with emphasis on the skills required for managerial effectiveness in modern complex organizations including motivating and leading employees, developing effective teams, and managerial communication responsibilities.

Prerequisites: Admission to MBA Program or approval of the Director of MBA Programs.

MBA 765 - Financial Decision Making

Credits 3

Focuses on corporate financial management, including cash flow planning, capital budgeting, security valuation, and financing decisions. Includes the concepts of market efficiency and optimal capital structure. Provides useful set of tools to improve the efficiency of business and personal financial decisions. **Prerequisites:** MBA 761 admission to M.B.A. program, or approval of the Director of MBA Programs.

MBA 767 - Market Opportunity Analysis

Credits 3

Theory and practice of marketing fundamentals applied to the market opportunity analysis. Focus on the marketing concept, planning, internal analysis, industry analysis, customer analysis, segmentation, competitive strategies and strategy formulation, product and pricing decision, positioning, forecasting, and profitability of opportunities.

Prerequisites: Admission to the MBA program or approval of the Director of MBA Programs.

MBA 769 - Applied Economic Analysis

Credits 3

Intensive application of the principles of microeconomic theory to business management problems. Presumes no previous knowledge of economics but moves rapidly to a thorough understanding of the tools of price theory. Topics include scarcity, choice, supply, demand, production, cost, competition, monopoly, present value and decision-making under risk. **Prerequisites:** Admission to MBA Program or approval of the Director of MBA Programs.

MBA 771 - Law and Ethics

Credits 3

Deals with legal, regulatory and ethical environments of business. Provides foundation for recognizing and analyzing legal and ethical issues facing managers. Case studies applying both legal and ethical analysis featured. **Prerequisites:** Admission to MBA Program or approval of the Director of MBA Programs.

MBA 773 - Managing Information

Credits 3

Overview of contemporary information systems and technology issues. Technical, behavioral, organizational and competitive perspectives reviewed. Issues related to impact of information systems on organizational processes and work practices. Information systems strategies, technology implementation and systems analysis and design.

Prerequisites: MBA 702, 709, 710, 711, or

admission to the MSIS program or approval of the Director of MBA Programs.

MBA 775 - Data Modeling and Analysis

Credits 3

Intensive seminar/workshop applying statistical analysis to topics and problems encountered by business managers. Presumes no previous exposure to statistics but moves rapidly to the mastery of statistical analysis tools available on spreadsheet software. Topics include descriptive statistics, hypothesis testing, analysis of variance, simple regression and multiple regression. **Prerequisites:** Admission to MBA Program or approval of the Director of MBA Programs.

MBA 779 - Managing Supply Chains

Credits 3

Study of the integration of the key value-adding activities across a network of firms that produce raw materials, transform them into intermediate and then end products, and finally distribute these to end users. Topics include purchasing and supplier relationships, inventory and quality management, distribution, customer relationship management, service response logistics, and future trends in supply chain management. **Prerequisites:** MBA 702, 709, 710, 711 or approval of the Director of MBA Programs.

MBA 785 - Global Business

Credits 3

Problems and opportunities of business in a global context. Examines economic, institutional, cultural, and legal issues faced by companies involved in international business and analyzes their effect on business decisions including: product design, production and marketing, human resources strategy, investment analysis, financial strategy, and risk management. **Prerequisites:** MBA 702, 709, 710, 711, or approval of the Director of MBA Programs.

MBA 787 - Strategic Management

Credits 3

Integrates knowledge from specialized functional courses into a CEO perspective. Moves beyond a repertoire of generic strategies toward the formation of unique, firm specific strategies. Builds effective strategies in complex organizational contexts. **Prerequisites:** To be taken during the student's final semester.

Economics

Chair

Miller, Stephen M.
(2001), Professor; B.S., Purdue University; M.A., Ph.D., SUNY at Buffalo.

Graduate Coordinator

Chen, Lein-Lein
(1993), Professor; B.S., M.S., Florida International University; Ph.D., University of Miami.

Graduate Faculty

Assane, Djeto
(1998), Associate Professor; B.A., University of Abidjan; M.A., University of New Mexico; Ph.D., University of Colorado.

Brown, Stephen P.A.
(2010), Professor; B.S., California Polytechnic State University; M.A., Ph.D., University of Maryland

Carroll, Thomas
(1986), Professor; A.B., Miami University; M.A., Ph.D., Syracuse University.

Daneshvary, Nasser
(1990), Professor; B.S., Ghazvin College of Economics and Social Science; M.A., Western Illinois University; Ph.D., University of Tennessee.

Eren, Ozkan
(2007), Assistant Professor; B.A., Marmara University; M.A., Ph.D., Southern Methodist University.

Li, Herman
(2011), Assistant Professor; B.A., University of Pennsylvania; Ph.D., Penn State University

Malamud, Bernard
(1968), Professor; B.S.E.E., Polytechnic Institute of Brooklyn; M.S.I.A., Carnegie-Mellon University; Ph.D., New School for Social Research.

Riddel, Mary
(1999), Professor; B.A., University of Colorado, Boulder; M.S., Ph.D., Colorado State University, Ft. Collins.

Robinson, William J.
(1980), Assistant Professor; B.A., University of Northern Colorado; M.A., Ph.D., University of Colorado, Boulder.

Schlottmann, Alan
(2000), Professor; B.A., M.A., Ph.D., Washington University.

Tra, Constant
(2007), Assistant Professor; B.A. California State University, Chico; M.S., Ph.D., University of Maryland.

Waddoups, C. Jeffrey
(1989), Professor; B.A., Ph.D., University of Utah.

Wimmer, Bradley
(1998), Professor; B.A., Coe College; Ph.D., University of Kentucky.

Professors Emeriti

Clauretje, Terrence M.
(1988), Emeritus Professor; B.A. Stonehill College; Ph.D. Washington State University.

Hoppe, Hans-Herman
(1986), Emeritus Professor; M.A., Ph.D., Geothe-University, Frankfurt, West Germany.

Karstensson, Lewis
(1979), Emeritus Associate Professor; B.A., Humboldt State College; M.A., Ph.D., Ohio University.

Ray, Clarence G.
(1971-2000), Emeritus Professor; B.S., College of Charleston; M.A., Ph.D., University of South Carolina.

Simmons, Andrew
(1960-1994), Emeritus Professor; B.S., University of London; M.A., Michigan State University; Ph.D., University of London.

White, William T.
(1967-1986), Emeritus Professor; B.S., University of Arizona; M.S., Columbia University; Ph.D., Georgetown University.

Program

- Economics M.A.
- Dual Master of Arts in Economics & Master of Science in Mathematical Sciences
- The dual Master of Arts in Economics and Master of Science in Mathematical Sciences combines economic reasoning with mathematical methods. The program attracts students with focused career choices that

require core competence in analytical skills and mathematical methods. It also prepares students with interests in pursuing a Ph.D. in economics with substantial quantitative skills, or a Ph.D. in Mathematics with economic applications. We believe that the analytical nature of the program will attract high quality undergraduates.

Dual Master of Arts in Economics & Master of Science in Mathematical Sciences

The MA in Economics portion of the dual degree advances students' knowledge in macro- and micro-economic theory. It also provides students with econometrics as well as developing their communication skills. The MS in Mathematical Sciences portion of the dual degree is designed to equip graduate students with a solid foundation of mathematics, statistics, and real-world applications.

Admission Requirements

The Departments of Economics and Mathematical Sciences welcome applications from college graduates in all fields. Applicants must satisfy the minimum requirement of the Graduate College, the MA in Economics program, and the MS in Mathematics program.

Admission to the M.A. Program in Economics

1. Meet the general requirements for admission to graduate instruction at the University of Nevada, Las Vegas, as described by the Graduate College.
2. Complete the prerequisite preparation in intermediate microeconomic theory (ECON-302), intermediate macroeconomic theory (ECON-303), and statistical analysis (ECON-262), plus at least one semester of calculus. Students interested in the economics MA with insufficient undergraduate preparation may be admitted contingent on the deficiency being corrected by taking one or two undergraduate courses. Such students should contact the department's graduate coordinator before applying for the program.
3. Achieve a score of 2100 or higher on the following formula: 200 times the grade point average (computed on a 4.00 scale) plus 1.5 times the combined score on the quantitative

and verbal portion of the Graduate Record Exam. GRE scores for tests taken after August 1, 2011 may be adjusted accordingly to reflect the new GRE format and scoring rubric. Students may substitute the GMAT score for the GRE, in which case the GMAT score will be multiplied by 3 and added to 200 times the grade point average.

4. International applicants from countries where English is not the native language, or who did not receive a degree from an institution where English is the language of instruction, must show competency in English. The Graduate College requires a score of 550 on the written, or 213 on the computerized, version of the Test of English as a Foreign Language (TOEFL) or 85 on the Michigan Test. Credentials not written in English must be accompanied by a certified English translation, as described by the Graduate College.
5. International applicants must submit a completed Certificate of Finance to the Office of International Students & Scholars. In addition, international applicants must satisfy the financial eligibility requirements before an I-20 will be issued.
6. Complete the Graduate College application online and submit a nonrefundable admission application fee. Mail official transcripts to the Graduate College and Economics Department, respectively. Send two letters of recommendation, letter of intent as well as the official test score, GRE or GMAT to the Economics Department.

Admission to the M.S. Program in Mathematical Sciences

It requires that an applicant has a bachelor's degree with a minimum GPA of 2.75 for all undergraduate work or a minimum GPA of 3.00 for the last two years of undergraduate work, and completed at least 18 credits of upper-division mathematics or statistics courses beyond calculus. If applicable, international applicants must submit an official TOEFL score (minimum score of 79 for the IBT, 213 for the computer test, or 550 for the paper test).

To apply for admission to the M.S. Program, applicants must submit application materials to both the Graduate College and the Department of Mathematical Sciences. Firstly, applicants must submit to the Graduate College the following materials: a completed application form; the official transcripts from all colleges and universities the student has attended; and the official TOEFL score if

applicable. Secondly, applicants must submit to the Department of Mathematical Sciences the following materials: copies of all official transcripts sent to the Graduate College; at least two letters of recommendation from persons familiar with the applicant's academic record and potential for advanced study in mathematical sciences; a completed application form for Graduate Assistantship, if interested; and a statement of purpose describing the aim in applying for graduate study, the particular area of specialization within the mathematical sciences (if known), and any additional information that may aid the selection committee in evaluating the applicant's preparation and aptitude for graduate study.

Degree Requirements

A minimum of 51 credits of graduate work is required for the Dual M.S. and M.A. Program in Mathematics and Economics, including at least 21 credits of course work in mathematics and at least 21 credits of course work in economics. In addition, 15 of 21 credits of mathematics course work must be at the 700 level, and 18 of 21 credits of economics courses must be at 700 level. A minimum GPA of 3.00 is required for the graduate course work that is part of the degree program. The following specific requirements must be met:

1. Core Requirements:

Economics Core Requirements: 18 credits

ECO 701 - Macroeconomic Theory
ECO 702 - Microeconomic Theory
ECO 740 - Mathematical Economics
ECO 770 - Econometrics I, Statistical Modeling
ECO 772 - Econometrics II
ECO 793 - Seminar in Economic Research

Mathematics Core Requirements: 18 credits

MAT 657 - Introduction to Real Analysis I
MAT 663 - Advanced Matrix Theory and Applications
MAT 707 - Real Analysis I
MAT 709 - Complex Function Theory I
MAT 723 - Advanced Ordinary Differential Equations I
MAT 771 - Applied Analysis I
STA 761 - Regression Analysis I
STA 762 - Regression Analysis II
STA 767 - Mathematical Statistics I
STA 768 - Mathematical Statistics II

2. Three credits of MAT or STA course work at the 700 level in a field of special interest to the student, excluding those credits used to meet the Mathematics Core Requirements.
3. Three credits of ECO course work at the 600 or 700 level in a field of special interest to the student, excluding those credits used to meet the Economics Core Requirements.
4. Six credits for the thesis in MAT 791 or STA 791. Students are required to defend a thesis on subjects in the interdisciplinary area of Mathematics and Economics. The committee chair and two other committee members must be from the Mathematics Department. The thesis committee must be composed at minimum of two graduate faculty members from the Economics Department.
5. Three credits for a professional paper, ECO 794. The committee for the professional paper must be composed of a chair and two committee members from the Economics Department and one graduate faculty member from the Mathematics Department.

Economics M.A.

The Master of Arts degree in Economics provides students with advanced training in applied economics. The program trains students for careers in business and government, and prepares students who desire to continue their studies in economics or finance at the doctoral level. Students in the MA program will obtain a solid foundation in microeconomic and macroeconomic theory, receive training in advanced econometric techniques, and develop their communication skills through writing and presentation. The program also allows students the possibility of pursuing interdisciplinary studies by taking courses in related disciplines such as finance or marketing. An internship program provides opportunities for students to obtain valuable work experience. MA graduates in economics possess the skills that prove attractive for different employers—government agencies, marketing research firms, corporate research and financial departments, and consulting firms. The department welcomes both full and part-time students. Ambitious students can complete the program in one year. Please see our web site for more information <http://business.unlv.edu/economics/>.

Formal preparation for most applicants seeking the Master of Arts degree requires intermediate

microeconomic theory and macroeconomic theory. In addition, some form of quantitative preparation, such as calculus and intermediate statistics, is required. As noted below, students must meet general requirements for admission to the Graduate College of the University of Nevada, Las Vegas. The Department of Economics offers graduate courses during evening hours convenient for both working and full-time students.

Admission Requirements

The first step in the application process requires the submission of relevant application forms, fees, letters of recommendation, official transcripts, test results, and assistantship applications to the Graduate College as outlined in this catalog. International students should check with the Graduate College for current deadlines. The Graduate College requires international students to complete the TOEFL with a minimum score of 550 (written) or 213 (computerized) or show comparable evidence of competence in English.

Students may begin course work in economics in the following classifications: full graduate standing or graduate provisional. Admission to full graduate standing requires that students must:

1. Meet the general requirements for admission to graduate instruction at the University of Nevada, Las Vegas.
2. Complete the prerequisite preparation in microeconomic theory, macroeconomic theory, and quantitative economics. The theory preparation may be satisfied by successfully completing ECON 302 and ECON 303. Completing ECON 262 and Math 181 may satisfy the quantitative preparation. These courses, however, do not apply toward the 30 hours of graduate course work required for the Master of Arts degree. In addition, students seeking to meet prerequisite requirements with undergraduate courses may need to take a placement exam to demonstrate competence.
3. Achieve score of 2100 or higher on the formula: 200 times grade point average (computed on a 4.00 scale) plus the product of 1.5 and the combined scores on the quantitative and verbal portions of the Graduate Record Exam. GRE scores for tests taken after August 1, 2011 may be adjusted accordingly to reflect the new GRE format and scoring rubric. Students may substitute the GMAT score for the GRE, in which case the GMAT score will be multiplied by 3 and added to 200 times the grade point average.

Admission to the Advanced Program for accomplished UNLV undergraduates*

- Receiving at least a B in MA classes they complete as an undergraduate
- Satisfactory completion of Graduate College admission requirements.

***Accomplished UNLV undergraduates must meet all of the following criteria to be eligible for the Advanced Program**

- Senior standing
- Minimum of 3.0 GPA
- Completion of the following courses with a minimum of 3.5 GPA and no grade lower than B: ECON 262 or ECON 441; ECON 302; ECON 303 and MATH 181.
- Department chair or graduate coordinator's recommendation.
- Submission of two letters of recommendation, a completed Enrollment Request form to the Economics department no less than two weeks before the beginning of the semester for which they would like to register for graduate courses

Students falling short of the requirements for admission with full graduate standing may be admitted as graduate provisional students. Students admitted with graduate provisional status must successfully complete the courses, possibly including any deficiencies, designated by the graduate coordinator, with an average of 3.33 or better within the first year of enrollment to qualify for admission with full graduate standing.

Degree Requirements

Degree requirements may exceed (at the option of the student's advisor), but must not be less than the minimum outlined below. The advisor and/or the coordinator of graduate studies recommend specific course requirements for this degree.

Elective course work to complete the thirty-hour requirement must include two additional courses in economics and may include up to two courses in a related discipline, subject to the approval of the graduate coordinator. The internship requirement may be waived by the department upon evidence of appropriate experience. As previously noted, all noneconomic electives must come from the same department and the student must meet the prerequisites for these courses.

Students not making satisfactory progress toward the degree are subject to dismissal. A student who earns two grades of C, D, or F in the first four graduate

courses, or who receives the third grade of C, D, or F in a graduate course will be dropped from the M.A. program. A minimum 3.00 average is required to earn the Master of Arts degree.

To qualify for graduation, each student must present an empirical research paper or a thesis. The research paper will be presented to students and faculty at the department research seminar. The source of this paper is a project in the professional paper course (ECO 794). In the case of a thesis, the student will register for six hours of thesis credit in lieu of course work outside of economics and Professional Paper (ECO 794). (See Academic Policy section for detailed requirements concerning presentation of the thesis.) It should be noted that a student taking four courses a semester could finish all course work in one year by adding an elective course in the fall and in the spring semesters and completing the research paper in the summer.

Required Courses

- Completion of a minimum of 30 credit hours, of which, at least 24 credits must be taken in 700-level courses. The core of the economics MA consists of 18 credits:
 - ECO 740 - Mathematical Economics
 - ECO 701 - Macroeconomic Theory
 - ECO 702 - Microeconomic Theory
 - ECO 770 - Econometrics I, Statistical Modeling
 - ECO 772 - Econometrics II
 - ECO 793 - Seminar in Economic Research
- Satisfaction of the program's internship requirement—ECO 784 , Internship. The internship requirement may be waived by the department upon evidence of appropriate experience, but the credits must be earned in other coursework.
- Completion and defense of an empirical research paper (ECO 794), or completion and defense of master's Thesis (ECO 791).
- Elective course work to complete the 30 credit hours of degree requirements must include at least two additional courses in economics and may take one course in a related discipline, subject to the approval of the graduate coordinator.
- A minimum of 3.00 grade-point average is required to earn the M.A. in economics. Students not making satisfactory progress toward the degree are subject to dismissal. A student who earns two grades below a B- in the first four graduate courses, or who

receives the third grade below a B- in a graduate course will be dropped from the MA program.

****Advanced Program**

The Advanced Program allows accomplished UNLV undergraduate students to complete the Economics MA degree with a total of 24 credits. Qualified students who are planning to enroll in the MA economics program can substitute two MA courses from the core (3 credits each) for the respective undergraduate requirements. Students enrolled in the Advanced Program are required to enroll in ECO 740 , Mathematical Economics and one of the following courses:

ECO 701 - Macroeconomic Theory
ECO 702 - Microeconomic Theory
ECO 770 - Econometrics I, Statistical Modeling

Approved graduate credits taken by Advanced-Program students during their senior year will be counted towards their M.A. program's core requirements, provided the student receives grades of B, or better in core classes.

Advanced-Program students must meet department's elective requirements as well as successful completion and defense of an empirical research paper (ECO 794), or the completion and defense of master's thesis (ECO 791). Additional course work to complete the 24 credit hours must include two additional courses in economics and may include one course in a related discipline, subject to the approval of the graduate coordinator.

- ECO 740 - Mathematical Economics
- ECO 701 - Macroeconomic Theory
- ECO 702 - Microeconomic Theory
- ECO 770 - Econometrics I, Statistical Modeling
- ECO 772 - Econometrics II
- ECO 793 - Seminar in Economic Research

Course Descriptions

ECO 602 - Topics in Microeconomics

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally requires additional work.

ECO 651 - Public Finance

Credits 3

This undergraduate course has been approved for use in graduate programs. Graduate credit may be

obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number.

ECO 655 - Economics of Industrial Organization

This undergraduate course has been approved for use in graduate programs. Graduate credit may be obtained for courses designated 600 or above. A full description of this course may be found in the UNLV Undergraduate Catalog under the corresponding 400 number. **Notes:** Credit at the 600-level normally requires additional work.

ECO 701 - Macroeconomic Theory

Credits 3

Investigates the behavior of the main economic aggregates: output, employment, consumption, savings, investment, interest rates, and price level. Explores and assesses the major theories of the determinants and interrelations among these variables. Also analyzes the impact of various policies on the macroeconomy. **Prerequisites:** ECO 740

ECO 702 - Microeconomic Theory

Credits 3

Uses quantitative and graphic techniques to analyze household and firm decisions as a basis for market interactions. Topics include the determinants of demand and supply, price and output determination under perfect and imperfect competition, economic efficiency, income distribution, general equilibrium, and economic welfare. **Prerequisites:** Graduate standing. **Corequisite:** ECO 740

ECO 707 - Environmental and Natural Resource Economics

Credits 3

Relationship between environmental quality and natural resources, using economic analysis. Identifies solutions to economic problems arising from resource scarcity and use. Economic growth, externalities.

Prerequisites: Graduate standing.

ECO 709 - Regional Economic Analysis

Credits 3

Theoretical and empirical analysis of the regional component of economic activity. Examination of location factors, regional and urban development theory, and regional/urban structure and growth theory. Explores regional analysis and forecasting.

Prerequisites: Graduate standing.

ECO 720 - Health Economics and Policy

Credits 3

Analysis of the U.S. health care markets. Examination of physician, hospital, and insurance markets. Exploration of the role of regulation and technology. Includes international comparisons. **Prerequisites:** Graduate standing.

ECO 732 - Political Economy and Economic Policy

Credits 3

Role of markets, organizations, and governments in economic policy, including topics such as collective decision making, efficient and equitable social choice, regulation, and behavior of bureaucracies.

Prerequisites: Graduate standing in the MPA, EPS, or Economics program or consent of instructor.

ECO 733 - Economic History of Europe

Credits 3

Economic and social background of European national and international development with emphasis upon the period 1500 to present.

ECO 734 - Economic History of the United States

Credits 3

Economic and social background of the American economy from the colonial period to the present.

Prerequisites: ECO 301 and 302 or equivalent.

ECO 740 - Mathematical Economics

Credits 3

Application of mathematics to economic analysis.

Prerequisites: Graduate standing or consent of instructor.

ECO 742 - History of Economic Thought

Credits 3

Criticism and evaluation of economic thought from ancient to modern times; main emphasis devoted to the development of economic thought since Adam Smith. **Prerequisites:** Graduate standing.

ECO 743 - Economic Fluctuations

Credits 3

Analysis of economic fluctuations from classical times to the present. Intensive study of factors which contribute to cyclical waves. Evaluation of selected economic indicators, business forecasting, and stabilization techniques. **Prerequisites:** Graduate standing.

ECO 750 - International Monetary Economics

Credits 3

Theories, institutions, and policies of international monetary economics and their impact on macroeconomic performance. Topics include

international money markets, monetary and exchange rate policies, policy effectiveness under different regimes, the role of expectations, and the effect of capital mobility. **Prerequisites:** Graduate standing.

ECO 760 - International Trade

Credits 3

Study of international trade and international commercial policies. Topics include theories and policies related to international movement of goods, services, and factors of production. **Prerequisites:** Graduate standing.

ECO 763 - Economics and the Law

Credits 3

Application of economic analysis to the topics confronted in litigation. Topics include: microeconomic theory, property rights, contracts, torts, discrimination, eminent domain, copyrights, patents, antitrust, and criminal law. **Prerequisites:** Graduate standing.

ECO 765 - Labor Economics

Credits 3

Examination of competing theories of labor market behavior. Topics include theories of labor supply, labor demand, wage determination, unemployment, discrimination and the impact of unions and government institutions on labor market outcomes.

Prerequisites: Graduate standing.

ECO 770 - Econometrics I, Statistical Modeling

Credits 3

The course reviews fundamentals of mathematical statistics that are used in econometric analysis. It integrates mathematical models and statistical techniques to perform regression analysis of cross-sectional data with a policy focus. Topics include empirical model building, estimation, and specification and data problems. **Notes:** Involves extensive use of computer software packages.

Prerequisites: Graduate standing and a previous statistics course or consent of instructor.

ECO 772 - Econometrics II

Credits 3

Building on econometrics I, this course extends econometric/quantitative skills in the estimation and testing of economic theory. Topics include instrumental variables and two stage least squares estimations, simultaneous equation models, qualitative dependent variable models and sample selection corrections, measurement error issues, introduction to time series and panel data methods.

Prerequisites: Graduate standing, ECO 740, and ECO 770.

ECO 773 - Business and Economic Forecasting

Credits 3

Evaluation of the uses and misuses of forecasting techniques in economics, business and governmental decision making. Exploration of techniques of data handling including exponential smoothing, seasonal and cyclical adjustments. Use of simple and multiple regression models and advanced econometric techniques in forecasting. Nature and estimation of autoregressive moving average (ARIMA) models.

Prerequisites: Graduate standing and ECO 770.

ECO 780 - Seminar in Economic Theory and Policy

Credits 3

Designed for the study of some specialized topic in economic theory or policy. **Prerequisites:** ECO 702, and ECO 770.

ECO 784 - Internship

Credits 3

Internship with business firms, non-profit organizations or government agencies. Project report and internship conference required. **Grading:** Students will receive S/F for final grade.

Prerequisites: ECO 702, ECO 740, ECO 770, ECO 793. **Corequisite:** ECO 772

ECO 788 - Topics in Economics

Credits 1

Topics of interest to managers offered on a rotating basis. Possible topics include environmental economics, health economics, international economics, labor economics, regional economics, the economics of education, the economics of regulation, and economic forecasting. **Notes:** May be repeated to a maximum of three credits. **Prerequisites:** ECO 301, 302, and 362 or equivalent. May not be taken for credit toward M.A. degree in Economics.

ECO 790 - Independent Study

Credits 1 – 6

Directed research course under the supervision of a member of the graduate faculty, culminating in a written paper. **Prerequisites:** Consent of Department Chair or Graduate Coordinator.

ECO 791 - Thesis

Credits 3 – 6

Notes

May be repeated but only six credits will be applied to the student's program. **Grading:** S/F grading only.

ECO 793 - Seminar in Economic Research

Credits 1 – 3

Provides students with hands-on training in empirical modeling, promotes critical thinking, teaches use of tool kit of research techniques and reinforces the student's understanding of economic concepts relating to economics research. **Prerequisites:** Graduate standing in Economics.

ECO 794 - Professional Paper

Credits 3

Directed research under the supervision of a member of the graduate faculty, culminating in a professional paper that will be presented to the student's professional-paper committee. Students will participate in a weekly seminar, presenting results of their research. Students who do not complete a professional paper will receive a temporary grade of "X". **Grading:** S/F course grading only.

Prerequisites: ECO 701, ECO 702, ECO 740, ECO 772, ECO 793

Finance

The Department of Finance offers majors in both finance and real estate, as well as minors in finance, real estate, risk management and insurance, and business law. The finance discipline can be classified into three areas: corporate finance, investments, and finance markets and institutions. This business field is for students who want to understand the financial implications inherent in virtually any business decision. The real estate majors are exposed to both the theory and practice in real estate. Emphases are placed on investment analysis of real estate, financing issues of real estate, and real estate valuation.

We prepare our students in finance or real estate major for successful careers in corporate management, depository institutions, investment management, financial services, and real estate. The finance faculty have a diverse range of professional and research interests to enrich the student's classroom experience. Please refer to individual faculty web links for specific information.

Program

- Finance Graduate Certificate

Finance Graduate Certificate

The Finance Graduate Certification Program is designed to offer students the opportunity to gain a strong knowledge base in the area of Finance. Possible prospective students include those with a non-business undergraduate degree and those with a business degree in an area of business other than Finance. This Program essentially allows students to take a short, focused graduate program in the area of Finance. This Program is aimed at professionals that currently work in a Finance-related field looking to enhance their Finance knowledge, or for professionals contemplating a career shift to a Finance-related field. Profiles of potential students include: (1) An employee of a financial services company whose educational background is in an area other than Finance and who could benefit from some more formal Finance training; (2) An employee of a financial services company looking for continuing education classes demanded for a professional license or credential; (3) Someone currently employed in an area other than Finance that desires to update their knowledge portfolio for a career change; (4) Someone personally interested in having a better understanding of the many Finance issues that directly affect their lives.

Admission Requirements

Admission requirements include an undergraduate degree with a GPA of 3.00 or higher, and either relevant work experience or a GMAT of 550 or higher. Relevant work experience is a minimum of 3 years' experience in a relevant finance-related position. The determination of what is considered relevant work experience will be made by the Department of Finance Certificate Program Administrator.

If desired, upon successful completion of the Finance Certification Program, students may apply for admittance into the UNLV MBA. General admission requirements for the UNLV Evening MBA Program include: an undergraduate degree with a GPA of 3.00 or higher and a Graduate Management Admission Test (GMAT) score of 550 or higher.

Certificate Requirements

The Finance Graduate Certificate Program is a 4 course, 12 credit hour program. The Finance Graduate Certification Program consists of one required class: MBA 765 - Financial Decision Making. With appropriate background the Certificate Student may substitute an elective Finance class for MBA 765. What qualifies as an appropriate background will be determined by the Department of Finance Certificate Program Administrator. An example of an appropriate background is having an undergraduate degree in Finance.

MBA 761 - Accounting for Managers and MBA 769 - Applied Economic Analysis are prerequisites for MBA 765 and can be waived with equivalent course work. Equivalent course work for MBA 765 - Accounting Management is the completion of ACC 201-Financial Accounting and ACC 202 - Managerial Accounting (or their equivalents) with a B average or better (B- grades are not acceptable). Equivalent course work for MBA 769-Applied Economic Analysis is the completion of ECON 261 - Principles of Statistics I and ECON 262 - Principles of Statistics II (or their equivalents) with a B average or better (B- grades are not acceptable). Program students then choose 3 of the available 700-level Finance classes. Currently, 5 classes are available:

- FIN 708 - Advance Corporate Finance
- FIN 710 - Investment Management
- FIN 712 - Financial Markets and Institutions
- FIN 715 - Portfolio Management
Prerequisite: FIN 710
- FIN 740 - Risk Management

Students must have a minimum of a 3.0 GPA in the Program to receive the Finance Graduate Certificate.

Course Descriptions

FIN 708 - Advance Corporate Finance

Credits 3

Studies major decision-making areas of managerial finance and some selected topics in financial theory. Emphasis on the application of the theory and practice of business asset management, financing choice, capital structure, cost of capital, and dividend policy. Current topics, such as corporate acquisitions, restructuring, and underwriting covered as appropriate. **Prerequisites:** Completion of the core MBA curriculum or approval of the Director of MBA Programs.

FIN 709 - Applied topics in Finance

Credits 3

This course focuses on the application of theory in finance through some combination of case analysis, the use of spreadsheets to assist in financial analysis and simulations. Topics covered may include capital budgeting, cost of capital, capital structure, risk analysis, financial statement analysis, options, and mergers and acquisitions. **Prerequisites:** MBA 765

FIN 710 - Investment Management

Credits 3

Theoretical and practical analyses of investment environment and process. Focuses on characteristics, valuation, and management of various financial instruments, such as common stock, corporate bonds, options, and futures. Students learn how to establish appropriate investment objectives, develop optimal portfolio strategies, estimate risk-return trade-offs, and evaluate investment performance. **Prerequisites:** Completion of the core MBA curriculum or approval of the Director of MBA Programs.

FIN 712 - Financial Markets and Institutions

Credits 3

Comparative study of the diverse financial instruments and intermediaries existing in today's financial sector. Topics include: the structure of interest rates, relative costs and benefits of each instrument, financial innovation and financial "engineering," the role of banks, thrifts and other intermediaries, and current and future trends in the financial sector. **Prerequisites:** Completion of the core MBA curriculum or approval of the Director of MBA Programs.

FIN 715 - Portfolio Management

Credits 3

Strategies investors employ to meet alternative investment objectives. Asset allocation decisions and the management of risk and return emphasized using various quantitative approaches to determine portfolio optimization and asset market equilibrium. Full spectrum of portfolio management issues considered across all classes securities, including equity, fixed-income, and derivative securities. **Prerequisites:** Completion of the core MBA curriculum and FIN 710 or approval of the Director of MBA Programs.

FIN 740 - Risk Management

Credits 3

Applies risk management process as an integrated approach to financial, credit and insurable risks. Financial perspective on the corporate risk management function emphasized, using the financial tools of risk.

Management, Entrepreneurship, and Technology

Chair

Miller, Alan N.
(1978), Professor; B.A., Temple University; B.S.,
University of New Hampshire; M.B.A., Syracuse
University; M.Phil., Ph.D. The Graduate Center, City
University of New York..

Director, MIS Graduate Programs

Peppers, Ken
(2003), Professor; Ph.D. Purdue University.

Graduate Faculty

Chang, Jerry
(2000), Associate Professor, Ph.D., University of
Pittsburgh.

Chatterjee, Sutirtha
(2012), Assistant Professor; Ph.D. Washington State
University,

Deng, Honghui
(2003), Associate Professor; Ph.D. University of
Texas at Austin.

Hardin, Andrew
(2007), Associate Professor, Ph.D. Washington State
University.

Hu, Han-fen
(2012), Assistant Professor; Ph.D. University of
Utah.

Moody, Gregory
(2011), Assistant Professor; Ph.D. University of
Oulu, Ph.D. University of Pittsburgh.

Rothenberger, Marcus
(2004), Associate Professor; Ph.D. Arizona State
University.

Torkzadeh, Reza
(1999), Professor, Ph.D., University of Lancaster,
UK.

Emeritus Graduate Faculty

Erickson, Ranel
(1980), Emeritus Professor, Ph.D., Stanford
University.

Hong, Weiyin
(2001) Emeritus Associate Professor, Ph.D., Hong
Kong University of Sciences

The mission of the Department of Management,
Entrepreneurship and Technology is to create and
disseminate knowledge that can be used by our
students, scholars in our disciplines, and practitioners
in all types of organizations to enrich people's lives
and to benefit our community, state, and nation. Our
faculty is dedicated to providing undergraduate and
graduate students with a high quality and rigorous
education and to publishing innovative and cutting
edge research in leading peer-reviewed journals.

Technology Program

This program prepares graduates for professional and
managerial careers in IT or for doctoral studies
leading to research and teaching careers in IS. This
objective is achieved through a balanced emphasis on
theory and practice. The program prepares graduates
with a broad-based knowledge of information
systems design, development, implementation,
evaluation, and maintenance. The graduates will
understand IT's dynamic nature and will be able to
use and manage IT for problem solving, decision-
making, competitive advantage, and innovation.
Courses in the program include projects that allow
students to organize team activities, analyze problems
and propose solutions, explain project-related
decisions, document and communicate progress,
collect and analyze data, and present solutions.
Students develop written and spoken communication
skills. Students in this program have the option to
write an MS thesis, a substantial original work that
contributes to the body of knowledge in IS and
business.

Students work closely with research faculty on the
thesis with the objective of producing publishable
quality research outcomes. The thesis prepares
students for professional careers by giving them
unique skills or knowledge with professional value. It
prepares research oriented students with research
skills that will be invaluable in pursuing the Ph.D.
Students in the program take pride in using the thesis
to learn something truly unique.

This degree program will prepare the graduate with:

- A deep understanding of systems thinking
and ways that IT can be used to enhance
effectiveness of the individual and
organizations.
- The ability to analyze business problems, to
develop system solutions, and apply
information technology to obtain business
solutions.

- A comprehensive understanding of the theoretical basis of management information systems and current research questions.
- The ability to learn on a continuing basis to stay current with rapidly changing technologies.
- The ability to effectively communicate the technology and its application to business executives and users of information systems.
- The knowledge and skills to function as an information technology professional in public or private organization.
- Excellent preparation to enter a doctoral program in MIS.

Programs

- Management Information Systems Certificate
- Management Information Systems & Business Administration Dual M.S./M.B.A.
- Management Information Systems M.S.
- Management Information Systems & Hotel Administration Dual M.S.
- Graduate Certificate in Management
- New Venture Management Graduate Certificate

Graduate Certificate in Management

The Graduate Certificate in Management (GCM) will be comprised of graduate classes currently offered through the MBA curriculum. The Graduate Certificate is designed for those students wishing to gain knowledge or update their knowledge in the specific area of Management. The Graduate Certificate is not a degree program and completion of this program indicates an expertise in a narrower specialty, not general expertise in all areas of business. Moreover, while a concentration in New Venture Management exists in the MBA, a concentration in General Management does not.

Admission Requirements

Admission requirements include an undergraduate degree with a GPA of 3.00 or higher, and either relevant work experience or a GMAT of 550 or higher. Relevant work experience is a minimum of 3 years' experience in a relevant management-related position. The determination of what is considered relevant work experience will be made by the Coordinator of Non Degree Programs for the College of Business.

If desired, upon successful completion of the Graduate Certificate in Management, students may apply for admittance into the UNLV MBA. General admission requirements for the UNLV Evening MBA Program include: an undergraduate degree with a GPA of 3.00 or higher and a Graduate Management Admission Test (GMAT) score of 550 or higher.

Certificate Requirements

The Graduate Certificate in Management (GCM) is a 5 course, 15 credit hour program, comprising:

MBA 771 - Law and Ethics
 MBA 763 - Leadership, Teams, and Individuals
 MGT 710 - New Venture Feasibility
 MGT 711 - Seminar in Negotiation
 MGT 712 - Change Management

There are no pre-requisites for MBA 771 and MBA 763, however, the remaining three courses require the completion of the MBA Core or admission to the Graduate Certificate in Management as a pre-requisite.

Students must have a minimum of a 3.0 GPA in the program to receive the Graduate Certificate in Management.

Management Information Systems & Business Administration Dual M.S./M.B.A.

The dual MBA and MS MIS program of study is designed for those who seek career and business leadership opportunities in management information systems. The program will provide students with the needed skills, knowledge, and tools to become visionary and creative business leaders with strong competency in management information systems. The core MBA program is designed to advance the knowledge and practice of business and administration. The MS MIS portion of the dual degree is designed to prepare graduates with a broad-based knowledge of information system design, development, implementation, evaluation, and maintenance. Students completing the program will receive a dual degree, an MBA and a MS in Management Information Systems.

Program Overview

The program includes 54-credits and the student will receive both, an MBA and an MS MIS degree. Each student completes a total of 24 credit hours in MIS courses and a total of 30 credit hours in MBA core courses with a minimum GPA of 3.0. MBA courses

are accepted as hours of elective towards the MS MIS degree. The program does not require a thesis.

Admission Requirements

The admission requirements for the dual degree program are the same as those each of the MBA and M.S. in Management Information Systems programs. Applicants must be admitted to each of the MBA and Master of Science in Management Information Systems programs. Candidates have to apply to the MBA/MS MIS Dual Degree program and meet the respective application requirements of each of the programs respectively.

Degree Requirements

Please refer to the Business Administration & Management Information Systems Dual M.B.A./M.S. for degree requirements.

Management Information Systems & Hotel Administration Dual M.S.

The Lee School of Business, MIS department and the William F. Harrah College of Hotel Administration offer a Master of Science in Hotel Administration and Master of Science in Management Information Systems (MS HOA / MS MIS) dual degree program. It is designed for students who seek careers and leadership opportunities in the hospitality industry with a focus on information technology and management information systems. The program provides students with the skills, knowledge, and tools needed to become visionary and creative leaders in information technology in the hospitality industry. The program includes 48-credits and the student will receive both, an MS HOA and an MS MIS degree. Each student completes a total of 24 credit hours of MIS courses and a total of 24 credit hours of HOA courses. HOA courses are accepted as hours of elective towards the MS MIS degree and MIS courses are accepted as hours of elective towards the HOA degree.

Admission Requirements

The admission requirements for the dual degree program are the same as those of the regular MS HOA and MS MIS programs. Applicants must be admitted to both, the MS HOA and MS MIS programs. Candidates have to apply to the MS HOA / MS MIS dual program on the UNLV Graduate College web site (not to both individual programs) and submit required application materials to the Graduate College (online application on Graduate College web site, application fee, official transcripts, and official TOEFL score for international

applicants), to the MIS Department (official GMAT or GRE score, two letters of recommendation [employee and college faculty if applicable], and official college transcripts), and to the Harrah's College of Hotel Administration (official GMAT or GRE score, two letters of recommendation [employee and college faculty if applicable], official college transcripts, a current resume, and evidence of one year full-time managerial experience or three years full-time front line experience in a hospitality-related field).

Applicants must meet the admission requirements of both programs, which include an overall undergraduate grade point average of at least 3.00, a GMAT score of 550 (or satisfactory GRE scores), a satisfactory TOEFL score for international applicants, and full-time work experience in the hospitality industry (one year managerial or three years front line experience).

Degree Requirements

Students must be admitted to both the MS MIS and MS HOA programs with graduate standing. For the dual MS MIS/MS HOA program, a student must successfully complete the 48 total credit hours with 24 required credit hours of core courses, and 24 required credits of MS HOA courses.

M.I.S. Core Courses – Total 24 Credits *

MIS 740 - Software Concepts
MIS 744 - Information Systems Planning & Strategy
MIS 760 - Data Communications and Systems
MIS 762 - Systems Analysis, Modeling and Design
MIS 764 - Advanced Web Development and Electronic Commerce
MIS 766 - Data Management
MIS 775 - IT Architecture for Business
MIS 776 - Business Intelligence

* With approval of the Director of Graduate MIS programs, required MIS courses may be substituted with elective courses to avoid duplication of a student's previous course work and to address the needs of the student's specific career choice.

Hotel Administration M.S. Courses (dual M.I.S. degree) – Total Credits 24

HOA 711 - Laws of Innkeeping and Food Service
HOA 725 - Information Technology in the Hospitality Industry
HOA 731 - Operational Analysis in Hospitality Management
HOA 735 - Research Methodology
HOA 751 - Hospitality Service Management

Select one (1) from the following:

HOA 716 - Principles and Practices in Hotel Management
HOA 717 - Principles and Practices in Convention and Meetings Management
HOA 718 - Principles of Casino and Gaming Management
HOA 720 - Principles and Practices in Food Service Management

Select one (1) from the following:

HOA 760 - Research Seminar in Hotel Administration
HOA 761 - Research Seminar in Food Service Administration
HOA 763 - Research Seminar In Casino and Gaming Management
HOA 777 - Critical Issues in Hospitality Management
HOA 788 - Professional Paper (Professional paper must be completed at the end of the dual program and examine a topic relating to Information Technology in Hospitality)

Management Information Systems Certificate

The Certificate Information Systems (MIS) program is a graduate certificate program designed for individuals who want to acquire specific MIS skills to meet the needs or demands of their workplace. The certificate program is suitable for students with no prior MIS background, as well as for those who have prior MIS knowledge or education and want to acquire specific additional skills (retooling). Students can select from three suggested programs of study or they can, upon approval of the MIS Graduate Coordinator, customize the certificate program to meet their specific retooling needs.

Program Overview

The Certificate in Management Information Systems program requires the completion of four MIS graduate courses. These are courses that are already offered as part of the Master of Science in MIS (MS MIS) program. While the MS MIS program requires the completion of 36 credits, the Certificate in MIS program requires the completion of 12 credits, a subset of the MS MIS program requirements.

Admission Requirements

The Department of MIS welcomes applications from college graduates in all fields. The student must satisfy the minimum requirements of the Graduate

College and the Certificate in MIS program. The candidate must meet the following requirements:

1. Submission of completed application form and required application fee;
2. Submission of official transcripts from all institutions attended after high school;
3. Submission of official transcripts of all college-level course work previously taken and evidence of having been awarded the equivalent of a U. S. bachelor's degree from an accredited college or university with an overall undergraduate grade point average of at least 3.00 on the four-point scale;
4. Official GMAT or GRE score. Graduate Management Admission Test (GMAT) with target score of 550. Applicants with satisfactory scores on the general aptitude portion (50th percentile or higher) of the Graduate Record Examination (GRE) will be considered for admission. Test scores over five years old are not accepted.

If a student is already admitted to the MS MIS program and wants to switch to the Certificate in MIS program, then the student must apply for admission to the certificate program. The student can transfer up to 12 credits of MIS courses into the certificate program after being admitted. Alternatively, if a student in the Certificate in MIS program wants to switch to the MS MIS program, then the student must apply for admission to the MS MIS program. The student can transfer up to 15 credits of MIS courses into the MS MIS program after being admitted. The student can transfer these credits into the MS MIS program even if they were already applied towards the certificate.

Certificate Requirements

The Certificate in MIS program requires the completion of 12 credits of graduate MIS courses (four 3-credit courses). Students can choose from one of the following three suggested programs of study, or they can customize a program of 12 credits (four 3-credit courses) to meet their individual or professional needs. Customized programs of study must be approved by the MIS Graduate Coordinator before the student starts the first courses.

Suggested Programs of Study

All courses are 3 credits. Changes to these courses of study require prior approval of the MIS Graduate Coordinator.

Business Analysis and Development for Systems

MIS 744 - Information Systems Planning & Strategy
MIS 746 - Information Systems Project Management

MIS 762 - Systems Analysis, Modeling and Design
MIS 766 - Data Management

System Development Technologies

MIS 760 - Data Communications and Systems
MIS 762 - Systems Analysis, Modeling and Design
MIS 764 - Advanced Web Development and Electronic Commerce
MIS 775 - IT Architecture for Business

Business Intelligence

MIS 760 - Data Communications and Systems
MIS 764 - Advanced Web Development and Electronic Commerce
MIS 766 - Data Management
MIS 776 - Business Intelligence

Note:

MBA 773 - Managing Information is the prerequisite for all courses in the certificate program. This prerequisite may be waived for individuals with equivalent prior coursework or extensive information systems experience.

Additional MIS Certificate Courses

MIS 740 - Software Concepts
MIS 752 - Advanced Topics in MIS
MIS 768 - Java Programming
MIS 770 - IS Security, Audit and Control
MIS 772 - Advanced Information Systems

Management Information Systems M.S.

Program Overview

The Master of Science in Management Information Systems (MS MIS) program prepares graduates for professional careers in the management of information technology (IT). The MS MIS focuses on the application of technology to help achieve organizational goals and solve business problems. MIS students earn competency in IT, embedded in a business context that provides them with well-rounded preparation for occupations in high demand. Recent graduates are pursuing careers in a variety of roles, such as project manager, IT manager, business analyst, database analyst, network engineer, and systems consultant.

Each student completes a total of 36 credit hours in MIS courses with a minimum GPA of 3.0. The student can elect to either take 30 credit hours of coursework and complete a master-level thesis for 6 credit hours, or to complete 36 credit hours of course work. The student's program will be selected in

consultation with and approved by the student's advisor and the department chair and may include up to two courses (four courses if the non-thesis option is selected) from supporting areas other than MIS, such as accounting, law, computer science, economics, social sciences, and management.

Admission Requirements

- Bachelor of Arts or Bachelor of Science degree
- Application to the Graduate College at UNLV
- Official transcripts of all college-level work
- For international applicants to MIS graduate programs, the requirement that transcripts be evaluated by an outside agency is waived.
- Two letters of recommendation in sealed envelopes
- Minimum undergraduate GPA of 3.0 on a four-point scale
- Official GMAT or GRE score. A score of 550 or higher is required on the GMAT or a score in the 50th percentile or higher is required on the general aptitude portion of the GRE.

The GMAT test score should be reflective of verbal and quantitative aptitude. GMAT or GRE scores over five years old are not accepted.

Individuals with deficiencies in their undergraduate background may be required to enroll in selected additional undergraduate courses to satisfy the M.S. degree requirements. A maximum of 12 credit hours may be transferred into the program if taken recently from an AACSB accredited school. The department chair and the associate dean must approve any earned credits for transfer.

Individuals with degrees in disciplines other than business are required to take the following MBA core courses:

MBA 775 - Data Modeling and Analysis,
MBA 761 - Accounting for Managers,
MBA 769 - Applied Economic Analysis,
MBA 765 - Financial Decision Making as prerequisites.

MBA 773 - Managing Information is the prerequisite for all courses in this program. The department chair and the associate dean may waive some of these leveling courses for individuals with extensive business and information systems experience.

The application forms, fees, letters of recommendation, official transcripts, test results, and assistantship applications must be submitted to the Graduate College as outlined in this catalog. International students are required by the Graduate

College to complete the TOEFL with a minimum score of 550 (written) or 213 (computerized) or show comparable evidence of competence in English. International students should check with the Graduate College for current deadlines.

Degree Requirements

Completion of the degree requirements for the Master of Science in Management Information Systems include:

- Completion of a minimum of 36 credit hours of M.S. in MIS courses.
- Optional completion and defense of master's thesis.
- A grade point average of at least 3.00 for course work required for the degree.
- No grade lower than C is acceptable.

Each student's program of course work must be selected in consultation with and approved by the student's advisor and the department chair, and may include up to 6 credit hours (12 credit hours if the student elects the non-thesis track) from selected disciplines other than MIS, such as cognitive psychology, computer science, accounting, or economics. Students on the thesis track are expected to select a research advisor by the end of their first year, to attend all departmental seminars, and to present a research seminar prior to graduation. Students with unsatisfactory progress toward the degree requirements are subject to dismissal. A student with a grade of C or lower in any of the required courses for the degree will be put on probation for one semester. Conditions and deadlines for the removal of probation will be specified. Failure to meet the condition will result in departure from the program. A student with two grades of C or lower will be dropped from the program. Students are required to register for six hours of thesis. They are advised to split these six hours of thesis and register for three hours each during the last two semesters.

M.S. in Management Information Systems Courses - Total Credits: 24 credits plus 12 credits electives.*

- MIS 740 - Software Concepts
- MIS 744 - Information Systems Planning & Strategy
- MIS 746 - Information Systems Project Management
- MIS 760 - Data Communications and Systems
- MIS 762 - Systems Analysis, Modeling and Design

- MIS 764 - Advanced Web Development and Electronic Commerce
- MIS 766 - Data Management
- MIS 773 - Research Seminar in Information Systems
- *Electives 12 credits (including 6 credits thesis if students elects thesis option)
* * If a student has completed any of the required or elective MIS graduate courses as part of a previous degree at UNLV with grades of B or better, the course(s) may be waived and the number of credits required for the MS MIS program will be reduced by an equal number of credits, up to a maximum of 12 credits.

New Venture Management Graduate Certificate

The Graduate Certificate in New Venture Management (GCNVM) is comprised of graduate classes currently offered through the Business Administration M.B.A. curriculum. The Graduate Certificate is designed for those students wishing to gain knowledge or update their knowledge in the specific area of New Venture Management. The Graduate Certificate is not a degree program and completion of this program indicates an expertise in a narrow specialty, not general expertise in all areas of business.

Admission Requirements

Admission requirements include an undergraduate degree with a GPA of 3.00 or higher, and either relevant work experience or a GMAT of 550 or higher. Relevant work experience is a minimum of 3 years' experience in a relevant business-related position. The determination of what is considered relevant work experience will be made by the Coordinator of Non Degree Programs in the College of Business.

If desired, upon successful completion of the program, students may apply for admittance into the Business Administration M.B.A.. General admission requirements for the Evening MBA Program include: an undergraduate degree with a GPA of 3.00 or higher and a Graduate Management Admission Test (GMAT) score of 550 or higher.

Certificate Requirements

The Graduate Certificate in New Venture Management (GCNVM) is a 5 course, 15 credit hour program, comprising:

MBA 767 - Market Opportunity Analysis
MKT 737 - New Service and Product Development
MGT 709 - New Venture Creation
MGT 710 - New Venture Feasibility
MGT 711 - Seminar in Negotiation

There are no pre-requisites for MBA 767, however, the remaining four courses require the completion of the MBA Core or admission to the Graduate Certificate in New Venture Management as a pre-requisite.

Students must have a minimum of a 3.0 GPA in the program to receive the Graduate Certificate in New Venture Management.

Course Descriptions

MGT 709 - New Venture Creation

Credits 3

Concerned with development of the business tools and skills necessary to successfully create an entrepreneurial venture. Focus includes evaluation of new venture opportunities, obtaining capital and other resources, personnel issues, business operations, and legal considerations. Students will prepare and present a business plan. **Prerequisites:** Admission to the MBA Program and MBA 710.

MGT 710 - New Venture Feasibility

Credits 3

This course emphasizes feasibility analysis as students choose business opportunities they will pursue. In conjunction with case study analysis and interaction with local entrepreneurs, students will assess the technical merits, operational logistics, legal ramifications, consumer needs and demands, team skills and abilities, and the financial viability of their new venture. **Prerequisites:** Completion of the MBA core curriculum or approval of the Director of MBA Programs.

MGT 711 - Seminar in Negotiation

Credits 3

Enhances students' abilities to use negotiation as a tool for managing conflict, making deals, and making team decision. Examines important aspects of the negotiation process, including preparations, strategies and tactics, international issues, the role of third parties, and ethical issues. **Prerequisites:** Completion of MBA core curriculum or approval of the Director of MBA Programs.

MGT 712 - Change Management

Credits 3

Change management is the process of transforming an organization's operations to enhance individual and organizational effectiveness. Both the rate of change and its importance to senior management seem to be accelerating. Examines competing models of change, considers various change methodologies, and explores examples of best practice.

Prerequisites: Completion of MBA core curriculum or approval of the Director of MBA Programs.

MGT 787 - International Seminar

Credits 3-6

Exposes students to the problems and environment of international business in emerging markets. Students will visit selected international enterprises operating outside the US and experience first-hand the business etiquette and culture in that country. **Prerequisites:** Approval of the Director of MBA Programs.

MIS 740 - Software Concepts

Credits 3

First course in programming for non-programmers aimed at developing a proficiency in designing and writing programs using a high-level programming language. Topics include standard programming constructs (conditionals, loops, etc.), concept of an algorithm, and fundamental data types (numbers, strings, arrays, etc.). **Prerequisites:** Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

MIS 742 - Systems Design and Development

Credits 3

Covers both systems analysis and design and modern database concepts. Introduces basic systems analysis and design tools and techniques used to analyze business processes and data flows. Also focuses on the relational database model and principles of good database design. **Prerequisites:** Completion of the core MBA curriculum or approval of the Associate Dean.

MIS 744 - Information Systems Planning & Strategy

Credits 3

Familiarizes students with aspects of developing, implementing and evaluating strategic plans for corporate information systems as a competitive tool; using methods and frameworks for strategic analysis; assisting in establishing an information systems strategy; developing an understanding of change management issues in IS planning for organizations. **Prerequisites:** Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

MIS 746 - Information Systems Project Management

Credits 3

Conceptual material on project management techniques. Planning, organizing and controlling of projects in manufacturing and service organizations. Includes project management process, project scheduling, project resource management, schedule duration risk analysis and management of project. **Prerequisites:** Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

MIS 748 - Social and Economic Impacts of Information Technology

Credits 3

The impact of IT on post-industrial management, productivity, personnel, privacy, competitive advantage, innovation, organizational design, organizational intelligence, decision-making, individual learning, and communication. Students prepare term papers on the impact of information technology on specific industries, depending on their career path interests. **Prerequisites:** MBA 773

MIS 752 - Advanced Topics in MIS

Credits 3

Advanced or specialized study in a special topic or subject area in information systems. **Notes:** May be repeated with different subject matter to a maximum of six credits. **Prerequisites:** Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

MIS 753 - Independent Study

Credits 3 – 6

Independent study under the direction of a faculty advisor of a topic in information systems. **Notes:** May be repeated for credit. **Prerequisites:** MBA 773

MIS 755 - Internship

Credits 3

Supervised practical experience with a participating enterprise or government agency, culminating in a written report. **Notes:** May be repeated to a maximum of six credits. **Grading:** S/F grading only. **Prerequisites:** MS MIS program admission

MIS 760 - Data Communications and Systems

Credits 3

Concepts, models, architectures, protocols, standards, and security for the design, implementation, and management of digital networks. Essentials of local area networks (LAN), metropolitan area networks (MAN), and wide area networks (WAN). Transmission and switching efficiency, and

regulatory and technical environments. Topics include: security and authentication, operating systems, e-commerce etc. **Prerequisites:** Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

MIS 762 - Systems Analysis, Modeling and Design

Credits 3

Systems development life cycle, analysis and design techniques. Information systems planning, project identification and selection, requirements collection and structuring, process modeling, data modeling. Design of interface and data management, system implementation and operation, system maintenance, and change management. Rapid application development and prototyping. **Prerequisites:** Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

MIS 764 - Advanced Web Development and Electronic Commerce

Credits 3

Integration of technology and commercial practices for doing business on the Internet. Business and social implications of emergence of electronic commerce in cyberspace. Technological and organizational issues. Introduction to and application of advanced tools and techniques in the development of commercial-quality web sites. **Prerequisites:** MBA 773

MIS 766 - Data Management

Credits 3

Concepts, principles, issues and techniques for managing corporate data resources. Techniques for managing design and development of large database systems including logical data models, concurrent processing, data distribution, database administration, data warehousing, data cleansing, and data mining. **Prerequisites:** Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

MIS 768 - Java Programming

Credits 3

Java programming language, platform, software delivery environment, internet commerce environment, applications vs. applets/services, Java APIs and extensions, paradigms in information systems, network computers, security and future directions. **Prerequisites:** MIS 740

MIS 770 - IS Security, Audit and Control

Credits 3

Investigates broad selection of contemporary issues in computer security, including an assessment of

state-of-the-art approaches used to address security problems. Integration with organizational/informational systems audit, computer information systems, and management practices.

Prerequisites: MBA 773

MIS 772 - Advanced Information Systems

Credits 3

Technical and managerial issues in the effective development and use of decision support systems (DDS) from three distinct approaches: data, intelligence and groups. Extensive hands-on exercises with state-of-the-art software. Exposure to current industry best practices. **Prerequisites:** MBA 773

MIS 773 - Research Seminar in Information Systems

Credits 3

Survey a range of historic and current research in IS to understand current problems of interest to IS researchers and methods used to address them. A major deliverable for the course will be a proposal for a thesis research project. **Prerequisites:** Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

MIS 774 - IT Outsourcing

Credits 3

This course will focus on the sourcing issues relevant to information systems development and integration in organizations. Topics will include vendor selection, vendor evaluation, negotiation, risk mitigation, contract implementation, partnership, intellectual property, integration, retention, social influences, critical success factors, and offshoring.

Prerequisites: MBA 773.

MIS 775 - IT Architecture for Business

Credits 3

How IT Architecture can meet corporate information system needs. Topics include system scaling, architecture design, enterprise integration, service-oriented architectures, web services, agile application development, corporate IT security, disaster recovery, cost of ownership, and others. Students apply concepts using IBM system. **Prerequisites:** MIS 762 or Instructor Consent.

MIS 776 - Business Intelligence

Credits 3

Business intelligence refers to the set of technologies and tools that enable organizations to integrate, store, analyze, and report data for the purpose of obtaining competitive advantage. Students will be exposed to key components of business intelligence applications,

including defining data structure, analyzing cubes, data mining, and reporting. **Prerequisites:** MIS 766 or Instructor Consent

MIS 777 - Project Feasibility Study and Proposal

Credits 3

Mastery of methods and techniques required to propose new systems for processes, applications and products, including idea generation, data collection, analysis, project proposals, client presentations, sourcing and vendor negotiation. Emphasis on data collection techniques, including structured and unstructured individual and group interviews, survey questionnaires, observation, and document analysis.

Prerequisites: Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

MIS 778 - Technology Innovation and Feasibility Analysis

Credits 3

This course emphasizes a technology feasibility analysis. In conjunction with case study analysis and interaction with local entrepreneurs and business leaders, students will assess the technical merits, operational logistics, legal ramifications, consumer needs and demands, team skills and abilities, and the financial viability of a technological innovation.

MIS 779 - Technology Venture Creation

Credits 3

The Technology Venture Creation course take students from the idea stage to the startup of a new technology based venture. The key output from the course will be a business plan for a new technology venture that can be taken to investors for funding.

Prerequisites: MIS 778 or consent of instructor.

MIS 780 - Thesis

Credits 3 – 6

A substantial piece of work demonstrating the use of research methods and presentation of research results. Students must complete twelve required credit hours before they can register for this course. This course is a six-credit hour thesis and is expected to take two semesters to complete. Completion of the thesis requires a successful defense. **Notes:** May be repeated to a maximum of eighteen credits.

Prerequisites: MIS 773 with a minimum grade of B.