

# COLLEGE OF BUSINESS



## Changes to Note

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The follow curricular changes for the College of Business were approved by the USF-Tampa Graduate Council on the date noted.

### Program changes

Accountancy (M.Acc.)	<b>new concentrations:</b> Audit/Systems; Tax	9/20/10
Business Administration (M.B.A.)	change adm deadlines, term ECN conc	7/19/11
Business Economics (Ph.D.)	moved to College of Arts & Sciences	7/20/11
Entrepreneurship in Appl Technol (M.S.)	change adm deadlines	7/19/11
Finance (M.S.)	change adm deadlines	7/19/11
Management (M.S.)	change adm deadlines	7/19/11
Management (M.S.)	Close for Admission: Conc- Leading Sust Ent. (LSE)	1/11/11
Management Info Sys (M.S.)	change adm deadlines	7/19/11
Management Info Sys (M.S.)	change adm req and IMS courses	5/16/11
Marketing (M.S.M.)	change adm deadlines	7/19/11
Real Estate (M.S.R.E.)	change adm deadlines	7/19/11
Real Estate (M.S.R.E.)	change curriculum	1/11/11

### New Accelerated Degree Programs

Management Information Systems (B.S./M.S.)	5/16/11
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### New Courses

ISM 6156	Enterprise Resource Planning & Business Process Management	6/6/11
ISM 6xxx	Operations & Supply Chain Processes	7/5/11
ISM 6xxx	Information Security & Risk Management	7/5/11
FIN 6465	Financial Statement Analysis	1/11/11
FIN 6537	Financial Options & Futures	1/11/11
REE 6938	Selected Topics in Real Estate	1/11/11
REE 6305	Real Estate Investment	7/5/11
REE 6737	Real Estate Development	7/5/11
REE 6207	Real Estate Finance	7/5/11
REE 6045	Real Estate Decisions	7/5/11

### Course changes

FIN 6406	Financial Management	11/15/10
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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  
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**College Dean:** Robert Forsythe  
**Associate Dean:** Charles Kroncke  
**Graduate Coordinator:** Irene Hurst

**Accreditation:**

The Ph.D., M.B.A., M.S. in Management Information Systems, M.S. in Management: Leading Sustainable Enterprises, M.S. in Finance, Master of Accountancy, M.S. in Marketing, M.S. in Entrepreneurship, and M.S. in Real Estate 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.

**Degrees, Programs, and Concentrations:**

- Master of Accountancy (M.Acc.)
    - Accountancy
  
  - Master of Business Administration (M.B.A.)
    - Business Administration (full-time or part-time) (BUS)
    - Executive M.B.A. (MBA)
  
  - Master of Science (M.S.)
    - Entrepreneurship in Applied Technologies (EAT)
    - Finance (FIN)
    - Management (MAN)
  
    - Management Information Systems (MIF)
  
  - 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)
      - Accounting
      - Finance
      - Information Systems
      - Marketing
- Also see application areas in program descriptions.*

**Dual Degree Programs**

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

**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

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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.

### PROGRAMS

**BUSINESS ADMINISTRATION PROGRAM**

**Green denotes  
Program (or Major)**

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

**Black denotes degree**

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**DEGREE INFORMATION**

### CONCENTRATIONS

Concentration Requirements are listed separately under each Program.

The Program and Concentration are listed on the official transcript. Other areas, such as application tracks, are not listed on the transcript.

Example:

**Doctor of Philosophy in Business Administration  
with a Concentration in Finance**

## ACCOUNTANCY PROGRAM

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

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#### DEGREE INFORMATION

**Program Admission Deadlines:**

<b>Fall:</b>	March 1
<b>Spring:</b>	October 1
<b>Summer:</b>	March 1

<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

**Concentrations:**

- Audit/Systems (AUS)
- Tax (TAX)

**Also offered as:**

Track under Business Administration (Ph.D.)

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#### 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>

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#### 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 3.00 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.

Admission to the M.Acc. program is competitive. For full consideration, please submit your application by the deadlines shown above.

## 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 (24 hours) of the program is devoted to the study of accounting. The remaining six (6) hours consist of study in other business areas including economics, entrepreneurship, finance, and information systems/decision sciences. These six (6) 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 three required common core accounting courses. Students may elect a concentration (12 hours) in either Tax or Audit/systems. If a student does not wish to elect a concentration, a student may follow the "Generalist Track" below. The sequencing of courses will be determined in consultation with the M.Acc. Advisor.

Total Minimum hours: 30  
At least 21 hours must be in 6000-level courses

### Core Requirements

Required Core Accounting Courses		6 hours
ACG 6875	Financial Reporting and Professional Issues	3
ACG 6932	Integrative Accounting Seminar	3

### GENERALIST TRACK

Accounting Electives		18 hours
<i>Select from:</i>		
ACG 6476	Contemporary Issues in Accounting Information Systems	3ACG 6636 Contemporary Issues in Auditing 3TAX 6065 Contemporary Issues in Taxation 3
ACG 6346	Contemporary Issues in Managerial Accounting	3ACG 6936 Selected Topics in Accounting 3TAX 6445 Estate Planning 3ACG 5205 Advanced Financial 3ACG 5675 Internal and Operational Auditing 3ACG 5505 Governmental / Not-for-Profit 3TAX 5015 Federal Taxation for Business 3ACG 6457 Accounting Systems Audit, Control 3TAX 6134 Advanced Corporate Taxation 3TAX 6005 Advanced Partnership Taxation 3
	Accounting	
	Accounting	
	Entities	
	& Security	
Non-accounting Electives		6 hours
Electives must be approved in advance by M.Acc. Advisor		6

**TAX CONCENTRATION**

<b>Tax Courses</b>		<b>12 hours</b>
<b>Select from:</b>		
TAX 5015	Taxation of Business Entities*	3
TAX 6134	Advanced Corporate Taxation	3
TAX 6005	Advanced Partnership Taxation	3
TAX 6445	Estate Planning	3
TAX 6065	Contemporary Issues in Taxation	3
(*Note: TAX 5015 may count in the M.Acc. program only if it is not counted towards the Bachelor's Degree)		
<b>Accounting Electives</b>		<b>6 hours</b>
<b>Select from:</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 5505	Governmental / Not-for-Profit Accounting	3
TAX 5015	Federal Taxation for Business Entities	3
ACG 6457	Accounting Systems Audit, Control & Security	3
TAX 6134	Advanced Corporate Taxation	3
TAX 6005	Advanced Partnership Taxation	3
<b>Non-accounting Electives</b>		<b>6 hours</b>
Electives must be approved in advance by M.Acc. Advisor		6

**AUDIT/SYSTEMS CONCENTRATION**

<b>Audit/Systems Courses</b>		<b>12 hours</b>
<b>Select two (2) courses from:</b>		
ACG 6405	Advanced Accounting Information Systems	3
OR		
ACG 6457	Accounting Systems Audit, Control & Security	3
ACG 6636	Contemporary Issues in Audit	3
OR		
ACG 5675	Internal and Operational Audit	3
<b>The remaining two (2) courses should be selected from:</b>		
ACG 6405	Advanced Accounting Information Systems	3
ACG 6457	Accounting Systems Audit, Control & Security	3
ACG 6636	Contemporary Issues in Audit	3
ACG 5675	Internal and Operational Audit	3
ISM 6930	Enterprise Resource Planning & Business Proc.Mgmt.	3
ISM 6930	Information Security & Risk Management	3
<b>Accounting Electives</b>		<b>6 hours</b>
<b>Select from:</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 5505	Governmental / Not-for-Profit Accounting	3
TAX 5015	Federal Taxation for Business Entities	3
ACG 6457	Accounting Systems Audit, Control & Security	3
TAX 6134	Advanced Corporate Taxation	3
TAX 6005	Advanced Partnership Taxation	3

**Non-accounting Electives**

Electives must be approved in advance by M.Acc. Advisor

**6 hours**

6

**Total Minimum Hours: 30**

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

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#### DEGREE INFORMATION

**Program Admission Deadlines:**

<b>Fall:</b>	July 1
<b>Spring:</b>	November 1
<b>Summer:</b>	No Admit

**International:**

<b>Fall:</b>	February 1
<b>Spring:</b>	July 1
<b>Summer:</b>	No Admit

<b>Minimum Total Hours:</b>	37
<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

**Also offered as:**

Executive M.B.A.

#### CONTACT INFORMATION

**College:** Business

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

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

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#### 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. The work experience requirement provides meaningful background that will enhance the student's understanding and learning experience.

**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, professional work experience prior to enrollment.
- Resume, statement of purpose, and recommendations.
- The USF MBA program will consider the strength of each applicant based on the entire completed application. Outstanding qualities in one area may compensate for a weakness in another. The Admission Committee will consider: prior college-level academic performance (bachelor's degree from regionally accredited institution required), GMAT (preferred) or GRE scores, professional work experience, recommendation letters, a statement of purpose, community or volunteer service, and any other information that might help convince the committee that the applicant is a good fit for this program.

## DEGREE PROGRAM REQUIREMENTS

The M.B.A. degree is a 37-48 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**

**Core Requirements**

<b>Common Body of Knowledge, "Tool" courses</b>		<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 6406	Financial Management	2
ISM 6021	Management Information Systems	2
QMB 6603	Operations Management & Quality Enhancement	2

<b>Application Areas (Required Electives)</b>		<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.*

<b>Required Courses</b>		<b>10 credits</b>
GEB 6445	Social, Ethical, Legal Systems	2
MAN 6147	Leadership Concepts	2
GEB 6895	Integrated Business Applications I	3
GEB 6896	Integrated Business Applications II	3

**Total Semester Credits Required** **37-48**

**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 ten areas of recognized business disciplines. Students do not need an advanced course in their area of undergraduate major. Students who waive the tool courses are required to take Business Skills Review exams (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.

**COURSES**

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

## BUSINESS ADMINISTRATION PROGRAM

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

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#### 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

##### Concentrations: :

Accounting  
Finance  
Information Systems  
Marketing

#### CONTACT INFORMATION

College: Business

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

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#### 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. 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 REQUIREMENTS

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.

#### Concentration Field

All students will take at least five (5) courses at the 6000 or 7000 level in an area designated as the student's Concentration. Students are encouraged to identify courses in the concentration 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 concentration 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 concentration field, or elsewhere in the university. The support field and the concentration field cannot be taken in the same department. Courses within the support field can be selected to complement the concentration 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.

### CONCENTRATIONS

Students select one of the following concentrations:

#### Accounting Concentration Requirements

The Accounting concentration emphasizes:

- The mastery of one or more specialized areas of accounting, such as accounting information systems, auditing, or financial accounting
- The development of requisite skills to engage in respected applied, practical and scholarly research
- The development of effective teaching skills

The concentration requires meeting the College of Business foundation course requirements and completing 41 hours of coursework. The 41 hours of coursework include:

- 17 credit hours of core requirements related to economics and research methods
- 15 credit hours of accounting courses
- 9 credit hours in a support field

#### Finance Concentration Requirements

In addition to the required core and foundation courses, the curriculum will normally include the following courses:

FIN 680 4	Theory of Finance	3
FIN 7808	Advanced Micro Finance	3
FIN 7817	Financial Markets	3
FIN 7930	Selected Topics in Finance	3, 3 (Two Semesters)
FIN 7935	Finance Research Seminar	3

Courses taken as part of the Foundation or Core sections may not be counted as part of the hours required for the concentration.

#### Support Field (9 hours)

Those who elect Finance as a support field will establish their support field curriculum in consultation with their major advisors and a representative from the Finance department. Normally, a support field in Finance would require the following three courses:

FIN 6804 Theory of Finance	3
FIN 7817 Financial Markets	3
FIN 7808 Advanced Micro Finance	3

**Comprehensive Qualifying Exam:**

Upon completion of all coursework, students must pass a comprehensive written examination. The student's performance on this exam should reflect familiarity with the literature, 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 in 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 comprehensive qualifying examination are eligible for admission to candidacy for the Ph.D. program.

**Dissertation:**

21 credit hours of dissertation are required for the degree.

**Residency Requirements:**

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

**Information Systems Concentration Requirements**

ISM 6124 Advanced Systems Analysis and Design\*  
 ISM 6218 Advanced Databases Management\*  
 ISM 6225 Distributed Information Systems\*  
 ISM 6930 Computational Methods in Business  
 ISM 7910 MIS Research Seminar I  
 ISM 7911 Seminar in Technical IS Research  
 ISM 7912 Seminar in MIS Organizational Research  
 One additional ISM course at the 6000 level or higher. \*\*

*\*Note: This requirement can be waived if a student has taken these or equivalent graduate courses in a prior program and earned a B or higher. Waiver requests for any of the courses listed above should include a copy of the course syllabus and should be submitted to the department's Ph.D. Coordinator.*

*\*\*Note that any of the three courses taken to satisfy the foundational course requirement in Information Systems can also satisfy this requirement.*

**Support Field (9 hours):**

Students take 3 graduate courses outside of the concentration area. Courses may be taken outside of the College of Business, but should complement the concentration subject area.

**Comprehensive Qualifying Exam:**

Upon completion of all coursework, students must pass a comprehensive examination in the concentration area. The student's performance on this exam should reflect familiarity with the literature, current issues, and problems related to these fields.

There are two parts to the comprehensive examinations following the completion of coursework:

- (i) A written examination and
- (ii) An oral presentation and successful defense of the student's "second year research paper."

Students will be considered to have passed the comprehensive exam if they pass the written exam and successfully present and defend the "second year research paper."



### Marketing Concentration Requirements

Students will be required to successfully complete a minimum of 6 doctoral-level Marketing seminars. Typically, one doctoral seminar will be offered in the Fall semester and two seminars will be offered in the Spring semester. The six required courses may be selected from the following list:

- MAR 7555 Consumer Behavior Theory
- MAR 7635 Advanced Marketing Research: Design and Technique
- MAR 7667 Marketing Models and Strategy Applications
- MAR 7787 Marketing Theory and History
- MAR 7910 Independent Study in Marketing (S/U only)
- MAR 7930 Advanced Seminar in Marketing
- MAR 7931 Seminar in Selected Marketing Topics including:
  - Buyer-Seller Interaction
  - Marketing Channels, Logistics and Supply Chain Management
  - Marketing Management
  - Marketing Strategy
  - Readings in Marketing
  - Sales Management

MAR 7980 Dissertation Research (S/U only)

In addition, students will complete a "Pro-Seminar" every Fall semester for the first two years of study.  
Note: The Professional Seminars do not count as one of the six required Ph. D. seminars.

### Comprehensive Qualifying Examinations

Upon completion of all coursework, students must pass the equivalent of a comprehensive examination in the concentration area. The student's performance on these "exams" should reflect familiarity with the literature, as well as with current issues and problems related to these fields. A student who fails either of the exams 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 concentration area.

**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

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#### 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

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#### CONTACT INFORMATION

College: Business

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

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

**THIS PROGRAM IS BEING DISCONTINUED**

## ENTREPRENEURSHIP IN APPLIED TECHNOLOGIES PROGRAM

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

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#### DEGREE INFORMATION

##### Program Admission Deadlines:

Fall: July 1  
Spring: November 1

##### International Admission Deadlines:

Fall: February 1  
Spring: July 1  
Summer: No Admit

Minimum Total Hours: 30  
Program Level: Masters  
CIP Code: 51.0701  
Dept Code: DEA  
Program (Major/College): EAT BA

#### CONTACT INFORMATION

College: Business  
Department: Center for Entrepreneurship

##### Contact Information:

##### Other Resources:

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#### 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 ten (10) 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

ENT 6016	New Venture Formation (3)	or	EIN 6935 Technology Venture Strategies (3)
ENT 6116	Business Plan Development (3)	or	EIN 6324 Technical Entrepreneurship (3)
ENT 6126	Strategic Entrepreneurship (3)	or	EIN 6936 Strategies in Entrepreneurship Tech (3)
GMS 6095	Principles of Intellectual Property (1-3)		
GMS 6094	Bio-medical Ethics in Tech. Entrepreneurship (3)		
EIN 6430	Overview of Regulated Industries (3)		
ENT 6186	Strategic Market Assessment (3)	or	EIN 6935 Strategic Market Assessments (3)
GMS 7930	Medical Ethics & Humanities (1-3)		
ENT 6947	Advanced Topics in Entrepreneurship (3)		
ENT 6606	Product Development (3)	or	EIN 6934 New Product Development (3)
ENT 6415	Venture Capital & Private Equity (3)	or	EIN 6934 Venture Capital & Private Equity (3)

Total Hours: 30

\*numbers updated to reflect SCNS assignment

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

<b>Minimum Total Hours:</b>	30/33
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	14.0501 / 51.0701
<b>Dept Codes:</b>	ECH / DEA
<b>Program (Major/College):</b>	EBI EN / EAT BA

#### CONTACT INFORMATION

<b>Colleges:</b>	Engineering and Business
<b>Departments:</b>	Chemical Engineering Center for Entrepreneurship

**Contact Information:**  
**Other Resources:**

#### 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:

##### Common Courses (counted towards both the BME and EAT degrees)

BME 6000	Biomedical Engineering	(3)
GMS 7930	Principles of Intellectual Property	(3)
EIN 6934	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 6154	Technical Entrepreneurship	(3)
EIN 6934	Technology Venture Strategies	(3)
EIN 6935	Strategic Marketing Assessments	(3)
EIN 6936	Venture Cap & Private Equity	(3)
GMS 7930	Bio Medical Ethics	(3)
EIN 6430	Overview of Regulated Industries	(3)
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> or <http://ce.usf.edu> or <http://www.entrepreneurship.usf.edu>

## ENTREPRENEURSHIP IN APPLIED TECHNOLOGIES AND BIOTECHNOLOGY DUAL DEGREE PROGRAM

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

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#### DEGREE INFORMATION

**Program Admission Deadlines:**

Refer to individual program listings for deadlines

<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 BA

#### CONTACT INFORMATION

**Colleges:** Medicine 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)

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#### 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> or <http://ce.usf.edu> or <http://www.entrepreneurship.usf.edu>

## EXECUTIVE M.B.A. PROGRAM

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

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#### 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.)

#### CONTACT INFORMATION

College: Business

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

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

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#### 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**

<b>Executive MBA Program Curriculum *</b>		
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)	1-3 varies
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
*Specific courses subject to change		
Total hours:		48

During the interim summer session, each student participates in the annual ten-day 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, Shanghai, Mexico City, Buenos Aires, Rio de Janeiro, Hong Kong, Milan, and Paris.

**COURSES**

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

## FINANCE PROGRAM

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

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#### DEGREE INFORMATION

##### Program Admission Deadlines:

Fall:	July 1
Spring:	November 1
Summer:	March 1

##### *International:*

Fall:	February 1
Spring:	July 1
Summer:	January 1

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

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#### CONTACT INFORMATION

College: Business

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

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

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#### 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:**

A student who does not have an undergraduate degree in business must complete the following tools courses before taking courses for which they are prerequisites (Semester hours are shown in the right column):

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. Tools course can be waived, with the permission of the program director, if the student earned an A or B in these courses or equivalent courses at an AACSB accredited institution within five years of entering the MSF program

**Core Economics and Statistics (9 hours)**

ECO 6115 Microeconomics	3
ECO 6936 Mathematical Economics	3
ECO 6424 Econometrics I	3

**Core Finance (15 hours)**

FIN 6416 Advanced Financial Mgmt	3
FIN 6465 Financial Statement Analysis	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 M.S. in Finance program. Only courses with the same content as the core finance courses can be used to satisfy the M.S. in Finance 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 6465 Financial Statement Analysis	3
FIN 6537 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 **Leading Sustainable Enterprises\***

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#### DEGREE INFORMATION

##### Program Admission Deadlines:

Fall Deadline: July 1  
Spring Deadline: November 1

##### International Deadlines:

Fall: February 1  
Spring: July 1

**Minimum Total Hours: 32**

**Program Level:** Masters

**CIP Code:** 52.0101

**Dept Code:** MAN

**Program (Major/College):** MAN BA

**Concentration Code:** LSE

##### Concentrations:

\*Leading Sustainable Enterprises(**Inactive**)

##### Also offered as:

under Master of Business Administration – as an application area (Management and Advanced Management)

#### CONTACT INFORMATION

**College:** Business

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

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

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#### PROGRAM INFORMATION

##### M.S. in Management: Leading Sustainable Enterprises

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 32 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 6147	Leadership Concepts	2
MAN 6107	Leading Sustainable Enterprises: Goals and Processes	2
MAN 6748	Assessing Performance in Sustainable Organizations	3
MAN 6055	Human Behavior and Organizations	2
MAN 6448	Negotiating Agreement and Resolving Conflict	3
MAN 6746	Designing Sustainable Enterprise	3
MAN 6116	Diversity and Organizational Justice	3
MAN 6256	Politics and Control in Organization	3
MAN 6950	Capstone Experience in Leading Sustainable Enterprises	3
MAN 6518	Sustainable Production Systems	3
GEB 6457	Ethics, Law, and Sustainable Business Practices	3

Program Total: 32 credits minimum

**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

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#### DEGREE INFORMATION

##### Program Admission Deadlines:

<b>Fall:</b>	July 1
<b>Spring:</b>	November 1
<b>Summer:</b>	No Admit

##### *International:*

<b>Fall:</b>	February 1
<b>Spring:</b>	July 1
<b>Summer:</b>	No Admit

<b>Minimum Total Hours:</b>	33
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	11.0501
<b>Dept Code:</b>	QMB
<b>Program (Major/College):</b>	MIF BA

##### Also offered as:

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

#### CONTACT INFORMATION

<b>College:</b>	Business
<b>Department:</b>	Information Systems/Decision Sciences

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

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

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#### 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

Students are admitted to the M.S./MIS program based on the evaluation of their application in its entirety, including prior college level academic grades earned, GMAT or GRE scores, TOEFL scores (for international students only), letters of recommendations, statement of purpose, and relevant work experience.

## 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* or equivalent experience;
- 3) One semester of *Database Systems* or equivalent experience;
- 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 (12[c1] credits)

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

#### 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.

#### 4. ISM 6436 (3 credits) – Operations and Supply Chain Processes

Students learn several aspects of Operations management, a discipline in business concerned with managing the transformation of inputs into outputs, with a special emphasis on business processes and business process improvement.

### 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 M.S./MIS program and as such it must be taken during one of the last two semesters of the student's program.

#### Electives ( 18 credits)

Up to six 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, etc. 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
ISM 6316	Project Management	3
ISM 6136	Data Mining	3
ISM 6208	Data Warehousing	3
ISM 6056	Web Application Development	3
ISM 6156	Enterprise Resource Planning & Bus Process Mgmt	3
ISM 6328	Information Security and Risk Management	3

In addition, the following Special Topics are being offered:

ISM 6930	Multimedia Applications
ISM 6930	Mainframe Technologies
ISM 6930	Statistical Data Mining

#### Thesis Option

The master's thesis option requires six credits of ISM 6971, which count as six of the 18 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 18 hours of MIS electives.

## Accelerated BS/MS Program

The goal of the USF College of Business integrated undergraduate-graduate program in MIS is to provide outstanding undergraduate students an option to complete the B.S. undergraduate degree in MIS and the M.S. graduate degree in MIS in **five years** (141 total hours).

The integrated B.S./M.S. program is a 141-hour undergraduate-graduate option that allows eligible students to work towards the M.S. in MIS degree requirements while completing their undergraduate B.S. degree. Students interested in this option will work closely with an advisor and a faculty member to develop an integrated plan of study.

#### General Guidelines



- **Time of admission to the program:** Students will be eligible for admission to the integrated degree program at the beginning of their Senior year in MIS. Students must apply for admission consideration during their Junior year. Students will start taking courses in the graduate program in their Senior year.
- **Joint admission:** Students must apply to and meet admission requirements of the M.S. in MIS graduate program.
- **Plan of study:** In consultation with an advisor and a faculty member, students will be required to prepare a **Graduate Degree Action Plan**. The plan will cover the entire time period of the program and it will be periodically reviewed with an advisor.
- **Advising:** Students will present their portfolio (see below for details and a plan of study in person to the integrated program committee prior to being admitted to the program.
- **Tuition charges:** Students will be required to pay graduate tuition rates when taking graduate courses.

#### Admission Requirements

1. Students with at least a Junior standing in their undergraduate degree program may apply for admission consideration into the integrated B.S./M.S. undergraduate/graduate program. Students will submit an **Accelerated Program Interest Form** that must be signed by the Graduate Program.
2. Students must have a minimum 3.25 GPA.
3. Interested students will be required to present a “portfolio” of the following credentials:
  - a. Three letters of recommendation, at least two from faculty
  - b. Statement of intent—a personal statement about why the student wishes to apply for the integrated program.
  - c. Undergraduate transcripts.
  - d. Other supporting documents (e.g., projects and papers, software, work experience, internships, etc.) should be included where possible.
4. The GMAT or GRE should be taken sometime before or during the Fall semester of the Junior year of study.
5. All applicants will need to meet **any other admission requirements established** for the M.S. in MIS program.
6. The application to the integrated program will be considered as a complete package and therefore obtaining a high undergraduate GPA is not a guarantee of admission. Grades in the undergraduate MIS core courses will be taken in consideration and will have a significant impact on the M.S./MIS acceptance decision.

#### Degree Requirements

##### 5-Year Plan of Study for Integrated B.S./M.S. Undergraduate-Graduate Program

With appropriate planning, a total of 12 hours of graduate credit may be taken that can be applied to both the B.S. and M.S. degrees. This will reduce the minimum total credits required for both programs from 153 (120 for B.S., 33 for M.S.) to 141 credits. Specifically:

- 9 hours of graduate credit can be taken in place of the 9 hours of elective undergraduate credits. The student must earn a minimum grade of B in each graduate course that is to be counted for both degrees.
- The graduate level Operations and Supply Chain Processes course ISM 6436 can be taken in place of the comparable undergraduate course ISM 3431.

A comprehensive plan of study to complete the integrated B.S./M.S. program will be developed with the guidance of an advisor and a faculty member. A possible plan of study could be as follows. Summer sessions may also be included in the study plan.

#### First Year and Second Year

Courses and credits as designated for Freshman and Sophomore years.

#### Third Year (Apply for Admission to Integrated B.S./M.S. Program)

ISM 3232	3
ISM 3113	3
Additional UG Courses	9

ISM 4212	3
ISM 4220	3
Additional UG Courses	9

#### Fourth Year (Student accepted in M.S./MIS Program)

ISM 6436	3
UG Courses	12

ISM 4300 (B.S. Capstone)	3
ISM 6124	3
UG Courses or Graduate Electives	6 hrs

**Fifth Year**

ISM 6225	3
ISM 6218	3
Graduate Electives	6

ISM 6155 (M.S. Capstone)	3
Graduate Electives	12

The following courses are suggested specialization elective courses, cross-listed between the graduate and undergraduate catalog:

ISM 6145/4930	Software Testing
ISM 6156/4153	Enterprise Resource Planning
ISM 6328/4323	Information Security and Risk Management
ISM 6930/4930	Mainframe Technologies

**COURSES**

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

## MARKETING PROGRAM

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

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#### DEGREE INFORMATION

##### Program Admission Deadlines:

<b>Fall:</b>	July 1
<b>Spring:</b>	November 1
<b>Summer:</b>	No Admit

##### *International:*

<b>Fall:</b>	February 1
<b>Spring:</b>	July 1
<b>Summer:</b>	No Admit

<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
<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>

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#### 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).

**Core Marketing Classes (21 hours)**

MAR 6816 Marketing Strategy	3
MAR 6216 Logistics and Physical Distribution Management <b>or</b>	3
MAR 6936 Supply Chain Management	3
MAR 6158 International Marketing Management	3
MAR 6936 Consumer Behavior	3
MAR 6336 Promotional Management <b>or</b>	3
MAR 6936 Brand Management	3
MAR 6646 Research for Managers	3
MAR 6916 Directed Research <b>or</b>	3
MAR 6907 Independent Study	3

**Electives (12 hours)**

Electives will be a set of coordinated courses in areas such as supply chain management, marketing communications, social marketing, marketing research or others. The specific courses will be chosen based on mutual agreement by the Director and the student. These courses will form a unified set, and will be designed to maximize the student’s objectives. These courses may be a combination of COBA courses and courses outside the College.

**Total Program (33 hours)**

**COURSES**

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

## REAL ESTATE PROGRAM

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

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#### DEGREE INFORMATION

##### Program Admission Deadlines:

<b>Fall:</b>	July 1
<b>Spring:</b>	November 1
<b>Summer:</b>	March 1

##### *International:*

<b>Fall:</b>	February 1
<b>Spring:</b>	July 1
<b>Summer:</b>	January 2

<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

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

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

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#### 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
ECP 6702	Managerial Economics	2
ECO 6708	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 M.S.R.E. courses. These courses should have been completed in an AACSB accredited program within five years of entering the M.S.R.E. program.

<b>Required Core/Courses</b>	<b>25 hours</b>
FIN 6416 Advanced Financial Management	3
REE 6045* Real Estate Decisions	2
REE 6207* Real Estate Finance	2
REE 6737* Real Estate Development	3
REE 6305 Real Estate Investment	2
GIS 5049 GIS for Non-Majors	3
CGN 6933 Green Infrastructure and Sustainable Community	3
URP 6232 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 M.S.R.E. 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 M.S.R.E. 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** **9 hours**  
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 6938 Selected Topics in Real Estate	2-4
ECP 6614 Urban Economics	3
CGN 6933 Global Warming	1-4
TTE 5501 Transportation Planning and Economics	3
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	3
GEO 6209C Global Sustainability Development	3
ARC 6397 Introduction to Urban Design Theory, Methods & Processes	3
ARC 5931 Special Studies in Architecture	1-5

**Total program** **34 hours**

## COURSES

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