

# SCHOOL OF BUSINESS

ACCOUNTING, BUSINESS LAW, FINANCE, MANAGEMENT INFORMATION SYSTEMS, AND STATISTICS  
MANAGEMENT, MARKETING, AND ECONOMICS

## ADMINISTRATION

DR. SARAH PITTS, *Associate Dean and Chair, Accounting, Business Law, Finance, Management Information Systems, Statistics*

DR. KRISTIN PRIEN, *Associate Dean and Chair, Management, Marketing, & Economics*

DR. M. SCOTT LAWYER, *Director of Master of Business Administration Program*

## FACULTY

### ACCOUNTING, BUSINESS LAW, FINANCE, MANAGEMENT INFORMATION SYSTEMS, STATISTICS

DANIEL M. BRANDON, JR., *Professor*

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

BJOERN CLAASSEN, *Assistant Professor*

B.B.A., University of Georgia; M.B.A. in Finance, Kennesaw State University; Ph.D., University of Mississippi

RONALD H. EATON, *Associate Professor*

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

SIDNEY JOHNSON, *Associate Professor*

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

JUDY RAMAGE LAWRENCE, *Professor*

B.B.A., Memphis State University; M.S., University of Arkansas;

D.B.A., Nova Southeastern University; C.P.A.

M. SCOTT LAWYER, *Associate Professor*

B.P.A., J.D., The University of Mississippi

ANDREW J. MORGRET, *Assistant Professor*

B.S.Ed., M.Ed., M.B.A., Memphis State University, C.P.A.

JAMES PARKER, *Professor*

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

SARAH T. PITTS, *Professor*

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

LAWRENCE J. SCHMITT, *Professor*

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

JEFFREY A. SCHULTZ, *Professor*

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

JENNIFER WESKE, *Assistant Professor*

B.B.A., Stephen F. Austin State University; M.B.A., The University of Memphis

### MANAGEMENT, MARKETING, & ECONOMICS

JAMES ALLEN, *Assistant Professor*

B.S., University of Florida; M.S., Florida State University; Ph.D., University of Southern Mississippi

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

JENNY COWELL, *Instructor*

B.A., University of Tennessee; M.B.A., Union 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*

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

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

BEVALEE B. VITALI, *Associate Professor*

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

KRISTIN O. PRIEN, *Associate 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.

FATHER PAUL WATKINS, O.P., *Visiting Assistant Professor*

B.A., Tulane University; M.A., Graduate Theological Union;  
M. Div., Dominican School of Philosophy and Theology; M.B.A., University of Virginia

---

#### **PART-TIME FACULTY**

ANNE H. KENWORTHY, *Adjunct Assistant Professor*

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

MICHAEL R. RYAN, *Professor*

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

KELLI E. WILDMAN, *Adjunct Assistant Professor*

B.A., M.A., Ph.D., Louisiana State University

---

#### **PROFESSOR EMERITUS**

HOWARD J. LAWRENCE

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

---

#### **DEAN EMERITUS**

RAY S. HOUSE

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

#### **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 School of Business offers two degrees designed to prepare graduates for leadership in the business world. The Bachelor of Science degree, with majors in Accounting and Business Administration, allows students to focus their academic experience on specific career paths in the traditional areas of Accounting, Finance, Management, Management Information Systems, and Marketing as well as specialized areas such as International Business, Sports Management, and Human Resources Management.

All degree programs in the School of Business require students to complete 121-122 semester credit hours, maintain a 2.0 GPA overall and a 2.0 in their Business courses. Transfer students must take at least one-half of all upper division business courses (300-400 level) at Christian Brothers University.

The School of Business has partnered with the School of Engineering to offer the Bachelor of Science in Engineering Management. Students earning this degree must complete 122 hours. See pages 79 and 80.

**COURSE REQUIREMENTS FOR B.S. IN ACCOUNTING**

<b>FRESHMAN YEAR Semester I</b>		<b>Credits</b>	<b>Semester II</b>		<b>Credits</b>
MIS 153 Intro to Computer Business Applications .....		3	ENG 112 English Composition II.....		3
ENG 111 English Composition I.....		3	Social Science/History Elective.....		3
MATH 105 Finite Math .....		3	MATH 106 Applied Math .....		3
SPCH 125 Speech Communications .....		3	Natural Science Elective/Lab.....		4
Social Science/History Elective.....		3	Religious Studies Elective.....		3
Orientation .....		0			
<b>Total.....</b>		<b>15</b>	<b>Total.....</b>		<b>16</b>

<b>SOPHOMORE YEAR Semester I</b>			<b>Semester II</b>		
ACCT 260 Financial Accounting .....		3	ACCT 265 Intermediate Accounting I.....		3
ECON 214 Microeconomics.....		3	ECON 215 Macroeconomics.....		3
ENG 211 Intro to Literature I.....		3	STAT 222 Intermediate Statistics .....		3
STAT 221 Elementary Statistics.....		3	ACCT 270 Managerial Accounting .....		3
Elective .....		3	ENG 371 Business Writing.....		3
			PHIL 220 Contemporary Moral Issues .....		3
<b>Total.....</b>		<b>15</b>	<b>Total.....</b>		<b>18</b>

<b>JUNIOR YEAR Semester I</b>			<b>Semester II</b>		
ACCT 365 Intermediate Acct II.....		3	ACCT 465 Advanced Accounting.....		3
ACCT 319 Cost Accounting I.....		3	ACCT 312 Accounting Systems.....		3
BLAW 301 Business Law I.....		3	BLAW 302 Business Law II .....		3
FIN 327 Financial Management I.....		3	Religious Studies Elective.....		3
MKTG 311 Principles of Marketing.....		3	MGMT 352 Organizational Behavior and Management.....		3
<b>Total.....</b>		<b>15</b>	<b>Total.....</b>		<b>15</b>

<b>SENIOR YEAR Semester I</b>			<b>Semester II</b>		
ACCT 412 Auditing.....		3	ACCT 431 Federal Income Tax II.....		3
ACCT 430 Federal Income Tax I.....		3	ACCT 475 Governmental Accounting .....		3
FIN 427 Financial Management II.....		3	ACCT 480 Financial Statement Analysis.....		3
Elective .....		3	ACCT 499 Accounting Comprehensives.....		0
ACCT 490 Professional Acct. Ethics.....		3	MGMT 498 Business Policy.....		3
<b>Total.....</b>		<b>15</b>	<b>Total.....</b>		<b>12</b>

**Total credits required for the degree 121.**

Accounting 265 Intermediate Accounting and all 300 and 400 level Accounting classes are offered only one time per academic year – once in the day and once in the Evening Program.

A grade of “C” or better in ACCT 260 – Financial Accounting – is required to proceed to ACCT 265 or 270 or any other upper level accounting class.

A grade of “C” or better in ACCT 265 – Intermediate Accounting I – is required to proceed to any 300 level Accounting class.

A grade of “C” or better in ACCT 365 – Intermediate Accounting II – is required to proceed to ACCT 312 or any 400 level Accounting class.

**COURSE REQUIREMENTS FOR B.S. IN BUSINESS ADMINISTRATION**

<b>FRESHMAN YEAR Semester I</b>	<b>Credits</b>	<b>Semester II</b>	<b>Credits</b>
MIS 153 Intro to Computer Business Applications .....	3	ENG 112 English Composition II.....	3
ENG 111 English Composition I.....	3	Social Science/History Elective.....	3
MATH 105 Finite Math .....	3	MATH 106 Applied Math .....	3
SPCH 125 Speech Communications .....	3	Social Science/History Elective.....	3
BUS 103 Fundamentals of Business .....	3	Religious Studies Elective.....	3
Orientation .....	0		
<b>Total.....</b>	<b>15</b>	<b>Total.....</b>	<b>15</b>

<b>SOPHOMORE YEAR Semester I</b>		<b>Semester II</b>	
ACCT 260 Financial Accounting .....	3	Natural Science Elective & Lab .....	4
ECON 214 Microeconomics.....	3	ECON 215 Macroeconomics.....	3
ENG 211 Intro to Literature I.....	3	STAT 222 Intermediate Statistics .....	3
STAT 221 Elementary Statistics.....	3	ACCT 270 Managerial Accounting .....	3
MIS 231 Intro to MIS.....	3	PHIL 220 Contemporary Moral Issues .....	3
<b>Total.....</b>	<b>15</b>	<b>Total.....</b>	<b>16</b>

<b>JUNIOR YEAR Semester I</b>		<b>Semester II</b>	
MGMT 352 Organizational Behavior and Management.....	3	MGMT 320 International Business.....	3
Free Elective.....	3	Free Elective.....	3
BLAW 301 Business Law I .....	3	BLAW 302 Business Law II .....	3
FIN 327 Financial Management I.....	3	Religious Studies Elective.....	3
MKTG 311 Principles of Marketing.....	3	Concentration Elective .....	3
<b>Total.....</b>	<b>15</b>	<b>Total.....</b>	<b>15</b>

<b>SENIOR YEAR Semester I</b>		<b>Semester II</b>	
MGMT 430 Ethical Decision Making in Business.....	3	Free elective.....	3
MKTG 418 Global Supply Chain Management.....	3	ECON 420 or FIN 427.....	3
ENG 371 Business Writing.....	3	MGMT 498 Business Policy.....	3
Concentration Elective .....	3	Concentration Elective .....	3
Concentration Elective .....	3	Concentration Elective .....	3
		BUS 499 Business Administration Comprehensives .....	0
<b>Total.....</b>	<b>15</b>	<b>Total.....</b>	<b>15</b>

**Total credits required for the degree 121.**

All Business majors are required to take BUS 499 – Business Administration Comprehensive Examination – in their final semester. The examination will be given in the student's field(s) of concentration.

**UNDERGRADUATE CONCENTRATIONS IN BUSINESS ADMINISTRATION**

Five courses for each concentration (4+1)

The School of Business offers a unique approach to specializing in specific areas within the business discipline. Students can pursue a concentration in one of the traditional business disciplines (Finance, Management, Management Information Systems, or Marketing) or in one of the specialty programs such as Human Resources Management, International Business, or Sports Management.

In order to complete the BS in Business Administration, students must complete one of the fifteen to seventeen (15-17) hour areas of concentration. Each of the concentration areas includes a formal internship/senior project. In addition, all students must enroll in BUS 499 – Business Administration Comprehensive Examination in their final semester.

**FINANCE**

FIN 340 and 340L Investments  
 FIN 350 Capital Markets and Institutions  
 FIN 427 Financial Management II<sup>1</sup>  
 FIN 455 Practicum and Project in Finance

**One of the following:**

FIN 410 Derivative Securities  
 FIN 440 and 440L Portfolio Management  
 ACCT 480 Financial Statement Analysis

**MANAGEMENT**

MGMT 339 Operations Management  
 MGMT 412 Human Resource Management  
 MGMT 490 Seminar in Leadership  
 Upper Division Business Elective (non-management)  
 MGMT 455 Practicum and Project in Management

**MARKETING**

MKTG 324 Marketing Research & Intelligence  
 MKTG 334 Market & Consumer Behavior  
 MKTG 411 Marketing Policy & Strategy  
 MKTG 433 Promotional Strategy  
 MKTG 455 Practicum and Project in Marketing

**INTERNATIONAL BUSINESS**

ECON 422 International Trade  
 FIN 437 International Financial Management<sup>2</sup>  
 MKTG 438 International Marketing  
 MGMT 455 Practicum and Project Management

**One of the Following:**

MGMT 453 Seminar in Global Business  
 ECON 346 Current Economic Topics  
 ECON 460 Special Topics in Economics

**MANAGEMENT INFORMATION SYSTEMS**

MIS 295 Data Communication, Networks, & Cyber Security  
 MIS 351 Systems Analysis and Design  
 MIS 470 Application and Web Development  
 MIS 471 Data Base Design and Business Intelligence  
 MIS 455 Information Systems Practicum and Project Management

**SPORTS MANAGEMENT**

SMGT 410 Management of Sports Industries  
 SMGT 420 Marketing & Public Relations in Sports  
 SMGT 430 Sports Industry Law  
 SMGT 440 Financial Management for Sports Administration  
 SMGT 455 Practicum and Project in Sports Management

**HUMAN RESOURCES MANAGEMENT**

MGMT 412 Human Resources Management<sup>3</sup>  
 MGMT 450 Organizational Staffing and Development  
 MGMT 451 Organizational Reward Systems  
 MGMT 452 Employee and Labor Relations and Labor Law  
 MGMT 455 Practicum and Project in Management

<sup>1</sup> Students in Finance Concentration will be required to take ECON 420 as part of their School of Business core.

<sup>2</sup> Students will be required to take FIN 427 as part of their School of Business Core.

<sup>3</sup> Students with SHRM certification may apply for credit for this course (see page 16).

**COURSE REQUIREMENTS FOR B.A. IN BUSINESS**

<b>FRESHMAN YEAR Semester I</b>		<b>Credits</b>	<b>Semester II</b>		<b>Credits</b>
ENG 111 English Composition I.....		3	ENG 112 English Composition II.....		3
MATH 105 Finite Math.....		3	BUS 103 Fundamentals of Business <sup>1</sup> .....		3
SPCH 125 Speech Communications.....		3	Natural Science elective & Lab.....		4
MIS 153 Intro to Computer Business Applications.....		3	Free elective.....		3
Orientation.....		0			
<b>Total.....</b>		<b>12</b>	<b>Total.....</b>		<b>13</b>
<hr/>					
<b>SUMMER SESSION.....</b>		<b>Credits</b>			
Philosophy elective.....		3			
Social Science/History elective.....		3			
<b>Total.....</b>		<b>6</b>			
<hr/>					
<b>SOPHOMORE YEAR Semester I</b>			<b>Semester II</b>		
ACCT 260 Financial Accounting.....		3	MIS 231 Intro to MIS.....		3
ECON 214 Microeconomics.....		3	ECON 215 Macroeconomics.....		3
BUS 205 Business Probability and Statistics.....		3	ACCT 270 Managerial Accounting.....		3
Social Science/History elective.....		3	BUS 206 Business Research Methods.....		3
<b>Total.....</b>		<b>12</b>	<b>Total.....</b>		<b>12</b>
<hr/>					
<b>SUMMER SESSION.....</b>		<b>Credits</b>			
Free elective.....		3			
ENG/Literature elective.....		3			
<b>Total.....</b>		<b>6</b>			
<hr/>					
<b>JUNIOR YEAR Semester I</b>			<b>Semester II</b>		
MGMT 352 Organizational Behavior and Management.....		3	MGMT 320 International Business.....		3
BLAW 301 Business Law I.....		3	ENG 371 Business Writing.....		3
FIN 327 Financial Management I.....		3	BLAW 302 Business Law II.....		3
MKTG 311 Principles of Marketing.....		3	Religious Studies Elective.....		3
<b>Total.....</b>		<b>12</b>	<b>Total.....</b>		<b>12</b>
<hr/>					
<b>SUMMER SESSION.....</b>		<b>Credits</b>			
Upper Division elective.....		3			
Free elective.....		3			
<b>Total.....</b>		<b>6</b>			
<hr/>					
<b>SENIOR YEAR Semester I</b>			<b>Semester II</b>		
MGMT 430 Ethical Decision Making in Business.....		3	Free elective.....		3
MKTG 418 Global Supply Chain Management.....		3	Free elective.....		3
Upper Division elective.....		3	Upper Division elective.....		3
Upper Division elective.....		3	Religious Studies Elective.....		3
<b>Total.....</b>		<b>12</b>	<b>Total.....</b>		<b>12</b>
<hr/>					
<b>SUMMER SESSION.....</b>		<b>Credits</b>			
FIN 427 Financial Management II.....		3			
MGMT 498 Business Policy.....		3			
<b>Total.....</b>		<b>6</b>			

**Total credits required for the degree 121.**

This degree program, which is offered in a cohort format, is only available to adult students enrolled in the Professional Studies Program.

<sup>1</sup> Transfer students who already have 12 credit hours of business courses do not take this course, but instead take another business course.

**MINORS WITHIN THE SCHOOL OF BUSINESS**

Students majoring in disciplines other than Business Administration or Business may seek a Minor in Business Administration, International Business, or Economics.

**The Minor in Business Administration consists of 21 credit hours of courses typically required for admission to MBA programs.**

**The courses are:**

- Elementary Statistics (STAT 221 or equivalent)
- Principles of Microeconomics (ECON 214)
- Financial Accounting (ACCT 260)
- Legal Environment of Business (BLAW 345)
- Principles of Marketing (MKTG 311)
- Organizational Behavior and Management (MGMT 352)
- Financial Management (FIN 327)

**The minor in Economics consists of 21 credit hours in the following courses:**

- Principles of Microeconomics (ECON 214)
- Principles of Macroeconomics (ECON 215)
- Intermediate Microeconomics (ECON 344)
- Intermediate Macroeconomics (ECON 343)
- International Trade (ECON 422)
- Economics Policy (ECON 450)
- Special Topics in Economics (ECON 460)

**The International Business Minor consists of 18 credit hours, as follows:**

- MGMT 320
- MGMT 455

**Plus two of the following:**

- Managerial Economics (ECON 420)
- International Trade (ECON 422)
- International Marketing (MKTG 438)
- International Financial Management (FIN 437)
- Seminar in Global Business (MGMT 453)
- Management Internship (MGMT 400)
- Global Supply Management (MKTG 418)

Plus six hours from the student's major at the 300 or 400 level approved by the International Business Coordinator. Examples include HIST 309, 315, 341; POLS 370; or any two language courses at the 300/400 level.