

## MBA Electives

You must choose four elective courses to complete your MBA. These can be concentrated in one area (e.g., finance, marketing, management) or you can choose a variety of courses. Whatever electives you choose, you must meet the course prerequisite(s). You may have a maximum of two 400-level business electives but the course must be listed in the Graduate Catalog ([http://www.siu.edu/graduate/catalog/Graduate\\_Catalog\\_Home.shtml](http://www.siu.edu/graduate/catalog/Graduate_Catalog_Home.shtml)) and you must meet any prerequisite(s).

Only MBA students with an undergraduate accounting degree are eligible to take graduate level accounting electives. You may have no more than two.

**ACCT 531 - SEMINAR IN FINANCIAL ACCOUNTING THEORY.** Theoretical examination of measurement and reporting issues related to external financial reporting. Prerequisites: admission to any graduate program in business; completion of ACCT 303 or equivalent.

**ACCT 541 - SEMINAR IN ADVANCED MANAGEMENT ACCOUNTING.** Practical and theoretical aspects of management decision-making and related information needs. Examination of quantitative and behavioral issues and approaches, and review of current literature. Prerequisites: admission to any graduate program in business; completion of ACCT 312 or equivalent.

**ACCT 553 - TAXATION OF FLOW-THROUGH ENTITIES.** Federal income taxation of flow-through entities: partnerships, S Corporations, and Limited Liability Corporations. Prerequisites: admission to any graduate program in business; completion of ACCT 321 or equivalent.

**ACCT 556 - PERSONAL TAX PLANNING.** Concepts and statutory, regulatory, and judicial rules relating to transfer taxes and income taxes as they affect family tax planning. Non-tax aspects of transactions also will be examined. Prerequisites: admission to any graduate program in business; completion of ACCT 321 or equivalent.

**ACCT 557 - CORPORATE TAXATION.** Topics include the policy motivations, technical rules, and management decision-making implications of the federal income taxation of corporations and their shareholders. Prerequisites: admission to any graduate program in business; completion of ACCT 321 or equivalent.

**ACCT 561 - SEMINAR IN ADVANCED AUDITING TOPICS.** Role, environment, and philosophy of auditing; legal, ethical, and moral issues. Problems of audit planning; sampling and testing considerations. Examination of audit research. Prerequisites: admission to any graduate program in business; completion of ACCT 431 or equivalent.

**CMIS 520 - MANAGING TECHNOLOGY.** Application of systems models to improve manager's ability to identify, understand, control, evaluate, plan, acquire, and use technology. Prerequisite: CMIS 515 or 526.

**CMIS/MGMT 535 - PROJECT MANAGEMENT STANDARD PROCESSES.** A framework of standard processes based on the Project Management Body of Knowledge® and other resources. Includes processes for managing scope, time, quality, cost, human resources, communications, risk, and procurement. Prerequisite: CMIS 540 or consent of instructor.

**CMIS/MGMT 536 – PROCUREMENT MANAGEMENT IN PROJECTS.** Provides in-depth examination of the role of procurement management in projects. Develops understanding of strategies for successful supplier evaluation, source selection, contract administration, and communication management. Prerequisite: Admission to the MBA or MS/CMIS program.

**CMIS/MGMT 537 – PROJECT RISK MANAGEMENT.** Provides in-depth examination of risk management in projects. Develops knowledge of risk identification, risk analysis, risk response planning, risk control strategies, and the use of analytical tools for creating risk management plans. Prerequisite: MS 251 or equivalent.

**CMIS/MGMT 540 – PROJECT MANAGEMENT FUNDAMENTALS AND BEST PRACTICES.** Theory and techniques for managing technology projects within constraints of time, resources, and functionality. Topics include project initiation, planning, executing, controlling, and closing. Prerequisite: admission into any graduate program in business.

**CMIS 557 - ENTERPRISE RESOURCE PLANNING.** The role of Enterprise Resource Planning (ERP) software in the e-Business environment will be explored using SAP. A risk management approach will be emphasized. Prerequisite: ACCT 501, 524, or equivalent.

**CMIS 563 - SQL-PL/SQL.** Query language (SQL) and procedural language-SQL (PL/SQL). Database structures and storing, retrieving, and manipulating data in relational databases. Covers PL/SQL blocks of application code. Prerequisite: CMIS 515, 526, or consent of instructor.

**CMIS 564 - DATABASE DESIGN.** Enterprise-wide data modeling. Conceptual database design, entity-relationship, and object-oriented models. Physical database design, relational model, and normalization theory. Prerequisite: CMIS 515, 526, or consent of instructor.

**CMIS 565 - ORACLE DATABASE ADMINISTRATION.** Seminar in Oracle Database Administration including database creation, maintenance, backup, recovery, and user account administration. Prerequisite: CMIS 564.

**CMIS 570 - SOFTWARE SYSTEMS DESIGN.** Techniques and tools for information systems analysis and design. Process-oriented modeling and structured design concepts and techniques, re-engineering business processes, quality-assurance and reliability. Prerequisite: CMIS 515, 526, or instructor permission.

**CMIS 588 - SEMINAR IN COMPUTER MANAGEMENT AND INFORMATION SYSTEMS.** Current issues; content varies. May be repeated to a maximum of 12 hours provided no topic is repeated. Prerequisite: consent of instructor.

**ECON 501 - ADVANCED MICROECONOMIC THEORY.** Theories of consumer behavior, theories of the firm, welfare economics, public choice. Prerequisites: ECON 301; 400, or consent of instructor.

**ECON 502 - ADVANCED MACROECONOMIC THEORY.** Alternative theories of income, output, and price determination. Domestic and international constraints on macroeconomic policy. Review of relevant empirical research. Prerequisites: ECON 301; 302; 400, or consent of instructor; ECON or FIN 415 strongly recommended.

**ECON/FIN 515 - EMPIRICAL RESEARCH METHODS IN ECONOMICS AND FINANCE.** (Same as FIN 515) Stochastic processes and simulation, optimization, estimation methodologies for maximum likelihood, pooled cross-section time-series, simultaneous equations and discrete/limited dependent variable models, generalized method of moments. Prerequisites: ECON or FIN 400; ECON or FIN 415.

**ECON/FIN 517 - TIME-SERIES ANALYSIS.** (Same as FIN 517) Modeling time-series behavior of financial and economic variables to offer practical insights and solutions for particular problems faced by firms, governments, and central banks. Prerequisite: ECON or FIN 415, or consent of instructor.

**ECON 543 - MONETARY AND FISCAL POLICY.** Foundations of monetary and fiscal policy, domestic and international aspects of policy actions, evaluation of policies to influence economic activity and growth, business cycle analysis. Prerequisite: ECON 502 or consent of instructor; ECON or FIN 415 strongly recommended.

**ECON 545 - PUBLIC FINANCE THEORY AND PRACTICE.** Developments in public finance theory; application of intermediate micro- and macroeconomic theory to issues in government finance and public policy analysis. Prerequisites: ECON 301; 302, or consent of instructor.

**FIN 525 -FINANCIAL STRATEGY, GROWTH AND CONTROL.** Financial strategies and creation of shareholder wealth, value transfer and destruction, role of financial markets in wealth creation, agency theory and business ethics. Prerequisites: FIN 420 or 513; ECON 400 or FIN 400, or proficiency in differential calculus.

**FIN 528 - SECURITY ANALYSIS AND MODELING.** Security analysis for investment and trading; fundamental analysis; economic, industry/company analysis; technical analysis; venture capital, real estate and international diversification; analysis for trading purposes. Prerequisites: FIN 420 or 513; FIN 430 or 541; ECON or FIN 400, or proficiency in differential calculus.

**FIN 532 - FINANCIAL INNOVATIONS AND ENGINEERING.** Innovating and engineering financial products, relationship between innovation and risk management, value creation through risk management, use of derivatives in risk management. Prerequisites: FIN 420, 513, or 527; FIN 431; ECON or FIN 400, or proficiency in differential calculus, or consent of instructor.

**FIN 541 - INVESTMENTS.** Broad range of financial and real assets, investment analysis, portfolio theory, strategy and timing concepts. Not a personal investments course. Prerequisite: FIN 513 or 527.

**FIN 542 - FINANCIAL MARKETS AND INSTITUTIONS.** Survey of debt and equity markets and major institutions involved. Theory of financial intermediation. Risk management. Prerequisite: FIN 513 or 527.

**FIN 596 - RESEARCH IN FINANCE.** Empirical research in financial modeling and methodological issues. Includes issues from corporate finance, investments, derivatives and pricing models. Prerequisites: FIN 420, 513, or 527; FIN 430 or 541; ECON or FIN 400; ECON or FIN 415; or consent of instructor.

**MGMT 551 - MANAGING ORGANIZATIONAL CHANGE AND INNOVATION.** Knowledge and skills of organizational change with emphasis on diagnostic skills necessary for effective management of planned organizational change. Individual and group leadership approaches. Prerequisite: MGMT 514.

**MGMT 553 - SEMINAR IN QUALITY AND PERFORMANCE MANAGEMENT.** Current topics in management, with special emphasis on designs, programs and techniques for managing quality and performance improvements. Advanced readings and cases on innovative business practices. Prerequisite: MGMT 514.

**MGMT 558 - CYBERLAW.** Addresses legal issues presented by cyberspace and related technology. Students learn legal issues, law, and application of law by case method. Prerequisite: Admission to a graduate business program.

**MGMT 570 - SEMINAR IN HUMAN RESOURCE MANAGEMENT.** Theory and practice of human resource management. Balanced attention on strategic use of HR in organizations and HR tools to achieve effectiveness and efficiency. Prerequisite: MGMT 514 or consent of instructor.

**MGMT 580 - EMPLOYMENT LAW FOR MANAGERS.** Selected areas impacting business managers. Topics include affirmative action, drugs, safety, and discrimination based on sex, race, pregnancy, and age. Prerequisite: MGMT 514.

**MGMT 595 - SEMINAR IN MANAGEMENT.** Interpretations and discussions of current developments in management. Topics vary with faculty interest and changes in the field. Emphasis on analysis of current developments. Prerequisite: MGMT 514 or consent of instructor and chairperson.

**MKTG 530 - MARKETING PLANNING AND STRATEGY.** Analytical tools and decision paradigms for marketing planning and strategy. Emphasizes integration of information, segmentation and elements of marketing plan to achieve competitive advantage. Prerequisite: MKTG 516 or 525.

**MKTG 540 - BUYER BEHAVIOR.** Organizational and consumer behavior models; internal/external factors influencing choice processes; attitudes, intentions, and information processing; measurement and research; applies behavioral theories to marketing decisions. Prerequisites: MKTG 516 or 525.

**MKTG 541 - PRODUCT MANAGEMENT.** Theoretical and pragmatic issues for developing new products and services and managing ongoing products and services. Analytical decision making applied to product design, positioning, research, adoption and diffusion. Prerequisites: MKTG 516 or 525.

**MKTG 544 - MARKETING INFORMATION AND RESEARCH.** Marketing management information needs. Data collection and interpretation for decision-making. Research design, survey methods, sampling, questionnaire and experimental designs, data analysis. Prerequisites: MKTG 516 or 525.

**MKTG 546 - RESEARCH DESIGN AND DATA COLLECTION PROCEDURES.** Advanced consideration of management of marketing research process, research designs, sources of marketing data, qualitative and quantitative data collection procedures, measurement, scaling, questionnaire design. Prerequisite: MKTG 544.

**MKTG 548 - MARKETING RESEARCH METHODOLOGY AND DATA ANALYSIS.** Comprehensive and practical considerations of research methodology, data characteristics and processing, multivariate data analysis approaches (statistical considerations and applications), communication of marketing research results. Prerequisite: MKTG 546.

**MKTG 550 - MARKETING RESEARCH MANAGEMENT AND STRATEGY.** Integration of all aspects of marketing research into comprehensive plans and courses of action. Project planning, design, and execution including client service and management. Prerequisites: MKTG 530; 548.

**MKTG 595 - SEMINAR IN MARKETING.** Interpretation and discussion of current developments. Impact and analysis of current issues. May be repeated to a maximum of 6 hours provided no topic is repeated. Prerequisites: MKTG 516 or 525.

You may request a graduate level course from another department as long as it is relevant to your career objectives and you have permission from that department to take the course. Such requests must be made on a Graduate Request Form, (available at <http://www.siue.edu/graduate/Forms.shtml#studentforms>) and turned in to the Business Student Services Office, FH 3301, or faxed to 618-650-3979. You will be notified by e-mail of the program director's decision regarding your request.