

## *Section 14*

### *College of Business*

University of South Florida  
 College of Business  
 4202 E. Fowler Ave., BSN 3403 (loc BSN 103)  
 Tampa, FL 33620

**Web address:** <http://www.coba.usf.edu/>  
**Email:** [mba@coba.usf.edu](mailto:mba@coba.usf.edu)  
**Phone:** 813-974-3335  
**Fax:** 813-974-4518

**College Dean:** Robert Forsythe  
**Associate Dean:** Charles Kroncke  
**Graduate Coordinator:** Wendy Sage Baker

#### **Accreditation:**

The Ph.D., M.B.A., M.S. in Management Information Systems, M.S. in Management: Leadership and Organizational Effectiveness, M.S. in Finance, Master of Accountancy, M.S. in Marketing, M.S. in Entrepreneurship, M.S. in Real Estate, and M.A. in Economics programs in the College of Business are accredited by the AACSB International – The Association to Advance Collegiate Schools of Business. The College also is a member of the Graduate Management Admission Council (GMAC).

#### **Mission Statement:**

The USF College of Business will provide a high-quality, diverse learning environment preparing students to contribute to and take leading positions in business and society. Our teaching, scholarship, and service will link theory and practice to benefit the University and the communities it serves.

**Major Research Areas:** Contact College for information.

#### **Types of Degrees Offered:**

- Master of Accountancy (M.Acc.)
- Master of Arts (M.A.)
- Master of Business Administration (M.B.A.)
- Master of Science (M.S.)
- Master of Science in Marketing (M.S.M.)
- Master of Science in Real Estate (MSRE)
- Doctor of Philosophy (Ph.D.)

**Name of Programs Offered:**

[Master of Accountancy - M.Acc.](#)

Accountancy

[Master of Arts - M.A.](#)

Business Economics

[Master of Business Administration - M.B.A.](#)

Business Administration (full-time or part-time) (BUS)

Executive M.B.A. (MBA)

Executive M.B.A. for Physicians (MDX)

Saturday M.B.A. (MBS)

M.B.A. Program at Sarasota/Manatee (BAS)

[Master of Science - M.S.](#)

Entrepreneurship in Applied Technologies (EAT)

Biomedical Engineering (MSBE) / Entrepreneurship in Applied Technologies (M.S.) (Dual Degree Program)

Finance (FIN)

Management (MAN)

Management Information Systems (ISM)

Real Estate (RST)

[Master of Science in Marketing – M.S.M.](#)

Marketing (MKT)

[Master of Science in Real Estate – M.S.R.E.](#)

Real Estate (RST)

[Doctor of Philosophy - Ph.D.](#)

Business Administration (BUD)

**Concentrations:**

Leadership and Organizational Effectiveness (LOE) (M.S. in Management).

*Also see application areas in program descriptions.*

**Graduate Certificates Offered:**

see Graduate Certificate website <http://www.outreach.usf.edu/gradcerts/>

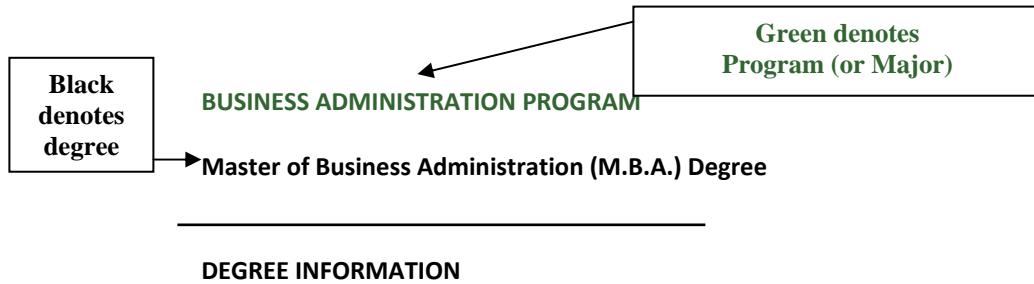
**COLLEGE REQUIREMENTS****Non-Degree Seeking Students**

The College of Business will approve, on a space available basis, non-degree seeking student status for transient students (degree-seeking students at another AACSB accredited institution) or for students with valid reasons to register in this status and who meet all admission requirements. Contact the college for additional requirements.

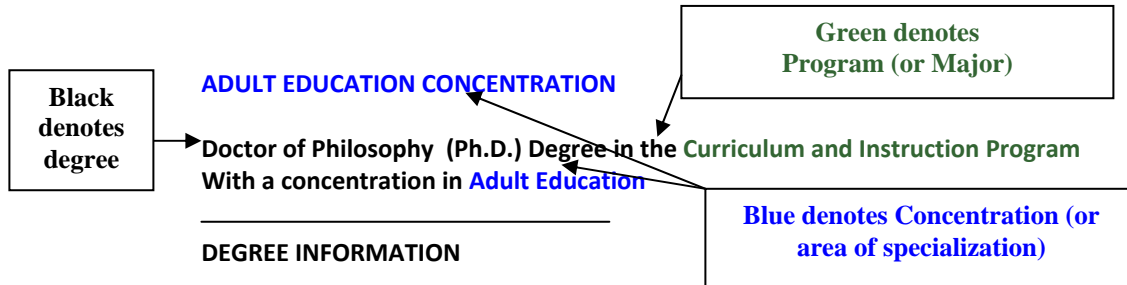
## About the Catalog

The University of South Florida Graduate Catalog is organized with the degree programs offered listed in the section of the college that offers them. For example, the Master of Science degree with a “program” (also known as major) in Biology is listed in the College of Arts and Sciences section. Some colleges offer areas of specialization, or “concentrations” within a degree program.

### EXAMPLE OF PROGRAM PAGE



### EXAMPLE OF CONCENTRATION PAGE



The name of the program and/or concentration does not appear on the diploma – only the name of the degree (i.e., Master of Arts) is listed. The program and concentration information is listed on the official transcript. Other areas, such as application track, are not listed on the transcript.

## ACCOUNTANCY PROGRAM

### Master of Accountancy (M.Acc.) Degree

---

#### DEGREE INFORMATION

**Program Admission Deadlines:**

<b>Fall:</b>	June 1
<b>Spring:</b>	October 15
<b>Summer:</b>	February 15

<b>Minimum Total Hours:</b>	30
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	52.0301
<b>Dept Code:</b>	ACC
<b>Program (Major/College):</b>	MAC BA

**Also offered as:**

Track under Business Administration (Ph.D.)

#### CONTACT INFORMATION

<b>College:</b>	Business
<b>Department:</b>	School of Accountancy
<b>Contact Information:</b>	<a href="http://www.grad.usf.edu">www.grad.usf.edu</a>
<b>Other Resources:</b>	<a href="http://www.usf4you">www.usf4you</a>

---

#### PROGRAM INFORMATION

The objective of the Master of Accountancy (M.Acc.) Program is to provide candidates with greater breadth and depth of knowledge in accountancy than is possible in the baccalaureate program. The program is designed to meet the increasing needs of business, government, and public accounting. Students entering The M.Acc. Program must already have the equivalent of an undergraduate degree in accounting from an AACSB accredited school. The program may also be structured to satisfy the requirements to sit for the CPA Examination in Florida.

**Accreditation:**

Accredited by both the Commission on Colleges of the Southern Association of College and Schools (SACS) and AACSB International (The Association to Advance Collegiate Schools of Business).

**Major Research Areas:**

Contact department.

#### ADMISSION INFORMATION

Must meet University requirements (see Graduate Admissions) as well as requirements listed below.

**Program Admission Requirements**

- At least a 3.0 upper-level accounting GPA (minimum of 21 hours at a U.S. AACSB- accredited program within the past 5 years)
- a 3.00 overall upper-level GPA
- a 500 or higher GMAT score

International applicants from non English-speaking countries must also have a TOEFL score of 550 or higher on the written version, a minimum score of 213 on the computer-based test or a 79 on the internet-based test.

## DEGREE PROGRAM REQUIREMENTS

For the student who has the equivalent of an undergraduate major in accounting at USF (including 21-24 hours of upper-level accounting coursework taken within the last 5 years), the program consists of 30 hours. Most (21 hours) of the program is devoted to the study of accounting. The remaining nine (9) hours consist of study in other business areas including economics, entrepreneurship, finance, and information systems/decision sciences. These nine (9) hours are elected by the student in consultation with the M.Acc. Advisor. At least 70% of the coursework must be at the 6000 level.

The M.Acc. curriculum has a set of four required common core accounting courses. The student may emphasize a particular specialty through a choice of accounting electives. The sequencing of courses will be determined in consultation with the M.Acc. Advisor.

<b>Required Accounting Courses</b>	<b>12</b>
ACG 6835 Accounting Skills, Values & Information Technology	3
ACG 6875 Financial Reporting and Professional Issues	3
ACG 6405 Advanced Accounting Information Systems	3
ACG 6932 Integrative Accounting Seminar	3
<b>Accounting Electives</b>	<b>3 courses / 9 hours</b>
ACG 6476 Contemporary Issues in Accounting Information Systems	3
ACG 6636 Contemporary Issues in Auditing	3
TAX 6065 Contemporary Issues in Taxation	3
ACG 6346 Contemporary Issues in Managerial Accounting	3
ACG 6936 Selected Topics in Accounting	3
TAX 6445 Estate Planning	3
ACG 5205 Advanced Financial Accounting	3
ACG 5675 Internal and Operational Auditing	3
ACG 5501 Governmental / Not-for-Profit Accounting	3
TAX 5015 Federal Taxation for Business Entities	3
<b>Non-accounting Electives</b>	<b>3 courses/ 9 hours</b>
Electives must be approved in advance by MAcc Advisor	9
<b>Total Semester Hours:</b>	<b>30</b>
At least 21 hours must be in 6000-level courses	

## COURSES

See <http://www.ugs.usf.edu/sab/sabs.cfm>

## BUSINESS ADMINISTRATION PROGRAM

### Master of Business Administration (M.B.A.) Degree

---

#### DEGREE INFORMATION

**Program Admission Deadlines:**

<b>Fall:</b>	June 1
<b>Spring:</b>	October 15
<b>Summer:</b>	No Admit

<b>Minimum Total Hours:</b>	48
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	52.0101
<b>Dept Code:</b>	DEA
<b>Program (Major/College):</b>	BUS BA

**Application Tracks/Areas of Study:**

Building Sustainable Enterprise  
 Entrepreneurship  
 Finance  
 Advanced Financial Management  
 Advanced International Business  
 International Business  
 Management  
 Advanced Management  
 Management Information Systems  
 Advanced Management Information Systems  
 Marketing Strategy  
 Advanced Marketing  
 Self-designed (with program approval)

**Also offered as:**

Executive MBA  
 Executive MBA for Physicians  
 Saturday MBA  
 MBA at Sarasota/Manatee

#### CONTACT INFORMATION

<b>College:</b>	Business
<b>Contact Information:</b>	<a href="http://www.grad.usf.edu">www.grad.usf.edu</a>
<b>Other Resources:</b>	<a href="http://www.usf4you">www.usf4you</a>

---

#### PROGRAM INFORMATION

The Master of Business Administration (M.B.A.) is a professional degree designed to prepare graduates for managerial roles in business and not-for-profit organizations. Graduates will develop the necessary skills and problem-solving techniques that will permit them to make an early contribution to management and eventually to move into broad, general management responsibilities at the executive level. The program is designed to meet the needs of qualified men and women with undergraduate degrees from accredited universities. Work experience is a meaningful background and will permit the student to better understand the subject matter to be mastered.

**Accreditation:**

Accredited by the Commission on Colleges of the Southern Association of College and Schools (SACS); AACSB International – The Association to Advance Collegiate Schools of Business

**Major Research Areas:**

Contact Coordinator for department

## ADMISSION INFORMATION

Must meet University requirements (see Graduate Admissions) as well as requirements listed below.

### Program Admission Requirements

- Upper-level GPA 3.0 or higher
- minimum of 500 on GMAT.
- International applicants from non English-speaking countries must also have a TOEFL score of 550 or higher on the written version, a minimum score of 213 on the computer-based test or a 79 on the internet-based test.
- Two years of significant full-time post-baccalaureate work experience prior to enrollment.

The admissions committee carefully considers each completed application, with particular attention to work history, undergraduate performance, recommendations and test scores. Personal characteristics that add to the diversity of the class may also be considered.

## DEGREE PROGRAM REQUIREMENTS

The M.B.A. degree is a 48 hour program. All M.B.A. candidates must complete all degree requirements within five years of beginning the program. The full-time student without course waivers generally will need 6 semesters to complete the program. Part-time students can complete all work within a reasonable time--approximately three years without course waivers. Part-time students are encouraged to take two courses per semester and must complete 12 hours per calendar year to remain on active status as a degree-seeking student. Students who have completed undergraduate or graduate courses in business and economics from an AACSB accredited school may receive course waivers and reduce their course loads from the maximum requirement. Courses are scheduled to accommodate both full-time and part-time students. All courses are at the graduate level. Students entering the program are expected to have sufficient competency in mathematics (College Algebra), communication skills (written and verbal), basic computer skills, high-speed internet access, and two years of relevant work experience.. The curriculum consists of:

### The Common Body of Knowledge

Common Body of Knowledge: (CBK) courses, also known as the "TOOL" Area courses, are designed to provide basic background in the several functional areas in order to prepare for more advanced studies. The courses assume little or no prior knowledge in the field. Students having undergraduate degrees in Business Administration may be eligible for waivers, subject to standards set by the faculty. The conditions for waivers are explained more fully below. Students who waive the tool courses are required to take a Business Skills Review course (non-credit) in the first semester of enrollment.

### Application Areas (tracks):

The application areas encourage the development of market driven competencies and provide students with distinctive sets of knowledge and skills. Each grouping of courses allows students to position themselves in the marketplace by choosing applications that match their career goals. Students will select 2-3 areas of competency, each with 9 credit hours (advanced tracks are 6 credit hours). Students who do not waive the tool courses are required to take only two specialization tracks (18 hours). Students who waive the tool courses are required to take 3 specialization tracks (27 credit hours).

### Certificate of Achievement:

Students will receive a certificate of achievement for the successful completion of each application sequence. Application area courses also include the opportunity to sharpen skills in writing, presentation, teamwork, technology applications, global applications, and communication.

### Integrated Business Applications:

Integrated Business Applications is a six credit, two consecutive semester course sequence which emphasizes the integration and utilization of techniques and methods taught in the Tool and Application areas. The sequence involves working in both group and individual projects, with "live" as well as published cases. It utilizes a variety of computer applications, and includes the development of detailed business plans

**M.B.A. Course Structure**

Common Body of Knowledge, "Tool" courses **20 credits**

ACG 6025	Financial Accounting for Managers	2
ACG 6075	Management Accounting & Control	2
MAN 6055	Human Behavior and Organization	2
ECP 6702	Managerial Economics	2
QMB 6305	Managerial Decision Analysis	2
ECO 6708	Global Econ. Environment of Bus.	2
MAR 6815	Marketing Management	2
FIN 6934	Financial Management	2
ISM 6021	Management Information Systems	2
QMB 6603	Operations Management & Quality Enhancement	2

Application Areas (Required Electives) **18 credits**

Application Track #1	9
Application Track #2	9
Application Track #3	9

*Note: Some Application Tracks may not be offered each year. Additional applications tracks may be developed based on students interests and needs.*

Required Courses **10 credits**

GEB 6445	Social, Ethical, Legal Systems	2
MAN 6930	Foundations of Leadership	2
GEB 6895	Integrated Business Applications I	3
GEB 6896	Integrated Business Applications II	3

**Total Semester Credits Required 48**

**Constraints**

1. The maximum credits required is forty-eight (48).
2. Students with an undergraduate degree in Business who are eligible to waive the tool area courses must complete an advanced course in four of the seven areas waived. Students do not need an advanced course in their area of undergraduate major. Students who waive the tool courses are required to take a Business Skills Review course (non-credit) in the first semester of enrollment.
3. Students who are required to take the tool courses are required to take only two specialization tracks (18 hours). Students who waive the tool courses are required to take 3 specialization tracks (27 credit hours).

Note: Tool/core courses may not be counted as electives.

**Thesis**

Students may elect a 6 hour thesis in any of the areas of concentration of the college, subject to departmental approval.

**Non-Tampa Campus Offerings**

The full-time and part-time MBA programs are offered on the Tampa campus and the USF Downtown Center (part-time only). The MBA at Sarasota is administered separately. For application procedures and additional information see MBA at Sarasota section. A cohort in Lakeland may be occasionally offered.

**COURSES**

See <http://www.ugs.usf.edu/sab/sabs.cfm>

## BUSINESS ADMINISTRATION PROGRAM

### Doctor of Philosophy (Ph.D.) Degree

---

#### DEGREE INFORMATION

##### Program Admission Deadlines:

**Fall:** January 2  
Fall admission only

**Minimum Total Hours:** 90  
**Program Level:** Doctoral  
**CIP Code:** 52.0201  
**Dept Code:** DEA  
**Program (Major/College):** BUD BA

##### Application Tracks/Areas of Study:

Accounting  
 Economics  
 Finance  
 Information Systems  
 Management (inactive)  
 Marketing

#### CONTACT INFORMATION

**College:** Business

**Contact Information:** [www.grad.usf.edu](http://www.grad.usf.edu)

---

#### PROGRAM INFORMATION

The Ph.D. program offered by the College of Business provides its graduates with preparation for careers as college and university professors and as research and staff personnel in industry and government. The doctoral program provides for intellectual growth as students work closely with faculty in seminars, research projects, and other assignments which develop their teaching and research skills. The curriculum offers breadth of understanding of the integral components of business administration as well as depth of field specialization sufficient to permit the student to make a meaningful contribution to their discipline. The program is sufficiently flexible to allow each student to build upon his or her strengths and to accommodate students with various levels of preparation in a wide variety of fields, and in areas outside the college. However, the degree conferred is PhD in Business with a concentration in one of the departmental areas.

##### Accreditation:

Accredited by the Commission on Colleges of the Southern Association of College and Schools; AACSB International – The Association to Advance Collegiate Schools of Business.

#### ADMISSION INFORMATION

Must meet University requirements (see Graduate Admissions) as well as requirements listed below.

##### Program Admission Requirements

- Competitive based on GPA, GMAT or GRE
- personal statement
- recommendations
- interview
- International applicants from non English-speaking countries must also have a TOEFL score of 550 or higher on the written version, a minimum score of 213 on the computer-based test or a 79 on the internet-based test.

## DEGREE PROGRAM REQUIREMENTS

A minimum of 90 semester hours beyond the bachelor's degree is required. This includes 21 hours of dissertation. A minimum of 45 hours of coursework must be completed at the University of South Florida.

### Foundation Courses

These courses are designed to develop an appreciation of the institution of business and to help students see how their areas of specialization fit into this general picture. With the approval of the student's program committee, a student may satisfy these requirements in any of the following ways:

- A. By completing an undergraduate degree in business at an AACSB accredited institution, with an average of "B" or better in the last 60 hours, no more than 5 years prior to admission to the Ph.D. program.
- B. By completing an M.B.A. degree at an AACSB accredited institution, no more than 5 years prior to admission to the Ph.D. program
- C. By completing one approved course with a grade of "B" or better in each of the functional areas: Accounting, Finance, Information Systems, Management, and Marketing. (Economics requirements are described under core requirements.) All graduate-level courses at the 6000 level or above, with the exception of specific "tool" courses (e.g. statistics), will count toward this requirement.
- D. By successfully petitioning the doctoral Program Committee to accept previous academic work (e.g., specialized Masters programs in business, degrees granted more than 5 years ago, etc.) in fulfillment of all or part of this requirement. Such a petition must be initiated during the first semester of the program.

### Core Courses

The core courses are designed to provide a strong background in Economics and to develop the student's quantitative and statistical research skills. These courses are required of all students in the program. The College will waive a course only if the student has passed the same or equivalent course with a grade of "B" or better within the preceding five years.

The Economics requirement can be met by completing two graduate level courses, one in microeconomics and one in macroeconomics, with a grade of "B" or better. The courses which satisfy this requirement are:

ECP 6702	Managerial Economics	2
ECO 6708	Global Economic Env. of Business	2
ECO 6115	Microeconomics I*	3
ECO 6206	Aggregate Economics*	3
ECP 6408	economics of Organization*	3

At least one course must be taken from among those listed above with an asterisk (\*).

The quantitative and statistical coursework is to be determined by the student's program committee in consultation with the student. A three course series is required. An appropriate sequence should be chosen from the following:

ECO 6424	Econometrics I	3
ECO 6425	Econometrics II	3
ECO 7426	Econometrics III	3
ECO 7427	Econometrics IV	3
QMB 6375	Applied Linear Statistical Models	3
QMB 7565	Introduction to Research Methods	3
QMB 7566	Applied Multivariate Statistical Methods	3

Any substitution of appropriate mathematics, statistical and quantitative coursework must be approved by the Doctoral Program Committee, preferably at the time of acceptance, or definitely before the student takes a substitute course. In addition, students are required to take an additional research elective approved by their advisory committee. Should a student earn a grade of "C" or lower in the core courses, the case will be brought before the Doctoral Program Committee for review. After reviewing the case, the Committee will take one of the following steps:

- a. Require the student to pass an examination that covers the material relevant to the subject. A student who fails the exam on the first attempt may retake it within one year. A student who fails the exam on the second attempt will be subject to dismissal.
- b. Require the student to retake the course. If the student retakes the course and fails to receive a grade of "B" or better, the student is subject to dismissal.

**Major Field**

All students will take at least five (5) courses at the 6000 or 7000 level in an area designated as the student's major. Students are encouraged to identify courses in the major field that will provide experience in applying current research techniques to problems in that field. To accomplish this, the student may propose a combination of formal classroom courses and independent directed-research courses. This combination may include a year-long research seminar in which the groundwork is laid for the student's dissertation. The specific agenda of courses will be determined by the student's program committee. The following fields are offered: Accounting, Economics, Finance, Information Systems, Management (inactive) and Marketing. Courses taken as part of the Foundation or Core sections may not be counted as part of the hours required for a major field.

**Support Field (9 hours)**

The support area will consist of a minimum of three courses (9 hours) from one or more of the fields listed under the major field, or elsewhere in the university. The support field and the major field cannot be taken in the same department. Courses within the support field can be selected to complement the major field and in special cases may include courses outside the College of Business. The nature and number of the support area courses will be determined by the Student's Program Committee in consultation with the Ph.D. coordinator of the support field department. Courses taken as part of the Foundation or Core courses may not be counted as part of the 9 hours required for support fields.

**Comprehensive Qualifying Examination**

Upon completion of all coursework, students must pass a comprehensive written examination in the major area. The student's performance on this exam should reflect familiarity with the literature, as well as with current issues and problems related to these fields. A student who fails the field exam may retake it within one year. A second failure disqualifies the student from continuing the Ph.D. program. If the degree is not conferred within 5 calendar years of the comprehensive qualifying examination, a second and different examination must be taken. Students passing the qualifying examination are eligible for admission to candidacy for the Ph.D. program.

The decision to administer a separate comprehensive exam for a support area will be made by the department in which the support area is taken. In the event that an interdisciplinary support area is selected, any department represented by six (6) or more semester hours may require a qualifying examination. In the event that no single department represents six semester hours or more, the student's program committee will solicit input from the faculty teaching the courses in the support area. If a majority of those polled take the position that a separate comprehensive examination in the support area is not appropriate, the exam will not be administered. If a separate comprehensive examination is not administered in a support area, material from the support area will be integrated into the comprehensive exam in the major area. A student who anticipates sitting for the exam should notify the department chair and the Associate Dean in writing during the first week of the semester in which they plan to take the exam. The exams will be a minimum of 8 hours.

**Dissertation-** 21 hours of dissertation are required for the degree.

**Residency Requirement** - Ph.D. students in the College are required to complete a minimum of 15 hours per calendar year. Failure to meet this requirement will result in the student being placed on conditional status.

**COURSES**

See <http://www.ugs.usf.edu/sab/sabs.cfm>

**BUSINESS ADMINISTRATION (SATURDAY MBA) PROGRAM****Master of Business Administration (M.B.A.) Degree****DEGREE INFORMATION**

**Program Admission Deadlines:**  
Closed for new admissions

**Minimum Total Hours:** 48  
**Program Level:** Masters  
**CIP Code:** 52.0201  
**Dept Code:** DEA  
**Program (Major/College):** MBS BA

**Also offered as:** See listing under MBA Program

**CONTACT INFORMATION**

**College:** Business

**Contact Information:** [www.grad.usf.edu](http://www.grad.usf.edu)

**Other Resources:** [www.usf4you](http://www.usf4you)

**PROGRAM INFORMATION**

The Master of Business Administration (M.B.A.) is a professional degree designed to prepare graduates for managerial roles in business and not-for-profit organizations. Graduates will develop the necessary skills and problem-solving techniques that will permit them to make an early contribution to management and eventually to move into broad, general management responsibilities at the executive level. The program is designed to meet the needs of qualified men and women with undergraduate degrees from accredited universities. Work experience is a meaningful background and will permit the student to better understand the subject matter to be mastered.

**Accreditation:**

Accredited by the Commission on Colleges of the Southern Association of College and Schools (SACS); AACSB International – The Association to Advance Collegiate Schools of Business

**Major Research Areas:**

Contact Coordinator for department

**ADMISSION INFORMATION**

Must meet University requirements (see Graduate Admissions) as well as requirements listed below.

**Program Admission Requirements**

- Upper-level GPA 3.0 or higher
- minimum of 500 on GMAT.
- International applicants from non English-speaking countries must also have a TOEFL score of 550 or higher on the written version, a minimum score of 213 on the computer-based test or a 79 on the internet-based test.
- Two years of significant full-time post-baccalaureate work experience prior to enrollment.

The admissions committee carefully considers each completed application, with particular attention to work history, undergraduate performance, recommendations and test scores. Personal characteristics that add to the diversity of the class may also be considered.

**DEGREE PROGRAM REQUIREMENTS**

The M.B.A. degree is a 48 hour program. All M.B.A. candidates must complete all degree requirements within five years of beginning the program. The full-time student without course waivers generally will need 6 semesters to complete the program. Part-time students can complete all work within a reasonable time--approximately three years without course waivers. Part-time students are encouraged to take two courses per semester and must complete 12 hours per calendar year to remain on active status as a degree-seeking student. Students who have completed undergraduate or graduate courses in business and economics from an AACSB accredited school may receive course waivers and reduce their course loads from the maximum requirement. Courses are scheduled to accommodate both full-time and part-time students. All courses are at the graduate level. Students entering the program are expected to have sufficient competency in mathematics (College Algebra), communication skills (written and verbal), basic computer skills, high-speed internet access, and two years of relevant work experience.. The curriculum consists of:

**The Common Body of Knowledge**

Common Body of Knowledge: (CBK) courses, also known as the "TOOL" Area courses, are designed to provide basic background in the several functional areas in order to prepare for more advanced studies. The courses assume little or no prior knowledge in the field. Students having undergraduate degrees in Business Administration may be eligible for waivers, subject to standards set by the faculty. The conditions for waivers are explained more fully below. Students who waive the tool courses are required to take a Business Skills Review course (non-credit) in the first semester of enrollment.

**Application Areas (tracks):**

The application areas encourage the development of market driven competencies and provide students with distinctive sets of knowledge and skills. Each grouping of courses allows students to position themselves in the marketplace by choosing applications that match their career goals. Students will select 2-3 areas of competency, each with 9 credit hours (advanced tracks are 6 credit hours). Students who do not waive the tool courses are required to take only two specialization tracks (18 hours). Students who waive the tool courses are required to take 3 specialization tracks (27 credit hours).

**Certificate of Achievement:**

Students will receive a certificate of achievement for the successful completion of each application sequence. Application area courses also include the opportunity to sharpen skills in writing, presentation, teamwork, technology applications, global applications, and communication.

**Integrated Business Applications:**

Integrated Business Applications is a six credit, two consecutive semester course sequence which emphasizes the integration and utilization of techniques and methods taught in the Tool and Application areas. The sequence involves working in both group and individual projects, with "live" as well as published cases. It utilizes a variety of computer applications, and includes the development of detailed business plans

**M.B.A. Course Structure**

Common Body of Knowledge, "Tool" courses	<b>20 credits</b>
ACG 6025 Financial Accounting for Managers	2
ACG 6075 Management Accounting & Control	2
MAN 6055 Human Behavior and Organization	2
ECP 6702 Managerial Economics	2
QMB 6305 Managerial Decision Analysis	2
ECO 6708 Global Econ. Environment of Bus.	2
MAR 6815 Marketing Management	2
FIN 6934 Financial Management	2
ISM 6021 Management Information Systems	2
QMB 6603 Operations Management & Quality Enhancement	2
Application Areas (Required Electives)	<b>18 credits</b>
Application Track #1	9
Application Track #2	9
Application Track #3	9

*Note: Some Application Tracks may not be offered each year. Additional applications tracks may be developed based on students interests and needs.*

Required Courses	<b>10 credits</b>
GEB 6445 Social, Ethical, Legal Systems	2
MAN 6930 Foundations of Leadership	2
GEB 6895 Integrated Business Applications I	3
GEB 6896 Integrated Business Applications II	3
<b>Total Semester Credits Required</b>	<b>48</b>

#### Constraints

1. The maximum credits required is forty-eight (48).
2. Students with an undergraduate degree in Business who are eligible to waive the tool area courses must complete an advanced course in four of the seven areas waived. Students do not need an advanced course in their area of undergraduate major. Students who waive the tool courses are required to take a Business Skills Review course (non-credit) in the first semester of enrollment.
3. Students who are required to take the tool courses are required to take only two specialization tracks (18 hours). Students who waive the tool courses are required to take 3 specialization tracks (27 credit hours).

Note: Tool/core courses may not be counted as electives.

#### Thesis

Students may elect a 6 hour thesis in any of the areas of concentration of the college, subject to departmental approval.

#### Non-Tampa Campus Offerings

The full-time and part-time MBA programs are offered on the Tampa campus and the USF Downtown Center (part-time only). The MBA at Sarasota is administered separately. For application procedures and additional information see MBA at Sarasota section. A cohort in Lakeland may be occasionally offered.

## COURSES

See <http://www.ugs.usf.edu/sab/sabs.cfm>

## BUSINESS ADMINISTRATION PROGRAM AT SARASOTA-MANATEE

### Master of Business Administration (M.B.A.) Degree

---

#### DEGREE INFORMATION

**Program Admission Deadlines:**

Cohort program. Contact program for starting dates and deadlines.

<b>Minimum Total Hours:</b>	48
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	52.0101
<b>Dept Code:</b>	SRB
<b>Program (Major/College):</b>	BAS BA

**Also offered as:** See MBA Program

#### CONTACT INFORMATION

**College:** Business

**Contact Information:** [www.grad.usf.edu](http://www.grad.usf.edu)

**Other Resources:** [www.usf4you](http://www.usf4you)

---



---

#### PROGRAM INFORMATION

The program consists of 48 credits of course work and is designed to be completed in approximately 2 ½ years. The program offers Sarasota-Manatee students geographical convenience, quality and affordability. The program is a lock-step program with a planned maximum number of students per cohort group. Because of the structured nature of the program, students must take all courses as, and when, they are offered. Program staff will register students each semester.

**Accreditation:**

Accredited by the Commission on Colleges of the Southern Association of College and Schools (SACS); AACSB International – The Association to Advance Collegiate Schools of Business.

**Major Research Areas:**

Contact Coordinator for department

#### ADMISSION INFORMATION

Must meet University requirements (see Graduate Admissions) as well as requirements listed below.

**Program Admission Requirements**

Must have

- 3.0 upper-level GPA
- 500 or higher GMAT
- International applicants from non English-speaking countries must also have a TOEFL score of 550 or higher on the written version, a minimum score of 213 on the computer-based test or a 79 on the internet-based test
- Two years of significant full-time post-baccalaureate work experience prior to enrollment.

**DEGREE PROGRAM REQUIREMENTS**

The program is 48 credits. The curriculum includes:

**Managerial Tool Courses (20 credits)**

These are the basic skills of the MBA program. The techniques and procedures learned in these courses provide the foundation for the specific applications to follow.

**Required Courses (10 hours):**

- 1) GEB 6445 Social Ethical Legal (2 credits)
- 2) MAN 6930 Leadership Concepts (2 credits)
- 3) Integrated Business Applications (6 credits): This is a 2-course sequence which ties together the various individual techniques and methods taught in the Tools and Applications areas. It is a project-based course which involves both individual and group effort.

**Application Area Courses (18 credits)**

These courses provide the student with specific areas of specialization and competency. The program offers up to two major application areas.

**Curriculum:****Managerial Tool Courses (20 hrs)**

ECP 6702	Managerial Economics	2
MAN 6055	Human Behavior and Organization	2
ACG 6025	Financial Accounting for Managers	2
ECO 6708	Global Econ. Environment of Business	2
ACG 6075	Management Accounting & Control	2
MAR 6815	Marketing Management	2
QMB 6305	Managerial Decision Analysis	2
ISM 6021	Management Information Systems	2
QMB 6603	Operations Management & Quality Enhancement	2
FIN 6934	Financial Management	2

**Application Area courses: (18 hrs)**

FIN 6416	Advanced Financial Mgt	3
FIN 6605	International Financial Management	3
MAN 6305	Human Resources Management	3
MAN 6726	Strategic Planning	3
MAN 6116	Managing Diversity	3
FIN 6515	Investments	3

**Required Courses: (10 hrs)**

GEB 6445	Social, Ethical, Legal Systems	2
MAN 6930	Leadership Concepts	2
GEB 6895	Integrated Business Applications I	3
GEB 6896	Integrated Business Applications I	3

**Total:** **48 hours**

\*Track/elective courses may be substituted if necessary.

**COURSES**

See <http://www.ugs.usf.edu/sab/sabs.cfm>

## BUSINESS ECONOMICS PROGRAM

### Master of Arts (M.A.) Degree

---

#### DEGREE INFORMATION

**Program Admission Deadlines:**

<b>Fall:</b>	June 1
<b>Spring:</b>	October 15
<b>Summer:</b>	No admission

<b>Minimum Total Hours:</b>	30
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	52.0601
<b>Dept Code:</b>	ECN
<b>Program (Major/College):</b>	ECN BA

**Also offered as:**

Application Area under Doctor of Philosophy (Ph.D.) –  
Business Administration

#### CONTACT INFORMATION

<b>College:</b>	Business
<b>Department:</b>	Economics
<b>Contact Information:</b>	<a href="http://www.grad.usf.edu">www.grad.usf.edu</a>
<b>Other Resources:</b>	<a href="http://www.usf4you">www.usf4you</a>

---

#### PROGRAM INFORMATION

The M.A. in Economics prepares students for careers as professional economists in business and government. It is also excellent preparation for continued graduate study in economics.

**Accreditation:**

Accredited by the Commission on Colleges of the Southern Association of College and Schools (SACS); AACSB International – The Association to Advance Collegiate Schools of Business.

**Major Research Areas:**

Labor economics, health economics, public economics, urban and regional economics, international trade, economic development, history of economic thought, macroeconomics, industrial organization, advanced microeconomics, and advanced econometrics

#### ADMISSION INFORMATION

Must meet University requirements (see Graduate Admissions) as well as requirements listed below.

**Program Admission Requirements**

- Must have a 3.00 or higher upper-level GPA.
- Must have a 500 or higher GMAT; or GRE score of 430 or higher verbal portion and 570 or higher quantitative portion.
- International applicants from non English-speaking countries must also have a TOEFL score of 550 or higher on the written version, a minimum score of 213 on the computer-based test or a 79 on the internet-based test.
- Must have at least a 3.0 GPA in prerequisite courses in intermediate microeconomics, intermediate macroeconomics, statistics, and calculus.

## DEGREE PROGRAM REQUIREMENTS

All students are required to take courses in advanced economic theory, policy analysis, and econometrics. Undergraduate economics majors at USF may complete the program in one year beyond the B.A. in the 5-Year B.A./M.A. Program. Students preparing for doctoral studies select from these and additional courses in economic theory, mathematics, and quantitative methods. Where appropriate students may select courses in other departments in the University.

Students must satisfy all University requirements for the M.A. degree. Departmental requirements include 30 hours of graduate credit selected with the approval of the department's graduate advisor. At least 24 hours must be in Economics not including Independent Study (ECO 6906) and Directed Research (ECO 6917). To graduate, a student must have at least an overall 3.0 GPA and at least a 3.0 GPA for all economics courses, and pass an oral examination.

### Required Courses

ECO 6115	Microeconomics I	3
ECO 6120	Economic Policy Analysis	3
ECO 6206	Aggregate Economics	3
ECO 6405	Mathematical Economics	3
ECO 6424	Econometrics I	3
ECO 6425	Econometrics II	3
Electives		6
<b>Total minimum hours:</b>		<b>30</b>

## COURSES

See <http://www.ugs.usf.edu/sab/sabs.cfm>

## ENTREPRENEURSHIP IN APPLIED TECHNOLOGIES PROGRAM

### Master of Science (M.S.) Degree

---

#### DEGREE INFORMATION

<b>Program Admission Deadlines:</b>	
Fall:	June 1
Spring:	October 15
<b>Minimum Total Hours:</b>	30
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	51.0701
<b>Dept Code:</b>	DEA
<b>Program (Major/College):</b>	EAT GS

#### CONTACT INFORMATION

<b>College:</b>	Business
<b>Department:</b>	Center for Entrepreneurship
<b>Contact Information:</b>	<a href="http://www.grad.usf.edu">www.grad.usf.edu</a>
<b>Other Resources:</b>	<a href="http://www.usf4you">www.usf4you</a>

---

#### PROGRAM INFORMATION

The Center for Entrepreneurship at the University of South Florida, in conjunction with the Colleges of Business Administration, Engineering, and Medicine and the Graduate School, has established a novel, innovative, and unique program in interdisciplinary Entrepreneurship in Applied Technologies. The Master's of Science Degree Program in Entrepreneurship in Applied Technologies is a 30 credit-hour program and consists of eleven (11) courses which will consolidate the Entrepreneurship education and training for successful opportunity recognition and development, technology and market assessment, technology commercialization, new venture formation, and new venture financing into a single inter-disciplinary program curriculum utilizing faculty and courses in the Colleges of Business Administration, Engineering, and Medicine under the auspices of the Graduate School. The program is designed such that a student may complete it in a concentrated 12-month period of study or in an 18-month period. In addition, the Masters of Science Degree in Entrepreneurship is designed so that it can be completed as part of a dual-degree program in conjunction with a traditional M.A., M.S., M.B.A., M.D., or Ph.D. program. Dual degrees include: Biotechnology (M.S.), Information Systems (M.S.), Public Health (MPH), Environmental Science (M.S.), Civil Engineering (M.S. and Ph.D.) and Biomedical Engineering (Ph.D). The program must be completed by the student within a 5-year period following initiation.

##### **Accreditation:**

Accredited by the Commission on Colleges of the Southern Association of College and Schools.

#### ADMISSION INFORMATION

Must meet University requirements (see Graduate Admissions) as well as requirements listed below.

##### **Program Admission Requirements**

- Bachelor's degree or equivalent from a regionally accredited university
- "B" (3.0 on a 4.0 scale) average in all upper division work
- Two (2) letters of recommendation
- Letter of interest
- Statement of purpose
- Personal interview
- GRE, GMAT may be required on individual basis; MCAT or LSAT may be substituted
- Competence in Statistics, Accounting, and Finance must be demonstrated

## DEGREE PROGRAM REQUIREMENTS

### Program of Study

Course Requirements – Graduation will require successful completion of the 30 hour curriculum, with a minimum GPA of 3.00 (no grades below “C”), within a five (5) year period.

Stipends – N/A

### Required Entrepreneurship Courses

GEB 6115	New Venture Formation (3)	or	EIN 6935	Technology Venture Strategies (1-3)
GEB 6116	Business Plan Development (3)	or	EIN 6324	Technical Entrepreneurship (3)
GEB 6930	Strategies in Technology Entrepreneurship (3)	or	EIN 6936	Strategies in Entrepreneurship Tech (1-3)
GMS 7930	Principles of Intellectual Property (1-3)			
EIN 6430	Overview of Regulated Industries (3)			
GEB 6930	Strategic Market Assessment for New Tech. (3)	or	EIN 6935	Strategic Market Assessments (1-3)
GMS 7930	Medical Ethics & Humanities (1-3)			
GEB 6930	Adv. Topics in Applied Entrepreneurship (3)			
MAN 6930	Entrepreneurship Research Seminar (1-4)			
GEB 6930	Product Development (3)	or	EIN 6936	New Product Development (1-3)
GEB 6930	Fundamentals of Venture Capital & Private Equity in Entrepreneurship (3)	or	EIN 6934	Venture Capital & Private Equity (1-3)

Total Hours: 30

## COURSES

See <http://www.ugs.usf.edu/sab/sabs.cfm> or <http://ce.usf.edu> or <http://www.entrepreneurship.usf.edu>

## ENTREPRENEURSHIP IN APPLIED TECHNOLOGIES AND BIOMEDICAL ENGINEERING DUAL DEGREE PROGRAM

### Master of Science (M.S.) and Master of Science in Biomedical Engineering (M.S.B.E.) Degree

#### DEGREE INFORMATION

##### Program Admission Deadlines:

<b>Fall:</b>	February 15
<b>Spring:</b>	October 15
<b>Summer:</b>	February 15

<b>Minimum Total Hours:</b>	30/33
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	14.0501 / 52.0701
<b>Dept Codes:</b>	ECH / DEA
<b>Program (Major/College):</b>	EBI EN / EAT GS

#### CONTACT INFORMATION

<b>Colleges:</b>	Engineering and Business
<b>Departments:</b>	Chemical Engineering Center for Entrepreneurship
<b>Contact Information:</b>	<a href="http://www.grad.usf.edu">www.grad.usf.edu</a>
<b>Other Resources:</b>	<a href="http://www.usf4you">www.usf4you</a>

#### PROGRAM INFORMATION

The M.S. Biomedical Engineering (Bme) And M.S. Entrepreneurship In Applied Technologies (Eat) Dual Degree Program is designed to prepare students who can effectively function in the complex world of Biotechnology companies ("Biotechs"). The program's objectives are to provide a strong Bme foundation for technical product development and research and development along with the skill set to effectively participate in the entrepreneurship, venture capital, business and financial aspects of Biotechs. students would pursue appropriate coursework within both The College of Engineering and The Center For Entrepreneurship, double counting a total of nine credit hours.

##### Accreditation:

Accredited by the Commission on Colleges of the Southern Association of College and Schools.

#### ADMISSION INFORMATION

Must meet University requirements (see Graduate Admissions) as well as requirements for each program. Students must satisfy the requirements for the two degrees separately. No Letters Of Recommendation are required. Refer to the individual program listings for the specific requirements for each degree.

#### DEGREE PROGRAM REQUIREMENTS

##### Course requirements:

<b>Common Courses</b> (counted towards both the BME and EAT degrees)		
BME 6000	Biomedical Engineering	(3)
GMS 7930	Principles of Intellectual Property	(3)
EIN 6936	New Product Development	(3)
		<i>9 hrs total</i>

**Biomedical Engineering** (30 hrs required)

GMS 7930	Anatomy & Physiology for Bioengineers	(3)
PHC 6051	Biostatistics II	(3)
ECH 6971	Master's Thesis	(6)
	Approved BME electives	(9)
	Common BME/EAT courses	(9)
		<i>30 hours total</i>

**Entrepreneurship in Applied Technologies** (30 hrs required)

EIN 6324	Technical Entrepreneurship	(3)
EIN 6935	Technology Venture Strategies	(3)
EIN 6935	Strategic Marketing Assessments	(3)
EIN 6934	Venture Cap Private Equity	(3)
GMS 7930	Medical Ethics and Humanities	(2)
EIN 6430	Overview of Regulated Industries	(3)
MAN 6930	Entrepreneurship Research Seminar	(1)
EIN 6936	Strategies in Entrep Technology	(3)
	Common BME/EAT courses	(9)
		<i>30 hrs total</i>

**COURSES**See <http://www.ugs.usf.edu/sab/sabs.cfm>

## ENTREPRENEURSHIP IN APPLIED TECHNOLOGIES AND BIOTECHNOLOGY DUAL DEGREE PROGRAM

Master of Science (M.S.) Degree and  
Master of Science in Biotechnology (M.S.)

---

### DEGREE INFORMATION

#### Program Admission Deadlines:

<b>Fall:</b>	February 15
<b>Spring:</b>	October 15
<b>Summer:</b>	February 15

<b>Minimum Total Hours:</b>	30/33
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	14.0501 / 52.0701
<b>Dept Codes:</b>	ECH / DEA
<b>Program (Major/College):</b>	EBI EN / EAT GS

### CONTACT INFORMATION

**Colleges:** Engineering and  
Business  
**Department:** Biotechnology  
Center for Entrepreneurship

**Contact Information:** [www.grad.usf.edu](http://www.grad.usf.edu)  
**Other Resources:** [www.usf4you](http://www.usf4you)

---

### PROGRAM INFORMATION

**Contact Program for information**

**Accreditation:**

Accredited by the Commission on Colleges of the Southern Association of College and Schools.

### ADMISSION INFORMATION

Must meet University requirements (see Graduate Admissions) as well as requirements for each program. Students must satisfy the requirements for the two degrees separately. Refer to the individual program listings for the specific requirements for each degree.

### DEGREE PROGRAM REQUIREMENTS

Refer to the individual program listings for the specific requirements for each degree.

### COURSES

See <http://www.ugs.usf.edu/sab/sabs.cfm>

## EXECUTIVE M.B.A. PROGRAM

### Master of Business Administration (M.B.A.) Degree

---

#### DEGREE INFORMATION

##### Program Admission Deadlines:

Fall: June 1

Minimum Total Hours: 48

Program Level: Masters

CIP Code: 52.0201

Dept Code: DEA

Program (Major/College): MBA BA

Application tracks: Management

Finance

##### Also offered as:

Business Administration (M.B.A.)

Executive MBA for Physicians\*

Saturday MBA\*

MBA at Sarasota/Manatee

MBA at St. Petersburg

*\*Inactive*

#### CONTACT INFORMATION

College: Business

Contact Information: [www.grad.usf.edu](http://www.grad.usf.edu)

Other Resources: [www.usf4you](http://www.usf4you)

---

#### PROGRAM INFORMATION

The weekend Executive M.B.A. is a lock-step, 20-month, AACSB accredited program designed to meet the unique needs of both mid-career managers who have demonstrated the potential to reach senior management positions, and senior managers who desire to significantly increase their personal and organizational effectiveness. The program provides an opportunity to broaden and enrich management skills, to extend knowledge of modern business techniques, and to further develop understanding of the social, political, and economic forces that shape the business environment and influence decision making. Classes are scheduled all day on two Saturdays and one Friday a month for four semesters. The weekend format allows participants to continue carrying their careers while they master a range of managerial skills.

##### Accreditation:

The Commission on Colleges of the Southern Association of College and Schools (SACS), AACSB International –The Association to Advance Collegiate Schools of Business.

#### ADMISSION INFORMATION

Must meet University requirements (see Graduate Admissions) as well as requirements listed below. The weekend Executive MBA Program requires the submission of a preliminary application and personal interview prior to official graduate school application. Please see the program website for application forms or contact the program office.

##### Program Admission Requirements

- Must have a 3.0 upper-level GPA
- GMAT (may be waived)
- 5 years of management/professional experience
- Interview
- Statement of corporate approval
- International applicants from non English-speaking countries must also have a TOEFL score of 550 or higher on the written version, a minimum score of 213 on the computer-based test or a 79 on the internet-based test.

**DEGREE PROGRAM REQUIREMENTS****Executive MBA Program Curriculum \***

ACG 6025	Financial Accounting for Managers	2
MAN 6055	Human Behavior and Organization	2
GEB 6445	Social, Ethical, Legal Systems	2
QMB 6305	Managerial Decision Analysis	2
ECP 6702	Managerial Economics	2
ACG 6075	Managerial Accounting & Control	2
ECO 6708	Global Economic Environment of Business	2
FIN 6406	Financial Management	2
MAR 6158	International Marketing	3
MAR 6815	Marketing Management	2
MAN 6911	Direct Research	2
FIN 6605	International Financial Management	3
GEB 6930	Elective (chosen by program)	3
MAN 6448	Negotiating Agreement and Resolving Conflict	3
QMB 6603	Operations Management	2
ISM 6021	Management Information Systems	2
FIN 6515	Investments	3
MAN 6930	Business Problems Analysis	3
MAN 6305	Human Resource Management	3
MAN 6930	Executive Leadership	3
MAN 6930	Leadership in Organizations	3

\*Specific courses subject to change

Total hours: 48

During the interim summer session, each participant, in consultation with a faculty advisor, undertakes an applied research project that focuses on a work-related problem or area of interest. In addition, Executive M.B.A. students have the opportunity to participate in the annual two-week Overseas Study Module, which involves on-site study of international business practices. A different country/region is selected each year. Past modules have included visits to such cities as Moscow, London, Zurich, Geneva, Brussels, Tokyo, Beijing, Mexico City, Buenos Aires, Rio de Janeiro, Hong Kong, Milan, and Paris.

**COURSES**

See <http://www.ugs.usf.edu/sab/sabs.cfm>

## EXECUTIVE M.B.A. PROGRAM FOR PHYSICIANS

### Master of Business Administration (M.B.A.) Degree

---

#### DEGREE INFORMATION

**Program Admission Deadlines:**  
Closed for new admissions

**Minimum Total Hours:** 48  
**Program Level:** Masters  
**CIP Code:** 52.0201  
**Dept Code:** DEA  
**Program (Major/College):** MDX BA

**Also offered as:** Business Administration (MBA)  
 Executive MBA  
 Saturday MBA

#### CONTACT INFORMATION

**College:** Business

**Contact Information:** [www.grad.usf.edu](http://www.grad.usf.edu)

**Other Resources:** [www.usf4you](http://www.usf4you)

---

#### PROGRAM INFORMATION

**Accreditation:** The Commission on Colleges of the Southern Association of College and Schools (SACS), AACSB International –The Association to Advance Collegiate Schools of Business.

#### ADMISSION INFORMATION

Must meet University Admission requirements in addition to requirements listed below.

##### **M.B.A. Program for Physicians Program Description and Requirements**

The M.B.A. Program for Physicians is an AACSB accredited program designed to meet the unique needs and demanding schedules of physicians who want to gain the business and management skills necessary to significantly increase their personal and organizational effectiveness. The program provides an opportunity for physicians to broaden and enrich their leadership skills; to extend their knowledge of modern business techniques; and to further their understanding of the social, political, and economic forces that shape the rapidly changing health care environment. The M.B.A. Program for Physicians is structured to enhance each participant's ability to think across functional lines and to apply analytical/business decision techniques to health care management.

Short resident sessions in Tampa are designed to introduce the range of topics to be covered and to provide concentrated instruction. These sessions also provide invaluable networking opportunities for participating physicians. Program participants are expected to devote about 15 hours per week to course readings, case studies, problem sets, and written assignments between resident sessions. Enhanced communication and learning assistance are provided via electronic mail and teleconferencing. All program participants are expected to have access to a computer and modem either at their work sites or their homes.

## DEGREE PROGRAM REQUIREMENTS

The program leads to the academic degree of Master of Business Administration (M.B.A.) and consists of the following segments:

ACG 6025	Financial Accounting for Managers	2
FIN 6934	Financial Management I	2
FIN 6605	Intl. Financial Management	3
ECO 6708	Global Economic Environment of Business	2
MAN 6055	Human Behavior and Organizations	2
FIN 6515	Investments	3
GEB 6445	Social, Ethical, Legal Systems	2
ACG 6075	Management Accounting & Control	2
QMB 6305	Managerial Decision Analysis	2
ECP 6702	Managerial Economics	2
MAN 6448	Negotiating Agreement/Resolving Conflict	3
MIS 6021	Management of Information Systems	2
MAR 6815	Marketing Management	2
MAR 6158	International Marketing	3
QMB 6603	Operations Management	2
MAN 6930	Executive Leadership	3
MAN 6930	Business Problems Analysis	3
MAN 6911	Directed Research	2
	Two electives chosen by program	<u>6</u>
	Total:	48

Program participants complete a directed research project. The Directed Research Project allows the physician to focus on a health care management opportunity or problem of his/her interest. This innovative program feature emphasizes hands-on learning and the application of skills gained in the program to each participant's special area of interest in health care management.

## COURSES

See <http://www.ugs.usf.edu/sab/sabs.cfm>

## FINANCE PROGRAM

### Master of Science (M.S.) Degree

---

#### DEGREE INFORMATION

**Program Admission Deadlines:**  
 Fall Deadline: June 1  
 Spring Deadline: October 15  
 Summer Deadline: n/a

**Minimum Total Hours:** 30  
**Program Level:** Masters  
**CIP Code:** 52.0801  
**Dept Code:** FIN  
**Program (Major/College):** FIN BA

#### CONTACT INFORMATION

**College:** Business  
**Contact Information:** [www.grad.usf.edu](http://www.grad.usf.edu)  
**Other Resources:** [www.usf4you](http://www.usf4you)

---

#### PROGRAM INFORMATION

##### M.S. in Finance

The M.S. in Finance offers a curriculum that concentrates on both finance and economics concepts. Students who complete the M.S. in Finance will be better prepared to succeed in careers in the financial world, especially in positions that require specialized knowledge about various finance topics.

##### Accreditation

Accredited by the Commission on Colleges of the Southern Association of College and Schools (SACS). AACSB International -The Association to Advance Collegiate Schools of Business.

##### Major Research Areas

Finance

#### ADMISSION INFORMATION

Must meet University requirements (see Graduate Admissions) as well as requirements listed below.

##### Program Admission Requirements

- GMAT score of 550 or higher
- Undergraduate upper-level GPA of 3.00 or higher
- International applicants from non English-speaking countries must also have a TOEFL score of 550 or higher on the written version, a minimum score of 213 on the computer-based test or a 79 on the internet-based test.

## DEGREE PROGRAM REQUIREMENTS

### Course Requirements:

Prerequisites – a student who does not have an undergraduate degree in business will have to complete the following courses before taking courses in the MSF program (Semester hours are in parentheses):

- Principles of Finance (3)
- Microeconomics (3)
- Macroeconomics (3)
- Financial Accounting (3)
- Managerial Accounting (3)
- Statistics I (3)
- Statistics II (3)

Students must successfully (a grade of A or B) complete equivalent courses in each of these areas prior to taking MSF courses. These courses should have been completed in an AACSB accredited program within five years of entering the MSF program.

### Core Economics (6 hours)

- ECO 6115 Microeconomics (3)
- ECO 6205 Macroeconomics (3)                      or                      ECO 6206 Aggregate Economics (3)

### Core Statistics (6 hours)

- ECO 6936 Mathematical Economics (3)
- ECO 6424 Econometrics I (3)

### Core Finance (12 hours)

- FIN 6416 Advanced Financial Management (3)
- FIN 6515 Investments (3)
- FIN 6804 Theory of Finance (3)
- FIN 6445 Financial Policy (3)\*

\*must be taken at the end of the program after the other core courses are completed.

Core finance courses may be waived for students who graduated with finance majors from AACSB accredited programs within five years of entering the MSF program. Only courses with the same content as the core finance courses can be used to satisfy the MSF course requirements, and students must have earned grades of A or B to have such courses waived. Advanced finance courses must be substituted for waived courses.

### Finance Electives (6 hours)

Students can select any two of the following courses:

- FIN 6246 Advanced Money and Capital Markets (3)
- FIN 6326 Bank Management (3)
- FIN 6418 Working Capital Management (3)
- FIN 6605 International Finance (3)
- FIN 6934 Financial Statement Analysis (3)
- FIN 6934 Financial Options and Futures (3)
- FIN 6934 Selected Topics in Finance (3)

### Additional Information Regarding Curriculum

Leadership, teamwork, communication skills and organizational change are emphasized. Much of the curriculum is delivered through case studies, class discussion, exercises, group projects, video taped role-playing, simulations, and prominent guest speakers from the local business and non-profit community. Emphasis is placed on student participation and teamwork. All courses include writing, presentation, and critical thinking skills.

## COURSES

See <http://www.ugs.usf.edu/sab/sabs.cfm>

## MANAGEMENT PROGRAM

### Master of Science (M.S.) Degree in the Management Program With a concentration in [Leadership and Organizational Effectiveness](#)

---

#### DEGREE INFORMATION

<b>Program Admission Deadlines:</b>	
Fall Deadline:	June 1
	Fall admission only
<b>Minimum Total Hours:</b>	31
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	52.0101
<b>Dept Code:</b>	MAN
<b>Program (Major/College):</b>	MAN BA
<b>Concentration Code:</b>	LOE

**Concentrations:**  
Leadership and Organizational Effectiveness

**Also offered as:**  
under Master of Business Administration – as two application areas (Management and Advanced Management)

#### CONTACT INFORMATION

<b>College:</b>	Business
<b>Contact Information:</b>	<a href="http://www.grad.usf.edu">www.grad.usf.edu</a>
<b>Other Resources:</b>	<a href="http://www.usf4you">www.usf4you</a>

---

#### PROGRAM INFORMATION

##### **M.S. in Management: Leadership and Organizational Effectiveness (M.S.M.)**

For updated details, please consult our website at [www.coba.usf.edu](http://www.coba.usf.edu). This program develops the skill to lead 21st century organizations. It is targeted for experienced, successful working managers - people who are already good at their jobs and who can be promoted to higher leadership and executive positions within or outside their present organizations. It is not intended for recent graduates seeking entry-level managerial positions. The future requires a very different type of leader than the past. The hierarchical model of scientific management is no longer widely accepted. The leaders of the future must be able to empower others and to facilitate teamwork in diverse groups, to recognize and adapt to the constraints and opportunities of a global economy, and to accommodate the ethical and societal needs of the environment within which the organization functions. The program focuses on the triple bottom line of sustainable economic performance, corporate social responsibility, and concern for the natural environment.

Both the profit and not-for-profit communities have recognized these changes and have demanded that business schools provide a modified and improved manager for the future - a manager who succeeds by facilitating the performance of others. This manager must be successful in leadership and organizational effectiveness. Ethical and virtuous behavior as well as technical skills are promoted. These values lead to organizational behavior that is both effective and ethical. Intrapersonal, interpersonal, and organizational competencies are enhanced. The M.S.M. faculty members blend scholarly activity and applied skills. It is the goal of the faculty to prepare graduates for successful careers as leaders in the real world.

This is an extremely progressive, dynamic, well-focused program. It is designed to help you reach career goals. The M.S.M. is a 31 credit hour program offered in cohort format. The program is designed around the needs of working managers. Classes meet Monday and Tuesday evenings for twenty-one months. All students begin in the fall semester. The curriculum proceeds from encompassing perspective to skills development through understanding of interpersonal and organizational dynamics, to planned change and implementation. Sections are limited to thirty students. Course offerings and section availability are guaranteed to cohort members. All majors are eligible and welcome.

**Accreditation:**

Accredited by the Commission on Colleges of the Southern Association of College and Schools (SACS). AACSB International -The Association to Advance Collegiate Schools of Business.

**Major Research Areas:**

Leadership, Organizational Effectiveness, Strategic Management

**ADMISSION INFORMATION**

Must meet University requirements (see Graduate Admissions) as well as requirements listed below.

**Program Admission Requirements**

- Must have a 3.00 or higher upper-level GPA and a GMAT score of 500 or higher GMAT;
- lower totals may be offset by score of 28 or higher on V and 4.0 on analytical writing on the GMAT;
- leadership ability, five years of managerial experience, and personal statement.
- International applicants from non English-speaking countries must also have a TOEFL score of 550 or higher on the written version, a minimum score of 213 on the computer-based test or a 79 on the internet-based test.
- Competitive based on GMAT and personal statement.

**DEGREE PROGRAM REQUIREMENTS**

Students take the same twelve required courses. The cohort format is structured as follows:

GEB 6445	Social, Ethical, Legal Systems	2
MAN 6930	Leadership Concepts	2
MAN 6107	Leadership Perspective	2
MAN 6930	Assessing Performance in Sustainable Enterprise	2
MAN 6055	Human Behavior and Organizations	2
MAN 6448	Negotiating Agreement and Resolving Conflict	3
MAN 6149	Leadership and Teams	3
MAN 6930	Org. Design and Structure of Sustainable Enterprise	3
MAN 6305	Human Resources Management	3
MAN 6116	Managing Diversity	3
MAN 6256	Politics and Control in Organization	3
MAN 6930	Executive Leadership	3
Program Total:		31 credits

**Additional Information Regarding Curriculum**

Leadership, teamwork, communication skills and organizational change are emphasized. Much of the curriculum is delivered through case studies, class discussion, exercises, group projects, video taped role-playing, simulations, and prominent guest speakers from the local business and non-profit community. Emphasis is placed on student participation and teamwork. All courses include writing, presentation, and critical thinking skills. Leadership, teamwork, communication skills, and organizational change to promote sustainable organizational performance are emphasized.

**COURSES**

See <http://www.ugs.usf.edu/sab/sabs.cfm>

## MANAGEMENT INFORMATION SYSTEMS PROGRAM

### Master of Science (M.S.) Degree

---

#### DEGREE INFORMATION

**Program Admission Deadlines:**  
**Fall:** June 1  
**Spring:** October 30

**Minimum Total Hours:** 33  
**Program Level:** Masters  
**CIP Code:** 52.1201  
**Dept Code:** QMB  
**Program (Major/College):** ISM BA

#### CONTACT INFORMATION

**College:** Business  
**Department:** Information Systems/Decision Sciences

**Contact Information:** [www.grad.usf.edu](http://www.grad.usf.edu)  
**Other Resources:** [www.usf4you](http://www.usf4you)

#### Also offered as:

Track under Business Administration (Ph.D.) and application area in Business Administration (M.B.A.)

---

### PROGRAM INFORMATION

#### Management Information Systems (M.S./M.I.S.)

The Master of Science in Management Information Systems (M.S./M.I.S.) meets the needs of the marketplace for expertise in both information technology and management. Highly qualified individuals with motivation for leadership in information technology fields are encouraged to apply for admission to this program. Graduates of the program are in great demand by firms in the information services sector of the economy, software development organizations, management consultants, and M.I.S. departments in industry. An Advisory Board consisting of senior information systems executives and consultants works closely with the department to ensure that the program maintains high standards.

The MS/M.I.S. program is designed for individuals who are challenged by applications of Information Systems and Information technology and who are willing to undertake a career that demands a broad rather than narrow range of skills. Students who already have considerable background either in information systems or in business coursework will make use of the built-in flexibility of the program, designing programs of study that will provide them with the best background for their careers. A faculty advisor will work closely with each student to design and monitor the most effective course sequence and optional thesis/practicum work.

#### Accreditation

Accredited by the Commission on Colleges of the Southern Association of College and Schools, and AACSB International - The Association to Advance Collegiate Schools of Business.

### ADMISSION INFORMATION

Must meet University requirements (see Graduate Admissions) as well as requirements listed below.

#### Program Admission Requirements

Prefer students with two of the following:

- A 3.00 upper-level GPA
- A score of 500 or higher on the GMAT *or a score of 1000 on the GRE; and*
- Work experience preferred.
- In addition, a TOEFL score of 550 or higher (213 or higher on the computerized test) may be required for international students applying to the program.

## DEGREE PROGRAM REQUIREMENTS

The program requires 33 hours of coursework and may be taken either full-time or part-time. Full-time students with appropriate prerequisites may be able to complete the program in one full year (3 semesters) of study. Part-time students and full-time students who need prerequisites will typically need from 1 1/2 to 3 years to complete the degree. Early in the first semester, a student and the program advisor will work together to complete a formal Program of Study that will define a coherent sequence of courses to satisfy the student's objectives. A student may have the option to complete a master's thesis or a Practicum project, depending upon the availability and approval of a faculty sponsor.

### Prerequisites

Incoming students are expected to have the following as prerequisites:\*

- 1) One semester of a high-level, object oriented programming language (e.g., C#, C++, Java) or substantial programming experience;
- 2) One semester of *Information Systems Analysis and Design*;
- 3) One semester of *Database Systems* or equivalent;
- 4) A course in Statistics
- 5) A course in economics, and
- 6) A course in financial accounting.

These required prerequisite courses may be taken concurrently with courses in the M.S./M.I.S. program. Prerequisite courses do not count toward the 33 credit hours of course requirements in the M.S./M.I.S. program.

### Technical Core (9 credits)

The following three courses provide a solid understanding of state-of-the-art research and practice in technical areas of Information Systems.

#### 1. ISM 6124 (3 credits) - Advanced Systems Analysis and Design

Students learn to manage and perform activities throughout an information systems development life cycle, from the analysis of system requirements through system design to system implementation and operation. Advanced system development processes, methods, and tools are presented. This course is continually revised to include the latest theories and tools. A group project using advanced CASE tools is an integral portion of the course.

#### 2. ISM 6218 (3 credits) - Advanced Database Administration

Advanced practice and research in database systems, to include entity-relationship modeling, relational databases, object-oriented databases, performance issues, and management of the database administration (DBA) function. State-of-the-art database systems will be used for individual and group projects.

#### 3. ISM 6225 (3 credits) - Distributed Information Systems

Students learn technological as well as managerial aspects of telecommunication systems and distributed systems. Important topics covered include telecommunications fundamentals, voice and data communications, local and wide area networks, Internet, wireless technologies, and distributed systems.

### Capstone Course (3 credits)

#### ISM 6155 (3 credits) - Enterprise Information Systems Management

An advanced study of information system management to include system planning, project selection, project management, and organizational information management policies. This course is considered to be the capstone of the MS/MIS program and as such it must be taken during one of the last two semesters of the student's program.

### Electives ( 21 credits)

Seven elective courses may be selected from additional Information Systems courses or (with prior approval by the academic advisor) other areas of specialization such as areas of Management, Decision Sciences, Computer Science, Logistics

**Existing Course Offerings**

ISM 6124	Adv Systems Analysis and Design	3
ISM 6125	Software Architecture	3
ISM 6145	Seminar on Software Testing	3
ISM 6155	Capstone Course	3
ISM 6218	Adv Database management	3
ISM 6225	Distributed Information Systems	3
ISM 6305	Managing the Info Sys Function	3
ISM 6382	International Aspects of Info Systems	3
ISM 6405	Decision Support Syst Applications	3
ISM 6480	Electronic Commerce	3
ISM 6905	Independent Study	1-6
ISM 6930	Selected Topics in MIS	1-6
ISM 6971	Thesis: Masters	2-6

In addition to the courses listed above the following courses have been offered and are in the process of being formalized as regular course offerings:

ISM 6316	Project Management
ISM 6930	Web Based Applications
ISM 6136	Data Mining
ISM 6208	Data Warehousing

In addition, the following Special Topics are being offered:

ISM 6930	Information Security and Risk Management
ISM 6930	Enterprise Resource Planning and Business Process Management
ISM 6930	Multimedia Applications

**Thesis Option**

The master's thesis option requires six credits of ISM 6971, which count as six of the 21 MIS elective credits. The thesis must make a well-defined contribution to the research and development in an area of Information Systems.

**Practicum Option**

The practicum option requires an investigation of a new information technology artifact. The project typically occurs in the student's place of employment and is jointly supervised by a faculty member and a manager in the company. Based upon the magnitude of the project, either three or six hours of credit in ISM 6905 would be taken. The practicum would count for three or six hours of the 21 hours of MIS electives.

**COURSES**

See <http://www.ugs.usf.edu/sab/sabs.cfm>

## MARKETING PROGRAM

### Master of Science in Marketing (M.S.M) Degree

---

#### DEGREE INFORMATION

##### Program Admission Deadlines:

<b>Fall:</b>	June 1
<b>Spring:</b>	October 15

<b>Minimum Total Hours:</b>	33
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	51.1401
<b>Dept Code:</b>	MKT
<b>Program (Major/College):</b>	MKT BA

##### Also offered as:

Concentration under Business Administration (Ph.D.)

#### CONTACT INFORMATION

<b>College:</b>	Business
<b>Department:</b>	Marketing

**Contact Information:** [www.grad.usf.edu](http://www.grad.usf.edu)

**Other Resources:** [www.usf4you](http://www.usf4you)

---

#### PROGRAM INFORMATION

Contact program for information

##### Accreditation

Accredited by the Commission on Colleges of the Southern Association of College and Schools. AACSB International - The Association to Advance Collegiate Schools of Business.

#### ADMISSION INFORMATION

Must meet University requirements (see Graduate Admissions) as well as requirements listed below.

##### Program Admission Requirements

To be admitted to the MS in marketing program, an applicant must

- take the GMAT (Graduate Management Admission Test) and score a minimum of 500 (under special circumstances a GRE score may be considered in lieu of the GMAT) and
- have a 3.0 or higher upper level undergraduate GPA from an accredited university
- submit two letters of recommendation from either industry or academic sources
- Work experience is desirable.
- To be granted an MS in Marketing degree, a student must have completed all of the required and elective courses with a GPA of 3.0 or higher.

#### DEGREE PROGRAM REQUIREMENTS

##### Prerequisites

During the first year of the program, students who are unable to waive the prerequisites will be required to take:

- MAR 6815 Marketing Management (2)
- QMB 6305 Managerial Decision Analysis (2)

These courses may be waived if taken within the last five years from an AACSB accredited program (two undergraduate marketing courses are required to substitute for MAR 6815).



## REAL ESTATE PROGRAM

### Master of Science in Real Estate (M.S.R.E) Degree

---

#### DEGREE INFORMATION

<b>Program Admission Deadlines:</b>	
<b>Fall:</b>	June 1
<b>Spring:</b>	October 15
<b>Minimum Total Hours:</b>	34
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	51.1401
<b>Dept Code:</b>	FIN
<b>Program (Major/College):</b>	RST BA

#### CONTACT INFORMATION

<b>College:</b>	Business
<b>Department:</b>	Finance
<b>Contact Information:</b>	<a href="http://www.grad.usf.edu">www.grad.usf.edu</a>
<b>Other Resources:</b>	<a href="http://www.usf4you">www.usf4you</a>

---

#### PROGRAM INFORMATION

Contact program for information

##### Accreditation

Accredited by the Commission on Colleges of the Southern Association of College and Schools. AACSB International - The Association to Advance Collegiate Schools of Business.

#### ADMISSION INFORMATION

Must meet University requirements (see Graduate Admissions) as well as program's requirements.

#### DEGREE PROGRAM REQUIREMENTS

##### Prerequisites/Tools Courses(12 hours)

A student who does not have an undergraduate degree in business will have to complete the following courses before taking courses in the MSRE program (semester credit hours are in parentheses):

ACG 6025	Financial Accounting	(2)
ACG 6075	Managerial Accounting and Control	(2)
ECO 6114	Managerial Economics	(2)
ECO 6204	Global Economic Environment of Business	(2)
FIN 6406	Financial Management	(2)
QMB 6305	Managerial Decision Analysis	(2)

Students must successfully (a grade of A or B) complete equivalent courses in each of these areas prior to taking MSRE courses. These courses should have been completed in an AACSB accredited program within five years of entering the MSRE program.

**Required Core/Courses (25 hours)**

FIN 6416	Advanced Financial Management	(3)
REE 6045*	Real Estate Decisions	(2)
REE 6XXX*	Real Estate Financing and Investment	(3)
REE 6XXX*	Real Estate Development	(2)
ECP 6614	Urban Economics	(3)
GIs 5049	GIs for Non-Majors	(3)
CGN 6933	Green Infrastructure and Sustainable Community	(3)
URP		
6XXX*	Research Methods for Urban & Regional Planning	(3)
ARC 5931	The City	(3)

Core finance and real estate courses may be waived for students who graduated from AACSB accredited programs within five years of entering the MSRE program and took courses with substantively the same content. Only courses with the same content as the core finance courses can be used to satisfy the MSRE course requirements, and students must have earned a grade of A or B to have such courses waived. Advanced finance elective courses with the same total credit hours must be substituted for waived courses.

**Advance Elective Courses (9hours)**

Students can select any three (a minimum of nine hours) of the following courses:

FIN 6515	Investments	(3)
FIN 6246	Advanced Money and Capital Markets	(3)
FIN 6418	Working Capital Management	(3)
FIN 6605	International Finance	(3)
REE 6934	Selected Topics in Real Estate	(2-3)
ECP 6456	Law and Economics	
CGN 6933	Global Warming	
TTE 5501	Transportation Planning and Economics	
PAD 6336	Community Development Programs	(3)
GEO 6627	Site Feasibility Analysis	(3)
GEO 6605	Contemporary Urban Issues	(3)
EVR 6934	Management of Florida Landforms	
GEO 6116	Perspectives of Environmental Thought	
GEO 6209C	Global Sustainability Development	
ARC 6397	Introduction to Urban Design Theory, Methods & Processes	
ARC 5931	Special Studies in Architecture	

**Total program (34 hours)**

**COURSES**

See <http://www.ugs.usf.edu/sab/sabs.cfm>