

SCHOOL OF BUSINESS

INFORMATION TECHNOLOGY MANAGEMENT AND STATISTICS • ACCOUNTING, FINANCE, AND
BUSINESS LAW • MANAGEMENT, MARKETING, AND ECONOMICS

ADMINISTRATION

DR. LYNN P. KUGELE, *Dean*

DR. DANIEL M. BRANDON, JR., *Chair, Information Technology Management & Statistics*

DR. CLAIRE NASH, *Chair, Accounting, Finance & Business Law*

DR. R. CAYCE LAWRENCE, *Chair, Management, Marketing & Economics*

PROGRAM DIRECTOR

DR. BEVALEE B. PRAY, *Director of the M.B.A. Program*

FACULTY

INFORMATION TECHNOLOGY MANAGEMENT AND STATISTICS

JAMES AFLAKI, *Associate Professor*

B.S., University of District of Columbia; M.S., Ph.D., University of Maryland; MSCE

DANIEL M. BRANDON, JR., *Professor*

B.S., Case Western Reserve University; M.S., Ph.D., University of Connecticut; PMP

LAWRENCE J. SCHMITT, *Professor*

B.B.A., M.B.A., Ph.D., University of Memphis; MSCE

MARGARET R. SCHULTZ, *Associate Professor*

B.S., University of Toledo; M.B.A., Cleveland State University; Ph.D., University of Memphis

ACCOUNTING, FINANCE, AND BUSINESS LAW

RONALD H. EATON, *Associate Professor*

B.B.A., M.B.A., Memphis State University; Ph.D., University of Arkansas, C.P.A.

LYNN P. KUGELE, *Associate Professor*

B.S., M.S., Memphis State University; M.B.A., Christian Brothers University;
Ph.D., The University of Memphis

CLAIRE Y. NASH, *Associate Professor*

B.S., Eastern Illinois University; M.A., Ph.D., University of Mississippi, C.P.A.

JAMES PARKER, *Professor*

B.B.A., M.A., J.D., Memphis State University; M.L.T., Emory University

SARAH T. PITTS, *Associate Professor*

B.S., Lenoir Rhyne College; M.B.A., J.D., University of Houston

BEVALEE B. PRAY, C.F.A., *Associate Professor*

B.B.A., M.B.A., University of Central Arkansas; Ph.D., University of Memphis

JUDY A. RAMAGE, *Professor*

B.B.A., Memphis State University; M.S., University of Arkansas;
D.B.A., Nova Southeastern University; C.P.A.

JEFFREY A. SCHULTZ, *Professor*

B.S., M.S., University of Illinois; M.S., Ph.D., Case Institute of Technology

JAMES N. TANSEY, *Professor*

B.B.A., M.B.A., Memphis State University; C.P.A.

MANAGEMENT, MARKETING, AND ECONOMICS

DALE G. BAILS, *Professor*

B.S.B.A., University of South Dakota; M.A., University of Missouri;
Ph.D., University of Nebraska

ROBERT L. BRITTINGHAM, *Professor*

B.A., St. Mary's College; M.S. in C., Ph.D., St. Louis University

R. CAYCE LAWRENCE, *Associate Professor*

B.A., St. Meinrad College; M.B.A., Memphis State University;
Ph.D., University of Arkansas

FRANK M. MARION, *Professor*¹

B.S.Ch.E., South Dakota School of Mines & Technology;
M.B.A., Baldwin Wallace College; D.B.A., Memphis State University; PMP

JOHN E. MEGLEY III, *Professor*

A.B., University of Illinois; B.S.B.A., Christian Brothers University;
M.B.A., Roosevelt University; Ph.D., University of Missouri

PATRICIA T. PAPACHRISTOU, *Professor*

B.A., Trinity College; M.A., Duke University; M.A., M.B.A., Memphis State University

REGINALD PEYTON, *Professor*

B.S., Christian Brothers College; D.B.A., Memphis State University

KRISTIN O. PRIEN, *Assistant Professor*

A.B., Mount Holyoke College; M.B.A., Ph.D., University of Memphis

JAMES T. RHODES, *Associate Professor*

B.S., Morningside College; M.B.A., Memphis State University; C.P.I.M.

MICHAEL R. RYAN, *Professor*

B.S., St. Louis College of Pharmacy; M.S., Ph.D., University of Mississippi

DEAN EMERITUS

RAY S. HOUSE

B.S., Union University; M.B.A., Ph.D., University of Mississippi

¹ Sabbatical during Spring Semester

MISSION

The School of Business at Christian Brothers University enacts the Lasallian mission of the University by providing our highly diverse student populations and the local business community with a learning environment that emphasizes teaching, practical scholarship, and the moral, intellectual, and social development of each individual.

DEGREE REQUIREMENTS

The Bachelor of Science degree in Business Administration requires students to complete 121 semester credit hours, maintain a 2.0 grade point average overall, maintain a 2.0 GPA in the Business Core, a 2.0 in the Concentration area, and satisfactorily complete all requirements for the degree. Six hours of Statistics and six hours of Economics count as non-business courses. In the case of transfer students, one-half of the upper division major courses (300-400 level) in the Business Core and area of concentration must be taken at Christian Brothers University.

Course Requirements Outside the School of Business (37 S.H.):

English (9 hrs.): ENG 111, 112, and 3 hours of literature. ENG 211, 212, 221, 222, 231, or 232 are accepted.

Fine Arts (3 hrs.): SPCH 125.

Mathematics (6 hrs.): MATH 105 & 106 are recommended; MATH 131 & 112, 131 & 132, 117 & 131, 117 & 106, 117 & 105, 131 & 105 are accepted.

Philosophy (3 hrs.): PHIL 323 is recommended; PHIL 220 or 234 are accepted.

Religious Studies (6 hrs.)

Science (4 hrs.): BIOL 107, 109; NSCI 111, 114, 115, 118, 122 are recommended. All courses require an accompanying laboratory

Social Science (6 hrs.): Courses selected from ANTH, CJ, HIST, POLS, PSYC, SOC.

Course Requirements in the Business Core (39 S.H.):

Accounting (6 hrs.): ACCT 260, 270¹

Business Law (6 hrs.): BLAW 301, 302

Economics (6 hrs.): ECON 211, 212

Finance (3 hrs.): FIN 327

Information Technology (3 hrs.): ITM 153

Management (6 hrs.): MGMT 337, 498

Marketing (3 hrs.): MKTG 311

Statistics (6 hrs.): STAT 221, 222

¹ Accounting majors do not take Accounting 270.

COURSE REQUIREMENTS FOR ACCOUNTING

FRESHMAN YEAR (*suggested course work*)

ENG 111 English Composition I	3	ENG 112 English Composition II	3
MATH 105 Finite Math	3	ITM 153 Microcomputer	3
SPCH 125 Speech Communications	3	MATH 106 Applied Math	3
Social Science Elective	3	Social Science Elective	3
Orientation	0	Natural Science Elective	4
		Total	28

SOPHOMORE YEAR (*suggested course work*)

ACCT 260 Financial Accounting	3	ACCT 265 ¹ Intermediate Accounting I.....	3
ECON 211 Macroeconomics	3	ECON 212 Microeconomics	3
ENG Literature Elective ⁴	3	Non-Business Elective	3
STAT 221 Elementary Statistics	3	STAT 222 Intermediate Statistics	3
Religious Studies Elective	3	Religious Studies Elective	3
		Total	30

JUNIOR YEAR (*suggested course work*)

ACCT 319 Cost Accounting I	3	ACCT 320 ³ Cost Accounting II	3
ACCT 365 ^{1,2} Intermediate Acct II	3	ACCT 312 ³ Accounting Systems	3
BLAW 301 Business Law I	3	BLAW 302 Business Law II	3
ENG 371 Business Writing	3	PHIL 323 Business Ethics	3
FIN 327 Financial Management I	3	MGMT 337 Prin of Org & Mgmt	3
MKTG 311 Prin of Marketing	3		
		Total	33

SENIOR YEAR (*suggested course work*)

ACCT 412 ³ Auditing	3	ACCT 431 ³ Federal Income Tax II	3
ACCT 430 ³ Federal Income Tax I	3	ACCT 475 ³ Advanced Accounting II	3
ACCT 465 ³ Advanced Accounting I	3	MGMT 490 Seminar in Management	3
FIN 427 Financial Management II	3	MGMT 498 Business Policy	3
Non-Business Elective	3	Non-Business Electives	3
		Total	30

Total Credits Required for Graduation: 121.

All Accounting majors are required to take an assessment test in the Advanced Accounting II class. This test will become part of your grade in Advanced Accounting II.

¹ A grade of "C" or better in ACCT 265, Intermediate Accounting I, is required to proceed to any 300 level Accounting class.

² A grade of "C" or better in ACCT 365, Intermediate Accounting II, is required to proceed to any 400 level Accounting class.

³ With the exception of ACCT 365, Intermediate Accounting II, all 300 and 400 level Accounting classes are only offered one time per academic year- once in the day and once in the Evening Program.

⁴ Choose from ENG 211, 212, 221, or 222

COURSE REQUIREMENTS FOR FINANCE
FRESHMAN YEAR (*suggested course work*)

ENG 111 English Composition I	3	ENG 112 English Composition II	3
ITM 153 Microcomputers	3	MATH 106 Applied Math	3
MATH 105 Finite Math	3	Social Science Elective	3
SPCH 125 Speech Communications	3	Religious Studies Elective	3
Social Science Elective	3	Non-Business Elective	3
Orientation	0		
		Total	30

SOPHOMORE YEAR (*suggested course work*)

ACCT 260 Financial Accounting	3	ACCT 270 Managerial Accounting	3
ECON 211 Macroeconomics	3	ECON 212 Microeconomics	3
ENG Literature Elective ¹	3	Non-Business Elective	3
STAT 221 Elementary Statistics	3	STAT 222 Intermediate Statistics	3
Natural Science Elective	4	Religious Studies Elective	3
		Total	31

JUNIOR YEAR (*suggested course work*)

BLAW 301 Business Law I	3	BLAW 302 Business Law II	3
ECON 303 Money & Banking	3	ECON 344 Inter. Microeconomics	3
FIN 327 Financial Management I	3	FIN 340 Investment Theory	3
MGMT 337 Prin of Org & Mgmt	3	FIN 350 Financial Markets ²	3
ENG 371 Business Writing	3	MKTG 311 Principles of Marketing	3
		Total	30

SENIOR YEAR (*suggested course work*)

ECON 343 Inter. Macroeconomics	3	BLAW 345 Legal Environment of Bus	3
FIN 410 Derivatives Securities ³	3	FIN 430 Special Topic in Finance ^{2,3}	3
FIN 427 Financial Management II	3	FIN 437 International Finance Management ³ ...	3
FIN 440 Portfolio Management ³	3	MGMT 498 Business Policy	3
PHIL 323 Business Ethics.	3	Non-Business Elective	3
		Total	30

Total Credits Required for Graduation: 121.

All Finance majors must take a comprehensive examination before graduation.

¹ Choose from ENG 211, 212, 221, or 222

² FIN 400-Internship in Finance or FIN 450/451-Investment Challenge I/II may be substituted for FIN 430.

³ With the exception of FIN 327-Financial Management I, all 300 and 400 level Finance classes are only offered one time per academic year—once in the day and once in the evening program.

COURSE REQUIREMENTS FOR INFORMATION TECHNOLOGY MANAGEMENT

FRESHMAN YEAR *(suggested course work)*

SPCH 125 Speech Communication	3	ECON 211 Macroeconomics	3
ENG 111 English Composition I	3	ENG 112 English Composition II	3
ITM 153 Microcomputer Applications	3	Natural Science Elective	4
MATH 105 Finite Math	3	MATH 106 Applied Math	3
Social Science Elective	3	Social Science Elective	3
Orientation	0		
Total	31		

SOPHOMORE YEAR *(suggested course work)*

ACCT 260 Financial Accounting	3	ACCT 270 Managerial Accounting	3
STAT 221 Elementary Statistics	3	STAT 222 Intermediate Statistics	3
ENG Literature Elective ²	3	ECON 212 Microeconomics	3
ITM 251 Algorithms/Programming	3	ITM 292 Telecommunications II	3
ITM 291 Telecommunications I	3	ITM 252 Comp. Logic/Discrete Math	3
Total	30		

JUNIOR YEAR *(suggested course work)*

ITM 320 Java Programming	3	BLAW 302 Business Law II	3
BLAW 301 Business Law I	3	ITM Electives ¹	6
ENG 371 Business Writing	3	Free Elective	3
ITM 351 Systems Analysis I	3	MGMT 337 Principles of Org & Mgmt	3
MKTG 311 Prin of Marketing	3	PHIL 323 Business Ethics	3
Total	33		

SENIOR YEAR *(suggested course work)*

FIN 327 Financial Management	3	ITM 455 Information Tech Mgmt	3
ITM 451 Database Management	3	MGMT 498 Business Policy	3
ITM Elective ¹	3	ITM Elective ¹	3
Religious Studies	3	Religious Studies Elective	3
Non-Business Elective	3		
Total	27		

Total Credits for Graduation: 121.

¹ ITM electives must be chosen from ITM 352, 385, 456, 457, 458, 470, 480, and 492.

² Choose from ENG 211, 212, 221, or 222

COURSE REQUIREMENTS FOR MANAGEMENT
FRESHMAN YEAR (*suggested course work*)

SPCH 125 Speech Communication	3	ENG 112 English Composition II	3
ENG 111 English Composition I	3	MATH 106 Applied Math	3
MATH 105 Finite Math	3	Social Science Elective	3
ITM 153 Microcomputers	3	Natural Science Elective	4
Social Science Elective	3	Non-Business Elective	3
Orientation	0		
		Total	31

SOPHOMORE YEAR (*suggested course work*)

ACCT 260 Financial Accounting	3	ACCT 270 Managerial Accounting	3
STAT 221 Elementary Statistics	3	STAT 222 Intermediate Statistics	3
ECON 211 Macroeconomics	3	ECON 212 Microeconomics	3
ENG Literature Elective ²	3	Non-Business Elective	3
Free Elective	3	Religious Studies	3
		Total	30

JUNIOR YEAR (*suggested course work*)

Religious Studies	3	BLAW 302 Business Law II	3
BLAW 301 Business Law I	3	BLAW 345 Legal Environment	3
FIN 327 Financial Management I	3	MGMT 352 Organizational Behavior	3
MGMT 337 Prin of Org & Mgmt	3	PHIL 323 Business Ethics.....	3
MKTG 311 Prin of Marketing	3	Management Elective	3
		Total	30

SENIOR YEAR (*suggested course work*)

ENG 371 Business Writing	3	MGMT 420 International Business	3
MGMT 339 Operations Management	3	MGMT 490 Management Seminar	3
MGMT 412 Human Resources Mgmt	3	MGMT 498 Business Policy	3
Management Elective ¹	3	Non-Business Elective	3
Free Elective	3	Free Electives	3
		Total	30

Total Credits for Graduation: 121.

Management Majors are strongly encouraged to take courses that will add an international dimension to their background.

¹ Management electives must be chosen from: MGMT 300, 400, 460; MKTG 348, 418, 440.

² Choose from ENG 211, 211, 221, or 222

COURSE REQUIREMENTS FOR MARKETING

FRESHMAN YEAR *(suggested course work)*

SPCH 125 Speech Communication	3	ENG 112 English Composition II	3
ENG 111 English Composition I	3	MATH 106 Applied Math	3
ITM 153 Microcomputers	3	Social Science Elective	3
MATH 105 Finite Math	3	Natural Science Elective	4
Social Science Elective	3	Non-Business Elective	3
Orientation	0		
Total		Total	31

SOPHOMORE YEAR *(suggested course work)*

ACCT 260 Financial Accounting	3	ACCT 270 Managerial Accounting	3
STAT 221 Elementary Statistics	3	STAT 222 Intermediate Statistics	3
ECON 211 Macroeconomics	3	ECON 212 Microeconomics	3
ENG Literature Elective ²	3	Non-Business Elective	3
Free Elective	3	Religious Studies	3
		Total	30

JUNIOR YEAR *(suggested course work)*

Religious Studies	3	BLAW 302 Business Law II	3
BLAW 301 Business Law I	3	Marketing Elective	3
FIN 327 Financial Management I	3	MKTG 338 Sales Management	3
MGMT 337 Prin. of Org & Mgmt	3	MKTG 324 Mktg Research/Intel	3
MKTG 311 Prin of Marketing	3	PHIL 323 Business Ethics	3
		Total	30

SENIOR YEAR *(suggested course work)*

ENG 371 Business Writing	3	MGMT 498 Business Policy	3
Marketing Electives ¹	3	MKTG 411 Marketing Policy	3
MKTG 433 Promotional Strategies	3	Marketing Electives ¹	6
MKTG 344 Consumer Behavior	3	Free Elective	3
Free Elective	3		
		Total	30

Total Credits for Graduation: 121.

Marketing majors are strongly encouraged to take courses that will add an international dimension to their background.

¹ Marketing electives must be chosen from 348, 400, 418, 440, or 460.

² Choose from Eng 211, 212, 221, or 222.



MINORS IN BUSINESS ADMINISTRATION

All students taking minors in Business Administration are expected to have a working knowledge of the applications of microcomputers. Those who do not are required to take ITM 153, Introduction to Computers and Business Applications.

Minor in Accounting: A minor in Accounting will consist of the following 24 hours: ACCT 260, 265, 319, 320, 365, 430; ECON 211, 212.

Minor in Information Technology Management: A minor in Information Technology Management will consist of the following 24 hours: ITM 251, 252, 351, 451, 455, and three courses selected from ITM 291, 292, 320, 352, 385, 456, 457, 458, 470, 480, and 492.

Minor in Finance: A minor in Finance will consist of then following 24 hours: ACCT 260, 270; ECON 211, 212; FIN 327, 340, 427, and one course selected from FIN 350, 410, 430, 437, and 440.

Minor in Business: A minor in Business will consist of the following 18 hours: ACCT 260; ECON 211; FIN 327; BLAW 301 or 345; MGMT 337; and MKTG 311. This minor is for non-business majors only. No Business major can receive this minor.

Minor in Management: A minor in Management will consist of the following 24 hours: ECON 211; MGMT 337, 339, 352, 412, 420, and two courses selected from BLAW 345; MGMT 490; MKTG 348, 440.

Minor in Marketing: A minor in Marketing will consist of the following 24 hours: ECON 211; MKTG 311, 324, 334, 348, and three courses selected from MGMT 420; MKTG 338, 411, 418, 433, 440.