Master of Science in Accounting Course Scheduling Guide 2014 – 2015
OVERVIEW

- The M.S. in Accounting is a 30-credit degree program. More credits may be needed if prerequisite courses are required. Students must complete at least 12-15 accounting credits.

- Students are required to elect an accounting specialty option. Specialty options include Information Systems (IS), Public and Corporate Accounting (PCA), and Taxation (TAX).

- Students must complete at least (9) credits outside of accounting. Per accreditation standards, IS courses can also be considered as non-accounting classes. Thus, a student could choose an option in Public and Corporate Accounting or Taxation and Information Systems.

- For personalized advising from one of the co-chairs of the department, you can schedule an appointment through the following link (http://accounting.broad.msu.edu/welcome/ms/advising/)

DUAL-ENROLLMENT POLICY

- You must have a dual enrollment form on file.

- If you change a course or do not adhere to the dual-enrollment policy, it could result in classes not counting towards your M.S. degree.

- Contact the Director or Assistant Director with any questions regarding dual-enrollment.

 OVERRIDE POLICY

- You will need to apply for overrides in the following cases:
  - If you did not complete your undergraduate degree at MSU.
  - If you did not complete the course prerequisites at MSU.
  - If you wish to enroll in any non-accounting courses (e.g. MKT, SCM, FI, MGT, GBL, etc.).
  - If the course is offered outside of the Broad College of Business. You will need to contact the specific department to get an override (EC 420 contact the Economics Department).
  - If you are a graduate student taking a 300- or 400- level course.
  - If you are dual enrolling and taking any 800-level course.
  - If any course is beyond the enrollment limit.

- Links for overrides:
  Accounting (ACC), Finance (FI), Supply chain management (SCM), Management (MGT), Marketing (MKT), General business/pre-law (GBL) http://broadoverrides.activehosted.com/. COM 875 is our course and you should not have to apply for an override (unless you are dual enrolled or it is at the enrollment limit-contact the Director or Assistant Director for further instructions). All courses that are not in the Broad Business College, you will need to contact that department for an override.
Specialty Option Requirements

Students must select one of the following three options and enroll in the required courses. **Priority for courses will be given to those within the specialty option.** All courses are 3 credits each.

- **Information Systems (IS) Option**
  MSU undergraduate accounting majors---------- ACC 822, ACC 823, ACC 824, ACC 825, ACC 826
  Non-MSU undergraduate accounting majors: ------- ACC 821, ACC 822, ACC 823, ACC 824, ACC 825, ACC 826
  Required Elective Course: COM 875

- **Public and Corporate Accounting (PCA) Option**
  Any (4) of these courses are from---ACC 807, ACC 808, ACC 814, ACC 833, ACC 841, ACC 843, ACC 844, and ACC 850
  Required Elective Courses: COM 875 & FI 801

- **Taxation ((TAX) Option**
  ACC 830, ACC 833, ACC 834, ACC 836, ACC 850
  Required Elective Courses: COM 875 & FI 801

**SCHEDULING ADVICE**

- **Taxation (TAX) Option suggestions:**
  o ACC 833 and 836 may be taken concurrently.

- **Information Systems (IS) Option suggestions:**
  o Only (5) of the (6) courses are required for this specialty.
  o For a solid technical core, the faculty recommends ACC 822, 823, 825, and 826.
  o Non-MSU undergraduate accounting majors wanting to complete their M.S. in one year should take ACC 821 in the fall.

- **For those wishing to take the CPA exam:**
  o ACC 850: Accounting for Multiunit Enterprises
  o ACC 833: Federal Income Taxation of Corporations and Shareholders
  o ACC 808: Contemporary Financial Reporting Decisions
  o ACC 814: Advanced Auditing
  o ACC 308: Governmental & Not-for-Profit Accounting (1 credit)*

  *Although credits at the 300-level cannot be counted toward the M.S. degree, having study in this subject is a requirement for CPA licensing in the State of Michigan. It is recommended that MSU undergraduates take this course in the last semester of their senior year.
# COURSE OFFERINGS

## Fall Semester

<table>
<thead>
<tr>
<th>Course</th>
<th>Course Title</th>
<th>Prerequisite</th>
<th>TAX</th>
<th>IS</th>
<th>PCA</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 808</td>
<td>Contemporary Financial Reporting Decisions</td>
<td>ACC 301</td>
<td></td>
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<tr>
<td>ACC 814</td>
<td>Advanced Auditing</td>
<td>ACC 411</td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>ACC 821</td>
<td>Enterprise Database Systems</td>
<td></td>
<td></td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>ACC 824</td>
<td>Governance and Control of Enterprise Systems</td>
<td>ACC 411</td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>ACC 825</td>
<td>Object-Oriented Business Information Systems</td>
<td>ACC 321 or ACC 821</td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>ACC 830</td>
<td>Tax Research</td>
<td>ACC 331</td>
<td></td>
<td>X</td>
<td></td>
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<tr>
<td>ACC 843</td>
<td>Operational Management Accounting</td>
<td>ACC 341 and MKT 317</td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>ACC 850</td>
<td>Accounting for Multiunit Enterprises</td>
<td>ACC 301 and ACC 331</td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>COM 875</td>
<td>Communication Leadership Skills in Organizations</td>
<td></td>
<td></td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>FI 801</td>
<td>Managerial Finance</td>
<td>FI 311</td>
<td></td>
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## Spring Semester

<table>
<thead>
<tr>
<th>Course</th>
<th>Course Title</th>
<th>Prerequisite</th>
<th>TAX</th>
<th>IS</th>
<th>PCA</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 807</td>
<td>Financial Statement Analysis</td>
<td>ACC 301</td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>ACC 822</td>
<td>Analysis and Design of Enterprise Systems</td>
<td></td>
<td></td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>ACC 823</td>
<td>Advanced Enterprise Database Systems</td>
<td>ACC 321 or 821</td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>ACC 824</td>
<td>Governance and Control of Enterprise Systems</td>
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<td>X</td>
<td></td>
</tr>
<tr>
<td>ACC 826</td>
<td>Enterprise Information Systems</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>ACC 833</td>
<td>Federal Income Taxation of Corporations and Shareholders</td>
<td>ACC 331</td>
<td></td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>ACC 834</td>
<td>Taxation of Gifts, Trusts, and Estates</td>
<td>ACC 331</td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>ACC 836</td>
<td>U.S. Taxation of Multinational Transactions</td>
<td>ACC 331</td>
<td></td>
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<tr>
<td>ACC 841</td>
<td>Strategic Management Accounting</td>
<td>ACC 341 and MGT 409</td>
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<td></td>
<td>X</td>
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<tr>
<td>ACC 844</td>
<td>Management Accounting in Global Enterprises</td>
<td>ACC 341</td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>ACC 850</td>
<td>Accounting for Multiunit Enterprises</td>
<td>ACC 301 and ACC 331</td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>COM 875</td>
<td>Communication Leadership Skills in Organizations</td>
<td></td>
<td></td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>FI 801</td>
<td>Managerial Finance</td>
<td>FI 311</td>
<td></td>
<td></td>
<td>X</td>
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</tbody>
</table>
**Electives**

**OVERVIEW**

- Students are required to take at least nine (9) credits outside of accounting. Per accreditation standards, IS courses are not considered accounting. Thus, a student could choose an option in Public and Corporate Accounting or Taxation and Information Systems.

- Students entering the M.S. Program without a previous degree in business may have to use their elective credits toward introductory courses in economics, finance, supply chain management, marketing and business law (FI 801, SCM 800, MKT 805, GBL 451).

- Students can take up to six (6) credits at the 400 level (upon approval from the MS in Accounting Director or Assistant Director).

- Presented below are the most common courses taken. **The courses in bold are recommended by the faculty.**

- Depending upon career interests and background, one may find courses of interest in other colleges/departments on campus and are free to look at other academic departments within the University for potential electives. **You must get approval from the Director or Assistant Director on all your electives to count towards the 30 credits that are not listed on the elective sheet or study plan.**

- Please note: Departments often change semester offerings and course descriptions. For the most accurate and up to date information please check the Schedule of Courses at [http://schedule.msu.edu/](http://schedule.msu.edu/) and Description of Courses at [http://www.reg.msu.edu/Courses/Search.asp](http://www.reg.msu.edu/Courses/Search.asp).

**COURSES**

**FS=Fall SS=Spring US=Summer**

**Communication**

<table>
<thead>
<tr>
<th>Course</th>
<th>Course Name</th>
<th>Prereq.</th>
<th>Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>COM 860</td>
<td>Persuasion</td>
<td></td>
<td>US</td>
</tr>
<tr>
<td>COM 875</td>
<td>Communication Leadership Skills in Organizations</td>
<td></td>
<td>FS, SS, US</td>
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</tbody>
</table>

**Finance***

<table>
<thead>
<tr>
<th>Course</th>
<th>Course Name</th>
<th>Prereq.</th>
<th>Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>FI 413</td>
<td>Management of Financial Institutions</td>
<td>FI 311</td>
<td>FS, SS</td>
</tr>
<tr>
<td>FI 451</td>
<td>International Financial Management</td>
<td>FI 311</td>
<td>FS, SS, US</td>
</tr>
<tr>
<td>FI 473</td>
<td>Debt and Money Markets</td>
<td>FI 311</td>
<td>FS</td>
</tr>
<tr>
<td>FI 478</td>
<td>Investment Strategies and Speculative Markets</td>
<td>FI 311 and FI 312</td>
<td>FS, SS</td>
</tr>
<tr>
<td>FI 801</td>
<td>Managerial Finance</td>
<td>FI 311</td>
<td>FS, SS, US</td>
</tr>
<tr>
<td>FI 845/846</td>
<td>Financial Modeling &amp; Simulation I &amp; II</td>
<td>FI 801</td>
<td>FS</td>
</tr>
<tr>
<td>Course</td>
<td>Course Name</td>
<td>Prereq.</td>
<td>Semester</td>
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<tr>
<td>FI 850/851</td>
<td>Introduction to Investments I &amp; II</td>
<td>FI 801</td>
<td>SS</td>
</tr>
<tr>
<td>FI 852/855</td>
<td>Financial Derivatives I &amp; II</td>
<td>FI 850/851</td>
<td>SS</td>
</tr>
<tr>
<td>FI 853/854</td>
<td>Debt and Money Instruments and Markets/Fixed Income Assets</td>
<td>FI 850/851</td>
<td>FS</td>
</tr>
<tr>
<td>FI 857</td>
<td>Security Analysis and Portfolio Management</td>
<td>FI 850/851</td>
<td>FS, SS, US</td>
</tr>
<tr>
<td>FI 860/861</td>
<td>Multinational Corp Finance/International Financial Markets</td>
<td>FI 801</td>
<td>FS</td>
</tr>
<tr>
<td>FI 862/865</td>
<td>Corporate Strategy Valuation/Corporate Real Options Valuation</td>
<td>FI 801</td>
<td>SS</td>
</tr>
<tr>
<td>FI 869/870</td>
<td>Entrepreneurial Finance Venture Capital/Venture Capital and Private Equity</td>
<td>FI 801</td>
<td>SS</td>
</tr>
<tr>
<td>FI 877/878</td>
<td>Functional Mgt Financial Institutions/Commercial Bank Management</td>
<td>FI 801</td>
<td>SS</td>
</tr>
</tbody>
</table>

*Graduate level finance courses are in high demand by MBA students. They are advanced level courses and many MS students do not have the background in finances. If you have an interest in finance, take FI 801. Those with more experience in finance (beyond FI 311 & 312 will fulfill the FI 801 prerequisite) should talk with the Director about taking the other 800 level courses.

**General Business/Pre-Law**

<table>
<thead>
<tr>
<th>Course</th>
<th>Course Name</th>
<th>Prereq.</th>
<th>Semester</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>GBL 420</td>
<td>Role of Law and Lawyers in Society (W)</td>
<td>GBL 395</td>
<td>FS, SS</td>
<td></td>
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<tr>
<td>GBL 451</td>
<td>Law of Commercial Transactions</td>
<td></td>
<td>FS, SS</td>
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<tr>
<td>GBL 460</td>
<td>International Law and Business</td>
<td>GBL 395</td>
<td>SS</td>
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<tr>
<td>GBL 467</td>
<td>Emerging Enterprise Law</td>
<td>GBL 395 or GBL 451</td>
<td>FS</td>
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<tr>
<td>GBL 480</td>
<td>Environmental Law and Sustainability for Business: From Local to Global (I)</td>
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<td>SS</td>
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</table>

**Management**

<table>
<thead>
<tr>
<th>Course</th>
<th>Course Name</th>
<th>Prereq.</th>
<th>Semester</th>
<th>Notes</th>
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<tbody>
<tr>
<td>MGT 804</td>
<td>International Management</td>
<td>MGT 315</td>
<td>FS</td>
<td></td>
</tr>
<tr>
<td>MGT 810</td>
<td>Human Resource Management for General Managers</td>
<td>MGT 315</td>
<td>SS</td>
<td></td>
</tr>
<tr>
<td>MGT 811/812</td>
<td>Fundamentals of HR Staffing</td>
<td>MGT 315</td>
<td>SS</td>
<td></td>
</tr>
<tr>
<td>MGT 813</td>
<td>Human Resource Training</td>
<td>MGT 315</td>
<td>SS</td>
<td></td>
</tr>
<tr>
<td>MGT 822</td>
<td>Human Resource Compensation</td>
<td>MGT 315</td>
<td>FS</td>
<td></td>
</tr>
<tr>
<td>MGT 832</td>
<td>Negotiation and Conflict Management</td>
<td>MGT 315</td>
<td>FS</td>
<td>Can only enroll in MS Section</td>
</tr>
<tr>
<td>MGT 840</td>
<td>Leadership</td>
<td>MGT 315</td>
<td>FS</td>
<td>Limited enrollment – talk with Director</td>
</tr>
<tr>
<td>MGT 877/878</td>
<td>Management Consulting</td>
<td>MGT 315</td>
<td>FS</td>
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</table>

**Marketing**

<table>
<thead>
<tr>
<th>Course</th>
<th>Course Name</th>
<th>Prereq.</th>
<th>Semester</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 805</td>
<td>Marketing Management</td>
<td></td>
<td>FS, SS</td>
<td>Not available to MSU students with credit in MKT 300</td>
</tr>
<tr>
<td>MKT 808</td>
<td>Market Creation, Growth, and Domination</td>
<td>MKT 805</td>
<td>SS</td>
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<tr>
<td>MKT 860</td>
<td>International Business</td>
<td></td>
<td>FS</td>
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</tbody>
</table>
MKT 862 | Global Marketing | MKT 805 | SS
* Formerly listed as MSC in Schedule of Courses.

### Supply Chain Management*

<table>
<thead>
<tr>
<th>Course</th>
<th>Course Name</th>
<th>Prereq.</th>
<th>Semester</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>SCM 800</td>
<td>Supply Chain Management</td>
<td></td>
<td>FS</td>
<td></td>
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<tr>
<td>SCM 833</td>
<td>Decision Support Models</td>
<td>SCM 800</td>
<td>FS, SS</td>
<td>Not available to MSU students with credit in SCM 303</td>
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<tr>
<td>SCM 842</td>
<td>Total Quality Management</td>
<td>SCM 800</td>
<td>FS</td>
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<tr>
<td>SCM 843</td>
<td>Sustainable Supply Chain Management</td>
<td>SCM 800</td>
<td>SS</td>
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</tbody>
</table>

*Formerly listed as MSC in Schedule of Courses.
COURSE DESCRIPTIONS
– Specialty Options

Information Systems (IS)
(MSU undergraduate accounting majors need 5 courses from list; non-MSU undergraduate majors need 6 courses from list)

ACC 821 Enterprise Database Systems (required for non-MSU undergraduate majors)

ACC 822 Analysis and Design of Enterprise Systems

ACC 823 Advanced Enterprise Database Systems

ACC 824 Governance and Control of Enterprise Systems
Governance and control of information technologies. Identification and valuation of key information and communication technologies, frameworks for assessing information system risk, information system auditing, and international standards for information technology governance and control.

ACC 825 Object-Oriented Business Information Systems
Analysis and design of object-oriented business systems. Unified modeling language descriptions of business phenomena and rules, object-oriented programming, use-case analysis and specifications, and XML tag sets for transactions and reporting.

ACC 826 Enterprise Information Systems
Analysis, design and use of enterprise systems. Importance of enterprise system fit and reengineering of the enterprise. Implementation risks and organizational returns. Use of enterprise software.

Public and Corporate Accounting
(focus on public and corporate accounting practice)

ACC 807 Financial Statement Analysis

ACC 808 Contemporary Financial Reporting Decisions
Framework for making professional judgments and decisions about accounting for contemporary financial reporting issues. Conceptual framework, standard setting, accounting for financial instruments, foreign subsidiaries, and hedging.

ACC 814 Advanced Auditing
Economic, regulatory and technology environments as it relates to auditing in the public and private sectors. Risk analysis, professional standards, audit evidence gathering and evaluations, accounting and auditing research and decision making.

ACC 833 Federal Income Taxation of Corporations and Shareholders
The Federal income taxation of corporations and shareholders resulting from operations, distributions, formations, liquidation, and reorganizations. Taxation of pass through entities.

ACC 841 Strategic Management Accounting
Management accounting concepts for strategic management and business unit-management. Performance measurement, planning and budgeting, and control system design.

ACC 843 Operational Management Accounting
Management accounting for operational management. Advanced cost system design, costing for new product development, profitability of customer and supplier relations and cost of quality.

ACC 844 Management Accounting in Global Enterprises
Accounting concepts and methods for use in global enterprises.

ACC 850 Accounting for Multiunit Enterprises
Financial reporting and tax issues related to business combinations and divestitures and the resulting consolidated reporting of the multi-unit enterprise's financial and tax information.

**Taxation**

ACC 830 Tax Research
Writing and presentation techniques of tax research. Tax practice and procedure, and partnership taxation.

ACC 833 Federal Income Taxation of Corporations and Shareholders
The Federal income taxation of corporations and shareholders resulting from operations, distributions, formations, liquidation, and reorganizations. Taxation of pass through entities.

ACC 834 Taxation of Gifts, Trusts, and Estates
Transfer taxes applied to gifts and transfers at death. Transfer tax planning including the use of trusts.

ACC 836 U.S. Taxation of Multinational Transactions
Federal income taxation of transactions by U.S. persons outside the United States, and of investments by foreign persons in the U.S.

ACC 850 Accounting for Multiunit Enterprises
Financial reporting and tax issues related to business combinations and divestitures and the resulting consolidated reporting of the multi-unit enterprise's financial and tax information.
COURSE DESCRIPTIONS
– Electives

Communication

COM 860  Persuasion
Use of messages to gain compliance and effect social change. Persuasion and attitude change from classical theories to contemporary situations. (Enrollment in summer only.)

COM 875  Communication Leadership Skills in Organizations
Theoretical and practical approaches to organizational communication and leadership. Communication and responsibility in a new era. Leadership self-assessment, leadership in action and managerial communication, and leadership accountability.

Finance

FI 413  Management of Financial Institutions
Management, decision-making and policy formulation for depository and non-depository financial institutions emphasizing commercial banking. Savings banks, credit unions and non-bank financial institutions including investment banks.

FI 451  International Financial Management
Financial management of multinational firms. Theoretical and applied aspects of international capital budgeting, capital structure, cash management, asset pricing, and risk management. Cross-cultural and ethical considerations.

FI 473  Debt and Money Markets
Role and nature of international debt and money markets. Corporate and government bond valuation, fixed income derivative instruments and bond portfolio management. Special role of "time" in debt and money markets.

FI 478  Investment Strategies and Speculative Markets
Pricing, trading strategies, hedging applications, and markets for forwards, futures, swaps, and options.

FI 801  Managerial Finance
Short-, intermediate- and long-term problems. Financial planning and control. Applications in domestic and international settings.

FI 845/846  Financial Modeling & Simulation I & II
Applications of financial theory through computer modeling. Financial forecasting, cash flow modeling, and valuation.

FI 850/851  Introduction to Investments I & II
Security risk and return concepts. Portfolio analysis and concepts of market efficiency. Equity investments, bonds, options, futures, and international securities.
Financial Derivatives I& II
Theories of domestic and international financial markets and instruments. Effects of risk and maturity on prices. Arrangement of business and portfolio risk and returns with options and futures.

Debt and Money Instruments and Markets/Fixed Income Assets
Fixed-income security markets. Valuation of instruments traded.

Multinational Corp Finance/International Financial Markets
Cross-border capital budgeting, capital structure, cash management, corporate governance, foreign currency and Eurocurrency markets, and currency risk management.

Corporate Strategy Valuation/Corporate Real Options Valuation
Financial background and practical application of discounted cash flow (DCF), residual income (RI), and real options analysis (ROA) helpful in valuing companies and making sound managerial decisions intended to create value and increase shareholders' wealth. Development of valuation models.

Entrepreneurial Finance Venture Capital/Venture Capital and Private Equity
Financing of entrepreneurial startups, venture capital, and private equity. Valuations of entrepreneurial startups, structuring venture capital, and private equity deals and partnerships.

Functional Mgt Financial Institutions/Commercial Bank Management
Nature, structure, and management of commercial banks. Products and services offered, risks, policies, and strategies. Applications in domestic and international settings.

General Business/Pre-Law

Law of Commercial Transactions
Law of contracts and sales, commercial paper, secured transactions, consumer credit, and debtor-creditor relationships.

Role of Law and Lawyers in Society (W)

International Law and Business
The impact of international law on business practices. Government regulation of international business.

Emerging Enterprise Law
In-depth analysis of the law for new ventures. Laws one must follow before, during, and after creation of a company.

Environmental Law and Sustainability for Business: From Local to Global (I)
Environmental law and sustainability for business from comparative as well as local, national, and international perspectives.

Management

International Management
Management challenges and roles in a multinational business. Strategic planning in global firms, managing people in international organizations, leadership, and the future of international management.
MGT 810  Human Resource Management for General Managers
Human resource management functions performed by all managers. Design, administration, and evaluation of human resource activities. Needs assessment, program implementation and evaluation, information management and decision support, and international human resource management.

MGT 811/812  Fundamentals of HR Staffing
Fundamentals of human resource staffing. Legal issues; measurement, reliability, and validity; job analysis; performance assessment; and recruitment.

MGT 813  Human Resource Training
Planning, implementing, and evaluating training programs. Career stages and career planning. Matching individual and organizational development needs.

MGT 822  Human Resource Compensation
Application of compensation principles to organizational objectives. Strategic use of compensation systems for attracting, motivating, and retaining employees. Managerial aspects of paying employees at all organizational levels.

MGT 832  Negotiation and Conflict Management
Negotiation and bargaining to manage people and interpersonal relations. Developmental processes, stages, and types of conflict. Conflict management and resolution.

MGT 877/878  Management Consulting
Management consulting as a process, profession, and industry. Conducting business research. Facilitating organizational change.

Marketing

MKT 805  Marketing Management  (not available to MSU students with credit in MKT 300)
Strategic and decision-making aspects of marketing functions. Analysis, coordination, execution of marketing programs. Development of strategies and tactics. Segmentation, marketing mix, market response modeling, and ethics in a global context.

MKT 808  Market Creation, Growth, and Domination
Creative, outside-the-box, and theoretical concepts and processes for creating markets, growing markets, and establishing leadership positions in mature markets.

MKT 860  International Business
Management of the firm in the multinational environment. Assessment of international modes of operations, markets, financial strategies, services, and resources. Competitive strategy.

MKT 862  Global Marketing
Marketing strategies for international expansion. Global marketing planning, market selection, timing, modes of entry, and the marketing activities necessary for global marketing expansion.

Supply Chain Management

SCM 800  Supply Chain Management  (not available to MSU students with credit in SCM 303)
Fundamentals of materials and logistics management. Strategic impact of the transformation process in a global economy. Quality, inventory management, logistics strategy, customer service, international procurement, management of technology.

SCM 833  Decision Support Models (only 1.5 credits)
Analytical models to support decision making with specific supply chain focus. Topics include multiple regression, linear optimization, decisions under uncertainty, and forecasting.
SCM 842  Total Quality Management (only 1.5 credits)
Total quality management principles and practices, tools and techniques, implementation of continuous quality improvement programs, links to manufacturing and competitive strategies. Six Sigma and statistical quality control.

SCM 843  Sustainable Supply Chain Management (only 1.5 credits)
Sustainability within business and supply chain contexts. Balancing ecology/waste, economy, and equity. Supply chain sustainability from design and resource management through transformation processes, to delivery to the final customer.