

# MUMA

# COLLEGE OF BUSINESS



## Changes to Note

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

### Administrative Changes

Renamed "MUMA College of Business"

Eliminated Management Department; moved programs to other areas 12/15/14

### Programs

Business Administration MBA	Change requirements – add Healthcare specialization	5/4/15
Finance MS	Change requirements	5/18/15
Management Info Systems MS	Change requirements – add two concentrations: <a href="#">Analytics &amp; Business Intelligence (ABI)</a> , <a href="#">Information Assurance (CIA)</a>	4/6/15
Sport and Entertainment Mgmt MS	Change to direct receipt	12/15/14

### Graduate Certificates

Compliance, Risk, and Anti-Money Laundering	New Certificate	10/6/14
Compliance, Risk, and Anti-Money Laundering	Change requirements	5/4/15
Information Assurance	Change requirements	1/12/15

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

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

**College Dean:** Moez Limayem  
**Associate Deans:** Kaushal Chari and Jacqueline Reck  
**Faculty Director:** Jerry Koehler  
**Graduate Coordinator:** Irene Hurst

**Accreditation:**

The Ph.D., D.B.A., M.B.A., M.S. in Management Information Systems, M.S. in Management, M.S. in Finance, Master of Accountancy, M.S. in Marketing, M.S. in Entrepreneurship, M.S. in Sport and Entertainment Management and M.S. in Real Estate programs in the Muma 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 Muma 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 (MAC)  
Audit/Systems (AUS)  
Tax (TAX)

**Master of Business Administration (M.B.A.)**

Business Administration (full-time or part-time) (BUS)  
Sport Business (SEM)  
Supply Chain Management  
Executive M.B.A. (MBA)

**Master of Science (M.S.)**

Entrepreneurship in Applied Technologies (EAT)  
Finance (FIN)  
Management (MAN)  
Management Information Systems (MIF)  
    Analytics & Business Intelligence (ABI)  
    Information Assurance (CIA)  
Sport and Entertainment Management (SMG)

**Master of Science in Marketing (M.S.M.)**

Marketing (MKT)

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

Real Estate (RST) – Currently Suspended for Admissions

**Doctor of Business Administration (D.B.A.)**

Business Administration

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

Business Administration (BUD)

Accounting (ACC)

Economics (ECO)

Finance (FIN)

Information Systems (IST)

Marketing (MKT)

*Also see application areas in program descriptions.***Dual Degree Programs**

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

Business Administration (MBA): Sport Business Concentration / Sport and Entertainment Management (M.S.)

**Graduate Certificates Offered:**See Graduate Certificate website <http://www.gradcerts>**COLLEGE REQUIREMENTS****Non-Degree Seeking Students**

The Muma 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
<b>Effective:</b>	1970

**Concentrations:**

Audit/Systems (AUS)  
Tax (TAX)

**Also offered as:**

Concentration under Business Administration (Ph.D.)

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#### CONTACT INFORMATION

<b>College:</b>	Business
<b>Department:</b>	School of Accountancy (ACC)
<b>Contact Information:</b>	<a href="http://www.grad.usf.edu">www.grad.usf.edu</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 written version, a 213 or higher 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

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

### GENERALIST TRACK

**Accounting Electives** **18 hours**

**Select from:**

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** **6 hours**  
Electives must be approved in advance by M.Acc. Advisor 6

### TAX CONCENTRATION

**Tax Courses** **12 hours**

**Select from:**

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)

**Accounting Electives** **6 hours**

**Select from:**

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** **6 hours**  
Electives must be approved in advance by M.Acc. Advisor 6

### AUDIT/SYSTEMS CONCENTRATION

**Audit/Systems Courses** **12 hours**

**Select two (2) courses from:**

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

**The remaining two (2) courses should be selected from:**

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

**Accounting Electives** **6 hours**

**Select from:**

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** **6 hours**  
Electives must be approved in advance by M.Acc. Advisor 6

### Comprehensive Exam

**Total Minimum Hours: 30**

At least 21 hours must be in 6000-level courses

### COURSES

See <http://ugs.usf.edu/course-inventory>



## 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>	<b>32</b>
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	52.0201
<b>Dept. Code:</b>	DEA
<b>Program (Major/College):</b>	BUS BA
<b>Effective:</b>	1965

**Concentrations:**

Sport Business (SEM)  
Supply Chain Management

Also offered as Dual Degree Program MBA/MD

#### CONTACT INFORMATION

**College:** Business

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

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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.

**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**

The USF MBA admission committee will consider the strength of each applicant based on the entire completed application. The Admission committee will consider the following:

- prior college-level academic performance ( bachelor's degree from a regionally accredited institution required);
- GMAT (preferred), or GRE scores (MCAT scores could be submitted by M.D. students); As part of the portfolio approach, applicants with 5 or more years of managerial experience may request a GMAT/GRE waiver.
- relevant professional work experience;

- recommendation letters;
- a statement of purpose;
- community or volunteer service; and
- any other information that helps in ensuring the potential success of the applicant in the program.
- Applicants whose native language is not English or who have not earned a degree in the United States must also submit TOEFL scores earned within two (2) years of the desired term of entry. A minimum total score of 79 on the Internet-based test, 213 on the computer-based test, or 550 on the paper-based test is required. Students' personal characteristics that add to the diversity of the class may also be considered.

## DEGREE PROGRAM REQUIREMENTS

The M.B.A. degree is a 32hour program. All M.B.A. candidates must complete all degree requirements within five (5) years of beginning the program. The full time student will need at least four semesters to complete the program. Part time students can complete all work within a reasonable time—approximately three years. 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. 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 a business foundation.

### Total Minimum hours:

**32 credit hours**

Options:

#### Pre-Requisites Waived:

Core – 17 hours

Concentration/Specialization – 15 hours

Total 32 hours

#### Pre-Requisites Required:

Pre-req – 16 hours

Core – 17 hours

Electives – 15 hours

Total 48 hours

### PRE-REQUISITE - BUSINESS FOUNDATION – 16 hours

Students accepted to the MBA program are expected to have a common body of business knowledge as demonstrated with an undergraduate degree in business from a regionally-accredited program or completion of business foundation courses. If a student has an undergraduate degree from a regionally-accredited institution the student may request to waive foundation courses taken within the last 7 years. The foundation courses assume little or no prior knowledge in the field targeted toward MBA students without a Business degree. Students who wish to complete foundation coursework before applying to the MBA program and those wishing to complete only the foundation courses without applying to the MBA program may choose to pursue the Certificate in Business Foundations. Information about and admission requirements for the Certificate in Business Foundations is available at the Muma College of Business Website <http://business.usf.edu/>.

Students pursuing a general MBA may choose electives from among non-foundation graduate level courses offered in the college, or other colleges if an approved part of their program of study. NOTE: Foundation courses may not be counted as electives.

### Pre-Requisite Business Foundation Courses - 16 Credits

#### Business Decision Making

MAN 6147 2 Leadership/Management Concepts

ISM 6021 2 Management Information Systems

Business Measurement

ACG 6026	3	Accounting Concepts for Managers
QMB 6305	2	Managerial Decision Analysis
FIN 6406	2	Financial Management

Market Orientation

MAR 6815	2	Marketing Management
ECO 6005	3	Introduction to Economic Concepts for Managers

**Core Requirements – 17 credits**

GEB 6445	2	Social, Ethical, Legal Systems
MAN 6055	2	Organizational Behavior and Leadership
QMB 6603	2	Operations Management and Quality Enhancement
FIN 6466	2	Financial Analysis
MAN 6726	2	Strategic Business Analysis
GEB 6226	1	Leadership Speaker Series
GEB 6215	2	Communication Skills for Managers
GEB 6895	4	Integrated Business Applications*

\*Integrated Business Applications

The MBA capstone course, Integrated Business Applications, affords students the opportunity to integrate and apply knowledge, skills and experience as they develop a cohesive, comprehensive business plan that serves as the focal point of their learning for the semester. Working in teams, students develop and present a strategic/marketing plan, an implementation plan supported by financial strategies and pro-forma financial statements designed to provide multiple measures of strategic, operating, and financial performance.

**Students select the following options – 15 hours:**

- General Electives –
- [Concentration in Sport Business](#)
- [Concentration in Supply Chain Management](#)
- Specialization in Healthcare
- Specialization in other areas

**Electives - 15 credit hours minimum**

- NOTE: Some elective courses may not be offered each year.
- At least one of the electives taken must be related to global issues.

**Sport Business Concentration - 15 hours**

The MBA with a Concentration in Sport Business prepares graduates to contribute to and take leading positions in the global sport and entertainment industry. It complements the solid grounding in the applied fundamentals of accounting, finance, information systems, management and marketing provided by a recognized, high-quality MBA with coursework focused on the business of sport—human capital, organization resources and development, innovation and technology in sport, culture and business relationships, sport and law and emerging issues in global sport. Academic course work is supported by internships, mentorships, professional seminars, guest speakers, and networking opportunities to provide graduates the tools and skills to function effectively in the competitive global environment of sport and entertainment management.

**Concentration Admissions Information-**

The ideal degree candidate will have a passion for the business and industry rather than simply be a lover of sports. The MBA with a Concentration in Sport Business is a “direct admit” program: applicants should apply via the program Website: <http://business.usf.edu/programs/graduate/sport-entertainment/> rather than to the College’s MBA Office.

**Concentration Requirements – 15 credit hours**

In addition to the 17 hours of required MBA coursework, students complete:

SPB 6719	3	Sport and Entertainment Marketing Strategy
SPB 6406	3	Sport and Entertainment Law
SPB 6816	3	Contemporary Issues in Sport & Entertainment Management
SPB 6706	3	Sport Business Analytics
SPB 6946	3	Internship in Sport and Entertainment Management

**Supply Chain Management Concentration – 15 credit hours**

The MBA with a Concentration in Supply Chain Management prepares graduates for careers in managing global supply chains. Supply chain management encompasses the coordination of physical, informational, and financial flows across companies in a supply chain network for the purpose of improving performance for individual companies and the supply chain as a whole. Academic coursework introduces students to supply chain processes and activities including procurement, transportation, warehousing, inventory management, and relationship management. In addition, courses provide hands-on experience with analytical models and software tools that support decision making. The Center for Supply Chain Management and Sustainability provides students with opportunities for field-based internships, participation in professional seminars, and networking with supply chain executives.

**Concentration Admissions Information-**

The Admissions Committee for the MBA with a Concentration in Supply Chain Management 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. In addition to the Program Admission requirements, this concentration also requires a mandatory personal interview.

The ideal candidate will have strong quantitative analysis skills coupled with effective written and oral communication abilities. **Concentration Requirements – 15 credit hours**

In addition to the 17 hours of required MBA coursework, students complete:

MAR 6213	3	Supply Chain Management
MAR 6216	3	Logistics and Physical Distribution Management
MAR 6219	3	Logistics Systems and Analytics

Plus two electives from the following list:

MAR 6936	3	Marketing Special Topics
GEB 6527	3	Lean Six Sigma
ISM 6436	3	Operations and Supply Chain Processes
ISM 6217	3	Database Administration
ISM 6156	3	Enterprise Resource Planning and Business Process Management
MAN 6448	3	Negotiating Agreement and Resolving Conflict
ESI 6324	3	Engineering the Supply Chain
CGN 6933	3	Special Topics in CEE: Green Infrastructure for Sustainable Communities

**Healthcare Specialization – 15 credit hours minimum**

The healthcare specialization is designed to prepare graduates for roles in the business of medicine. Graduates will develop the necessary skills and problem-solving techniques that will permit them to manage healthcare practices and businesses. The specialization is meant for students enrolled in a Doctor of Medicine (M.D.) program, practicing physicians and healthcare professionals. Students select from the following electives, or other graduate course electives in Business, Medicine, or Public Health, taken with the approval of the MBA Academic Advisor.

Suggested Electives:

ISM 6930	3	Special Topics: Healthcare Information Systems
ISM 6930	3	Special Topics: Healthcare Management Science
PHC 6102	3	Principles of Health Policy and Management
PHC 6161	3	Health Care Finance and Costing
PHC 6420	3	Health Care Law, Regulation and Ethics

**Thesis – 6 credit hours**

Students may elect a six hour thesis in healthcare management subject to departmental approval. Thesis hours serve in lieu of elective hours.

ISM 6971 6 Thesis

**Suggested Schedule for M.D. students**

Students joining the M.D. program could earn an M.D. degree, an M.B.A. degree as well the Business Foundations Certificate in five years, if they successfully complete courses as per the following schedule.

Year 1- M.D. Courses

Summer 1- Business Foundation Courses

Year 2- M.D. Courses

Summer 2- Business Foundation Courses; Earn Business Foundations Certificate

Year 3- M.D. Courses

Summer 3 – M.D. Courses

Year 4- M.B.A. Courses

Summer 4 – M.B.A. Courses; Earn M.B.A. Degree

Year 5- M.D. Courses; Earn M.D. Degree

**Practicum Option - 3 hours**

The practicum option requires investigation of business issues. 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. Three credits could be earned by taking one of the following: ACG 6905, FIN 6906, ISM 6905, GEB 6117, MAR6907, or MAN 6905 as part of the practicum option. The practicum option would count for three hours of MBA electives.

**Thesis Option – 6 credit hours**

Students may elect a 6 hour thesis in any of the areas of the business disciplines subject to departmental approval. Thesis hours serve in lieu of elective hours.

ISM 6971 2-6 Thesis

**Comprehensive Exam**

The successful completion of GEB 6895 capstone course – Integrated Business Applications serves in lieu of the Comp Exam.

**Total Minimum Credit Hours Required- 32****Dual Degree Option**

Students in the Morsani College of Medicine M.D. Program and the Muma College of Business MBA Program may participate in a Dual Degree option whereby they may complete the requirements for both the MD and the MBA. No courses are shared, but students in the MD program may opt to complete the MBA with a healthcare specialization with approval from both programs.

**COURSES**

See <http://ugs.usf.edu/course-inventory>

## BUSINESS ADMINISTRATION: SPORT BUSINESS CONCENTRATION AND SPORT AND ENTERTAINMENT MANAGEMENT DUAL DEGREE PROGRAM

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

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#### DEGREE INFORMATION

**Program Admission Deadlines:**  
Refer to specific individual program listing for deadlines

**Minimum Total Hours:** 32/30  
**Program Level:** Masters  
**CIP Code:** 52.0201 /31.0504  
**Dept. Codes:** DEA  
**Program (Major/College):** BUS/BA, SEM/BA

#### CONTACT INFORMATION

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

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#### PROGRAM INFORMATION

The Dual Degree prepares graduates to contribute to and take leadership positions in the global sport and entertainment industry.

**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. To be admitted to the MS in Sport and Entertainment Management, students must be concurrently enrolled in the MBA with a Concentration in Sport Business. Refer to individual program listings for specific requirements.

#### DEGREE PROGRAM REQUIREMENTS

Refer to individual program listings for specific requirements.

The MBA with a Concentration in Sport Business is a 32 credit hour program comprising 17 hours of advanced tools and 15 hours of sport and entertainment-focused coursework. The MS in Sport and Entertainment Management is a 30 credit hour program. The schedule below shows the sequence of courses required to earn both degrees. All 53 hours of coursework in both programs are required to earn both degrees; there are no electives.

Courses required for the MBA/SB are indicated in the curricular sequence below as "MBA"; courses required for the MS/SEM are indicated as "MS"; the nine common credit hours are indicated as "MBA/MS."

**SEQUENCE****First Fall Semester****1<sup>st</sup> Eight Weeks**

GEB 6445	Social, Legal, Ethical Systems	MBA	2
QMB 6603	Operations Management	MBA	2
MAN 6055	Organizational Behavior and Leadership	MBA	2

**2<sup>nd</sup> Eight Weeks**

FIN 6466	Financial Analysis	MBA	2
MAN 6726	Strategic Business Analysis	MBA	2
GEB 6215	Communication Skills for Managers	MBA	2

**Spring Semester****4-Week Session**

GEB 6226	Leadership Speaker Series	MBA	1
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**12-Week Session**

SPB 6719	Sport and Entertainment Marketing Strategy	MBA/MS	3
SPB 6406	Sport and Entertainment Law	MBA/MS	3
SPB 6706	Sport Business Analytics	MBA/MS	3
SPB 6816	Contemporary Issues in Sport and Entertainment Management	MBA/MS	3

**Summer Session****Summer C**

SPB 6946	Internship in Sport and Entertainment Management I	MBA	3
GEB 6895	Integrated Business Applications	MBA	3

**Total MBA/SPB: 32 credit hours****Second Fall Semester****12 week session**

SPB 6605	Sport and Social Issues	MS	3
SPB 6116	Sport and Entertainment Finance	MS	3
SPB 6735	Global Environment of Sport	MS	3

**Second Spring Semester****12 week session**

SPB 6807	Social Media in Sport	MS	3
SPB 6608	Issues in the American Sport Industry	MS	3
SPB 6715	Sales and Fundraising in the Sport Industry	MS	3

**Summer Semester****Summer C**

SPB 6946	Internship in Sport and Entertainment Management II	MS	3
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**Incremental MS/SEM: 21 credit hours****Total MBA + MS/SEM: 53 credit hours****COURSES**See <http://ugs.usf.edu/course-inventory>

## BUSINESS ADMINISTRATION PROGRAM

### Doctor of Business Administration (D.B.A.) Degree

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#### DEGREE INFORMATION

<b>Program Admission Deadlines:</b>	
<b>Spring:</b>	November 1
Spring admission only	
<b>Minimum Total Hours:</b>	72
<b>Program Level:</b>	Doctoral
<b>CIP Code:</b>	52.0201
<b>Dept. Code:</b>	DEA
<b>Program (Major/College):</b>	BUD BA
<b>Effective date</b>	Summer 2014

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#### CONTACT INFORMATION

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

#### PROGRAM INFORMATION

The DBA program offered by the Muma College of Business provides its graduates with the skills needed to conduct rigorous research with the objective of applying the findings to real-world decision-making in industry and government. The Program provides for intellectual growth as students work closely with faculty in seminars, research projects, and other assignments that develop their research skills and ability to communicate their findings to a broad audience of both practitioners and researchers. It also offers students the opportunity to develop a portfolio of skills that, when combined with the extensive experience that they bring into the program, uniquely qualifies them to serve in clinical faculty positions. The curriculum is designed to build upon the breadth of business understanding that they have previously achieved as successful executives. This is achieved by offering substantive coverage of a broad variety of qualitative and quantitative research techniques and by allowing students the flexibility to focus more deeply on their personal areas of interest during the dissertation phases of the program. The degree conferred is a Doctor of Business Administration (DBA), a terminal degree so-named to differentiate it from the Ph.D. degree that specifically focuses on preparing students for an academic research career within a specific discipline. Students will complete the 3-year program in a cohort with other executives. Classes are scheduled all day for two consecutive days approximately one weekend a month for six 5-month semesters. Each semester is divided into 2 quarters, with a one month break between semesters. Face-to-face classes are heavily supplemented by online activities between face-to-face classes. The weekend format allows participants to continue carrying their careers while they master a range of applied research skills.

#### 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.

#### ACADEMIC INFORMATION

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

#### Program Admission Requirements

- master's degree or under exceptional circumstances, candidates with an undergraduate degree from a regionally accredited, or equivalent, institution with a minimum US GPA of 3.00 or equivalent. In some situations, additional preparatory course work may be required.
- at least 12 years of work experience, at least 5 of which must be at a senior managerial or executive level
- personal statement
- interview



## DEGREE PROGRAM REQUIREMENTS

**Program Minimum Hours:**

**72 hours post-bachelors**

### Core Requirements

**33 Credits**

These courses are offered during the first four semesters of the program and have a substantial distance learning component between class meetings. They fall into three categories.

The first are designed to develop the student's quantitative and qualitative research skills, and to provide opportunities to practice these skills in real world contexts. These required courses consist of:

GEB 7557	Research and Writing Skills for Doctoral Students	3 credits
QMB 6375	Applied Linear Statistical Models	3 credits
QMB 7565	Introduction to Research Methods	3 credits
QMB 7566	Applied Multivariate Statistical Methods	3 credits
GEB 7911	Qualitative Research Methods in Business	3 credits

The second category is intended to provide students with exposure to research in the multi-disciplinary topics that represent the current areas of focus of the Muma College of Business. These required courses consist of:

MAN 6726	Strategic Business Analysis	3 credits
ISM 7XXX	Business Analytics	3 credits
GEB 7XXX	Creativity and Innovation	3 credits
GEB 6457	Ethics, Law and Sustainable Business Practices	3 credits

The final category is proposed by faculty members based upon their areas of interest and expertise as well as student interests. Two of the following courses would be offered so as to provide exposure to a variety of research-related topics and activities.

ACG 7936	Seminar on Special Topics in Accounting	3 credits
FIN 7930	Selected Topics in Finance	3 credits
ISM 7930	Selected Topics in MIS	3 credits
MAN 6930	Selected Topics	3 credits
MAR 7931	Seminar on Selected Marketing Topics	3 credits

### Publication Courses

**9 Credits**

These courses are offered during the first three semesters of the program and have a substantial distance learning and collaboration component between class meetings, with members of the cohort being required to peer review each other's work and make revisions. They represent an extension of previous courses, and require the students to create publishable documents, such as journal, conference and book chapter submissions. Depending upon the particular publication project, each course will have one of the following designations:

ACG 6915	Directed Research	3 credits
GEB 6930	Selected Topics	3 credits
FIN 7915	Directed Research	3 credits
ISM 7931	Directed Research	3 credits
MAN 6911	Directed Research	3 credits
MAR 6916	Directed Research	3 credits

### Issues Courses

**10 Credits**

These courses are offered starting in the fourth semester of the Program, and are intended to run in parallel with proposal and dissertation activities. Although meeting according to the same schedule as regular courses, issues courses offer fewer credits than regular or publication courses, and therefore have commensurately reduced outside workloads to avoid interfering with the dissertation process. Members of the cohort select the topics from a list of proposals made by faculty members and other members of the cohort. Students may also elect to facilitate issues courses under the direction of a faculty supervisor, who acts as the instructor of record. Depending on the topic being taught, these courses may be any of the following:

ACG 7939	Executive Issues in Accounting	2 credits
FIN 7939	Executive Issues in Finance	2 credits
GEB 7939	Executive Issues in Business	2 credits
ISM 7939	Executive Issues in MIS	2 credits
MAN 7939	Executive Issues in Management	2 credits
MAR 7939	Executive Issues in Marketing	2 credits
QMB 7939	Executive Issues in Operations Research and Operations Management	2 credits

With the approval of the DBA Program Committee, students may be permitted to substitute up to four (4) credits of independent study/directed research (e.g., ACG 7906, FIN 7906, GEB 7906, ISM7931, MAN 7905, MAR 7910) for selected issues courses during their final year of the program.

#### Dissertation Proposal Course

**4 Credits**

The proposal course is offered during the student's fourth semester. It requires the student be matched to a four (4) person Dissertation Committee and submit a dissertation proposal for approval by the Committee. For the purpose of the DBA program, the course requirements for both dissertation and doctoral project proposals are the same. Prior to the proposal course, students will take the university-mandated qualifying exam, whose results will be assessed by the DBA Committee. Proposal courses are graded Pass/Fail, and must be passed.

GEB 7981	Dissertation Preparation	4 credits
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#### Qualifying Exam and Doctoral Candidacy

Per University Policy, students must be enrolled in a minimum of 2 graduate credit hours in the semester of the exam. For DBA students, this requirement will be met as part of the normal course load. Before a student enrolled in the DBA program can be admitted to doctoral candidacy, the following University requirements must be met:

- appointment of a Dissertation Committee,
- attainment of an overall and degree program Grade Point Average (GPA) of 3.00 at USF at the time of candidacy. (All "I" and "M" grades, including "IF" and "MF", must be cleared before candidacy may be finalized.)
- successful completion of a qualifying examination
- certification by the Dissertation Committee that the above qualifications have been successfully completed.

#### Dissertation/Doctoral Project

**16 Credits**

Students are required to complete a dissertation or doctoral project, as approved by his or her committee.

##### *Dissertation*

Dissertation courses are offered every quarter throughout the student's last year, upon satisfactory completion of at least 44 course credits, four (4) proposal credits, and Admission to Doctoral Candidacy. These courses require the student to work towards the completion of the Dissertation approved by his or her committee.

Because the DBA degree is designed to be responsive to the needs of the Candidate, there is some flexibility in the form that the Dissertation can take—subject to approval by the Committee. University policy allows for two variations in the format:

1. A traditional research dissertation
2. Collection of articles/papers

The Candidate will meet with members of the Committee during each residency of the final year of the program, and will present his or her dissertation to the Committee in the final semester of the Program. Upon successful completion of the dissertation defense presentation, the Dissertation Committee will then approve the awarding of the Degree, subject to all remaining program requirements being met, including submission of the Dissertation to the Office of Graduate Studies.

Dissertation courses are graded Pass/Fail, and must be passed. The sixteen (16) dissertation credits can be earned by taking one or more of the following courses:

ACG 7980	Dissertation in Accounting
FIN 7980	Dissertation
GEB 7980	Dissertation
ISM 7980	Dissertation
MAN 7980	Dissertation
MAR 7980	Dissertation

### **Doctoral Project**

Or, a student may opt to complete a doctoral project in lieu of the Dissertation. Examples that could be approved might include:

1. a practice-focused book submitted for publication,
2. a write-up of a substantial work-related project in which the principles of evidence-based research were applied
3. a portfolio of related research products/activities that demonstrate knowledge creation or innovative application in a given area. Such a portfolio might include journal, book, magazine articles, conference papers and presentations.

Students completing the Doctoral Project earn their required 16 credit hours by taking the same courses specified for dissertations, which are graded Pass/Fail, and must be passed. Confirmation of successful completion of the Doctoral Project must be submitted to the Office of Graduate Studies.

### **External Activity Requirements**

In addition to the Program's course requirements, each student is required to participate in three external activities that involve meeting with academics and/or doctoral students from other institutions. Examples of such activities could include academic conferences, workshops, colloquiums, doctoral symposiums or academic association annual or regional meetings. At least one of these should include a substantial proportion of international attendees.

### **Grading Requirements**

Proposal, Dissertation, and Directed Research courses are graded Pass/Fail, and must be passed. Students must complete all remaining courses with a grade of "B" or better. This is in addition to the University requirement for a 3.00 GPA overall and in the Program. Should a student fail to pass or complete a course with the required grade, the DBA Program Committee may offer an alternative activity as a substitute.

### **Other Requirements**

As a result of the program's cohort structure, normally all doctoral coursework must be completed at the University of South Florida within the DBA program. Students seeking to transfer from other programs should contact the DBA Academic Program Director prior to applying. All program requirements will normally be completed in three (3) years, as part of a cohort. In the event of unavoidable interruptions to a student's progress, the student may petition the DBA Program Committee for an extension up to a maximum of five (5) years from the student's original starting date. Any student not completing all program requirements within the five (5) year time period will be dropped from the program and the student would need to re-apply for admission to the program in the event he or she wishes to continue.

## **COURSES**

See <http://ugs.usf.edu/course-inventory>

## 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  
**Approved:** 1986

##### Concentrations:

Accounting  
 Economics – being terminated  
 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 Muma 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 economics courses that have been approved by the student's program committee.

Students are required to take a one credit hour research skills course, QMB 7555, Research and Writing Wkills for Doctoral students, in the first semester of the Program. Following this introductory course, 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 Muma 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 Muma 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

**Economics Concentration – *Being terminated.*****Finance Concentration Requirements**

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

FIN 6804	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 Muma 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:

- A written examination and
- 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 of the first year of the program.

Note: The Professional Seminar does 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://ugs.usf.edu/course-inventory>



## 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:

## 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:** 52.0701

**Dept. Code:** MAN

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

**Approved:** 2005

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#### CONTACT INFORMATION

**College:** Business  
**Department:** Marketing (MKT)

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

**Other Resources:**  
[www.entrepreneurship.usf.edu](http://www.entrepreneurship.usf.edu)  
[entrepreneurship@usf.edu](mailto:entrepreneurship@usf.edu)

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#### PROGRAM INFORMATION

The Center for Entrepreneurship at the University of South Florida, in partnership with the Colleges of Business and Engineering, Morsani College of Medicine and the Patel College of Global Sustainability, 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 that 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, Engineering, Medicine, and Global Sustainability.

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 with a traditional M.A., M.S., M.B.A., M.D., or Ph.D. program. Dual degrees include the following: Master in Business Administration (MBA), Biotechnology (M.S.), Information Systems (M.S.), Public Health (MPH), Global Sustainability (M.S.) Environmental Science (M.S.), Civil Engineering (M.S. and Ph.D.), Industrial Engineering (M.S.), Medicine (M.D.), and Biomedical Engineering (M.S. B.E. & Ph.D). The program must be completed by the student within a 5-year period following initiation.

##### Accreditation:

Accredited by the the Association to Advance Collegiate Schools of Business and 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

### Total Minimum Program Hours:

**30 credit hours**

Core requirements – 15 credits

Electives – 15 credits

### 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

#### Core Requirements - 15 hours

**Must complete all five courses. \*Crosslisted course, choose 1**

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)
ENT 6186	Strategic Market Assessment (3)	*or	EIN 6935	Strategic Market Assessments	(3)
ENT 6415	Venture Capital & Private Equity (3)	*or	EIN 6934	Venture Capital & Private Equity	(3)

#### Electives -15 hours

Select five (3hr) courses

ENT 6606	Product Development	*Or	EIN 6934	New Product Development
ENT 6930	Special Topics Entrepreneurship	*Or	MAN 6930	Special Topics in Management
ENT 6947	Advanced Topics in Entrepreneurship			
MAN 6930	Global Entrepreneurship			
EIN 5201	Creativity in Technology			
EIN 6430	Overview of Regulated Industries			
GEB 6457	Ethics, Law & Sustainable Business Practices			
GMS 6095	Principles of Intellectual Property			
GMS 6436	Introduction to Biotechnology			
GMS 6873	Biomedical Ethics			
GMS 7930	Principles of Biochemistry and Genetics			
MAN 6456	Improvisation in Organizations			
ENT 6155	Mergers and Acquisitions: An Entrepreneurial Perspective			

Or other graduate courses which may be approved by the Program Director

Total Hours: 30

## COURSES

See <http://ugs.usf.edu/course-inventory> 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:**  
Refer to individual program listings for deadlines

**Minimum Total Hours:** 33/30  
**Program Level:** Masters  
**CIP Code:** 14.0501 / 52.0701  
**Dept. Codes:** ECH / MAN  
**Program (Major/College):** EBI EN / EAT BA

#### CONTACT INFORMATION

**Colleges:** Engineering and  
Business  
**Departments:** Chemical Engineering  
Center for Entrepreneurship  
**Contact Information:** [www.grad.usf.edu](http://www.grad.usf.edu)  
**Other Resources:** [www.entrepreneurship.usf.edu](http://www.entrepreneurship.usf.edu)  
[entrepreneurship@usf.edu](mailto:entrepreneurship@usf.edu)

#### 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 Biomedical 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 will 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://ugs.usf.edu/course-inventory> 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.)

#### DEGREE INFORMATION

**Program Admission Deadlines:**

Refer to individual program listings for deadlines

<b>Minimum Total Hours:</b>	<b>33/30</b>
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	14.0501 / 52.0701
<b>Dept. Codes:</b>	ECH / MAN
<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.entrepreneurship.usf.edu](http://www.entrepreneurship.usf.edu)  
[entrepreneurship@usf.edu](mailto:entrepreneurship@usf.edu)

#### 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://ugs.usf.edu/course-inventory> or <http://ce.usf.edu> or <http://www.entrepreneurship.usf.edu>

## ENTREPRENEURSHIP IN APPLIED TECHNOLOGIES AND GLOBAL SUSTAINABILITY DUAL DEGREE PROGRAM

### Master of Arts in Global Sustainability (M.A.) Degree and Master of Science in Entrepreneurship in Applied Technologies (M.S.)

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#### DEGREE INFORMATION

**Program Admission Deadlines:**  
Refer to respective program deadlines

**Minimum Total Hours:** 30/30  
**Program Level:** Masters  
**CIP Code:** 30.3301/52.0701  
**Dept Codes:** GRS & MAN  
**Program (Major/College):** GBS/CS & EAT/BA

#### CONTACT INFORMATION

**Colleges:** Business and  
Global Sustainability  
**Departments:** Center for Entrepreneurship  
and School of Sustainability

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

[www.entrepreneurship.usf.edu](http://www.entrepreneurship.usf.edu)  
[entrepreneurship@usf.edu](mailto:entrepreneurship@usf.edu)

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#### PROGRAM INFORMATION

The Dual Degree Program in Global Sustainability and Entrepreneurship combines two existing programs which allows students to attain two Master's degrees simultaneously rather than in a sequential effort. The time commitment will be about three years with a total of 51 credit hours between the two programs (9 hours are shared). The combination of a Master's in Global Sustainability with a Master's in Entrepreneurship provides students with a comprehensive understanding of concepts, tools, and skills of sustainability, and students will be able to apply these areas in a problem solving context. Students shall have the opportunity to focus on the areas of green technology and development, transport, energy, and sustainable enterprise.

**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

Listed below are the 9 hours of shared courses. Please refer to the specific program listings for full requirements. All graduation requirements of the individual programs apply.

**Common Courses** (9 credits may be counted toward both the GS and EAT degrees)

ENT 6016	New Venture Formation	3
ENT 6116	Business Plan Development	3
GMS 6095	Principles of Intellectual Property	3
ENT 6186	Strategic Market Assessment	3
ENT 6947	Applied Topics in Entrepreneurship	3
ENT 6606	Product Development	3
ENT 6415	Venture Capital and Private Equity	3

All Dual Master's in Global Sustainability and Entrepreneurship students must complete ENT 6016 (New Venture Formation), ENT 6186 (Strategic Market Assessment) and ENT 6947 (Applied Topics in Entrepreneurship).

**Internship**

All Dual Master's in Global Sustainability and Entrepreneurship students must complete a six (6) credit hour internship.

**COURSES**

See <http://ugs.usf.edu/course-inventory>



## 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

Approved: 1982

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:

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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 studies application. Please see the program website for application forms or contact the program office.

##### Program Admission Requirements

- Must have a 3.00 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 6026	Accounting Concepts for Managers	3
MAN 6055	Organizational Behavior & Leadership	2
GEB 6445	Social, Ethical, Legal Systems	2
QMB 6305	Managerial Decision Analysis	2
ECO 6005	Introduction to Economic Concepts	3
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	Electives (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
GEB6865	Business Problems Analysis	3
MAN 6305	Human Resource Management	3
MAN 6774	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://ugs.usf.edu/course-inventory>

## FINANCE 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>	March 1

**International:**

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

<b>Minimum Total Hours:</b>	30
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	52.0801
<b>Dept. Code:</b>	FIN
<b>Program (Major/College):</b>	FIN BA
<b>Approved:</b>	2006

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#### CONTACT INFORMATION

<b>College:</b>	Business
<b>Department:</b>	Finance (FIN)
<b>Contact Information:</b>	<a href="http://www.grad.usf.edu">www.grad.usf.edu</a>

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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

A student who does not have an undergraduate degree in business must complete the following tools before taking courses for which they are prerequisites

Pre-requisite Tools Courses - 10 hours

ACG 6026	3*	Accounting Concepts for Managers
ECO 6005	3*	Economics Concepts for Managers
FIN 6406	2	Financial Management
QMB 6305	2	Managerial Decision Analysis

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.

**Total Minimum Program Hours**

**30 hours**

**Core Quantitative Methods – 3 hours**

Select one of the following:

ECO 6424	3	Econometrics I
QMB 6375	3	Applied Linear Statistical Models

**Core Finance - 12 hours**

FIN 6416	3	Advanced Financial Mgmt
FIN 6465	3	Financial Statement Analysis
FIN 6515	3	Investments

FIN 6445 3 Financial Policy

(FIN 6445 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.

**Advanced Finance Electives - 15 hours**

To satisfy the 15 hours of electives, students can complete any of the graduate courses offered in the Department of Finance or approved graduate courses offered in the Economics Department (a list of approved courses will be posted each year). Students can satisfy up to six credit hours of electives by taking graduate courses offered in other departments and colleges as long as the courses are approved in advance.

**Comprehensive Exam**

**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://ugs.usf.edu/course-inventory>

## MANAGEMENT PROGRAM

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

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#### DEGREE INFORMATION

**Domestic Admission Deadlines:**

Fall Deadline: July 1  
Spring Deadline: November 1

**International Deadlines:**

Fall: February 1  
Spring: July 1

**Minimum Total Hours:** 30  
**Program Level:** Masters  
**CIP Code:** 52.0101  
**Dept. Code:** MAN  
**Program (Major/College):** MAN BA  
**Approved:** 1970

#### CONTACT INFORMATION

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

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

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#### PROGRAM INFORMATION

This program develops the skill to lead 21st century organizations. 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.

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. 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. in Management 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. in Management curriculum proceeds through understanding of interpersonal and organizational dynamics, to planned change and implementation. Leadership, teamwork, communications 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.

**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.

## 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. in Management 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 recommendation, resume, statement of purpose, and relevant work experience.

## DEGREE PROGRAM REQUIREMENTS

### Total Minimum Hours

**30**

The program requires a minimum of 30 hours of coursework and may be taken either full-time or part-time. 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 sequent of courses to satisfy the students objectives.

The following four courses provide a solid understanding of stat-of-the-art research and practice covering the primary areas in the domain of Management.

### Management Core

**13 credit hours**

GEB 6445	Social, Ethical, Legal Systems	2
MAN 6055	Human Behavior and Organizations	2
MAN 6140	Decision Making & Problem Solving	3
MAN 6289	Organizational Change and Development	3

### Capstone Course

**3**

MAN 6950 Capstone Experience in Leading Organizations

This course is considered to be the capstone of the M.S. in Management program and as such it must be taken during one of the last two semesters of the student's program and integrates the topics covered in the four other core courses. Students will conduct an applied analysis of an organization, identifying areas needing improvement, and defining recommendations. The four other core courses are prerequisites for MAN 6950.

### Electives

**17 credit hours**

Elective courses may be selected from additional management course or (with prior approval by the academic advisor) other areas of specialization such as sociology, psychology, sustainability, etc. With these elective courses, students may concentrate their M.S. degree in an area such as global management, strategy, leadership, or sustainability. The following courses are potential electives, depending on semester and offerings.

MAN6107	Leading Sustainable Enterprises: Goals and Processes	2
MAN6116	Diversity and Organizational Justice	3
MAN6147	Leadership Concepts	3
MAN6149	Leadership and Teams	3
MAN6204	Organization Design and Structure	3
MAN6256	Politics and Control in Organization	3
MAN6305	Human Resource Management	3
MAN6448	Negotiating Agreement and Resolving Conflict	3
MAN6518	Sustainable Production Systems	3
MAN6601	International Management	3
MAN6607	Managing International Cultural Differences	3
MAN6726	Strategic Planning	3
MAN6746	Designing Sustainable Enterprise	3
MAN6748	Assessing Performance in Sustainable Organizations	3
GEB6457	Ethics, Law, and Sustainable Business Practices	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. Leadership, teamwork, communication skills, and organizational change to promote sustainable organizational performance are emphasized.

**COURSES**

See <http://ugs.usf.edu/course-inventory>

## 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>	September 15
<b>Summer:</b>	No Admit

<b>Minimum Total Hours:</b>	33
<b>Program Level:</b>	Masters
<b>CIP Code:</b>	<del>52.1201</del> - Correct CIP: 11.0501
<b>Dept. Code:</b>	QMB
<b>Program (Major/College):</b>	MIF BA
<b>Approved:</b>	2002

**Concentrations:**

Analytics and Business Intelligence (ABI)  
Information Assurance (CIA)

**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 (QMB)

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

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#### PROGRAM INFORMATION

The Master of Science (M.S.) in Management Information Systems (MIS) 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 MIS 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 MIS 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 ½ 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.

### Total Minimum Program Hours:

**33 credits**

Core – 12 credits

Capstone – 3 credits

Concentration or Electives – 18 credits

### Technical Core – 12 credits

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

ISM 6124	3	Advanced Systems Analysis and Design
ISM 6218	3	Advanced Database Administration
ISM 6225	3	Distributed Information Systems
ISM 6436	3	Operations and Supply Chain Processes

### Capstone Course - 3 credits

#### ISM 6155 3 Enterprise Information Systems Management

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.

### CONCENTRATION OPTIONS:

Students select from the following concentrations or complete 18 hours of electives.

**ANALYTICS & BUSINESS INTELLIGENCE CONCENTRATION – 18 hours**

In addition to the Technical Core and Capstone courses, students must complete the following:

**Required courses – 12 credits**

Students will have to complete four out of the following five courses:

ISM 6136	3	Data Mining*
ISM 6218	3	Advanced Database Management
ISM 6208	3	Data Warehousing
ISM 6137	3	Statistical Data Mining*
QMB 7566	3	Applied Multivariate Statistical Methods

In addition, graduate students who take the required four courses for this concentration and earn an average GPA of 3.00 or higher in these courses, will receive a “Joint SAS/USF Certificate in Analytics and Business Intelligence,” when they use a SAS analytics package as part of some of these courses.

\*Specifically, graduate students will need to use, among other tools, SAS Enterprise Miner or an equivalent SAS analytics package in the Data Mining and Statistical Data Mining courses. Students may take both of the data mining courses, but only need to complete one of the two courses and four courses in the required courses for the concentration to be eligible for the Joint SAS/USF Certificate.

**Electives – 6 credits**

To complete the Analytics and Business Intelligence concentration, students will need to ensure the 33 minimum total hour requirement for the MS in MIS program by taking additional (two or three, as needed) graduate level electives from the list of graduate electives offered by the Information Systems & Decision Sciences department or from other areas of specialization with prior approval from the academic advisor of the program.

**INFORMATION ASSURANCE CONCENTRATION – 18 hours**

In addition to the Technical Core and Capstone courses, students must complete the following:

**Required courses – 6 credit hours**

ISM 6328	3	Information Security & Risk Management
ISM 6930	3	Decision Analysis for Business Continuity and Disaster Recovery

**Electives – 6 credits**

Any two elective courses from the set of courses listed below

ISM 6145	3	Seminar on Software Testing
ISM 6316	3	Project Management
ISM 6124	3	Advanced Systems Analysis and Design
ISM 6218	3	Advanced Database Administration
ISM 6125	3	Software Architecture

**Electives – 6 credits**

To complete the Information Assurance concentration, students will need to ensure the 33 minimum total hour requirement for the MS in MIS program by taking additional (two or three, as needed) graduate level electives from the list of graduate electives offered by the Information Systems & Decision Sciences department or from other areas of specialization with prior approval from the academic advisor of the program.

**Electives - 18 credits**

Up to eighteen credits 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	3	Adv Systems Analysis and Design
ISM 6125	3	Software Architecture
ISM 6145	3	Seminar on Software Testing
ISM 6155	3	Capstone Course
ISM 6218	3	Adv Database Management
ISM 6225	3	Distributed Information Systems

ISM 6305	3	Managing the Info Sys Function
ISM 6382	3	International Aspects of Info Systems
ISM 6405	3	Decision Support Syst Applications
ISM 6480	3	Electronic Commerce
ISM 6905	1-6	Independent Study
ISM 6930	1-6	Selecte Topics in MIS
ISM 6316	3	Project Management
ISM 6136	3	Data Mining
ISM 6208	3	Data Warehousing
ISM 6056	3	Web Application Development
ISM 6156	3	Enterprise Resource Planning & Bus Process Mgmt
ISM 6328	3	Information Security and Risk Management

In addition, the following Special Topics are being offered:

ISM 6930	Multimedia Applications
ISM 6930	Mainframe Technologies
ISM 6137	Statistical Data Mining

#### **Thesis Option - 6 hours**

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.

ISM 6971 2-6 Thesis: Masters

#### **Practicum Option – 1-6 hours**

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. One credit of ISM 6905 would be taken for each semester that the student works on a project. . The practicum would count for one to six hours of the 18 hours of MIS electives.

#### **Research/Project Option – 1-3 hours**

The research/ project option requires working on an MIS related project that involves research or community engagement. The project is supervised by a faculty member. One to two credits of ISM 6905 would be taken for each semester that the student works on a project. The research/ project option would count for one to three hours of the 18 hours of MIS electives.

#### **Comprehensive Exam**

In lieu of a comprehensive exam, assessments comprising the capstone course (ISM 6155) fulfill the requirements for the comprehensive assessment in the program.

#### **Graduate Certificate Options**

Note that students in the Program can also obtain graduate certificates in (1) Compliance, Risk and Anti-Money Laundering and/or (2) Information Assurance by selecting elective courses suitably.

## **COURSES**

See <http://ugs.usf.edu/course-inventory>

## Accelerated B.S./M.S. Program

The goal of the USF Muma 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 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 hours

#### 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://ugs.usf.edu/course-inventory>

## 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>	52.1401
<b>Dept. Code:</b>	MKT
<b>Program (Major/College):</b>	MKT BA
<b>Approved:</b>	2007

##### Also offered as:

Concentration under Business Administration (Ph.D.)

#### CONTACT INFORMATION

<b>College:</b>	Business
<b>Department:</b>	Marketing (MKT)
<b>Contact Information:</b>	<a href="http://www.grad.usf.edu">www.grad.usf.edu</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).
- 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 6216	Logistics and Physical Distribution Management	or	3
MAR 6936	Supply Chain Management		3
MAR 6158	International Marketing Management		3
MAR 6936	Consumer Behavior		3
MAR 6336	Promotional Management	or	3
MAR 6936	Brand Management		3
MAR 6646	Research for Managers		3
MAR 6936	Marketing Elective		3
MAR 6816	Marketing Strategy		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://ugs.usf.edu/course-inventory>

## REAL ESTATE PROGRAM

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

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#### DEGREE INFORMATION

Program Admission Deadlines:  
**This Program is Currently Suspended for Admissions - Effective Fall 2014**

Minimum Total Hours: 34  
 Program Level: Masters  
 CIP Code: 52.1501  
 Dept. Code: FIN  
 Program (Major/College): RST BA  
 Approved: 2009

#### CONTACT INFORMATION

College: Business  
 Department: Finance (FIN)

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

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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.

<b>Advance Elective Courses</b>		<b>9 hours</b>
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

<b>Total program</b>		<b>34 hours</b>
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## COURSES

See <http://ugs.usf.edu/course-inventory>

## SPORT AND ENTERTAINMENT MANAGEMENT

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

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#### DEGREE INFORMATION

**Program Admission Deadlines:**  
**Fall:** June 1  
**Fall Admission Only**  
**Minimum Total Hours:** 30  
**Program Level:** Masters  
**CIP Code:** 31.0504  
**Dept. Code:** MAN  
**Program (Major/College):** SMG /BA  
**Approved:** 2014

#### CONTACT INFORMATION

**College:** Business  
**Department:** Marketing

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

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#### PROGRAM INFORMATION

##### Accreditation

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

##### Major Research Areas

Sport Management, Entertainment, Sport Business Analytics, Sport Marketing, Sport and Social Issues, American Sport Industry, Global Sport Industry, Sport Law, Sport and Entertainment Finance

#### ADMISSION INFORMATION

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

##### Program Admission Requirements

- Personal Interview with a committee of program faculty
- Personal Statement addressing career focus and aspirations
- Admission to and concurrent enrollment in the USF MBA with a Concentration in Sport Business
- Minimum of 3.00/4.00 average for all graduate work completed

*Because only students in good standing in the MBA with a Concentration in sport and Entertainment Management are eligible for admission, they will have already met all university and college admission criteria.*

#### DEGREE PROGRAM REQUIREMENTS

<b>Total Minimum Hours</b>		<b>30</b>
<b>Course Requirements</b>		<b>27</b>
SPB 6719	Sport and Entertainment Marketing Strategy*	3
SPB 6406	Sport and Entertainment Law*	3
SPB 6706	Sport Business Analytics*	3
SPB 6605	Sport and Social Issues	3
SPB 6116	Sport and Entertainment Finance	3
SPB 6735	Global Environment of Sport	3
SPB 6807	Social Media in Sport	3
SPB 6608	Issues in the American Sport Industry	3
SPB 6740	Sales and Fundraising in the Sport Industry	3

Students complete the three courses indicated with an asterisk as part of the requirements for the MBA with a Concentration in Sport Business. Because these nine hours of coursework are “shared” by the two programs, the 30 credit-hour MS in Sport and Entertainment Management requires an additional 21 hours to complete.

### Comprehensive Exam

### Internship

3

SPB 6946 Internship in Sport and Entertainment Management II

Option to complete thesis in lieu of internship.

## CURRICULAR SEQUENCE

### First Fall Semester

1st Eight Weeks: GEB 6445 (2) Social, Legal, Ethical Systems (MBA)  
 QMB 6603 (2) Operations Management (MBA)  
 MAN 6055 (2) Organizational Behavior and Leadership (MBA)

2nd Eight Weeks: FIN 6466 (2) Financial Analysis (MBA)  
 MAN 6726 (2) Strategic Business Analysis (MBA)  
 GEB 6215 (2) Communications Skills for Managers (MBA)

### Spring Semester

4 Week Session GEB 6226 (1) Leadership Speaker Series (MBA)  
 12 Week Session: SPB 6719 (3) Sport and Entertainment Marketing Strategy (MBA/MS)  
 SPB 6406 (3) Sport and Entertainment Law (MBA/MS)  
 SPB 6706 (3) Sport Business Analytics (MBA/MS)  
 SPB 6816 (3) Cont. Issues in Sport and Entertainment Management (MBA)

### Summer Semester

Summer C SPB 6946 (3) Internship in Sport and Entertainment Management I (MBA)  
 GEB 6895 (4) Integrated Business Applications (MBA)

**Total MBA/SEM: 32 Credit Hours**

### Second Fall Semester

12 Week Session: SPB 6605 (3) Sport and Social Issues (MS)  
 SPB 6116 (3) Sport and Entertainment Finance (MS)  
 SPB 6735 (3) Global Environment of Sport (MS)

### Second Spring

12 Week Session SPB 6807 (3) Social Media in Sport (MS)  
 SPB 6608 (3) Issues in the American Sport Industry (MS)  
 SPB 6715 (3) Sales and Fundraising in the Sport Industry (MS)

### Summer Semester

Summer C SPB 6946 (3) Internship in Sport and Entertainment Management II (MS)  
 (Thesis Option)

**Incremental MS/SEM: 21 Credit Hours**

**Total MBA+MS/SEM 53 Credit Hours**

## COURSES

See <http://ugs.usf.edu/course-inventory>