



Fall 2004 Graduate Business Schedule of Classes

Fall 2004 Main Campus

(All classes are from 6:30 – 9:20, unless indicated differently)

ACC 401	Advanced Financial Accounting	W	
ACC 411	Auditing	R	
ACC 412	Government and Not for Profit Accounting	T	
ACC 415	Federal Income Taxation	T/R	3:00 – 4:15
ACC 511	Financial Accounting	M	
ACC 512	Managerial and Cost Accounting	M	
ACC 601	Financial Analysis & Reporting	T	
ACC 621	Federal Income Taxation II	M	
ACC 630**	Accounting & Communications	R	
ECN 521	Economics for Managers	R	
ECN 685	Economics of Industries	W	
FIN 533	Financial Management	M	
FIN 618	Investment Analysis	R	
FIN 627*	International Financial Management	T	
FIN 633	Advanced Financial Management	W	
FIN 680	Financial Markets & Institutions	R	
FIS 618	Intro to Financial Info Systems	M	
FIS 618	Intro to Financial Info Systems	T/R	3:00 – 4:15
FIS 632	Fin Info Sys: Design	T	
MGT 526	International Business	T	
MGT 535****	Policy Strategy & Goals	R	
MGT 550	Legal Environment of Business	M	
MGT 656	Entrepreneurship	M	
MGT 680*	Decision Making in Global Environment	R	
MIS 514	Systems Analysis	T	
MIS 524	Enterprise Information Systems	T	
MIS 640	IS Security	M	
MIS 646	Business Analysis and Modeling	R	
MIS 650***	Project Seminar	S	9:00 – 11:20
MKT 680	Integrated Marketing Communications	T	
ORG 530	Organizational Behavior	T	
ORG 637	Motivation and Work Behavior	W	
POM 521	Operations Management	W	
POM 641	Manufacturing Planning and Control	W	
POM 680	ST: Lean Principles and Applications	W	(& a few Sat.)
QMM 510	Statistical Analysis for Managers	W	

The Quantitative Methods workshop will be held on Mondays from 6:00 p.m.- 9:30 p.m., starting September 13 - October 25, 2004. For registration information please contact Continuing Education at 248.370-3128 or by email sba-ce@oakland.edu .

Fall 2004 Seaholm-Birmingham

ACC 512	Managerial Accounting	T
ECN 521	Economics for Managers	W
MGT 526	International Business	M
MGT 535****	Policy Strategy & Goals	T
MIS 680*	International Issues in IS	W
MKT 560	Marketing Management	M
ORG 530	Organizational Behavior	R
ORG 631	Human Resource Management	T

Fall 2004 Macomb University Center-Clinton Township

MKT 560	Marketing Management	S 8:30-11:20 AM
MKT 650*	International Marketing	S 8:30-11:20 AM
POM 521	Operations Management	S 8:30-11:20 AM

Notes:

* This course fulfills you international elective requirement.

** This course does not fulfill a required accounting elective for MBA students.

This course is a great open elective and recommended for any graduate business student who wishes to enhance their writing and presentation skills.

*** This course is for MSITM students only. If you will be completing your MISTM degree before Fall 2005 you should complete your MSITM project during Fall 2004 or Winter 2005. All MSITM students graduating before Fall 2005 will attend a few Saturday sessions of MIS 650 in Fall 2004. After attending these sessions, you will decide on a project topic and a mentor. You should have the Graduate Business Office register you for MIS 650 during the semester that you plan on completing the project. Call the Graduate Business Office at 248-370-3287 if you have any questions.

****Advisor permission is needed to register for this course. Call the Graduate Business Office at 248-370-3287 to be registered. This course should be taken at the end (or near the end) of your program.

Course Descriptions for Special Topic Courses

FIN 680 - Financial Markets and Institutions

The course provides a perspective on the economic role and functions of various financial markets and institutions and their role in the economy. It will help you understand the:

- Importance of money, inflation, and credit
- Functions of financial markets - money and debt markets, equity markets, derivatives markets, and their instruments
- Regulations and objectives of government agencies such as the Fed and SEC
- Business and risks of financial institutions such as commercial banks, insurance companies, mutual and pension funds, and venture capital firms.

Additional topics include: yield curve and interest rate forecasting, management and measurement of risks, Value-at-Risk concept, and international banking.

Students will learn the terminology used to effectively communicate issues involving financial markets, instruments, and institutions. The course will be composed of lectures, case studies, student presentations, and discussions.

MKT 680- Integrated Marketing Communications

This course is a comprehensive overview of Integrated Marketing Communications.

It will cover the process of creating an Integrated Marketing program in the marketing world today. It will begin by evaluating products and services, new or existing, among their competition. Then continue through their Integrated Business Strategy and Marketing Strategy processes. Lastly, it will emphasize the Integrated portion of the Marketing campaign through the Advertising execution. In addition, the course will entail weekly class discussions of current events that will emphasize the increasingly common practice of Integrated Marketing Communications throughout all product and service categories. Also, a series of highly respected Guest Speakers will join us to discuss their specialties within the IMC process.

MGT 680 - Decision Making in a Global Environment

The first third of the course will cover techniques for making better decisions, the second third will cover decision making errors, the final part will cover persuasion techniques, including basic sales skills, negotiation skills and using politics to your advantage. There will be a lot of in class exercises to drive home the points of the course. This course will also discuss some cultural differences in decision making. This course is practical with a goal that students can use everything learned in this course in either their work life or everyday life environment.

POM 680- Lean Principles and Applications – 4 credit hours

The goal of this course is to prepare students with knowledge and skills related to the understanding of lean theory, rules/principles, concepts, tools and supporting systems based upon interdisciplinary perspectives and instruction. This is a pioneering course at Oakland University where the faculty and students from three schools, School of Business Administration, School of Engineering and Computer Science and School of Education and Human Services; participate and learn about LEAN from each other's perspectives. This course also incorporates the application of what is learned in the classroom to a real world setting, which is denoted as the 1 credit "lab" portion of the course. Cross-functional teams comprised of students from each school will spend time outside of the classroom at a company to assist them on their lean journey. The course is taught by OU faculty and guest instructors to provide a well-rounded view and approach to lean and all of its implications. This course meets from 6:30 p.m. to 9:20 p.m. on Wednesday evenings and will also meet a few Saturdays during the semester.