

## Lee Business School

The Lee Business School offers several 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 coursework for sitting for the CPA exam in Nevada and other 150-hour jurisdictions.

The Master of Science in Management Information Systems (M.S. 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 2 courses that use statistical analysis to examine interesting economic problems.

The M.S. in Data Analytics and Applied Economics combines skills in programming, data gathering, and data management with skills in economic reasoning and statistical analysis skills. The program attracts students with focused career choices that require core competence in programming and constructing data systems with analytical and statistical skills. It also prepares students preparing for a career as data scientists. The economics portion of the degree advances students' knowledge in economic theory. It also provides students with skills associated with advanced statistical and econometric analysis and helps students develop their communication skills. The technical portion of the degree is designed to equip graduate students with a solid foundation in programming, building data management systems, and data mining.

The Master of Business Administration (MBA), is designed to prepare the individual to meet the challenges of rapid change in business and in society through an 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.

The Executive Master of Business Administration (EMBA) is designed for experienced professionals who want to compete for top management positions by acquiring an integrated understanding of business and the strategic perspective necessary to lead. Taught by accomplished faculty, small cohorts of students complete a rigorous and relevant curriculum in just eighteen months by immersing themselves in a highly interactive experience. The program culminates with an international seminar where students witness global business first-hand.

*Brent Hathaway, Ph.D., Dean, Lee Business School*  
*Andrew Hardin, Ph.D., Associate Dean for Research and Graduate Programs*  
*Stoney Alder, Ph.D., Associate Dean for Academic Affairs*

## Accounting

The Master of Science in Accounting is designed to provide professional preparation at the graduate level for students wishing to pursue careers and advancement in taxation, public accounting, managerial or corporate accounting, and government. Our graduate courses help students extend and integrate their accounting knowledge by building on the knowledge received in undergraduate programs. The M.S. in Accounting also provides the necessary coursework for sitting for the CPA exam in Nevada and other 150-hour jurisdictions.

Students may pursue either a full-time or part-time course of study to complete the 30-credit program. Students need not have an undergraduate degree in accounting or business. However, those without the undergraduate coursework on which the program builds will be required to complete those courses in addition to the 30-credit program.

Pursuing a career in accounting can provide a lifetime of professional opportunities. Earning your M.S. in Accounting is an investment in yourself and your future.

The A.A.C.S.B.-International Association for Management Education accredits the Master of Science in Accounting.

*Robert Cornell, Chair*

*Kimberly Charron, Graduate Coordinator*

### Department Chair

Charron, Kimberly-Full Graduate Faculty Associate Professor; B.S., Ph.D., University of Arizona; CMA. Rebel since 1997.

### Graduate Coordinator

Perri, Tammy-Associate Graduate Faculty Lecturer; B.S., Minnesota State University-Moorhead; M.S. University of Mary; CPA, North Dakota. Rebel since 2014.

### Faculty

Cummings, Michael – Full Graduate Faculty Assistant Professor; B.S., Utah Valley State; M.P.A., J.D. Brigham Young University; Ph.D. University of Minnesota. Rebel since 2014

Dalton, Kenneth– Full Graduate Faculty Assistant Professor; A.S., Coleman College; B.Acc., University of San Diego; Ph.D. University of Kansas; CPA, California; CISA. Rebel since 2014

Enlow, Ryan-Associate Graduate Faculty Lecturer, B.S.B.A., M.S., University of Nevada Las Vegas. Rebel since 2010.

Hamilton, Erin-Full Graduate Faculty Assistant Professor; B.S., M.S., Kent State University; Ph. D., University of South Carolina; CPA, Ohio. Rebel since 2013.

Jones, Donald-Associate Graduate Faculty Lecturer; B.S.B.A., Bowling Green State University; J. D., University of Akron; LL.M., Georgetown University; CPA, Texas, Washington D.C. Rebel since 2011.

Messier, William F. Jr.-Full Graduate Faculty Professor; 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. Rebel since 2008.

Moore, Charles T.-Full Graduate Faculty Professor; B.S., University of Arkansas at Little Rock; M.S., Ph.D., Louisiana State University; CPA, Texas. Rebel since 1989.

Raschke, Robyn-Full Graduate Faculty Associate Professor; B.B.A, M.ACC., University of Georgia; Ph.D., Arizona State University; CPA, Georgia. Rebel since 2007.

Suh, Ikseon – Full Graduate Faculty Assistant Professor; B.A., M.F., Instituto Tecnológico Autónomo de México-ITAM; M.A., Ph.D. Southern Illinois University-Carbondale. Rebel since 2017

Saiewitz, Aaron – Full Graduate Faculty Assistant Professor; B.S., Fairleigh Dickinson University; Ph.D. University of Massachusetts – Amherst; CPA, New Jersey and Massachusetts. Rebel since 2014

Siciliano, Daniel-Associate Graduate Faculty Lecturer; B.S.B.A., M.B.A., University of Nevada, Las Vegas; CPA, Nevada; CGMA; CMA; CFM. Rebel since 2012.

Smith, Jason L.-Full Graduate Faculty Associate Professor; B.S., M.ACC., Brigham Young University; Ph.D., University of Arizona; CPA, Colorado. Rebel since 2008.

Tandy, Paulette R.-Full Graduate Faculty Associate Professor; B.S., Appalachian State University; MBA, Ph.D., Texas A&M; CPA, North Carolina. Rebel since 1989.

Zimmerman, John-Full Graduate Faculty Associate Professor; B.S., Glassboro State College; M.S., Golden Gate University; J.D., Southwestern University School of Law; CPA, California and New Jersey. Rebel since 1989.

#### **Professors Emeriti**

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

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

## **Advanced Graduate Certificate in Accounting (On Hold)**

Program is on Hold and not currently accepting applications.

### **Plan Description**

This certificate is 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 Advanced Graduate Certificate in Accounting will prepare students to enter the M.S. in Accountancy program. The Graduate Certificate in Accounting coupled with this 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.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### **Plan Admission Requirements**

Application deadlines-Program is on Hold and not currently accepting applications.

Applications available on the UNLV Graduate College website.

Admission requirements include the successful completion of either an undergraduate degree in accounting or the UNLV Graduate Certificate in Accounting or equivalent coursework with a GPA or 2.75 or higher.

If desired, upon successful completion of the Advanced Graduate Certificate in Accounting, students may apply for admittance into the M.S. Accountancy program. General Admission requirements for admission to the M.S. Accountancy 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 Graduate Certificate in Accounting 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.

All applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a certificate program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### **Plan Requirements**

**Total Credits Required: 15**

#### **Course Requirements**

**Required Courses – Credits: 15**

Complete five graduate-level Accounting (ACC) courses (at least four of which must be at the 700-level).

The following courses may not be used toward the Advanced Graduate Certificate in Accounting:

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

ACC 673-Law For Accountants I

### **Certificate Requirements**

1. Completion of a minimum of 15 credit hours of ACC courses.
2. A minimum of 12 credit hours of 700-level courses.
3. A grade point average of at least 3.00 for course work required for the certificate.
4. No grade lower than C is acceptable.

### **Plan Certificate Completion Requirements**

The student must submit all required forms to the Graduate College and then apply for graduation in MyUNLV by the appropriate deadline.

## **Graduate Certificate in Accounting (ON HOLD)**

Program is on hold and is not currently accepting applications.

### **Plan Description**

This certificate is 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 Accountancy program. This Graduate Certificate in Accounting 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.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### **Plan Admission Requirements**

Application deadlines-Program is on hold and is not currently accepting applications.

Applications available on the UNLV Graduate College website.

Admission requirements include an undergraduate degree with a 2.75 GPA or higher and successful completion of two undergraduate accounting courses (ACC 201 – Introduction to Financial Accounting or equivalent and ACC 202 – Introduction to Managerial Accounting or equivalent).

All applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a certificate program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### **Plan Requirements**

**Total Credits Required: 18**

### **Course Requirements**

**Required Courses – Credits: 18**

Complete the following six courses or other advisor-approved 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

### **Certificate Requirements**

1. Completion of a minimum of 18 credit hours of ACC courses.
2. A grade point average of at least 3.00 for course work required for the certificate.
3. No grade lower than C is acceptable.

### **Plan Certificate Completion Requirements**

The student must submit all required forms to the Graduate College and then apply for graduation in MyUNLV by the appropriate deadline.

## Master of Science-Accounting

### Plan Description

The Master of Science – 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 -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 – 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 Accounting M.S. program should satisfy these requirements.

For more information about your program, including your graduate program handbook and learning outcomes please visit the Degree Directory.

### Plan Admission Requirements

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

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

1. A bachelor's degree from an accredited college or university.
2. A minimum GPA of 3.00 or higher on a 4.00 scale.
3. Students must have satisfactorily completed introductory financial accounting.
4. 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.
5. 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.
6. Compliance with the Graduate College admission standards.

Students who have not completed all the following courses (or equivalent courses) as part of their bachelor's degree may be required to complete them as a condition of their admission prior to graduation from the Master of Science – Accounting:

- 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
- ACC 673-Law For Accountants I

Note: These courses will not count toward the 30 credits required for the Master of Science – Accounting.

All domestic and international applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a degree program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### Plan Requirements

**Total Credits Required: 30**

### Course Requirements

**Accounting Courses – Credits: 15**

Complete five 700-level Accounting (ACC) courses.

**Elective Courses – Credits: 12**

Complete four graduate level Accounting or Non-Accounting elective courses from approved list.

**Capstone Course – Credits: 3**

Select one of the following courses based on the area of the accounting profession you wish to pursue:

ACC 701\*-Federal Tax Topics

ACC 706-Auditing Theory and Applications

ACC 715-Advanced Management Accounting

### Degree Requirements

1. A minimum of 18 credits must be taken within Accounting.
2. A minimum of 18 credits must be in 700-level courses.
3. A maximum of 12 credits may be taken outside of Accounting.
4. The student and the department graduate program coordinator will design each degree program.
5. Students seeking a Master of Science – Accounting must comply with all general university requirements as outlined in the Graduate Catalog. In addition, the above requirements must be satisfied, and exceptions or modifications of the program and requirements must be approved by the Graduate Coordinator.

### Plan Graduation Requirements

The student must submit all required forms to the Graduate College and then apply for graduation up to two semesters prior to completing his/her degree requirements.

### ACC 600-Accounting Environment

**Credits 3**

Explores the accounting profession, accounting information systems, internal controls, accounting decision-making, the accounting process and financial accounting, and accounting research. Note(s): This course is crosslisted with ACC 400. Credit at the 600-level requires additional work. Prerequisite(s): ACC 201 and Graduate degree seeking.

### ACC 601-Financial Reporting I

**Credits 3**

Study of current accounting objectives, principles, theory, and practice in the preparation, interpretation, and analysis of general purpose financial statements for external users, as established by the Financial Accounting Standards Board and predecessor organizations. Note(s): This course is crosslisted with ACC 401. Credit at the 600-level requires additional work. Prerequisite(s): ACC 400 or ACC 600 and Graduate degree seeking.

### ACC 602-Financial Reporting I

**Credits 3**

Continuation of the study of current accounting objectives, principles, theory, and practice in the preparation, interpretation, and analysis of general purpose financial statements for external users, as established by the Financial Accounting Standards Board and predecessor organizations. Note(s): This course is crosslisted with ACC 402. Credit at the 600-level requires additional work. Prerequisite(s): ACC 401 or ACC 601. Graduate degree seeking.



**ACC 605-Cost Management and Control Credits 3**

Provides a thorough understanding of cost accounting theory and practice with emphasis on product costing concepts and methods, the use of cost information for strategic planning and decision analysis, and current cost topics including the influence of technology on accounting. Note(s): This course is crosslisted with ACC 405. Credit at the 600-level requires additional work. Prerequisite(s): Graduate degree seeking.

**ACC 606-Auditing in the Gaming Industry Credits 3**

Audits of gaming entities; terminology; regulatory requirements and the associated compliance audit requirements; control systems and the inherent risks unique to the gaming industry. Note(s): This course is crosslisted with ACC 406. Credit at the 600-level requires additional work. Prerequisite(s): ACC 600 or ACC 400. Graduate degree seeking.

**ACC 607-Governmental and Not-for-Profit Accounting Credits 3**

Study of the rules and procedures for accounting under the fund accounting principles of GASB. Entities covered are state and local governments and governmental not-for-profit organizations. Fund types include Governmental Funds, Proprietary Funds, and Trust & Agency Funds. Note(s): This course is crosslisted with ACC 407. Credit at the 600-level requires additional work. Prerequisite(s): ACC 401 or ACC 601. Graduate degree seeking.

**ACC 609-Accounting Information Systems Credits 3**

Promotes business solutions through the use of information technology. Tools and topics may include accounting software, databases, cycle-based analysis of internal controls, system documentation techniques, and data modeling. Note(s): This course is crosslisted with ACC 409. Credit at the 600-level requires additional work. Prerequisite(s): ACC 400 or ACC 600. Graduate degree seeking.

**ACC 610-Federal Taxation Credits 3**

Introduction to a broad range of tax concepts and types of taxpayers, including corporations, pass-through entities, and sole proprietorships. Emphasizes the role of taxation in the business decision process, and provides students with the ability to conduct tax research, compliance and planning. Note(s): This course is crosslisted with ACC 410. Credit at the 600-level requires additional work. Prerequisite(s): ACC 201 and Graduate degree seeking

**ACC 612\*-Fraud Examination Credits 3**

Covers the pervasiveness of and causes of fraud and white-collar crime; explore methods of fraud detection, investigation and prevention; and increase your ability to detect material financial statement fraud. Emphasis on real world cases, and current newspaper and journal articles. Note(s): This course is crosslisted with ACC 412. Credit at the 600-level requires additional work. Prerequisite(s): ACC 409 or ACC 609. Graduate degree seeking.

**ACC 620-Internal Auditing Credits 3**

Study of internal auditing as an independent, objective assurance and consulting activity designed to add value and improve an organization's operations. Emphasis on communication and analytical skills. Note(s): This course is crosslisted with ACC 420. Credit at the 600-level requires additional work. Prerequisite(s): ACC 401 or ACC 601. Graduate degree seeking.

**ACC 650-International Accounting Credits 3**

Comparative accounting systems and their economic and social development patterns, foreign currency translation, analyzing multinational financial transactions and statements, accounting for international inflation, auditing in an international environment, international reporting and disclosures and international taxation and transfer pricing. Note(s): This course is crosslisted with ACC 450. Credit at the 600-level requires additional work. Prerequisite(s): ACC 202 and Graduate degree seeking.

**ACC 670-Auditing and Assurance Services Credits 3**

Environment of auditing and other assurance services, including professional standards, ethics and legal liability. Techniques and procedures employed in gathering audit evidence and reporting requirements. Note(s): This course is crosslisted with ACC 470. Credit at the 600-level requires additional work. Prerequisite(s): 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. Note(s): This course is crosslisted with ACC 473. Credit at the 600-level requires additional work. Prerequisite(s): Graduate degree seeking.

**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. Note(s): For non-business undergraduates only. Credit will not be given towards the MS degree. Prerequisite(s): Graduate degree seeking.

**ACC 701\*-Federal Tax Topics Credits 3**

Advanced tax topics involving corporations, proprietorships, and individuals. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): ACC 410 or ACC 610 and Graduate degree seeking

**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. Prerequisite(s): ACC 410 or ACC 610 and Graduate degree seeking.

**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. Prerequisite(s): ACC 470 or ACC 670 and Graduate Degree seeking.

**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. Prerequisite(s): ACC 409 or ACC 609 and Graduate degree seeking.

**ACC 715-Advanced Management Accounting Credits 3**

This course covers current issues impacting management accounting. An emphasis will be placed on ethics and management control systems. Prerequisite(s): Graduate degree seeking.

**ACC 725-Mergers, Acquisitions and Divestitures Credits 3**

Accounting concepts, practices, and procedures involved in accounting for business combinations, multinational-national corporations, and divestitures. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): Graduate degree seeking.

**ACC 775R-Research Seminar in Accounting Credits 3**

This course is intended to introduce students to academic accounting research through participation in research seminars, evaluation of research papers and preparation of a research proposal. Students will also learn about academic careers in accounting. Note(s): May be repeated to a maximum of six credits.

**ACC 781-Internship Credits 3**

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

**ACC 789-Seminar in Accounting Credits 3**

Study in specialized areas of accounting. Note(s): May be repeated to a maximum of six credits. Prerequisite(s): ACC 701\*, ACC 702, ACC 725 and ACC 774 and have the requisite credits to sit for the CPA exam.

**ACC 790-Independent Study in Accounting Credits 3**

Individual directed study of a topic not covered in other courses. Prerequisite(s): Approval of instructor.

**ACC 791-Professional Paper Credits 3**

Professional paper preparation, including review of literature or similar research effort.

**BLW 650-Law of the Internet**

Focus on the legal and ethical environment of doing business over the Internet. Topics include personal jurisdiction in cyberspace, electronic speech, privacy and data collection, on-line contracting, intellectual property, cybercrime and security, consumer protection, taxation, and Internet transactions involving securities. Note(s): This course is crosslisted with BLW 450. Credit at the 600-level requires additional work.

**Business Administration**

Excellence is rarely achieved by sitting still. 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 Lee Business School (LBS) MBA programs offer students practical and theoretical applications that will provide them with a well-rounded business education. The LBS offers full/part-time evening MBA with concentrations in finance, human resources management, marketing, management information systems and new venture management. Students also have the option to pursue one of four dual programs: the MBA/JD (Juris Doctor), the MBA/DDM (Doctor of Dental Medicine), the MBA/MS in Hotel Administration and the MBA/MS in Management Information Systems. Students choose UNLV due to its "location, flexibility and affordability."

Courses are offered through our evening MBA Program or Executive MBA Program. The evening MBA program students have an average of 5 years of work experience and a majority of them remain employed while pursuing their MBA. Executive MBA students average thirteen years of work experience with 10 in management roles; they bring their collective experience to the classroom to enhance the learning environment. Both programs provide students with a diverse learning environment through the undergraduate degrees students hold, the careers they work in, and the countries and cultures that they represent.

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

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

**Graduate Non-Degree Seeking Students**

Students may be considered to take courses as a non-degree seeking student before being admitted to the program if the following conditions are met. 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 6 credit hours. Approval is restricted to the courses in the first half of the MBA core curriculum.

*Chin-Chun (Vincent) Hsu, Ph.D., CMA, Graduate Coordinator-MBA Director*

*Nikkole Liesse, M.B.A., Graduate Coordinator-EMBA Director*

## Master of Business Administration Faculty

### Director of MBA Programs

Hsu, Chin-Chun - Full Graduate Faculty Professor; B.S., Tamking University; MBA, California State University, San Bernardino; Ph.D., Saint Louis University; CMA. Rebel since 2003.

### Graduate Faculty

Alder, G. Stoney - Full Graduate Faculty Professor; B.S., University of Utah; MBA, Brigham Young University; Ph.D., University of Colorado. Rebel since 2002.

Baur, John - Full Graduate Faculty Assistant Professor; B.B.A., Loyola University New Orleans; MBA, Creighton University; Ph.D., University of Oklahoma. Rebel since 2015.

Chang, Saeyoung - Full Graduate Faculty Professor; B. Commerce, University of Calgary; MBA, Indiana University; Ph.D., Ohio State University. Rebel since 1999.

Chatfield, Robert E. - Full Graduate Faculty Professor; B.A., Eastern Nazarene College; M. S., Ph.D., Purdue University. Rebel since 1988.

Chi, Jainxin (Daniel) - Full Graduate Faculty Assistant Professor; B Economics, Qingdao University; MBA, Idaho State University; Ph. D. Texas A&M University, Rebel since 2011.

Choi, Seungmook - Full Graduate Faculty Professor; B.A., Korea University; M.A., Ph.D., University of Texas, Austin. Rebel since 1991.

Cross, James - Full Graduate Faculty Associate Professor; B.S., MBA, Ph.D., University of Minnesota. Rebel since 1989.

Gardner, Richard - Full Graduate Faculty Assistant Professor; B.S., Brigham Young University; MPA, Brigham Young University; Ph.D., Texas A&M University. Rebel since 2015.

Hsu, Chin-Chun (Vincent) - Full Graduate Faculty Professor; B.S., Tamking University; MBA, California State University, San Bernardino; Ph.D., Saint Louis University; CMA. Rebel since 2003.

Jameson, Melvin H. - Full Graduate Faculty Professor; S.B., Massachusetts Institute of Technology; M.A., Ph.D., University of California, Berkeley. Rebel since 1989.

Krishen, Anjala S. - Full Graduate Faculty Associate Professor; B.S., Rice University M.S., M.B.A., Ph.D., Virginia Polytechnic Institute and State University; . Rebel since 2007.

Lee, D. Scott - Full Graduate Faculty Professor of Finance; B.S., University of Utah; Ph.D., University of Oregon. Rebel since 2013.

McAllister, Daniel W. - Full Graduate Faculty Associate Professor; B.S., MBA, University of Utah; Ph.D., University of Washington. Rebel since 1982.

Mejza, Michael - Full Graduate Faculty Associate Professor; B.A., University of Connecticut; MBA, Ph.D., University of Maryland. Rebel since 1998.

Miller, Alan N. - Full Graduate Faculty Professor; B.A., Temple University; B.S. University of New Hampshire; MBA, Syracuse University; M.Phil., Ph.D., City University of New York. Rebel since 1978.

Naylor, Gillian - Full Graduate Faculty Associate Professor; B.A., Washington State University; MBA, Eastern Washington State University; Ph.D., University of Arizona. Rebel since 1996.

Nill, Alexander - Full Graduate Faculty Professor; M.A., Ludwig-Maximilian University; D.B.A., Ph.D., University of Innsbruck. Rebel since 1999.

Pomirleanu, Nadia - Full Graduate Faculty Associate Professor; B.S., Academy of Economic Studies; Ph.D., University of Central Florida. Rebel since 2009.

Poon, Percy - Full Graduate Faculty Associate Professor; Honors Diploma, Hong Kong Baptist College; MBA, Southwest Texas State University; Ph.D., Louisiana State University. Rebel since 1989.

Puthenpurackal, John - Full Graduate Faculty Professor; B. Tech., College of Engineering; P.G.D.M. Indian Institute of Management; Ph. D., Texas A&M University. Rebel since 2006.

Randolph, Robert - Full Graduate Faculty Assistant Professor; B.B.A., MBA, University of New Mexico; Ph.D., Mississippi State University. Rebel since 2014.

Schibrowsky, John - Full Graduate Faculty Professor; B.S., University of Wisconsin-Superior; MBA, University of Northern Iowa; Ph.D., University of Wisconsin-Madison. Rebel since 1988.

Seale, Darryl Anthony - Full Graduate Faculty Professor; B.S., California State University, Chico; MBA, Pennsylvania State University; M.A., Ph.D., University of Arizona. Rebel since 1999.

Sullivan, Michael J. - Full Graduate Faculty Professor; B.S., St. John Fisher College; MBA, University of Florida; Ph.D., Florida State University. Rebel since 1991.

Tan, Keah-Choon - Full Graduate Faculty Professor; B.S., MBA, University of South Alabama; Ph.D., Michigan State University. Rebel since 1998.

Thistle, Paul D. - Full Graduate Faculty Professor; B.B.A., University of Portland; M.S., Ph.D., Texas A & M University. Rebel since 1999.

Wang, Sheng - Full Graduate Faculty Associate Professor; Ph.D., Ohio State University Main Campus; MLHR, Ohio State University Main Campus. Rebel since 2005.

Wisner, Joel D. - Full Graduate Faculty Professor; B.S., New Mexico State University; MBA, West Texas State University; Ph.D., Arizona State University. Rebel since 1991.

Zhang, Jianzhong (Andrew) - Full Graduate Faculty Associate Professor; B.S., Xiamen University; M Economics, Nankai University; MBA, University of Louisiana Monroe; Ph.D., University of Arizona. Rebel since 2008.

### Professors Emeriti

Claurette, Terrence M. Emeritus Professor; B.A., Stonehill College; Ph.D., Washington State University. UNLV Emeritus 1988.

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

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

Gilbert, Joseph T. - Full Graduate Faculty Associate Professor; B.A., M.A., St. Louis University; Ph.D., University of Southern California. Rebel since 1991.

Hames, David S. - Full Graduate Faculty Associate Professor; B.A., Albion College; M.A., Michigan State University; Ph.D., University of North Carolina, Chapel Hill. Rebel since 1989.

Leong, Keong - Full Graduate Faculty Professor; B.S., University of Malaysia; M.B.A., University of South Carolina; Ph.D., University of South Carolina. Rebel since 2001.

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

Pinney, J. Kent Emeritus Professor; B.A., University of Utah; MBA, D.B.A., Indiana University. UNLV Emeritus 1973-1988.

Richards, Clinton H. Emeritus Professor; B.S., M.B.A., Ph.D., University of Kansas. UNLV Emeritus 1977



## Graduate Certificate in Business Administration

### Plan Description

The Lee Business School MBA Programs office recognizes that many admitted UNLV degree-seeking graduate students would like to obtain advanced knowledge in business administration and are unable to commit to a full MBA degree program. The Graduate Certificate in Business Administration (GCBA) demonstrates the individual's desire to master his/her professional field and seek new knowledge about business administration. To earn this certificate, students must complete five core, functional business areas. These areas pertain to accounting, economics, finance, management, and marketing. All coursework from this GCBA can be applied toward an MBA, should students choose to pursue an MBA at the Lee Business School in the future.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### Plan Admission Requirements

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

All degree-seeking graduate students in good standing in any graduate program on the UNLV campus are automatically eligible to apply to GCBA program.

All applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a certificate program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### Plan Requirements

#### Total Credits Required: 15

#### Course Requirements

#### Required Courses – Credits: 15

Complete the following five courses:

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

#### Certificate Requirements

1. Completion of a minimum of 15 credit hours.
2. A grade point average of at least 3.00 for course work required for the certificate.
3. No grade lower than C is acceptable.

#### Plan Certificate Completion Requirements

1. Accepted students must maintain an overall GPA of 3.0. Certificates will be awarded upon the student's successful completion of all certificate requirements.
2. The student must submit all required forms to the Graduate College and then apply for graduation in MyUNLV by the appropriate deadline.

## Executive Master of Business Administration

### Plan Description

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 are placed in a collaborative, proactive, integrative, and team oriented learning environment.

The students go through the program as a cohort, with the course schedule set at the beginning of the cohort's program. Students complete the program in 18 months. Classes typically meet every other Friday and Saturday. All students complete the program as a group. This provides a unique cohort experience that enhances teamwork throughout the program.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### Plan Admission Requirements

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

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 2.75 on the four-point scale.
3. Official results of the GMAT test. Applicants may indicate test scores and date taken on the application or indicate the expected exam date; however, official copies of the GMAT scores must be submitted to the Lee Business School EMBA Program Office.
4. Evidence of 7 or more years of work experience, a minimum of 3 years management experience.
5. 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.
6. Resume.
7. Self-evaluation. The two to three-page, double-spaced self-evaluation should include a description of significant contributions you have made to your organization and a well-articulated career plan.
8. A personal interview.



9. All domestic and international applicants must review and follow the Graduate College Admission and Registration Requirements.

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.

Students are accepted into a degree program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

#### **Plan Requirements**

**Total Credits Required: 43**

#### **Course Requirements**

**Required Courses – Credits: 40**

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 723-Applied Strategic Marketing

EMBA 722-Service Operations

**Capstone Course – Credits: 3**

EMBA 720-International Seminar

#### **Degree Requirements**

1. The candidates must successfully complete the 43 credits of required EMBA courses.

2. The content of the courses is customized to meet the need of executives. Classes generally meet on Friday and Saturday every other weekend. Classes are 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.
3. Each cohort takes an international trip. The International Seminar requires students to learn about the culture and business practices of the countries to be visited.
4. 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.
5. 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.
6. 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.

#### **Plan Graduation Requirements**

The student must submit all required forms to the Graduate College and then apply for graduation up to two semesters prior to completing his/her degree requirements.

## Dual Degree: Master of Business Administration & Master of Science-Hotel Administration

### Plan Description

This is a dual degree offered by the Lee Business School in conjunction with the William F. Harrah College of Hotel Administration. The MBA/MS HOA 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 – Hotel Administration portion of the dual degree is designed to provide the industry-specific knowledge and skills in hospitality and tourism. The program takes advantage of the natural learning environment that is created by the hospitality industry in Las Vegas economy, the entertainment capital of the world. Students will receive a two degrees, an MBA and a MS – Hotel Administration.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### Plan Admission Requirements

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

The admission requirements for the dual degree are the same as those stated under the MBA and MS HOA programs. The only exception is that the dual MBA program only accepts the GMAT for admission. All dual degree program applicants are required to show that they have at least one year of full-time management/supervisory experience or three years of cumulative full-time front-line experience in the hospitality industry.

### Application Process

See the Application Process section under the MBA and the MS HOA programs. Applications will be reviewed by representatives of the Lee Business School and the William F. Harrah College of Hotel Administration in an independent process within each college. Applicants must be admitted to both the Lee Business School and the William F. Harrah College of Hotel Administration to qualify for the dual degree program for that term.

### Application Deadline

Refer to the Graduate College website for specific deadlines. All documentation and application materials must be received by the Graduate College, the William F. Harrah College of Hotel Administration Graduate Studies Office, and the Lee Business School by the deadline for the application to be considered.

All domestic and international applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a degree program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### Plan Requirements

See Subplan Requirements below.

### Subplan 1 Requirements: Thesis Track

**Total Credits Required: 51**

#### Course Requirements

**Total Credits Required for the Business Administration M.B.A.: 30**

**MBA Core Required Courses – Credits: 18**

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 775-Data Modeling and Analysis

#### Electives – Credits: 9

Complete 9 credits of electives from any 700-level course offered by the Lee Business School.

#### Capstone Course – Credits: 3

MBA 787-Strategic Management

**Total Credits Required for the Hotel Administration M.S.: 21**

#### Required Courses – Credits: 12

HOA 703-Human Resources Management in the Hospitality Industry

HOA 711-Laws of Innkeeping and Food Service

HOA 735-Research Methodology

HOA 777-Critical Issues in Hospitality Management

#### Management Elective Course – Credits: 3

Complete one of the following courses:

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

#### Thesis – Credits: 6

HOA 789-Thesis

#### Degree Requirements

1. Completion of a minimum of 30 credits of MBA courses and a minimum of 21 credits of HOA.
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.
4. 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.
5. In consultation with his/her advisor, a student will organize a thesis committee of at least three departmental members.

In addition, a fourth member from outside the department, known as the Graduate College Representative, must be appointed. An additional committee member may be added at the student and department's discretion. Please see Graduate College policy for committee appointment guidelines.

6. In addition to the academic requirements, the Harrah Hotel College requires 500 hours of acceptable employment experience in the hospitality industry. The work experience requirement requires the student to find employment, but carries no academic credit and may be earned outside Nevada and during the summer. This work experience will be evaluated qualitatively as well as quantitatively, and may be waived at the discretion of the program coordinator. International students must go to the Office of International Students and Scholars to verify employment eligibility.

### **Graduation Requirements**

1. Students cannot graduate from one portion of the dual degree until the requirements for both are met. Students must apply to graduate from both programs for the same semester.
2. The student must submit all required forms to the Graduate College and then apply for graduation from both degrees up to two semesters prior to completing his/her degree requirements.
3. The student must successfully complete the MBA capstone course.
4. The student must submit and successfully defend his/her thesis by the posted deadline. The defense must be advertised and is open to the public.
5. The student must submit his/her approved, properly formatted hard-copy thesis to the Graduate College, and submit the approved electronic version to ProQuest by the posted deadline.

### **Subplan 2 Requirements: Professional Paper Track**

**Total Credits Required: 51**

#### **Course Requirements**

**Total Credits Required for the Business Administration**

**M.B.A.: 30**

**MBA Core Required Courses – Credits: 18**

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 775-Data Modeling and Analysis

**Electives – Credits: 9**

Complete 9 credits of electives from any 700-level course offered by the Lee Business School.

**Capstone Course – Credits: 3**

MBA 787-Strategic Management

**Total Credits Required for the Hotel Administration M.S.: 21**

**Required Courses – Credits: 12**

HOA 703-Human Resources Management in the Hospitality Industry

HOA 711-Laws of Innkeeping and Food Service

HOA 735-Research Methodology

HOA 777-Critical Issues in Hospitality Management

**Management Elective Course – Credits: 3**

Complete one of the following courses:

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

**Elective Course – Credits: 3**

Complete 3 credits of any 500-, 600-, or 700-level HOA course.

**Professional Paper – Credits: 3**

HOA 788-Professional Paper

### **Degree Requirements**

1. Completion of a minimum of 30 credits of MBA courses and a minimum of 21 credits of HOA.
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.
4. 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.
5. The Hotel Administration portion of the dual degree program requires successful completion of a professional paper that must adhere to the standards in the American Psychological Association's current publication manual regarding writing style and format. This paper must be completed at the end of the dual program.
6. In addition to the academic requirements, the Harrah Hotel College requires 500 hours of acceptable employment experience in the hospitality industry. The work experience requirement requires the student to find employment, but carries no academic credit and may be earned outside Nevada and during the summer. This work experience will be evaluated qualitatively as well as quantitatively, and may be waived at the discretion of the program coordinator. International students must go to the Office of International Students and Scholars to verify employment eligibility.

### **Graduation Requirements**

1. Students cannot graduate from one portion of the dual degree until the requirements for both are met. Students must apply to graduate from both programs for the same semester.
2. The student must submit all required forms to the Graduate College and then apply for graduation from both degrees up to two semesters prior to completing his/her degree requirements.
3. The student must successfully complete a professional paper and the MBA capstone course.

### **Plan Graduation Requirements**

Refer to your subplan for Graduation Requirements.



## Master of Business Administration

### Plan Description

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.

For more information about your program, including your graduate program handbook and learning outcomes please visit the Degree Directory.

### Plan Admission Requirements

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

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.

MBA 741 – Internship (3 credits) is required for students without relevant business work experience. This requirement may be waived at the student's request and with proof of relevant work experience.

### 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**

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](http://www.mba.com)

e-mail: [GMATCandidateServicesAmericas@perason.com](mailto: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.

All domestic and international applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a degree program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### **Plan Requirements**

See Subplan Requirements below.

#### **Subplan 1: Finance Track**

**Total Credits Required: 42**

#### **Course Requirements**

**Required Courses – Credits: 18**

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 775-Data Modeling and Analysis

**Finance Concentration– Credits: 12**

Complete 12 credits of graduate-level Finance (FIN) electives.

**Electives – Credits: 9**

Complete 9 credits of electives from any 700-level course offered by the Lee Business School. Also students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

**Capstone Course – Credits: 3**

MBA 787-Strategic Management

#### **Degree Requirements**

1. The MBA degree requires a minimum of 42 credit hours of approved course work.
2. All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

#### **Subplan 2: General MBA Track**

**Total Credits Required: 42**

#### **Course Requirements**

**Required Courses – Credits: 18**

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 775-Data Modeling and Analysis

**Electives – Credits: 21**

Complete 21 credits of electives from any 700-level course offered by the Lee Business School. Also students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

**Capstone Course – Credits: 3**

MBA 787-Strategic Management

**Degree Requirements**

1. The MBA degree requires a minimum of 42 credit hours of approved course work.
2. All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

**Subplan 3: Human Resources Management Track**

**Total Credits Required: 42**

**Course Requirements**

**Required Courses – Credits: 18**

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 775-Data Modeling and Analysis

**Human Resources Management Concentration– Credits: 12**

MGT 711-Seminar in Negotiation  
MGT 712-Change Management  
MGT 740-Foundations of Human Resources  
MGT 745-Contemporary Topics in Human Resource Management

**Electives – Credits: 9**

Complete 9 credits of electives from any 700-level course offered by the Lee Business School. Also students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

**Capstone Course – Credits: 3**

MBA 787-Strategic Management

**Degree Requirements**

1. The MBA degree requires a minimum of 42 credit hours of approved course work.
2. All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

**Subplan 4: Management Information Systems Track**

**Total Credits Required: 42**

**Course Requirements**

**Required Courses – Credits: 18**

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 775-Data Modeling and Analysis

**Management Information Systems Concentration– Credits: 12**

Complete 12 credits of graduate-level Management Information Systems (MIS) electives.

**Electives – Credits: 9**

Complete 9 credits of electives from any 700-level course offered by the Lee Business School. Also students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

**Capstone Course – Credits: 3**

MBA 787-Strategic Management

**Degree Requirements**

1. The MBA degree requires a minimum of 42 credit hours of approved course work.
2. All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

**Subplan 5: Marketing Track**

**Total Credits Required: 42**

**Course Requirements**

**Required Courses – Credits: 18**

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 775-Data Modeling and Analysis

**Marketing Concentration– Credits: 12**

Required Courses (6 credits)  
MKT 720-International Marketing Research  
MKT 777-Services Marketing  
Select 2 of the following courses (6 credits)  
MKT 725-Global Consumer Behavior  
MKT 737-New Service and Product Development  
MKT 747-Global Digital Marketing Strategies  
MKT 757-Strategic Database Marketing



**Electives – Credits: 9**

Complete 9 credits of electives from any 700-level course offered by the Lee Business School. Also students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

**Capstone Course – Credits: 3**

MBA 787-Strategic Management

**Degree Requirements**

1. The MBA degree requires a minimum of 42 credit hours of approved course work.
2. All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

**Subplan 6: New Venture Management Track****Total Credits Required: 42****Course Requirements****Required Courses – Credits: 18**

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 775-Data Modeling and Analysis

**New Venture Management Concentration– Credits: 12**

MGT 709-New Venture Feasibility

MGT 710\*-New Venture Creation

MGT 711-Seminar in Negotiation

MGT 712-Change Management

**Electives – Credits: 9**

Complete 9 credits of electives from any 700-level course offered by the Lee Business School. Also students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

**Capstone Course – Credits: 3**

MBA 787-Strategic Management

**Degree Requirements**

1. The MBA degree requires a minimum of 42 credit hours of approved course work.
2. All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

**Subplan 7: Health Care Management Track****Total Credits Required: 42****Course Requirements****Required Courses – Credits: 18**

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 775-Data Modeling and Analysis

**Health Care Management Concentration– Credits: 12****Required Course– Credits: 3**

HCA 701-U.S. Health Care System: Programs and Policies

**Elective Courses– Credits: 9**

Complete 9 credits from the following list of courses:

HCA 703-Management of Health Service Organizations and Systems

HCA 716-Health Care Accounting and Finance

HCA 718-Health Care Economics

HCA 719-Operations and Quality Management of Health Services

HCA 720-Information Systems in Health Services Management

HCA 730-Strategic Management of Health Services

HCA 761-Health Care Law and Ethics for Managers

**Electives – Credits: 9**

Complete 9 credits of electives from any 700-level course offered by the Lee Business School. Also, students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

**Capstone Course – Credits: 3**

MBA 787-Strategic Management

**Degree Requirements**

1. The MBA degree requires a minimum of 42 credit hours of approved course work.
2. All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

**Plan Graduation Requirements**

1. The student must submit all required forms to the Graduate College and then apply for graduation up to two semesters prior to completing his/her degree requirements.
2. Successfully complete the capstone course.

## Dual Degree: Master of Business Administration & Doctor of Dental Medicine

### Plan Description

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. Under the dual degree program 12 credit hours of dental courses are accepted towards the MBA degree.

For more information about your program, including your graduate program handbook and learning outcomes please visit the Degree Directory.

### Plan Admission Requirements

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

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.

All domestic and international applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a degree program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### Plan Requirements

**Total Credits Required: 216**

#### Course Requirements

**Total Credits Required for the Business Administration M.B.A.: 30**

**MBA Core Required Courses – Credits: 18**

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 775-Data Modeling and Analysis

### Electives – Credits: 9

Complete 9 credits of electives from any 700-level course offered by the Lee Business School.

### Capstone Course – Credits: 3

MBA 787-Strategic Management

**Total Credits Required for the Doctor of Dental Medicine: 186**

### 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.

### Plan Graduation Requirements

1. Students cannot graduate from one portion of the dual degree until the requirements for both are met. Students must apply to graduate from both programs for the same semester.
2. The student must submit all required forms to the Graduate College and then apply for graduation up to two semesters prior to completing his/her degree requirements.
3. Successful completion of the capstone course.

## Dual Degree: Master of Business Administration & Juris Doctor

### Plan Description

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.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### Plan Admission Requirements

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

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.

All domestic and international applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a degree program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### Plan Requirements

**Total Credits Required: 110**

#### Course Requirements

**Total Credits Required for the Business Administration M.B.A.: 30**

**MBA Core Required Courses – Credits: 18**

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 775-Data Modeling and Analysis

### Electives – Credits: 9

Complete 9 credits of electives from any 700-level course offered by the Lee Business School.

### Capstone Course – Credits: 3

MBA 787-Strategic Management

**Total Credits Required for the Juris Doctor: 80**

**Required Courses-44 credits**

**Directed Electives-18 credits**

**Free Electives-18 credits**

### Degree Requirements

1. 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.
2. 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.
3. 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.
4. 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.
5. 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.
6. JD/MBA candidates may not receive credit for taking courses outside their degree program without prior approval.
7. 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.
8. Students in the JD/MBA program must remain in good standing at both JD and MBA programs.
9. 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.
10. 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.



## Plan Graduation Requirements

1. Students cannot graduate from one portion of the dual degree until the requirements for both are met. Students must apply to graduate from both programs for the same semester.
2. The student must submit all required forms to the Graduate College and then apply for graduation up to two semesters prior to completing his/her degree requirements.
3. Successful completion of the MBA capstone course.

### **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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): Admission to the Executive MBA Program and approval of the Dean's Office.

### **EMBA 711-Manual 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): Admission to the Executive MBA Program and approval of the Dean's Office.

**EMBA 716-International Business Credits 2**

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. May be repeated to a maximum of two credits. Prerequisite(s): Admission to the Executive MBA Program and approval of the Dean's Office.

**EMBA 717-Negotiations and Conflict Resolution Credits 3**

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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): Admission to the Executive MBA Program and approval of the Dean's Office.

**EMBA 720-International Seminar Credits 3**

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. May be repeated to a maximum of three credits. Prerequisite(s): Admission to the Executive MBA Program and approval of the Dean's Office.

**EMBA 722-Service Operations Credits 2**

This course introduces students to the strategies, concepts, practices, and challenges of successful service operations. This course prepares students to identify and apply appropriate strategies and management processes to ensure efficient, effective, and quality oriented service operations, while achieving operational competitiveness. Prerequisite(s): Admission to EMBA program and approval of 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. Prerequisite(s): 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. Prerequisite(s): EMBA 715

**MBA 741-Internship Credits 3**

Supervised practical experience with a participating local enterprise or government agency, culminating in a written report. Prerequisite(s): Completion of 12 MBA credits and approval of the Director of the 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. Prerequisite(s): Completion of 12 MBA credits and approval of the Director of the MBA Programs. Minimum GPA 3.0.

**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. *Formerly:* MBA 709. Prerequisite(s): 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. *Formerly:* MBA 707 Prerequisite(s): 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. *Formerly:* MBA 711. Prerequisite(s): 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. Prerequisite(s): 12 hours completed in the core MBA curriculum (MBA 761, MBA 763, MBA 765, MBA 767, MBA 775).

**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. Prerequisite(s): 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. Prerequisite(s): 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. *Formerly*: MBA 730. Prerequisite(s): Admission to the MBA 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. *Formerly*: MBA 702. Prerequisite(s): Admission to MBA Program or approval of the Director of MBA Programs.

**MBA 779-Managing Global Supply Chains****Credits 3**

The study of strategic relationships necessary for supply chain management including the integration of the key value-adding activities across a global 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 from a global perspective. *Formerly*: MBA 720. Prerequisite(s): Admission to the MBA program 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, social, political, monetary, and cultural issues faced by companies involved in international business and analyzes their effect on business decisions. Development of a framework for the preparation and implementation of business plans in a global context. Prerequisite(s): Admission to the MBA program 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. Prerequisite(s): To be taken during the student's final year.

**Economics**

Students who obtain the M.A. will demonstrate a master's level understanding of economic theory and will work competently with data and interpret clearly the results of empirical studies. Over the course of the program, M.A. students develop and hone their abilities to solve problems. Communicating the results of economic analysis is a valuable skill in the business world and the program provides students the opportunity to develop their writing and presentation skills. The program produces students with a set of skills that both businesses and policy makers value. M.A. students in economics are attractive candidates for different employers — government agencies, marketing research firms, corporate research and financial departments, and consulting firms. Students interested in pursuing a Ph.D. in economics or finance also benefit from the M.A. in economics. The department welcomes both full and part-time students. Ambitious students can complete the program in one year.

*Jeff Waddoups, Ph.D., Chair*

*Mary Riddell, Ph.D., Graduate Coordinator*



## Chair

Waddoups, C. Jeffrey - Full Graduate Faculty Professor; B.A., Ph.D., University of Utah. Rebel since 1989.

## Graduate Coordinator

Riddel, Mary - Full Graduate Faculty Professor; B.A., University of Colorado, Boulder; M.S., Ph.D., Colorado State University, Ft. Collins. Rebel since 1999.

## Graduate Faculty

Assane, Djeto - Full Graduate Faculty Associate Professor; B.A., University of Abidjan; M.A., University of New Mexico; Ph.D., University of Colorado. Rebel since 1998.

Brown, Stephen P.A. - Full Graduate Faculty Professor; B.S., California Polytechnic State University; M.A., Ph.D., University of Maryland. Rebel since 2010.

Chen, Lein-Lein - Full Graduate Faculty Professor; B.S., M.S., Florida International University; Ph.D., University of Miami. Rebel since 1993.

Li, Herman - Full Graduate Faculty Assistant Professor; B.A., University of Pennsylvania; Ph.D., Penn State University. Rebel since 2011.

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

Miller, Stephen M. - Full Graduate Faculty Professor, B.S., Purdue University; M.A., Ph.D., SUNY at Buffalo. Rebel since 2001.

O, Munpyung - Full Graduate Faculty Assistant Professor; B.A., Sung Kyuan Kwan University; M.A., Ph.D., University of California, Santa Barbara. Rebel since 2012.

Robinson, William J. - Full Graduate Faculty Assistant Professor; B.A., University of Northern Colorado; M.A., Ph.D., University of Colorado, Boulder. Rebel since 1980.

Schlottmann, Alan - Full Graduate Faculty Professor; B.A., M.A., Ph.D., Washington University. Rebel since 2000.

Tra, Constant - Full Graduate Faculty Associate Professor; B.A. California State University, Chico; M.S., Ph.D., University of Maryland. Rebel since 2007.

Wimmer, Bradley - Full Graduate Faculty Professor; B.A., Coe College; Ph.D., University of Kentucky. Rebel since 1998.

## Professors Emeriti

Claurette, Terrence M. Emeritus Professor; B.A. Stonehill College; Ph.D. Washington State University. UNLV Emeritus 1988.

Hoppe, Hans-Herman Emeritus Professor; M.A., Ph.D., Goethe-University, Frankfurt, West Germany. UNLV Emeritus 1986.

Karstenson, Lewis Emeritus Associate Professor; B.A., Humboldt State College; M.A., Ph.D., Ohio University. UNLV Emeritus 1979.

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

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

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

## Master of Arts-Economics

### Plan Description

The Master of Arts degree – 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. 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 most graduate courses during evening hours convenient for both working and full-time students.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### Plan Admission Requirements

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

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. All domestic and international applicants must review and follow the Graduate College Admission and Registration Requirements.

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.

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

1. Receiving at least a B in graduate-level Economics courses completed as an undergraduate
2. Satisfactory completion of Graduate College admission requirements
3. Senior standing
4. Minimum of 3.0 GPA
5. 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
6. Department chair or graduate coordinator's recommendation
7. 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.

Students are accepted into a degree program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

#### **Plan Requirements**

See Subplan Requirements below.

#### **Subplan 1 Requirements: Conventional Track-Thesis**

**Total Credits Required: 30**

#### **Course Requirements**

##### **Required Courses – Credits: 18**

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

#### **Elective Courses – Credits: 6**

Students completing the Thesis must complete a minimum of 6 credits of Economics coursework.

#### **Culminating Experience – Credits: 6**

ECO 791-Thesis

#### **Degree Requirements**

1. Completion of a minimum of 30 credit hours, of which, at least 24 credits must be taken in 700-level courses.
2. 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.
3. An internship is required and will count toward the elective credit requirements. This requirement may be waived by the department upon evidence of appropriate experience. If waived, credits must be earned in other coursework.
4. Students not making satisfactory progress toward the degree are subject to dismissal. Satisfactory progress is defined as in the Graduate College Dismissal Policy. Students will also be placed on probation for earning a grade less than a B. Additional grades less than a B in subsequent terms may result in dismissal from the program. Courses with grades less than a B cannot be applied to the credits required for the degree. Courses with grades less than a B can be retaken with the permission of the student's advisor and the graduate coordinator.
5. A minimum 3.00 average is required to earn the Master of Arts degree.
6. In consultation with his/her advisor, a student will organize a committee of at least three departmental members. In addition, a fourth member from outside the department, known as the Graduate College Representative, must be appointed. An additional committee member may be added at the student and department's discretion. Please see Graduate College policy for committee appointment guidelines.

#### **Graduation Requirements**

See Plan Graduation Requirements below.

#### **Subplan 2 Requirements: Conventional Track-Professional Paper**

**Total Credits Required: 30**

#### **Course Requirements**

##### **Required Courses – Credits: 18**

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

#### **Elective Courses – Credits: 9**

Students who complete a Professional Paper must complete 9 credits of Economics coursework; 3 credits may be from a related discipline subject to the approval of the graduate coordinator.

### **Culminating Experience – Credits: 3**

ECO 794-Professional Paper

#### **Degree Requirements**

1. Completion of a minimum of 30 credit hours, of which, at least 24 credits must be taken in 700-level courses.
2. 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.
3. An internship is required and will count toward the elective credit requirements. This requirement may be waived by the department upon evidence of appropriate experience. If waived, credits must be earned in other coursework.
4. Students not making satisfactory progress toward the degree are subject to dismissal. Satisfactory progress is defined as in the Graduate College Dismissal Policy. Students will also be placed on probation for earning a grade less than a B. Additional grades less than a B in subsequent terms may result in dismissal from the program. Courses with grades less than a B cannot be applied to the credits required for the degree. Courses with grades less than a B can be retaken with the permission of the student's advisor and the graduate coordinator.
5. A minimum 3.00 average is required to earn the Master of Arts degree. Students falling below a 3.0 will be placed on probation.
6. In consultation with his/her advisor, a student will organize a committee of at least three departmental members. In addition, a fourth member from outside the department, known as the Graduate College Representative, must be appointed. An additional committee member may be added at the student and department's discretion. Please see Graduate College policy for committee appointment guidelines.
7. 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 a culminating experience in the summer.

#### **Graduation Requirements**

See Plan Graduation Requirements below.

#### **Subplan 3 Requirements: Advanced Track-Thesis**

**Total Credits Required: 24**

#### **Course Requirements**

##### **Required Courses – Credits: 9**

ECO 740-Mathematical Economics

ECO 772-Econometrics II

ECO 793-Seminar in Economic Research

##### **Economics Course – Credits: 3**

Complete one of the following courses:

ECO 701-Macroeconomic Theory

ECO 702-Microeconomic Theory

ECO 770-Econometrics I, Statistical Modeling

##### **Elective Courses – Credits: 6**

Students completing the Thesis must complete a minimum of 6 credits of Economics coursework.

### **Culminating Experience – Credits: 6**

ECO 791-Thesis

#### **Degree Requirements**

1. Completion of a minimum of 24 credit hours, of which, at least 18 credits must be taken in 700-level courses.
2. 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.
3. An internship is required and will count toward the elective credit requirements. This requirement may be waived by the department upon evidence of appropriate experience. If waived, credits must be earned in other coursework.
4. Students not making satisfactory progress toward the degree are subject to dismissal. Satisfactory progress is defined as in the Graduate College Dismissal Policy. Students will also be placed on probation for earning a grade less than a B. Additional grades less than a B in subsequent terms may result in dismissal from the program. Courses with grades less than a B cannot be applied to the credits required for the degree. Courses with grades less than a B can be retaken with the permission of the student's advisor and the graduate coordinator.
5. A minimum 3.00 average is required to earn the Master of Arts degree. Students falling below a 3.0 will be placed on probation.
6. In consultation with his/her advisor, a student will organize a committee of at least three departmental members. In addition, a fourth member from outside the department, known as the Graduate College Representative, must be appointed. An additional committee member may be added at the student and department's discretion. Please see Graduate College policy for committee appointment guidelines.

#### **Graduation Requirements**

See Plan Graduation Requirements below.

#### **Subplan 4 Requirements: Advanced Track-Professional Paper**

**Total Credits Required: 24**

#### **Course Requirements**

##### **Required Courses – Credits: 9**

ECO 740-Mathematical Economics

ECO 772-Econometrics II

ECO 793-Seminar in Economic Research

##### **Economics Course – Credits: 3**

Complete one of the following courses:

ECO 701-Macroeconomic Theory

ECO 702-Microeconomic Theory

ECO 770-Econometrics I, Statistical Modeling

##### **Elective Courses – Credits: 9**

Students who complete a Professional Paper must complete 9 credits of Economics coursework; 3 credits may be from a related discipline subject to the approval of the graduate coordinator.



## **Culminating Experience – Credits: 3**

ECO 794-Professional Paper

### **Degree Requirements**

1. Completion of a minimum of 24 credit hours, of which, at least 18 credits must be taken in 700-level courses.
2. 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.
3. An internship is required and will count toward the elective credit requirements. This requirement may be waived by the department upon evidence of appropriate experience. If waived, credits must be earned in other coursework.
4. Students not making satisfactory progress toward the degree are subject to dismissal. Satisfactory progress is defined as in the Graduate College Dismissal Policy. Students will also be placed on probation for earning a grade less than a B. Additional grades less than a B in subsequent terms may result in dismissal from the program. Courses with grades less than a B cannot be applied to the credits required for the degree. Courses with grades less than a B can be retaken with the permission of the student's advisor and the graduate coordinator.
5. A minimum 3.00 average is required to earn the Master of Arts degree. Students falling below a 3.0 will be placed on probation.
6. In consultation with his/her advisor, a student will organize a committee of at least three departmental members. In addition, a fourth member from outside the department, known as the Graduate College Representative, must be appointed. An additional committee member may be added at the student and department's discretion. Please see Graduate College policy for committee appointment guidelines.
7. 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 a culminating experience in the summer.

### **Graduation Requirements**

See Plan Graduation Requirements below.

### **Plan Graduation Requirements**

1. The student must submit all required forms to the Graduate College and then apply for graduation up to two semesters prior to completing his/her degree requirements.
2. To qualify for graduation, each student must successfully complete an empirical research paper or thesis.

## **Dual Degree: Master of Arts-Economics & Master of Science-Mathematical Sciences**

### **Plan Description**

The dual Master of Arts – Economics and Master of Science –Mathematical Sciences combine 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.

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

The MS – Mathematical Sciences portion of the dual degree is designed to equip graduate students with a solid foundation of mathematics, statistics, and real-world applications. The MA – 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.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### **Plan Admission Requirements**

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

The Departments of Economics and Mathematical Sciences welcome applications from college graduates in all fields. All domestic and international applicants must review and follow the Graduate College Admission and Registration Requirements. Applicants must satisfy the minimum admission requirements of the MA – Economics program and the MS – Mathematics program. If denied by one program, the applicant will have the option of proceeding with a single degree program with departmental approval.

Students are accepted into a degree program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### **Plan Requirements**

**Total Credits Required: 51**

#### **Course Requirements**

**Total Credits Required for the Economics M.A.: 24**

**Required Courses – Credits: 18**

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

**Elective Courses – Credits: 3**

Complete 3 credits of ECO electives at the 600- or 700-level.

Professional Paper – Credits: 3

ECO 794-Professional Paper

Total Credits Required for the Mathematical Sciences M.S.: 27

**Required Courses – Credits: 18**

Complete 18 credits from the following list of courses:

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

**Elective Courses – Credits: 3**

Complete 3 credits of 600- or 700-level MAT or STA courses (excluding MAT 711 & 712), or other advisor-approved graduate-level courses.

**Thesis – Credits: 6**

Complete six credits in one of the following courses:

MAT 791-Thesis

STA 791-Thesis

**Degree Requirements**

1. A minimum of 51 credits of graduate work is required for the Dual M.S. and M.A. Program in Mathematics and Economics.
2. Completion of a minimum of 24 credits for the Economics M.A. and a minimum of 27 credits for the Mathematical Sciences M.S. with a minimum GPA of 3.00.
3. 18 of the 21 credits of economics coursework (excluding professional paper) must be at the 700-level.
4. 15 of the 21 credits of mathematics coursework (excluding thesis) must be at the 700-level.
5. A student will be placed on academic probation if a minimum of 3.00 GPA is not maintained in all work taken in the degree program. A grade of C or less in one graduate-level course will cause a student to be placed on academic probation and will elicit a critical review of the student's program by the Graduate Studies Committee. Failure to meet the requirements of probation will result in separation from the graduate program.

6. Classes in which a student receives a C or lower will not count towards his or her degree.

7. 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. Please see Graduate College policy for committee appointment guidelines.

8. Students are required to complete a professional paper. 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.

**Plan Graduation Requirements**

1. Students cannot graduate from one portion of the dual degree until the requirements for both are met. Students must apply to graduate from both programs for the same semester.
2. The student must submit all required forms to the Graduate College and then apply for graduation from both degrees up to two semesters prior to completing his/her degree requirements.
3. The student must successfully complete a professional paper.
4. Submit and successfully defend his/her thesis by the posted deadline. The defense must be advertised and is open to the public.
5. Submit his/her approved, properly formatted hard-copy thesis to the Graduate College, and submit the approved electronic version to ProQuest by the posted deadline.

**ECO 502-Intermediate Microeconomics Credits 3**

Analysis of the price mechanism, resource allocation, output composition, and income distribution in a market economy. Remedial course to prepare for graduate level microeconomics. Does not count for credit toward the MA in Economics degree. Same as ECON 302

**ECO 503-Intermediate Macroeconomics Credits 3**

Analysis of income, output, employment, and price level determination in a market economy. role of fiscal and monetary policy in promoting stability and growth. Remedial course to prepare for graduate level macroeconomics. Does not count for credit toward the MA in Economics degree. Same as ECON 303

**ECO 602-Topics in Microeconomics Credits 3**

Extensions of microeconomic analysis. Application of traditional microeconomic concepts to study economic phenomena. Emphasis on decision making in the public policy arena. Note(s): This course is crosslisted with ECON 402. Credit at the 600-level requires additional work.

**ECO 651-Public Finance Credits 3**

Analysis of the financing and provision of public goods. Topics include: the nature of public goods, the choice regarding the level of public good provision, the incidence of taxes, and issues of tax equity. Note(s): This course is crosslisted with ECON 451. Credit at the 600-level requires additional work.

**ECO 655-Economics of Industrial Organization Credits 3**

Causes and implications of economic concentration and monopoly power. Comparison of alternative approaches to monopoly power in terms of social and economic goals. Note(s): This course is crosslisted with ECON 455. Credit at the 600-level 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. Prerequisite(s): 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. Prerequisite(s): Graduate standing. Corequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): ECO 301 and 302 or equivalent.

**ECO 740-Mathematical Economics Credits 3**

Application of mathematics to economic analysis. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Note(s): Involves extensive use of computer software packages. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): ECO 702, ECO 740, ECO 770, ECO 793. Corequisite(s): 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. Note(s): May be repeated to a maximum of three credits. Prerequisite(s): 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. Prerequisite(s): Consent of Department Chair or Graduate Coordinator.

**ECO 791-Thesis****Credits 3 – 6**

Research, analysis, and writing towards completion of thesis and subsequent defense. Note(s): 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. Prerequisite(s): 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. Prerequisite(s): ECO 701, ECO 702, ECO 740, ECO 772, ECO 793

**Finance**

The Department of Finance offers a major in finance, as well as a minor in finance. The finance discipline can be classified into three areas: corporate finance, investments, and finance markets and institutions. Students are exposed to both the theory and practical applications as relates to these areas of finance. Students are taught to focus on the key elements of complex financial issues and to provide solutions based on theory, knowledge, analysis and logic. This business field is for students who want to understand the financial implications inherent in virtually any business decision.

We prepare our students in finance for successful careers in corporate management, depository institutions, investment management, and financial services. The finance faculty members 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.

*John Puthenpurackal, Ph.D., Chair*

*Vincent Hsu, Ph.D., Graduate Coordinator*

**Finance Faculty****Department Chair**

Thistle, Paul - Full Graduate Faculty

**Graduate Faculty**

Chang, Saeyoung - Full Graduate Faculty

Chatfield, Robert - Full Graduate Faculty

Chi, Jianxin (Daniel) - Full Graduate Faculty

Choi, Seungmook - Full Graduate Faculty

Jameson, Melvin - Full Graduate Faculty

Lee, Scott - Full Graduate Faculty

Poon, Percy - Full Graduate Faculty

Puthenpurackal, John - Full Graduate Faculty

Sullivan, Michael - Full Graduate Faculty

Zhang, Andrew - Full Graduate Faculty

## **Graduate Certificate in Finance (ON HOLD)**

Program is on hold and is not currently accepting applications.

### **Plan Description**

The Graduate Certificate in Finance is a graduate certificate program 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.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### **Plan Admission Requirements**

Application deadlines-Program is on hold and is not currently accepting applications.

Applications available on the UNLV Graduate College website.

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 Graduate Coordinator.

If desired, upon successful completion of the Graduate Certificate in Finance, students may apply for admittance into the Business Administration M.B.A.. General admission requirements for the UNLV 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.

All applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a certificate program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### **Plan Requirements**

**Total Credits Required: 12**

### **Course Requirements**

**Required Courses – Credits: 3**

Complete the following course or an advisor-approved Finance course.

MBA 765-Financial Decision Making

**Finance Courses – Credits: 9**

Complete three 700-level Finance (FIN) courses.

### **Certificate Requirements**

1. Completion of a minimum of 12 credit hours.
2. A grade point average of at least 3.00 for course work required for the certificate.
3. With appropriate background the 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 Graduate Coordinator.
  - a. An example of an appropriate background is having an undergraduate degree in Finance.
  - b. Equivalent course work for MBA 765-Accounting Management is the completion of ACC 201-Financial Accounting and ACC 202-Manual Accounting (or their equivalents) with a B average or better (B- grades are not acceptable).
  - c. 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 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).
4. Students with unsatisfactory progress toward the certificate requirements are subject to dismissal. A student with a grade of C or lower in any of the required courses 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 separation from the program. A student with two grades of C or lower will be dropped from the program.

### **Plan Certificate Completion Requirements**

The student must submit all required forms to the Graduate College and then apply for graduation in MyUNLV by the appropriate deadline.

**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. Prerequisite(s): MBA 765 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. Prerequisite(s): 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. Prerequisite(s): MBA 765 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. Prerequisite(s): MBA 765 and MBA 769 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. Prerequisite(s): MBA 765 and FIN 710, or approval of the Director of MBA Programs.

**FIN 718-Financial Derivatives****Credits 3**

Introduces basic financial derivatives such as options, futures and swaps. Focuses on how to use them as hedging and speculative tools in various contexts and also as fundamental building blocks to engineer new products. Highlights techniques for the valuation of the derivatives with an emphasis on the basic principles. Prerequisite(s): FIN 708 or FIN 710.

**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. Prerequisite(s): MBA 765 or approval of the Director of MBA Programs

**FIN 750-International Financial Management****Credits 3**

Covers a broad range of issues related to international financial markets and conducting business in an international environment. Topics include international parity relationships, international capital budgeting, hedging risks associated with exposure to exchange rate fluctuations using forwards and options, and interest rate and foreign currency swaps.

**Management, Entrepreneurship, and Technology**

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 M.S. thesis, a substantial original work that contributes to the body of knowledge in IS and business.

Students work closely with research faculty members 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 the 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.

*G. Stoney Alder, Ph.D., Chair*

*Gregory D. Moody, Ph.D., Graduate Coordinator*



## Chair

Alder, G. Stoney Full Professor, B.S., University of Utah; MBA, Brigham Young University; Ph.D. University of Colorado. Rebel since 2002.

## Coordinator, MIS Graduate Program

Moody, Gregory Associate Professor; Ph.D., University of Oulu, Ph.D. University of Pittsburgh. Rebel since 2011.

## Graduate Faculty

Alder, G. Stoney Professor, B.S., University of Utah; MBA, Brigham Young University; Ph.D. University of Colorado. Rebel since 2002.

Chang, Jerry Professor, Ph.D., University of Pittsburgh. Rebel since 2000.

Chatterjee, Sutirtha Associate Professor; Ph.D. Washington State University. Rebel since 2012.

Deng, Honghui Associate Professor; Ph.D. University of Texas at Austin. Rebel since 2003.

Hardin, Andrew Associate Dean for Research and Innovation and Professor, Ph.D. Washington State University. Rebel since 2007.

Hu, Han-fen Assistant Professor; Ph.D. University of Utah. Rebel since 2012.

McAllister, Daniel W. Associate Professor; B.S.B.A., M.B.A., University of Utah; Ph.D., University of Washington. Rebel since 1982.

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

Moody, Gregory Associate Professor; Ph.D., University of Oulu, Ph.D. University of Pittsburgh. Rebel since 2011.

Peppers, Ken Professor; Ph.D., Purdue University. Rebel since 2003.

Randolph, Robert Assistant Professor; Ph.D., Mississippi State University. Rebel since 2014.

Rawhouser, Hans Assistant Professor; B.S.E., University of Nevada, Las Vegas; M.B.A., Thunderbird School of Global Management; Ph.D., University of Minnesota. Rebel since 2012.

Rothenberger, Marcus Professor; Ph.D. Arizona State University. Rebel since 2004.

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

Torkzadeh, Reza Professor, Ph.D., University of Lancaster, UK. Rebel since 1999.

Wang, Sheng Associate Professor; Ph.D., Ohio State University Main Campus; MLHR, Ohio State University Main Campus. Rebel since 2005.

## Professors Emeriti

Erickson, Ranel Emeritus Professor, Ph.D., Stanford University. UNLV Emeritus 1980.

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

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

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

## Graduate Certificate in Data Analytics

### Plan Description

Students that complete this certificate will be trained in basic statistical training and software tools that will focus on the collection, storage, retrieval and analysis of data. This certificate is meant to help those that are involved with data analysis, but lack the skills or understanding to conduct the analysis.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### Plan Admission Requirements

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

All applicants must review and follow the Graduate College Admission and Registration Requirements.

Students must:

1. Meet the general requirements for admission to graduate instruction at the University of Nevada, Las Vegas, as described by the Graduate College, unless already a graduate student at UNLV.
2. Must submit a resume/CV, letter of intent and two letters of reference.
3. Must be employed in a position that treats with data.
4. Meet admissions requirements of the Graduate College of UNLV regarding the TOEFL or other equivalent certifications of English fluency.
5. Complete Graduate College application online and submit a nonrefundable admission application fee. Mail official transcripts to the Graduate College. Send a letter of interest, explaining why you wish to enroll in the certificate.

Students are accepted into a certificate program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### Plan Requirements

**Total Credits Required: 12**

### Course Requirements

**Required Courses – Credits: 12**

- DA 701-Data Research Methods and Tools
- DA 702-Applied Big Data
- DA 703-Applied Data Management
- DA 704-Applied Business Intelligence

### Certificate Requirements

All four courses in the certificate must be completed with an overall GPA at or above 3.0. Any grade below a C is not acceptable towards completion.

### Plan Certificate Completion Requirements

The student must submit all required forms to the Graduate College and then apply for graduation in MyUNLV by the appropriate deadline.

## **Graduate Certificate in Management (ON HOLD)**

Program is on hold and is not currently accepting applications.

### **Plan Description**

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.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### **Plan Admission Requirements**

Application deadlines-Program is on hold and is not currently accepting applications.

Applications available on the UNLV Graduate College website.

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.

All applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a certificate program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### **Plan Requirements**

**Total Credits Required: 15**

#### **Course Requirements**

**Required Courses – Credits: 15**

MBA 771-Law and Ethics

MBA 763-Leadership, Teams, and Individuals

MGT 709-New Venture Feasibility

MGT 711-Seminar in Negotiation

MGT 712-Change Management

### **Certificate Requirements**

1. Completion of a minimum of 15 credit hours.
2. A grade point average of at least 3.00 for course work required for the certificate.

3. No grade lower than C is acceptable.
4. 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.
5. Students with unsatisfactory progress toward the certificate requirements are subject to dismissal. A student with a grade of C or lower in any of the required courses 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.

### **Plan Certificate Completion Requirements**

The student must submit all required forms to the Graduate College and then apply for graduation in MyUNLV by the appropriate deadline.

## Graduate Certificate in Management Information Systems

### Plan Description

The Graduate Certificate in Management Information Systems (MIS) 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 subplans, or they can, upon approval of the MIS Graduate Coordinator, customize the certificate program to meet their specific retooling needs.

The Graduate Certificate in Management Information Systems 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 requires the completion of 12 credits, a subset of the MS MIS program requirements.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### Plan Admission Requirements

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

The Department of Management, Entrepreneurship, and Technology welcomes applications from college graduates in all fields. The student must satisfy the minimum admission requirements of the Graduate College and the Certificate in MIS. The candidate must meet the following requirements:

1. Submission of a completed application and required application fee;
2. Submission of official transcripts from all post-secondary institutions;
3. 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.

All applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a certificate program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### Plan Requirements

See Subplan Requirements below.

#### Subplan 1 Requirements: Business Analysis and Development for Systems

##### Total Credits Required: 12

##### Course Requirements

##### Required Courses – Credits: 12

MIS 744-Information Systems Strategy

MIS 746-Information Systems Project Management

MIS 762-Systems Analysis, Modeling and Design

MIS 766-Data Management

Certificate Requirements

See Plan Certificate Requirements below.

Certificate Completion Requirements

See Plan Certificate Completion Requirements below.

Subplan 2 Requirements: System Development Technologies

##### Total Credits Required: 12

##### Course Requirements

##### Required Courses – Credits: 12

MIS 760\*-Data Communications and Systems

MIS 762-Systems Analysis, Modeling and Design

MIS 764-Electronic Commerce

MIS 775-Cloud Computing

##### Certificate Requirements

See Plan Certificate Requirements below.

Certificate Completion Requirements

See Plan Certificate Completion Requirements below.

Subplan 3 Requirements: Business Intelligence

##### Total Credits Required: 12

##### Course Requirements

##### Required Courses – Credits: 12

MIS 760\*-Data Communications and Systems

MIS 764-Electronic Commerce

MIS 766-Data Management

MIS 776-Business Intelligence

##### Certificate Requirements

See Plan Certificate Requirements below.

### **Certificate Completion Requirements**

See Plan Certificate Completion Requirements below.

### **Subplan 4 Requirements: Individual Plan**

#### **Total Credits Required: 12**

#### **Course Requirements**

#### **Required Courses – Credits: 12**

Complete four courses authorized by your Graduate Coordinator. These courses must be listed on the Degree Audit Companion Form.

### **Certificate Requirements**

See Plan Certificate Requirements below.

Certificate Completion Requirements

See Plan Certificate Completion Requirements below.

### **Plan Certificate Requirements**

1. Completion of a minimum of 12 credit hours of MIS courses.
2. Changes to the courses of study require prior approval of the MIS Graduate Coordinator.
3. A grade point average of at least 3.00 for course work required for the certificate.
4. No grade lower than C is acceptable.
5. Students with unsatisfactory progress toward the certificate requirements are subject to dismissal. A student with a grade of C or lower in any of the required courses 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.

### **Plan Certificate Completion Requirements**

The student must submit all required forms to the Graduate College and then apply for graduation in MyUNLV by the appropriate deadline.

## **Graduate Certificate in New Venture Management**

### **Plan Description**

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.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### **Plan Admission Requirements**

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

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 Graduate Certificate in New Venture Management, students may apply for admittance into the Business Administration M.B.A.

All applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a certificate program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### **Plan Requirements**

#### **Total Credits Required: 15**

#### **Course Requirements**

#### **Required Courses – Credits: 9**

MGT 709-New Venture Feasibility

MGT 710\*-New Venture Creation

MBA 767-Market Opportunity Analysis

#### **Elective Courses – Credits: 6**

Complete 6 credits of advisor-approved coursework.

### **Certificate Requirements**

1. Completion of a minimum of 15 credit hours.
2. A grade point average of at least 3.00 for course work required for the certificate.
3. No grade lower than C is acceptable.
4. There are no pre-requisites for MBA 767; however, the remaining courses require the completion of the MBA Core or admission to the Graduate Certificate in New Venture Management as a pre-requisite.



5. Students with unsatisfactory progress toward the certificate requirements are subject to dismissal. A student with a grade of C or lower in any of the required courses 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.

#### **Plan Certificate Completion Requirements**

The student must submit all required forms to the Graduate College and then apply for graduation in MyUNLV by the appropriate deadline.

## **Dual Degree: Master of Business Administration & Master of Science-Management Information Systems**

### **Plan Description**

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.

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.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### **Plan Admission Requirements**

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

The admission requirements for the dual degree program are the same as each of the MBA and M.S. – Management Information Systems programs. Applicants must be admitted to each of the MBA and M.S. – 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.

All domestic and international applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a degree program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### **Plan Requirements**

**Total Credits Required: 54**

#### **Course Requirements**

**Total Credits Required for the Business Administration**

**M.B.A.: 30**

**MBA Core Required Courses – Credits: 18**

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 775-Data Modeling and Analysis

**Electives – Credits: 9**

Complete 9 credits of electives from any 700-level course offered by the Lee Business School.

**Capstone Course – Credits: 3**

MBA 787-Strategic Management

Total Credits Required for the Management Information Systems M.S.: 24

**Required Courses – Credits: 18**

MIS 744-Information Systems Strategy

MIS 746-Information Systems Project Management

MIS 762-Systems Analysis, Modeling and Design

MIS 764-Electronic Commerce

MIS 766-Data Management

MIS 781-Client Project

**Electives – Credits: 6**

Complete 6 credits of electives from any 600/700-level course offered by the Management Information Systems program.

With approval of the MS – MIS program graduate coordinator, 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.

**Degree Requirements**

1. Completion of a minimum of 30 credit hours of MBA core courses and a minimum of 24 credits of MS – 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.
4. 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.
5. The MIS 781 course is the culminating course for the MS MIS portion of this dual degree. This course should be taken during the last year of the student's enrollment in this program.

**Plan Graduation Requirements**

1. Students cannot graduate from one portion of the dual degree until the requirements for both are met. Students must apply to graduate from both programs for the same semester.
2. The student must submit all required forms to the Graduate College and then apply for graduation up to two semesters prior to completing his/her degree requirements.
3. Successful completion of the capstone course.

## Master of Science-Data Analytics and Applied Economics

**Plan Description**

The MS in Data Analytics and Applied Economics combines skills in programming, data gathering, and data management with skills in economic reasoning and statistical analysis skills. The program attracts students with focused career choices that require core competence in programming and constructing data systems with analytical and statistical skills. It also prepares students preparing for a career as data scientists.

The economics portion of the degree advances students' knowledge in economic theory. It also provides students with skills associated with advanced statistical and econometric analysis, and helps students develop their communication skills.

The technical portion of the degree is designed to equip graduate students with a solid foundation in programming, building data management systems, and data mining.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

**Plan Admission Requirements**

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

Students must:

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-502 or equivalent), statistical analysis (ECON-262 or ECON 441 or equivalent), plus at least one semester of calculus.
3. Conform to regulations outlined by the Graduate College of UNLV regarding the TOEFL or other equivalent certifications of English fluency.
4. Obtain a minimum of 550 on the GMAT or equivalent on the GRE.
5. If they are international, 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 Graduate College application online and submit a nonrefundable admission application fee. Mail official transcripts to the Graduate College. Send two letters of recommendation, letter of intent as well as official test scores, GRE or GMAT to the Graduate College.

All domestic and international applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a degree program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

## **Plan Requirements**

**Total Credits: 36**

### **Course Requirements**

#### **Core Courses from Management Information Systems – Credits: 15**

MIS 671-Big Data

MIS 740-Software Concepts

MIS 766-Data Management

MIS 768-Java Programming

MIS 776-Business Intelligence

#### **Core Courses from Economics – Credits: 12**

ECO 702-Microeconomic Theory

ECO 770-Econometrics I, Statistical Modeling

ECO 772-Econometrics II

ECO 773-Business and Economic Forecasting

#### **Elective Courses – Credits: 6**

Complete 6 credits of 600 / 700 level courses in Economics or Management of Information Systems, or other course upon approval of both Graduates Coordinators in the Economics and Management of Information Systems programs, which serve as co-chairs for this program.

#### **Culminating Experience Course – Credits: 3**

Complete 3 credits from the following list of courses:

MIS 781-Client Project

ECO 794-Professional Paper

### **Degree Requirements**

1. A minimum of 36 credits of course work is required from the degree with a GPA of at least 3.00 is required for the graduate course work that is part of the degree program.

### **Plan Graduation Requirements**

1. Culminating experience (ECO 794 or MIS 781) must be taken during the student's last year in the program.
2. A minimum of 36 credits of course work is required from the degree with a GPA of at least 3.00 is required for the graduate course work that is part of the degree program.
3. The student must submit all required forms to the Graduate College and then apply for graduation in MyUNLV by the appropriate deadline.

## **Master of Science-Management Information Systems**

### **Plan Description**

The Master of Science – 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.

For more information about your program including your graduate program handbook and learning outcomes please visit the Degree Directory.

### **Plan Admission Requirements**

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

1. Submission of a completed application and required application fee;
2. Submission of official transcripts from all post-secondary institutions;
3. Evidence of having been awarded the equivalent of a U.S. Bachelor of Arts or Bachelor of Science 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. For MIS applicants who previously attended a post-secondary institution outside of the U.S., the requirement that transcripts be evaluated by an outside agency is waived.
5. Official GMAT or GRE score. Graduate Management Admission Test (GMAT) with a 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. The GMAT test score should be reflective of verbal and quantitative aptitude. GMAT or GRE scores over five years old are not accepted.
6. Two letters of recommendation submitted in sealed envelopes or uploaded through the Grad Rebel Gateway application system.
7. All domestic and international applicants must review and follow the Graduate College Admission and Registration Requirements.

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 may be required to take leveling business courses, as prescribed by the director.

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.

Students are accepted into a degree program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

### **Plan Requirements**

See Subplan Requirements below.

#### **Subplan 1 Requirements: Thesis Track**

**Total Credits Required: 36**

#### **Course Requirements**

**Required Courses – Credits: 24**

MIS 740-Software Concepts

MIS 744-Information Systems Strategy

MIS 746-Information Systems Project Management

MIS 760\*-Data Communications and Systems

MIS 762-Systems Analysis, Modeling and Design

MIS 764-Electronic Commerce

MIS 766-Data Management

MIS 773-Research Seminar in Information Systems

**Elective Courses – Credits: 6**

Complete 6 credits of advisor-approved electives.

**Thesis – Credits: 6**

MIS 780\*-Thesis

\* \* 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.

If the student has not sufficient relevant work experience, up to 6 credits of MIS 755 Internship may be required in addition to the above degree requirements. The determination is made by the MIS Graduate Coordinator in consultation with the student at the time of filing the Proposed Master's Degree Program, which shall occur before the student completes 16 credits towards the degree.

### **Degree Requirements**

1. Completion of a minimum of 36 credit hours of 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.
4. 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 from selected disciplines other than MIS, such as cognitive psychology, computer science, accounting, or economics.
5. 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.
6. In consultation with his/her advisor, a student will organize a thesis committee of at least three departmental members. In addition, a fourth member from outside the department, known as the Graduate College Representative, must be appointed. An additional committee member may be added at the student and department's discretion. Please see Graduate College policy for committee appointment guidelines.
7. 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.
8. 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.

### **Graduation Requirements**

1. The student must submit all required forms to the Graduate College and then apply for graduation up to two semesters prior to completing his/her degree requirements.
2. The student must submit and successfully defend his/her thesis by the posted deadline. The defense must be advertised and is open to the public.
3. The student must submit his/her approved, properly formatted hard-copy thesis to the Graduate College, and submit the approved electronic version to ProQuest by the posted deadline.

#### **Subplan 2 Requirements: Non-Thesis Track**

**Total Credits Required: 36**

#### **Course Requirements**

**Required Courses – Credits: 24**

MIS 740-Software Concepts

MIS 744-Information Systems Strategy

MIS 746-Information Systems Project Management

MIS 760\*-Data Communications and Systems

MIS 762-Systems Analysis, Modeling and Design

MIS 764-Electronic Commerce

MIS 766-Data Management

MIS 781-Client Project



### **Elective Courses – Credits: 12**

Complete 12 credits of advisor-approved electives.

\* \* 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.

If the student has not sufficient relevant work experience, up to 6 credits of MIS 755 Internship may be required in addition to the above degree requirements. The determination is made by the MIS Graduate Coordinator in consultation with the student at the time of filing the Proposed Master's Degree Program, which shall occur before the student completes 16 credits towards the degree.

### **Degree Requirements**

1. Completion of a minimum of 36 credit hours of 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.
4. 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 from selected disciplines other than MIS, such as cognitive psychology, computer science, accounting, or economics.
5. 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.
6. MIS 781 should be taken during the last year of the student's enrollment in this program.

### **Graduation Requirements**

The student must submit all required forms to the Graduate College and then apply for graduation up to two semesters prior to completing his/her degree requirements.

### **Plan Graduation Requirements**

Refer to your subplan for Graduation Requirements.

## **Dual Degree: Master of Science-Hotel Administration & Master of Science-Management Information Systems**

### **Plan Description**

The William F. Harrah College of Hotel Administration and the Lee School of Business MIS department, offer a Master of Science – Hotel Administration and Master of Science – 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. The MS MIS degree (24 credits) helps students develop critical skills in information technology systems analysis and design. The MS HOA degree (24 credits) helps students acquire knowledge specific to the management of hospitality operations. 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. This program will take at least three years (six semesters) to complete. The completion of a professional paper is included in the credit total.

For more information about your program, including your graduate program handbook and learning outcomes, please visit the Degree Directory.

### **Plan Admission Requirements**

Application deadlines available on the UNLV Graduate College website.

Applications available on the UNLV Graduate College website.

All domestic and international applicants must review and follow the Graduate College Admission and Registration Requirements. The admission requirements for the dual degree are the same as those stated under the MS MIS and MS HOA programs. Dual MS MIS applicants may take the GRE or the GMAT. All dual degree program applicants are required to show that they have at least one year of full-time management/supervisory experience or three years of cumulative full-time front-line experience in the hospitality industry.

See the Application Process section under the MS MIS and the MS HOA programs. Applications will be reviewed by representatives of the William F. Harrah College of Hotel Administration and the Lee Business School in an independent process within each college. Applicants must be admitted to both schools to qualify for the dual degree program for that term. If denied by one program, the applicant will have the option of proceeding with a single degree program with departmental approval.

Students are accepted into a degree program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

**Plan Requirements****Total Credits Required: 48****Course Requirements Total Credits Required for the Hotel Administration M.S.: 24****Required Courses – Credits: 15**

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

**Management Elective Course – Credits: 3**

Complete one of the following courses:

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

**Seminar Course – Credits: 3**

Complete one of the following courses:

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

**Professional Paper – Credits: 3**

HOA 788-Professional Paper

**Total Credits Required for the Management Information Systems M.S.: 24****Required Courses – Credits: 18**

MIS 744-Information Systems Strategy

MIS 746-Information Systems Project Management

MIS 762-Systems Analysis, Modeling and Design

MIS 764-Electronic Commerce

MIS 766-Data Management

MIS 781-Client Project

**Electives – Credits: 6**

Complete 6 credits of electives from any 600/700-level course offered by the Management Information Systems program.

**Degree Requirements**

1. Completion of a minimum of 24 credits of MS HOA courses and a minimum of 24 credits of MS 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.

4. With approval of the MS MIS program graduate coordinator, 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.
5. 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.
6. The Hotel Administration portion of the dual degree program requires successful completion of a professional paper that must adhere to the standards in the American Psychological Association's current publication manual regarding writing style and format. This paper must be completed at the end of the dual program and examine a topic relating to Information Technology in Hospitality.

**Plan Graduation Requirements**

1. Students cannot graduate from one portion of the dual degree until the requirements for both are met. Students must apply to graduate from both programs for the same semester.
2. The student must submit all required forms to the Graduate College and then apply for graduation from both degrees up to two semesters prior to completing his/her degree requirements.
3. Successfully complete a professional paper.

**MGT 709-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. Prerequisite(s): Admission to the MBA program, or NVM Certificate Program.

**MGT 710\*-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. Prerequisite(s): MGT 709, admission to the MBA program, or NVM Certificate Program.

**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. Prerequisite(s): Admission to the MBA Program 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. Prerequisite(s): Admission to the MBA program or approval of the MBA Director.

**MGT 740-Foundations of Human Resources Credits 3**

This course provides an overview of the issues involved in managing an organization's human resources. This includes planning staffing needs, recruiting, hiring, developing and compensating employees, managing their performance and legal issues. The course is designed to help you gain the knowledge of human resource management essential for you as either a line manager or human resource specialist. Discussions, case analyses and role-playing exercises will be the dominant teaching methods used in this course. Note(s): Cannot be repeated for credit. Grading: Letter Grade.

**MGT 745-Contemporary Topics in Human Resource Management Credits 3**

Builds on concepts introduced in the Foundations of Human Resources (HR) course with emphasis on current issues in HR. How employee policies and HR impact the employment relationship from both the employee and employer perspective. Demonstrates the overlap between HRM and other business functions. Prerequisite(s): Admission to the MBA program and MGT 740 or approval of the Director of MBA Programs.

**MIS 671-Big Data Credits 3**

Introduction to big data concepts, tools and methods. Explores big data principles and information technology innovation in organizations. Includes an introduction to multiple tools and statistical concepts related to the contemporary analysis of big data. Note(s): This course is crosslisted with IS 471. Credit at the 600-level requires additional work.

**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.). Prerequisite(s): 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. Prerequisite(s): Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

**MIS 744-Information Systems Strategy Credits 3**

Aspects of developing, implementing and evaluating strategies and plans for organizations and their use of technology. Foundational theories in business strategy and the impact on current technological issues. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): MBA 773

**MIS 752-Advanced Topics in MIS Credits 1-3**

Advanced or specialized study in a special topic or subject area in information systems. Note(s): May be repeated with different subject matter to a maximum of six credits. Prerequisite(s): 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. Note(s): May be repeated for credit. Prerequisite(s): Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

**MIS 755-Internship Credits 3**

Supervised practical experience with a participating enterprise or government agency, culminating in a written report. Note(s): May be repeated to a maximum of six credits. Grading: S/F grading only. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

**MIS 764-Electronic Commerce Credits 3**  
Integration of technology and commercial practices for doing business on the Internet to improve competitive advantage and expand business strategy. Heavy focus is given to business models and how modern technologies have modified their application. Extensive use of business cases. Prerequisite(s): Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

**MIS 765-Advanced Web Application Development Credits 3**  
Covers various Internet development approaches and architectures. Technologies such as HTML, CSS, client-side scripting, server-side scripting, and databases are used. Provides hands-on experience for students to actively develop Web-based business applications that extract and deliver information over the Internet. Prerequisite(s): MIS 740

**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. Prerequisite(s): 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. Prerequisite(s): MIS 740

**MIS 770-IS Security Credits 3**  
Investigates a broad selection of contemporary issues in information security and assurance, including an introduction to state-of-the-art security tools used in this field. Course focuses on understanding risks to information and how to appropriately manage these risks. Prerequisite(s): Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

**MIS 771-IS Audit & Control Credits 3**  
This course will cover how controls are used to assure that processes are adherent with policies, standards and regulations. Controls will be evaluated in regards to their appropriateness and to their operating effectiveness. This course will provide an exposure to the COBIT framework, corporate governance and the IT audit process.

**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. Prerequisite(s): Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

**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. Prerequisite(s): Admission to a graduate program in MIS or consent of the Director of MIS Graduate Programs.

**MIS 774-IT Governance Credits 3**  
This seminar addresses roles and responsibilities of IT executives. It offers sourcing strategies and practices for vendor selection and evaluation, negotiation, contract management, risk mitigation, partnership development, intellectual property, talent retention, communication, governance and success measures. Prerequisite(s): Admission to a graduate program in MIS.

**MIS 775-Cloud Computing 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 i. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Prerequisite(s): 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. Note(s): May be repeated to a maximum of eighteen credits. Prerequisite(s): MIS 773 with a minimum grade of B.

**MIS 781-Client Project Credits 3**  
Culminating experience for MIS students. Requires the practical application of concepts learned in the program. Reinforcement of client and expectation management, proposal writing and professional communication. Prerequisite(s): Consent of instructor.



**DA 701-Data Research Methods and Tools Credits 3**

Understanding of the Cross-Industry Standard Process for Data Mining (CRISP-DM), how the methodology relates to the scientific method, as well as statistical methodologies related to the analysis of organizational data. As well as learn about the applicability of particular statistical approaches/packages for gaining business understanding in specific settings. Prerequisite(s): Admission into the Certificate in Data Analytics program.

**DA 702-Applied Big Data Credits 3**

Big data concepts, tools and methods. Exposure to big data principles as well as learn about information technology innovations in organizations. Introduction to multiple tools and statistical concepts related to the contemporary analysis of big data. Prerequisite(s): Admission into the Certificate in Data Analytics program.

**DA 703-Applied Data Management Credits 3**

Subjects include the theory, design, development, and management of information. Focusing on providing tools and an understanding of data storage and retrieval for data analytics. Basic technical instruction will include normalization, and Structured Query Language. Prerequisite(s): Admission into the Certificate in Data Analytics program.

**DA 704-Applied Business Intelligence Credits 3**

Skills, technologies, applications, and practices to leverage the organizations' internal and external information assets for making intelligent business decisions in organizations. Understanding of the relevance of information technology (IT) in organizational decision-making. Topics include decision-making, decision support systems, text/data mining, data warehousing, and business performance management. Prerequisite(s): Admission into the Certificate in Data Analytics program.

**SEC 700-Introduction to Cyber Security Threats, Vulnerabilities, and Protection Credits 3**

Introduction to the fundamentals of cyber security for large enterprises. Identifying cyber threats, operating system structure, and attacks. Understanding the methodology and tools to counter cyber attacks. Prerequisite(s): Admission into the Graduate Certificate In Emergency Crisis Management Cyber Security Program.

**Marketing and International Business**

The Department of Marketing and International Business provides a professional orientation to education with coursework emphasizing both the theory and the practice of Marketing and International Business. The Marketing degree strives to instill a marketing frame of reference in doing business; to develop an understanding and appreciation of how marketing interacts with the other aspects of an organization; and to establish a foundation of marketing knowledge that will best prepare majors and minors for careers in their chosen fields. Students are provided with the knowledge of business and marketing theory along with opportunities to apply that knowledge in simulated or real business situations.

Students with degrees in marketing obtain employment in a wide range of marketing-related fields, including retailing, product/brand management, advertising, distribution, international business, marketing research, purchasing, services marketing, sports marketing, hospitality, and sales management. Upon graduation, students are also prepared to enter programs for advanced degrees in such areas as business administration, public administration, law, economics, and hotel administration.

Every major industry has an increased global presence. The International Business program provides students with the analytical tools and conceptual knowledge to understand international marketing, finance, and strategy. The International Business program prepares students for careers with multinational firms within the United States or with international organizations. Competency in a foreign language is a requirement of the program.

**Marketing and International Business Faculty****Chair**

Mejza, Michael - Full Graduate Faculty Associate Professor; B.A., University of Connecticut; MBA, Ph.D., University of Maryland. Rebel since 1998.

**Faculty**

Cross, James - Full Graduate Faculty Associate Professor; B.S., MBA, Ph.D., University of Minnesota. Rebel since 1989.

Hsu, Chin-Chun (Vincent)- Full Graduate Faculty Professor; B.S., Tamking University; MBA, California State University, San Bernardino; Ph.D., Saint Louis University. Rebel since 2003.

Krishen, Anjala- Full Graduate Faculty Associate Professor; B.S., Rice University M.S., M.B.A., Ph.D., Virginia Polytechnic Institute and State University. Rebel since 2007.

Naylor, Gillian - Full Graduate Faculty Associate Professor; B.A., Washington State University; MBA, Eastern Washington State University; Ph.D., University of Arizona. Rebel since 1996.

Nill, Alexander - Full Graduate Faculty Professor; M.A., Ludwig-Maximilian University; D.B.A., Ph.D., University of Innsbruck. Rebel since 1999.

Pomirleanu, Nadia - Full Graduate Faculty Assistant Professor; B.S., Academy of Economic Studies; Ph.D., University of Central Florida. Rebel since 2009.

Schibrowsky, John - Full Graduate Faculty Professor; B.S., University of Wisconsin-Superior; MBA, University of Northern Iowa; Ph.D., University of Wisconsin-Madison. Rebel since 1988.

Tan, Keah-Choon - Full Graduate Faculty Professor; B.S., MBA, University of South Alabama; Ph.D., Michigan State University. Rebel since 1998.

Wisner, Joel D. - Full Graduate Faculty Professor; B.S., New Mexico State University; MBA, West Texas State University; Ph.D., Arizona State University. Rebel since 1991.

**IB 787-International Seminar Credits 3**

A field study that exposes students to the competitive environment of an international business in the EU, Asia, South America or other emerging markets. Students will visit selected organizations, operating outside the USA, to learn first-hand the businesses' processes and experience the socio-cultural elements of the selected country. *Formerly MGT 787* Note(s): May be repeated to a maximum of 6 credits. Prerequisite(s): 12 hours of graduate course study or consent of the MIB department.

**MKT 664-Professional Sales Negotiations Strategies and Tactics Credits 3**

The theory, processes, and practices of sales negotiation, relationship building and conflict resolution. Develops an understanding of the marketing theories, strategies, and tactics of effective sales negotiation, conflict resolution, and relationship management. Note(s): May not be repeated for credit. This course is crosslisted with MKT 464. Credit at the 600-level requires additional work. Grading: Letter Grade

**MKT 668-Database Marketing Credits 3**

Theory, concepts, and skills associated with using databases to enhance marketing programs and build strong relationships with customers. *Same as MKT 468* Note(s): Course may not be repeated for credit. Grading: Letter Grade

**MKT 673-Business Marketing Credits 3**

Provide a thorough grounding in industrial or business-to-business marketing. While many of the concepts are similar to those used in consumer marketing, there are significant differences. This course will explore both the similarities and the differences. Note(s): This course is crosslisted with MKT 473. Credit at the 600-level requires additional work. Prerequisite(s): Graduate standing

**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. Prerequisite(s): Graduate standing.

**MKT 720-International Marketing Research 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. Prerequisite(s): Knowledge of statistics; graduate standing.

**MKT 725-Global Consumer Behavior Credits 3**

This course examines global market segments, how to reach them, the consumer buying process across countries, and psychological and sociological variables which influence and motivate consumers. This course will broaden the understanding and evaluation of consumer behavior concepts as they pertain to domestic and global marketing strategies. *Same as IB 725* Note(s): Not repeatable for credit. Grading: Letter grade.

**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. Prerequisite(s): Graduate standing.

**MKT 747-Global Digital Marketing Strategies Credits 3**

This course explores the role of the internet in marketing strategy within the US and worldwide. Digital marketing encompasses marketing using global digital channels to reach consumer. It extends beyond the internet to other forms of new media,. It includes online advertising social media, and search engine optimization. *Same as IB 747* Note(s): Nonrepeatable for credit. Grading: Letter Grade.

**MKT 757-Strategic Database Marketing Credits 3**

Theory and practice of use of databases to enhance marketing programs and build customer relationships. Topics include: one on one marketing, relationship building strategies, customer cloning, RFM, calculating lifetime value of customers, modeling tools and processes, customization of offers and retention strategies. Prerequisite(s): Graduate standing.

**MKT 767-Independent Study in Marketing Credits 3**

Selected Marketing or International Business topics. Note(s): May be repeated to a maximum of 6 credits. Prerequisite(s): 12 hours completed in the core MBA curriculum (MBA 761, MBA 763, MBA 765, MBA 767, MBA 775).

**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. Prerequisite(s): Graduate standing

**SCM 674-Purchasing and Global Sourcing Credits 3**

Principles of purchasing, public procurement, contract management, and global sourcing. Topics include the purchasing process, procurement in profit and non-profit organizations, buyer-supplier relationship, price determination, purchasing services, supply law and ethics, and global sourcing. Note(s): This course is crosslisted with SCM 474. Credit at the 600-level requires additional work. Prerequisite(s): Graduate standing.