

450 Practical Diplomacy (3)

Prerequisite: IR 341 (may be taken concurrently)

Examines the roles of ambassadors and other embassy officials including their responsibilities towards their own governments as well as their relationship with the government of the country to which they have been posted. Summit diplomacy; shuttle diplomacy. Case studies.

452 Resources and the Environment (3)

(See EC 452.)

456 The European Union (3)

(See EC 456.)

457 Economics of Developing Countries (3)

(See EC 457.)

470 International Economic Policies and Institutions (3)

(See EC 470.)

481 Seminar: Selected Topics in International Relations (3)

Prerequisites: IR 221 and PS 221

Student research, discussion and reports on problems in international relations. (May be repeated for credit as topic varies.)

491 Independent Study (1-3)

Individual research projects selected in conjunction with a faculty advisor and with approval of the Academics Committee. (Additional fee)

International Relations courses on the graduate level are described under Graduate Courses: International Relations and Diplomacy.

499 Internship (1-3)

Prerequisite: Permission of advisor

Internship in international relations field. Supervision and written project required. Certain work restrictions may apply.

International Tourism Management (TM)

131 International Air Travel Industry (2)

Role of airlines in development of international tourism. Emphasis is placed on how regulations affect functions of airlines.

141 Introduction to Tourism (2)

(See HM 141.)

180 Geography for International Tourism (2)

Basic study of countries, regions, cities and resorts which attract tourists. Emphasis on physical environment and sociopolitical characteristics of tourist attractions.

200 Travel Management (3)

Objective is to familiarize students with tasks carried out by travel advisors or counselors to help travelers negotiate the obstacles and encumbrances of worldwide travel. Roles of advisor to leisure travelers as well corporation based travel manager are examined.

210 The Cruise Line Industry (3)

Introduces students to the cruise line industry. Covers all types of cruises on an international basis. Examines anatomy of a cruise ship as well as cruise lines' marketing techniques, brochures, and guidelines necessary to sell cruises to clients.

274 Computer Applications in Travel and Tourism (3)

Introduces students to travel reservations and ticketing. Provides foundation for international travel considerations and itinerary planning using modern computer facilities. Provides hands-on experience as well as an overview of computers used in travel agencies. Computer terminology.

281 Introductory Selected Topics (3)
Introduction to a topic of current interest in the tourism field. May be repeated for credit as topic varies.

329 Convention Management Services (3)
(See HM 329.)

341 Global Tourism : Principles, Practices and Philosophy (3)
(See HM 341.)

350 Special Interest Tourism (3)
Prerequisites : TM 141 and one additional TM course or BA 131
Students made familiar with recent trends and public perception of changes affecting tourism including the effort to protect the global environment, the increasing interest in exploring one's own and other cultures, worldwide increase in free time, growing fascination in researching one's heritage, Requires substantial reading skills.

361 Ethical Practices in Tourism and Hospitality Management (3)
Prerequisites : EN 111-112
Covers the parameters which are the factors in the ethical issues unique to the hospitality/tourism industry. These include : Tourism and hospitality are arguably the largest industry sector worldwide. Changes in operating procedures are brought about by changes and new applications of technology and become more complex. Human interaction between the service providers and customer still defines the majority of business transactions in this field. Also includes development of ethical standards. (Same as HM 261)

421 Cases in Hotel Marketing and Advertising (3)
(See HM 421.)

422 Marketing for International Tourism (3)
(See HM 422.)

450 International Hotel and Restaurant Operations (3)
(See HM 450.)

463 Legal Aspects of the Travel Industry (3)
Prerequisites: BA 261 or HM 261
Study of contracts in various aspects of tourism industry, including sale and purchase of goods and services. Also looks at airline regulations and hotel agreements and issues of liability.

479 Group Travel Management (3)
Prerequisite: TM 142 or TM 120 and TM 292
Planning and coordinating group travel services. Meeting demands and needs of group travel customers at each stage of the travel cycle.

481 Seminar: Issues in Tourism Management (3)
Prerequisites: HM/TM 341
Compares trends and current problems in travel management in different countries. Travel agency management, and national and regional travel organizations are discussed.

499 Internship (1-3)
Prerequisite: Permission of advisor
Internship in tourism field. Supervision and written project required. Certain work restrictions may apply.

Mathematics (MA)(MGF)

MGF 1107 College Mathematics (3)
Review of math fundamentals. Review of real numbers. Methodology to solve linear equations and functional linear applications. Maximization and minimization techniques and sensitivity techniques using linear programming methods. Basic concepts of probability and statistics and basic concepts of geometry in

relation to characteristics of polygons and calculation of perimeters and volumes.

172 Applied Mathematics (3)

Prerequisites: MGF 1107

Functions: definitions, limits, economic, graphical, continuity. Differentiation: interpretation, basic rules, higher order derivatives, business applications, economic applications, marginal analysis. Optimization: determining maximums and minimums, graphing, applications, constrained and unconstrained optimizations. Integrations: rules of logs and exponents applications. Introduction to Integral Calculus and its applications

201 Calculus I (3)

Prerequisite: Math 171

Fundamental theory and problems of differential and integral calculus. Applied problems of science. Includes proofs of main theorems and the derivation of differentiation and integration formulas.

202 Calculus II (3)

Prerequisite: MA 201

Introduction to special problems of differential and integral calculus. Advanced topics from space curve differentiation and integration to differential equation calculus.

374 Statistics (3)

(See BA 374)

Philosophy (PH)

121 Introduction to Philosophy (3)

Introduces the student to the Western philosophical tradition from the Pre-Socratics to Sartre, to the reading of philosophical texts (Plato, Descartes, Kant) and to the student's own potential for raising perplexing questions as well

as to his/her responsibility for the use of intelligence to think things through.

122 Introduction to Philosophy (3)

Discussion of areas of philosophical history and criticism. Plato, Kant, Gadamer. Principles of philosophical perceptions. Students are encouraged to define and form logical expressions of thoughts and moral attitudes, and to expand their own philosophy.

481 Selected Topics in Philosophy (3)

Discussion of philosophical topics of interest. (May be repeated for credit as topic varies).

491 Independent Study (1-3)

Individual research projects selected in conjunction with a faculty advisor and with approval of the Academics Committee. (Additional fee)

Physical Education (PE)

111-112 Sports Activities (1-2)

Swimming, basketball, volleyball, riding and seasonal sports.

Physical Sciences (SC)

111-112 Principles of Biology (3) (3)

111: The course is divided into three broad areas: the cellular and chemical basis of life, cell metabolism and physiology and cell reproduction.

112: Genetics and development, evolution and classification, and control mechanisms in animals and plants. This introductory course will give the student an understanding of the basic biological principles which concern the whole organism.

121-122 Inorganic Chemistry (3) (3)

121: The main emphasis is on chemical bonding and molecular structures. Introduces current theories of atomic

structure and how this structure leads to chemical reactivity between elements. Types of chemical bonding. Current theories that have been developed to account for bonding and the shapes of molecules.

122: Chemical equilibrium and factors affecting it, with particular emphasis upon acid-base equilibria and electrochemical cells.

136 Health and Health Problems (3)

Introduction to health and disease from biological, medical and social perspectives. Growth and development; control and regulation of internal environment; diseases and causes; immunological and social factors in disease prevention; ageing.

137 Science and Society (3)

Science and its effects on society as a whole. Introduces energy requirements, production, conservation, population growth, disease prevention, world food shortage, conservation of resources, information technology and changing lifestyles, genetic engineering, radiation, chaos theory etc.

143 Ecology (3)

Presents the scientific information necessary to give an understanding of the inter-relationships between living organisms, their interactions with the physical environment, and the place of man in ecological systems. Includes a study of general principles, an examination of the main features of particular ecosystems, and the relevance of this knowledge to human affairs.

161-162 Elementary Physics (3) (3)

161: Provides a basic knowledge and understanding of physics desirable for life in a modern technologically based society. This introductory course covers basic definitions, concepts and laws of physics. Includes acceleration, gravity, central role of energy, law of moments, thermal dynamics of gases.

162: Reflection and refraction of light, electricity, and magnetism, radioactivity.

Laboratory classes and tutorials are intended to demonstrate and verify physical laws by elementary experiments.

171 Basic Laboratory Techniques (3)

Practical experience in laboratory techniques and the handling of experimental data. Introduction to microscopy, sterile techniques, the use of chromatography, hormonal control of growth in plants and basic immunological techniques. Basic statistical tests.

201-202 Organic Chemistry (3) (3)

Prerequisites: SC 121-122 are prerequisite to 202

201: Introduction to the fundamentals of organic chemistry, with emphasis on functional groups of compounds.

202: A study of biomolecules and the way in which their properties as organic molecules underlie their functions in biological systems will be made.

212 Basic Genetics (3)

Prerequisites: SC 111-112

Principles relating to linkage and chromosome mapping and extensive practical work in *Drosophila* breeding. Gene interaction, epistasis and multiple allelic systems. Mutation is studied at the same level of the gene and the chromosome. Bacterial genetics.

251 Geography of Western

Europe (3)

This course will give the student a better understanding of the different cultures of this region as well as the physical environment which has influenced them. Development and problems of Western Europe's economy.

261-262 Advanced Physics (3) (3)

Prerequisites: SC 161-162

261: Topics in electricity and magnetism. Experiments demonstrate effects of currents and simple magnetic phenomena. Practical classes.

262: Twentieth Century developments in physics. Topics include: Atomic

structure, radioactivity, relative theory electronics and an introduction to solid state physics. Practical classes.

491 Independent Study (1-3)

Individual research projects selected in conjunction with a faculty advisor and with approval of the Academics Committee. (Additional fee)

Political Science (PS)

100 Current Events (1)

Introduces students to the process of reading, evaluating, and forming an opinion about current events.

221 Introduction to Political Science (3)

Scope and methods of political science; political behavior; process and machinery of government, including elections, parties and pressure groups; types of political systems and governments in the 20th century; classical theories of politics.

260 Introduction to Sociology (3)

An introduction to the principles and methods of sociology with particular emphasis on the insight that sociological analysis of problems may bring. Includes socialization, stratification, problems of inequality, sociology of religion and education, social change, etc.

281 Introductory Selected Topics (3)

Introduction to topics of current interest in political science. May be repeated for credit as topic varies.

370 The U.S. Political System (3)

Introduction to modern American politics. Topics include sources of American political culture, the political theory underlying the Constitution, the evolution of national political institutions such as the Presidency, Congress and the Supreme Court, the role of political parties, the role of interest groups, and the theories of critical realignment and political power.

382 Contemporary German Politics and Society in Perspective (3)

Examination of the political and socioeconomic development of Germany from 1871 to the present. Discussion of political and economic factors leading to World War I and II, and the ensuing division of Germany. The political systems of the two Germanys. Political and historical events preceding German unification and the consequences of thereof. The new role of Germany in world politics. Current issues.

383 France: Contemporary Politics and Society (3)

Introduction to the political and social fabric of contemporary France. The constitutional and party system; the Greens, the National Front, and their impact upon the political culture of France. The role of the state in setting public policy. Current problems, e.g., immigration, European integration.

384 Modern Spanish Politics and Society (3)

The political and socio-economic development of Spain in the Twentieth Century, with a focus on the post-civil-war period under the Franco regime, and Spain's relationship with Western Europe, the U.S. and Latin America; the role of Spain's autonomous regions in shaping current politics and society.

385 Contemporary British Politics and Society (3)

The British political system, including the structure and roles of all branches and levels of government and of the major political parties. Development of parliament from the Witan and Curia Regis to the development of modern parliamentary institutions following the industrial revolution. The growth of the franchise and the emergence of modern parliamentary democracy and the party system. Voting system, the executive, the judiciary and the "unwritten" nature of the constitution will be undertaken, as well as a review of the role of the monarchy in a modern parliamentary

democracy. The role of the state in health, education, welfare. The constitutional question surrounding Britain and the EC.

420 Ideologies and Political Violence in the Modern World (3)

Prerequisites: PS 221 and IR 221

This course offers an analysis and evaluation of the impact of the most influential ideologies of the Modern World; their origins, cultural and historical contexts; political goals; the use of political violence associated with adherence to particular ideologies.

481 Seminar: Selected Topics in Political Science (3)

Prerequisite: PS 221

Student research, discussion and reports on specific issues and problems in political science. (May be repeated for credit as topic varies)

491 Independent Study (1-3)

Individual research projects selected in conjunction with a faculty advisor and with approval of the Academics Committee. (Additional fee)

Psychology (PY)

121 General Psychology (3)

Introduction to the scientific study of motivation, perception, meaning, learning, emotions, feeling and the psychological basis of behavior. Examinations of Freudian and post-Freudian theories of personality.

281 Introductory Selected Topics in Psychology (3)

Introduction to topics of current interest in psychology. May be repeated for credit as topic varies.

331 Psychology of Personality (3)

Prerequisite: PY 121

Theories of personality of Freud, Adler, Allport, May, Skinner, Bandura, Maslow, Horney and Rogers.

332 Abnormal Psychology (3)

Prerequisite: PY 121

Gives the student an understanding of the biological, cultural and political issues alive within the field of abnormal psychology. Major conflicting conceptualisations of abnormal psychology prevalent in the field today, as well as with the historical underpinnings of the field. Specific categories of dysfunctional behaviour as they relate to the different perspectives. Issues with respect to psychological assessment and therapeutic treatment of abnormal behaviour.

350 Developmental Psychology (3)

Prerequisite: PY 121

Review of phylogenetic and ontogenetic aspects of behavior with emphasis on significant changes in human development during infancy, childhood, adolescence, maturity and old age. Examination of trends in physical, intellectual, emotional and social development.

351 Learning and Motivation (3)

Prerequisite: PY 121

Overview of human motivation and learning styles. Students will explore via presentation and evaluation current theories and research problems regarding learning and motivation including reinforcement theory and extinction.

370 Child Psychology (3)

Prerequisite: PY 121

Focuses on that portion of our lives that begins with conception and continues through the teen years. Examines the major perspectives and research methods used in studying development, what happens prior to and just after birth, the development of thinking, language and emotions, the child's personality, early social relationships with peers and the family, and atypical patterns of development.

372 Social Psychology (3)

Prerequisite: PY 121

Survey of Social Psychology. Scientific study of the relationship of individuals to one another, individually, in groups and

in society. Explores the theoretical and practical implications of social influences that affect human behaviour, and the link with other theoretical frameworks in psychology is noted. The individual and society; Processes of socialization; Social perception and communication; Social attitudes and values; and Group dynamics and problems associated with group behaviour.

374 Counseling and Guidance (3)

Prerequisite: PY 121

Basic principles and theories of personnel work applied to education, industry and psycho/social counseling. Interviewing techniques; tests, measurements and evaluations in counselling; the problems, practices and role of the guidance counselor.

376 Industrial Psychology (3)

Prerequisite: PY 121 or BA 384

Introduction to the main concepts in psychology applicable to "industry" and "employment". Emphasized are psychological principles as they relate to management, labor and public relations as well as perspectives for technology, education and leisure time.

384 Behavioral Aspects (3)

Prerequisites: BA 131 or PY 121

Focuses on group behaviour and leadership necessary to transform human resources into effective organizational entities. Emphasizes the theory and practice that relate to individuals interacting in the work environment. Case studies, films and guest speakers. (Same as BA 384.)

480 Selected Topics in Psychology (3)

Prerequisites: PY 121 and one upper-level psychology course

A problem or current trend in British or continental European psychological theory or practice.

481 Humanistic and Existential Theory and Practice (3)

Prerequisite: PY 121 and one upper-level psychology course

Examination of Humanistic and Existential theories, looking at their philosophical underpinnings and historical context and their applications to counseling and psychotherapy. Humanistic theories will include, Rogers, Maslow, Perls, Reich and Lowen. Existential theories will include Kierkegaard, Heidegger and Sartre. Practical component will develop counseling skills such as listening and giving feedback.

482 Psychoanalytic and Psychodynamic Theory and Practice (3)

Prerequisite: PY 121 and one upper-level psychology course.

Psychoanalysis, Psychodynamic and Cognitive Behavioral theories will be explored. Freud's work on the unconscious, personality theory and the psycho-sexual stages of development will be examined. Practical component will show how these theories can be applied to practice.

483 Issues in Psychotherapy (3)

Prerequisite: PY 121 and one upper-level psychology course

The issues surrounding psychotherapy and counseling, such as ethical considerations. Implications of power, sexuality, cross-cultural and gender issues in the therapeutic relationship, as well as emotions and human relationships. Issues surrounding mental health and illness will also be covered. Practical component will highlight these issues in practice.

484 Psychoanalytic Theory (3)

Prerequisite: PY 121 and one upper-level psychology course

The course will look at the work of Freud and other analysts such as Klein and Winnicott. Topics to be covered will include the unconscious, dream analysis, defence mechanisms, the topographical model of the mind, psychosexual stages of development and the Oedipus complex and its resolution.

485 Special Projects in Psychology (3)

Prerequisite: PY 121

Supervised research to acquaint students with the problems and methodologies of original research in psychology.

491 Independent Study (1-3)

Individual research projects selected in conjunction with a faculty advisor and with approval of the Academics Committee. (Additional fee)

499 Internship (1-3)

Prerequisite: Permission of advisor
Internship in psychology field.
Supervision and written project required.
Certain work restrictions may apply.

Graduate Courses

Business Administration (BA)

501 Organizational Behavior (3)

Prerequisite: Graduate standing
Impact that individuals, groups, and structure have on the behavior within organizations. Practical examples. Methods related to problem-solving within organizations.

510 Business Economics (3)

Prerequisite: Graduate Standing
Emphasis on applicability of business/economic theory to both the internal dynamics of business and the external circumstances under which businesses operate. Course provides necessary knowledge, tools, and understanding of economic discourse as a basis for the study of business as well as a background of the basic economic principles relevant to business. (same as EC 510)

512 Managerial Accounting (3)

Prerequisite: Two undergraduate accounting courses or BA 513
Builds upon the student's basic understanding of financial and managerial accounting by exploring in more depth the essential concepts of managerial accounting, including ratio analysis, budgeting and cost measurement.

513 Financial and Managerial Accounting (3)

Prerequisite: Graduate standing
This course is designed for the MIM and MBA prep student who has little or no previous background in accounting. The course consists of two parts: financial accounting and managerial (management) accounting, to include cost accounting and budgeting.

515 Managerial Finance (3)

Prerequisite: Two undergraduate accounting courses or BA 513
Function of managing business funds, mobilizing cash and credit and planning their use to further the objectives of the firm.

517 Advanced Financial Accounting (3)

Prerequisite: Two undergraduate accounting courses
In-depth examination of accounting concepts. Different valuation methods and their effect on income statement and balance sheet. Special attention given to different perspectives of financial statement users. Lectures and case studies.

521 Market Research (3)

Prerequisite: One marketing course
A case-oriented approach to collection of research data: survey planning and sampling, interviewing and practical analysis and of data, preparing questionnaires.

522 International Marketing (3)

Prerequisite: Graduate standing
Developing international strategies in planning market research and control with regard to legal, cultural and economic factors involved in crossing borders.

523 Marketing Management (3)

Prerequisites: One course in both marketing and management
Provides students with a basic understanding of the marketing concept and the strategic aspects of marketing management. Special attention is focused on the techniques and tools for effective decision making, with practical case examples.

525 Industrial Marketing (3)

Prerequisite: One 300-level marketing course

Familiarizes the student with the most important practical aspects of business-to-business marketing. Industrial marketing concepts, market segmentation, product lifecycles, competitive strategy, pricing and promotional strategies, sales force management, agency-distributor control, direct marketing and cooperative advertising. International business strategies and modern production strategies such as JIT, TQM and process re-engineering.

526 Consumer Behavior (3)

Prerequisite: One marketing course

Study of the processes by which consumers perceive, analyse, retain, and act on marketing stimuli and the consequent effects on marketing and advertising strategy.

529 Multinational Business Management (3)

Prerequisite: Graduate standing

Emphasizes specific techniques utilized by a multinational firm; its strategy, marketing, finances, decision-making, organization, communication, planning and control.

531 Management in International Business (3)

Prerequisite: Graduate standing

Overview of the cultural, political, economic, and technological environment. Examination and discussion of social responsibility and ethics, cross-cultural communication, negotiation and decision making, strategy formation for international markets, cross-border alliances and organizational structure, and coordinating systems. Human resources around the world.

532 Management of Small Business (3)

Prerequisite: two undergraduate courses in accounting

Small business management in today's society. Topics include: challenges and advantages of owning and managing a small business; planning, organizing,

managing and operating a business; marketing goods and services; and financial planning and control.

535 Management of Technology (3)

Prerequisite: Graduate standing

Strategic Technology Management is reviewed from various corporate and national perspectives and is analyzed in relation to how businesses make major corporate decisions relative to technology strategy. Application and comprehension of principles which contribute to better management of activities involving substantial amounts of technology.

536 Trade Strategies (3)

Prerequisite: One course in economics

Comparisons between typical strategies of developed and developing countries and between major developed countries. Included are trade and technology, inward- and outward-looking strategies, regional integration, trade preferences, and attempts at trade liberalization.

537 Production and Operations Management (3)

Prerequisite: One 300-400 level management course or BA 529 or BA 531 or BA 535

Basic methods and models of production management and operations research. Inventory control and demand forecasting. Emphasis on analytical techniques of POM and modern topics such as lean production involving just-in-time systems, computer-integrated manufacturing, etc

538 Problems of Multinational Enterprises (3)

Prerequisite: One 300-400 level course in management or BA 529 or BA 531 or BA 535

In depth examination of the organizational structure of multinational enterprises, inter-relationships between the parent company and its subsidiaries; the possible area of conflict between the enterprise and the host state, and possible solutions thereto; various strategies of multinational enterprises in the areas of planning, marketing and finance; the studies made by various regional organizations and the United Nations.

539 International Monetary and Banking Systems (3)

Prerequisite: One course in finance

A comprehensive course on the economics of money and banking combining theory with analysis of banking and financial markets. Basic theory, concepts and relationships between money, markets, financial institutions and governments.

540 Business, Government and International Economy (3)

Prerequisite: One economics course

Focuses on conceptualizing the state and its role in the international political economy, on the increasing importance of non-state actors, and on the growing influence of both public and private forms of transnational governance. Complex interaction of political authorities and market structures in the global system, identifying the causes of changing economic structures in the political conflicts that take place at the individual, national, regional and international levels of analysis.

541 International Corporate Finance (3)

Prerequisite: One course in finance

Basic issues arising out of the financial needs and techniques of business operating in the international environment. Alternative policies for international financial control. Different systems for organizing and controlling transitional operations. Case studies.

542 Comprehensive Business Management Seminar (3)

Prerequisites: At least 18 credits of graduate level business courses including one 500-level management course.

Focuses on how managerial thinking influences strategy formation and implementation. Importance of change and the need for managerial dynamic thinking and the importance of organizational learning. Case study approach integrates the various disciplines associated with management such as accounting, finance, human

resource utilization, and organization behavior. Capstone course.

543 Portfolio Investment (3)

Prerequisites: Two undergraduate accounting courses

Primary emphasis will be on stock exchanges in the USA. Relationship of risk and return in various types of investments such as; stocks, bonds, options, futures, mortgage backed securities and mutual funds. The practical aspects of investing are emphasized through the use of a portfolio investment simulation and tracking program. Financial and fundamental analysis and methods.

544 Human Resources Management (3)

Prerequisite: Graduate standing

Familiarizes the student with the role and function of human resource professionals and their impact on organizations. Practical examples. Methods related to problem-solving as it relates to human resource management within organizations, changing role and enlarged functions of human resource management. Emphasis on international business.

545 Banking Operations and Procedures (3)

Prerequisite: One economics course

Familiarises students with the foreign exchange system, IMF obligations of the Member States, analysis of a bank's financial statement, asset and liability management, project finance, securitisation, risks, derivatives and swaps, bonds market, commodity exchanges, the European Monetary System, and e-commerce and banking.

549 Futures Markets (3)

Prerequisites: One course in finance and one in economics

Objects and techniques of managing investments in the futures market. Financial strategies, using futures and options. Emphasizes the practical aspects of decision analysis, or those relating to the futures markets, their institutions and

environments and their various and complicated instrumentalities.

553 Selected Problems of International Economics (3)

Prerequisite: One economics course
Focuses on a selected number of problems of the world economy, e.g., the new protectionism, the role of the MNCs, the North-South trade issues, etc. A brief history of the world economy since the 19th century, with particular emphasis on post-war developments and a thorough theoretical discussion of international trade and finance. (Same as EC 553)

558 Techniques of Negotiation (3)

Prerequisite: Graduate standing
Basic negotiation techniques relating to commercial contracts. Preparation of negotiations, and other issues related to commercial contract negotiations.

560 International Business Law (3)

Prerequisite: Graduate standing
This course aims at providing a general understanding of the legal problems arising from transnational business transactions.

561 Law of Export Trade (3)

Prerequisite: One business law course
Legal relationships arising in transactions related to the international sale of goods. Includes contracts for export trade, insurance and financing, private disputes in the international sale of goods and the role of international private law.

563 Selected Legal Problems of Multinational Enterprises (3)

Prerequisite: One business law course
Identifies some of the most important legal issues in relation to, and arising from, the activities of multinational enterprises. Complements the other courses dealing with the activities of multinational enterprises.

564 Business Ethics (3)

Prerequisite: One graduate level business management course

Provides detailed understanding and analysis of the conflict between business and ethics. Basic ethical issues in business and the techniques of making decisions by striking a balance between ethical issues and business issues. Case studies.

567 International Management of Resources (3)

Prerequisites: Graduate standing
Explores the basic concepts and issues of natural resource use and control as well as international efforts to regulate resource exploitation in the international resource markets. Issues include scarcity, abundance, depletion, technological change, private vs state ownership, etc.

570 Management Communication for International Business (3)

Prerequisite: Graduate standing
Reflects the vital importance of effective communication skills to success in management. Exposition of basic business communications principles, focusing on communicating economically, accurately, and cogently. Communications strategies to meet business situations that managers encounter. Students analyze cases and compose appropriate business communications.

574 Risk Management and Insurance (3)

Prerequisite: One course in finance
Issues and problems of risk management and insurance. Main topics are methods of identification and quantification of risks; techniques of reaction and elimination of risks; examination of various types of insurance contracts; liabilities; the use of financial derivatives for managing risks and criteria for governmental protection.

575 Statistics for Business (3)

Prerequisite: Graduate standing
Intensive introduction to statistical methodology in business and economics. Use of computers in conducting statistical analysis. Topics include probability concepts, hypothesis testing,