

# MBA IN ACCOUNTING

Candidates must be pursuing a Canisius University DACC program (BS in Accounting and MBA) to be eligible for this program.

The DACC Program (150 hour program) meets the NYS educational requirement for 150 hours for certification as a NYS CPA. Under present education requirements of the State of New York, students are eligible to sit for the NYS CPA examination upon completing their 120 hour program (BS in Accounting) with the completion of Auditing. Students must have 150 hours to secure the educational requirements for NYS CPA Licensure with the completion of Auditing.

## Licensure Disclosure

Canisius University cannot determine whether completion of this program would be sufficient to meet licensure requirements outside of New York State for the intended occupation. We advise you to contact your state licensing board or appropriate licensing entity (<https://canisius.atlassian.net/wiki/spaces/AcadAffairs/pages/34964198/Professional+Licensure+Notification/>) to determine whether the program meets requirements for Professional Licensure in the state where you are located or the state in which you intend to pursue licensure. Please contact the associate dean of your school if you have further questions.

## Admission Requirements

Students are admitted into the DACC program as Freshman. In their junior year, students who maintain a 2.5 GPA overall for all Accounting Courses and a 2.8 Overall GPA can AUTOMATICALLY continue in the DACC.

Students who do not meet that criteria will be evaluated on a case by case basis and may have additional requirements, including the GMAT. Student continuing in the DACC will start taking graduate classes in their senior year. Students not wishing to pursue the DACC should have a conversation with an advisor on their options.

### REGISTRATION FOR COURSES IN THE MBA

Students continuing in the DACC will be contacted by the Graduate Business Office in the spring semester of their junior year to register as seniors in graduate courses. Students will still secure advising for the courses to complete in fall of their senior year.

Students must take the following courses in their senior year:

Accounting requirements:

ACC 715 for ACC 415 (fall only)

ACC 725 for ACC 425 (fall only)

ACC 727 for ACC 427 (spring only)

Business requirements:

MGT 607 for MGT 325 (fall or spring)

MGT 446 (fall or spring)

Students with advanced standing may be able to add the following course to their senior year:

ACC 721 (fall only)

ACC 716 (spring only)

Please note, D grades are not awarded at the graduate level. Students must complete 24 credit hours at the graduate tuition rate.

### Academic Standing

For the undergraduate portion of the MBA 150 hour program students should review the probationary and dismissal policies in the undergraduate catalog for BS/BA candidates.

For the graduation portion of the program students can be

### Students must have CGPA of 2.8 GPA to graduate

A student is placed on academic probation if:

1. After completion of six hours of course work, the student's cumulative grade point average is 2.0 or lower,
2. Any time after completion of nine or more hours of course work, the cumulative grade point average is below a 3.0 or lower.

A student may be dismissed from the program if:

1. After completion of six hours of course work, subsequent to being placed on academic probation, the cumulative grade point average is less than 2.0,
2. After completion of at least 18 hours of course work, the cumulative grade point average is less than 3.0. A student may be dismissed without having been placed on probation first.

## Curriculum

Please note that the following is the complete curriculum for the 5-year program that leads to a BS in Accounting and an MBA in Accounting.

### An Ignatian Foundation

All undergraduate students must complete either the Canisius Core Curriculum (<http://catalog.canisius.edu/undergraduate/academics/curricular-information/core-curriculum/>) or the All-College Honors Curriculum (<http://catalog.canisius.edu/undergraduate/academics/curricular-information/all-college-honors-program/>). Many schools refer to their college-wide undergraduate requirements as "general education" requirements. We believe that the core curriculum and the honors curriculum are more than a series of required classes; they provide the basis for a Jesuit education both with content and with required knowledge and skills attributes that are central to our mission.

### Free Electives

Students may graduate with a bachelor's degree with more but not less than 120 credit hours. Free electives are courses in addition to the Canisius Core Curriculum or All-College Honors Curriculum and major requirements sufficient to reach the minimum number of credits required for graduation. The number of credits required to complete a bachelor's degree may vary depending on the student's major(s) and minor(s).

### Major Requirements

Code	Title	Credits
Core Curriculum or Honors Curriculum and Free Electives <sup>1</sup>		36
Business Core Curriculum <sup>2</sup>		49-51
Accounting requirements at the Undergraduate Level		
ACC 301	Intermediate Accounting I	3
ACC 302	Intermediate Accounting II	3
ACC 303	Cost Accounting	3

ACC 307	Accounting Systems and Analytics	3
LAW 371	Business and Commercial Law	3
LAW 372	Business Organizations and Commercial Paper	3
ENG 389	Business Communication	3

Courses taken in senior year at the graduate level. All courses except ACC 716 will be applied to undergraduate requirements. ACC 716 will be applied toward graduate requirements.

MGT 607	Operations Management & Sustainability	3
ACC 715	Basic Taxation	3
ACC 716	Advanced Taxation	3
ACC 725	Auditing Theory and Practice	3
ACC 727	Advanced Audit	3

Graduate Year- courses taken in 5th year and applied toward graduate requirements. Students with availability at the undergraduate level can move 5th year graduate courses to senior year.

ACC 721	Advanced Financial Reporting	3
ACC 726	Information Systems Auditing	3
ACC 751	Seminar in Accounting Theory	3
BAN 609	Business Analytics & Forecasting	3
FIN 608	Corporate Finance	3
MGT 605	Organizational Behavior	3
MKT 604	Marketing Management	3
Three MBA Electives <sup>3</sup>		9

<sup>1</sup> Must satisfy liberal arts requirements (<http://catalog.canisius.edu/undergraduate/academics/curricular-information/liberal-arts-sciences/>).

<sup>2</sup> Required courses (<http://catalog.canisius.edu/undergraduate/wehle-school-business/business-core/>) for all business majors.

<sup>3</sup> MBA electives can be used to take courses to fulfill one of the tracks listed below.

Please note that this curriculum fulfills the 120 credits required for a BS degree and 33 graduate credits required for the MBAA, meeting the requirement for 150+ hours for the educational requirements for NYS CPA Certification.

## Accounting Information Systems Track

Code	Title	Credits
ACC 726	Information Systems Auditing	3
ISB 610	Database Management Systems	3
ACC 752	Strategic Performance Analytics	3
ACC 731	Data Analytics in Accounting	3

## Finance

Code	Title	Credits
FIN 608	Corporate Finance	3
FIN 620	Investment Management	3
FIN 617	Portfolio Analysis	3
or FIN 622	Financial Institutions and Markets	

## Roadmap

### First Year

Fall	Spring
ACC 751	BAN 609
ACC 721	MKT 604

ACC 726	Elective
FIN 608	Elective
MGT 605	Elective

## Learning Goals and Objectives

We are committed to developing professionals who have depth of expertise in business functions combined with breadth of leadership and professional skills for success in today's dynamic business environment. Our graduates will:

### 1. Understand ethical behavior and sustainability concepts

A. Canisius graduates will be able to identify principled and ethical solutions to business problems.

B. Canisius graduates will be able to assess the potential social, economics, and environmental impact of business decisions on relevant stakeholders.

### 2. Make well-informed business decisions by demonstrating the ability to identify and solve business problems through quantitative and qualitative reasoning.

A. Canisius graduates will be able to interpret data, employ quantitative reasoning, and apply appropriate analytical tools to derive data-driven decisions.

B. Canisius graduates will be able to evaluate and incorporate contextual information in the decision-making process [and generate positive solutions].

### 3. Understand how functional areas of business impact business strategy

A. Canisius graduates will understand how functional areas impact business strategy, and give examples as to how decisions in these areas can be structured to improve organizational performance and positively impact all stakeholders. (Undergrad)

B. Canisius graduates will apply knowledge of functional areas to evaluate business strategy goals that are designed to improve organizational performance and positively impact all stakeholders.

### 4. Be career-ready professionals who are prepared to lead

A. To prepare students to be career-ready by creating a professional brand, assessing leadership and skill capabilities and ascertaining a career path. Students will develop job search skills, master the interview and cultivate a professional network.

## Courses

### Undergraduate

Accounting (ACC), (p. 3) Business Law (LAW) (p. 4), English (ENG) (p. 4)

### Graduate

Accounting (ACC) Courses (p. 4), Leadership & Professional Development Business (BUS) Courses (<http://catalog.canisius.edu/graduate/wehle-school-business/mba-business-administration/#BUS>), Economics (ECO) Courses (p. 5), Finance (FIN) Courses (p. 6), Business Law (LAW) Courses (p. 8), Management (MGT) Courses (p. 8), Marketing (MKT) Courses (p. 10)

## Accounting Courses (UG)

### ACC 201 Financial Accounting 3 Credits

Introduction to accounting concepts for external financial reporting. Accounting theories and principles relative to asset and liability valuations, and income determination.

**Offered:** fall & spring.

### ACC 202 Managerial Accounting 3 Credits

For Non-Accounting Majors. Introduction to accounting concepts for internal reporting and control. Cash budgeting, decision making, breakeven analysis, and performance evaluation.

**Prerequisite:** ACC 201.

**Offered:** fall & spring.

### ACC 212 Principles of Accounting II 3 Credits

For Accounting Majors. Fundamental concepts and procedures of financial and managerial accounting with emphasis on asset funding, including debt and equity and cash flows. Accounting applications of present value concepts, introduction to budgeting and product costing. During the Spring semester the course has a mandatory 1 hour non-credit recitation section for preparation for the intermediate accounting series.

**Prerequisite:** minimum grade of C- in ACC 201.

**Offered:** every fall.

### ACC 301 Intermediate Accounting I 3 Credits

First of a two-course sequence. In-depth accounting concepts and theories pertaining to external financial reporting. Emphasis on theories surrounding asset valuations, liability and equity measurements, income determination and cash flows.

**Prerequisite:** minimum grade of C- in both ACC 201 & ACC 212, junior standing, & overall GPA of 2.0.

**Offered:** every fall.

### ACC 302 Intermediate Accounting II 3 Credits

Second of a two-course sequence. In-depth accounting concepts and theories pertaining to external financial reporting. Emphasis on theories surrounding asset valuations, liability and equity measurements, income determination and cash flows.

**Prerequisite:** minimum grade of C- in ACC 301, junior standing, an overall GPA of 2.0.

**Offered:** every spring.

### ACC 303 Cost Accounting 3 Credits

Preparation and analysis of data utilized by management in planning and control decisions. Inventory valuation and reporting methods. Establishment and use of standards and budgets. The department offers ACC 303PD sections. These sections have a mandatory professional development lab attached to them. Their objective is to guide students as they develop the communication and leadership skills valued by the accounting profession. The course has a mandatory 3 hour non-credit recitation section.

**Prerequisite:** ACC 212, junior standing, & an overall GPA of 2.0.

**Offered:** every fall.

### ACC 307 Accounting Systems and Analytics 3 Credits

Development, organization, and implementation of accounting and management information systems. Emphasis on data analytics, enterprise risk management..."

**Prerequisite:** ACC 201 & ISB 101.

**Offered:** every spring.

### ACC 331 Data Analytics in Accounting 3 Credits

Data analytics theories and concepts applied to accounting settings.

Emphasis on business intelligence, data analytics models, data visualization, data storytelling, and descriptive, predictive, and prescriptive analytics. Students apply data analytic concepts through data storytelling and the use of analytics software.

**Prerequisite:** ACC 307 (may register concurrently).

**Offered:** every spring.

### ACC 415 Basic Taxation 3 Credits

Provisions of Internal revenue Code relating to the determination of income, exclusions, deductions and credits. Emphasis is on the individual and sole proprietors. The course includes learning basic tax research and communication skills.

**Prerequisite:** minimum grade of C- in both ACC 201 & ACC 212.

**Offered:** fall.

### ACC 416 Advanced Taxation 3 Credits

Internal Revenue Code provisions relating to taxation of corporations, shareholders; partnerships, partners, estates, trusts and multistate taxation.

**Prerequisite:** minimum grade of C- in ACC 415.

**Offered:** spring.

### ACC 421 Advanced Accounting Problems 3 Credits

Accounting for corporate mergers and acquisitions, state and local government, non-profit institutions and foreign exchange transactions.

**Prerequisite:** minimum grade of C- in ACC 302.

**Offered:** fall.

### ACC 425 Auditing Theory and Practice 3 Credits

Generally accepted auditing standards and practice relevant to verification of historical financial statements; responsibilities and ethics pertinent to the public accounting profession; internal control evaluation; applying auditing programs; development of working paper documentation; the application of statistical sampling to gather audit evidence; the determination of the appropriate audit report for a given audit situation.

**Prerequisite:** minimum grade of C- in ACC 302.

**Offered:** every fall.

### ACC 426 Information Systems Auditing 3 Credits

Information system control design and auditing in the internet, electronic and paperless environment; management of security technology; operating and application system processing controls; prevention of unauthorized activity.

**Prerequisite:** minimum grade of C- in each of ACC 307 & one of the following: ACC 331, ACC 452, or ACC 425.

**Offered:** fall.

### ACC 427 Advanced Auditing 3 Credits

This course embeds the advanced study of auditing in an experiential professional context through case analysis, simulations, and professional standards. Emphasis is placed on the development of competencies such as critical thinking, professional judgment, professional skepticism, oral and written communication, ethical reasoning, and leadership and team building. Broad exposure to the professional accounting/auditing literature assists students in reflecting on course technical content.

**Prerequisite:** ACC 425.

**Offered:** every spring.

**ACC 441 Fraud Examination Detection and Deterrence 3 Credits**

The course will concentrate on financial fraud, white-collar crime, how financial fraud is perpetrated, approaches to fraud investigations and documentation, and fraud detection and prevention. Ethical issues in fraud examination and investigation will be covered as well as strategies and tools for fraud deterrence in organizations.

**Prerequisite:** minimum grade of C- in each of ACC 301, ACC 302, & either ACC 425 or ACC 426.

**Offered:** occasionally.

**ACC 451 Accounting Theory and Research 3 Credits**

Standard setting procedures at the U.S. and international levels, accounting concepts and principles, contemporary accounting issues, concepts of income determination, database/library research to support or oppose accounting positions.

**Prerequisite:** minimum grade of C- in ACC 302.

**Offered:** fall.

**ACC 452 Strategic Performance Analytics 3 Credits**

Evaluating enterprise information, enterprise resource planning (ERP) system design and functionality, data integrity, use of financial and non-financial information for organizational decision-making, business process improvement and risk management.

**Prerequisite:** minimum grade of C- in ACC 307.

**Offered:** spring.

**ACC 496 Internship 1-3 Credits**

Internships require an application and approval by the associate dean.

**Prerequisite:** student must complete a WSB Internship Application and obtain permission of a faculty supervisor, department chair, & the associate dean.

**ACC 499 Independent Research in Accounting 1-3 Credits**

Undertaking of a significant piece of independent research. By appointment with chairperson. Independent studies require an application and approval by the associate dean.

**Prerequisite:** student must complete a WSB Internship Application and obtain permission of a faculty supervisor, department chair, & the associate dean.

**Offered:** fall & spring.

## Business Law Courses (UG)

**LAW 371 Business and Commercial Law 3 Credits**

American legal system and substantive law relating to business. This course focuses on the Constitution, Torts, Criminal, Cyber, Intellectual Property, Contracts, UCC Sales, International law and ethics and accountants professional responsibility.

**Offered:** fall.

**LAW 372 Business Organizations and Commercial Paper 3 Credits**

The American Legal System and substantive law relating to business focusing on the law relating to: negotiable instruments, banking, debtor creditor relationships, bankruptcy, secured transactions, agency, partnerships and LLCs, securities regulation, employment, environmental, anti-trust, property and wills and trusts.

**Prerequisite:** minimum grade of C in LAW 371.

**Offered:** spring.

**LAW 603 Legal Environment & Ethics 3 Credits**

This course is designed to be an introduction to the basic rules of law and the ethical responsibilities of business decision makers. This course is not intended to make you lawyers or to give legal advice. Almost every chapter/subject covered is a semester or longer in law school. We will address important legal aspects of relating to business transactions and business entities.

**Offered:** every fall, spring, & summer.

## English

**ENG 389 Business Communication 3 Credits**

Practice in writing letters, memos and reports, with models and strategies offered for each form.

**Prerequisite:** ENG 111 & ENG 112, or permission of the department chair.

**Fulfills College Core:** Advanced Writing-Intensive

**Offered:** every fall, spring, & summer.

## Accounting Courses (Grad)

**ACC 505 Financial Accounting 3 Credits**

Reporting the financial results of operations and financial position to investors, creditors, and managers; examination of problems that arise in the preparation, analysis and use of accounting data, with emphasis on the use of financial reports.

**Offered:** every fall & spring.

**ACC 610 Managerial Accounting 3 Credits**

Preparation and analysis of data used by management in planning, budgeting, decision making, product costing, inventory valuation and performance evaluation.

**Prerequisite:** MBA 505 or ACC 505.

**Offered:** Fall & spring.

**ACC 707 Accounting Systems and Analytics 3 Credits**

Development, organization, and implementation of manual and electronic accounting information systems. Emphasis on flow charts and analysis, modification, and improvement of existing systems.

**Prerequisite:** ACC 505.

**Offered:** every fall & spring.

**ACC 711 Intermediate Financial Reporting I 3 Credits**

First of a two-course sequence. In-depth accounting concepts and theories pertaining to external financial reporting. Emphasis on theories surrounding asset valuations, liability and equity measurements, income determination and cash flows. **Prerequisite:** MBA 701

**Prerequisite:** ACC 505.

**Offered:** every fall.

**ACC 712 Intermediate Financial Reporting II 3 Credits**

Second of a two-course sequence. In-depth accounting concepts and theories pertaining to external financial reporting. Emphasis on theories surrounding asset valuations, liability and equity measurements, income determination and cash flows.

**Prerequisite:** MBA 711 OR ACC 711 grade of C-.

**Offered:** every spring.

**ACC 715 Basic Taxation 3 Credits**

Provisions of Internal revenue Code relating to the determination of income, exclusions, deductions and credits. Emphasis is on the individual and sole proprietors. The course includes learning basic tax research and communication skills.

**Prerequisite:** MBA 701 OR ACC 701.

**Offered:** every fall.

**ACC 716 Advanced Taxation 3 Credits**

Internal Revenue Code provisions relating to taxation of corporations, shareholders; partnerships, partners, estates, trusts and multistate taxation.  
**Prerequisite:** MBA 715 OR ACC 715.  
**Offered:** every spring.

**ACC 721 Advanced Financial Reporting 3 Credits**

Accounting for corporate mergers and acquisitions, state and local government, non-profit institutions and foreign exchange transactions.  
**Prerequisite:** MBA 712 OR ACC 712.  
**Offered:** every fall.

**ACC 725 Auditing Theory and Practice 3 Credits**

Generally accepted auditing standards and practice relevant to verification of historical financial statements; responsibilities and ethics pertinent to the public accounting profession; internal control evaluation; applying auditing programs; development of working paper documentation; the application of statistical sampling to gather audit evidence; the determination of the appropriate audit report for a given audit situation.  
**Prerequisite:** MBA 712 OR ACC 712.  
**Offered:** every fall.

**ACC 726 Information Systems Auditing 3 Credits**

Information system control design and auditing in the internet, electronic and paperless environment; management of security technology; operating and application system processing controls; prevention of unauthorized activity.  
**Prerequisite:** C- or better in MBA 725 OR ACC 725.  
**Offered:** every fall.

**ACC 727 Advanced Audit 3 Credits**

This course embeds the advanced study of auditing in an experiential professional context through case analysis, simulations, and professional standards. Emphasis is placed on the development of competencies such as critical thinking, professional judgment, professional skepticism, oral and written communication, ethical reasoning, and leadership and team building. Broad exposure to the professional accounting/auditing literature assists students in reflecting on course technical content.  
**Prerequisite:** MBA 725 OR ACC 725.  
**Offered:** every spring.

**ACC 731 Data Analytics in Accounting 3 Credits**

Data analytics theories and concepts applied to accounting settings. Emphasis on business intelligence, data analytics models, data visualization, data storytelling, and descriptive, predictive, and prescriptive analytics. Students apply data analytic concepts through data storytelling and the use of analytics software.  
**Prerequisite:** ACC 707 or BAN707.  
**Offered:** every fall & spring.

**ACC 741 Fraud Examination Detection and Deterrence 3 Credits**

The course will concentrate on financial fraud, white-collar crime, how financial fraud is perpetrated, approaches to fraud investigations and documentation, and fraud detection and prevention. Ethical issues in fraud examination and investigation will be covered as well as strategies and tools for fraud deterrence in organizations.  
**Prerequisite:** ACC 301 or ACC 711.  
**Offered:** occasionally.

**ACC 751 Seminar in Accounting Theory 3 Credits**

Standard setting procedures at the U.S. and international levels, accounting concepts and principles, contemporary accounting issues, concepts of income determination, database/library research to support or oppose accounting positions.  
**Prerequisite:** MBA 711 or ACC 711.  
**Offered:** every fall.

**ACC 752 Strategic Performance Analytics 3 Credits**

Evaluating enterprise information, enterprise resource planning (ERP) system design and functionality, data integrity, use of financial and non-financial information for organizational decision-making, business process improvement and risk management. **Prerequisite:** MBA 707  
**Prerequisite:** MBA 707 OR ACC 707.  
**Offered:** every spring.

## Leadership & Professional Development Business (BUS) Courses

**BUS 500 WNY Prosperity Fellowship Program 0 Credits**

WNYP Prosperity Fellowship Program requires student to apply. Once accepted into the fellowship, students will participate in activities related to the economic development of the WNY community.  
**Offered:** every summer.

**BUS 601 My Leadership and Brand 0.5 Credits**

This course is about you and your leadership journey and career goals. Specifically this course is designed to help you discover more about yourself, your leadership skills, and what competencies are most critical to achieving your professional career goals. Central to the theme of the LPD program is your personal leadership plan, which will be developed in this course and submitted by the end of the semester. The activities in the course will also give you hands-on experience with goal setting, a critical skill to developing and empowering others. Finally, you will have the benefit of working with a Canisius alumnus who has been specially trained in coaching, mentoring, and helping to develop your leadership plan.  
**Offered:** every fall & spring.

**BUS 602 Career Readiness 0.5 Credits**

Students will identify their value proposition and how to best present their talents across multiple mediums and channels.  
**Prerequisite:** BUS 601.  
**Offered:** every fall, spring, & summer.

**BUS 603 My Path Forward 0 Credits**

Student will reflect on leadership plan and chart their path forward beyond graduation.  
**Prerequisite:** BUS 602.  
**Offered:** every fall, spring, & summer.

**BUS 698 Internship 1-3 Credits**

Student works in an organization to gain work experience. As the internship is for academic credit, a student will have to secure a faculty supervisor and will have to complete academic assignments. Approval of an internship requires the completion of an application located in the student's portal.  
**Offered:** every fall, spring, & summer.

**BUS 699 Graduate Business Independent Study 3 Credits**

Students are working on a special project or course related to content of their graduate business degree.  
**Offered:** occasionally.

## Economics (ECC) Courses

**ECO 503 Statistics for Managers with Excel 3 Credits**

This course covers statistical concepts and techniques emphasizing problem solving and interpretation: descriptive statistics, probability distributions, estimation, hypothesis testing, contingency tables, analysis of variance and simple regression analysis.  
**Offered:** every fall, spring, & summer.



**ECO 511 Macroeconomics****1.5 Credits**

This course is designed to acquaint the student who has had no previous macroeconomic training with the body of knowledge, methods of analysis related to the global macroeconomic environment. The underlying models and their impacts on decision-makers is the focus of the course.

**Offered:** every fall, spring, & summer.

**ECO 606 Managerial Economics****3 Credits**

This course is designed to acquaint students with market forces that affect the decision making process of managers. It provides the analytic framework to understand consumer behavior, production technology, and input costs. Students will also learn how markets and the global environment influence managers, set prices and respond to the strategies of their competitors for long term firm sustainability.

**Offered:** every fall, spring, & summer.

**ECO 609 Business Analytics for Managers****3 Credits**

This course builds on the tools of statistical inference developed in MBA 503 to address issues of estimation and hypothesis testing encountered in regression analysis and forecasting. A comprehensive introduction to econometric modeling and forecasting will be provided. Emphasis will be placed on application, interpretation and evaluation of forecasts.

**Prerequisite:** ECO 503.

**Offered:** every fall, spring, & summer.

**ECO 611 Financing State & Local Government****3 Credits**

Municipal credit risk and municipal bonds analysis of revenue sources for state and local governments. Public/private sector interaction in urban areas, city-suburban fiscal disparity and competition, state/local government structure, inter-governmental relations. This course also serves as a Finance elective.

**Prerequisite:** MBA 526 or ECO 526.

**Offered:** occasionally.

**ECO 612 Geographical Info Sys for Bus****3 Credits**

An applied introduction to Geographic Information Systems (GIS), a mapping and spatial analysis tool that is widely used in education, government, and industry to solve spatial problems. This course combines lectures and hands-on exercises and provides students the opportunity to use ArcGIS software.

**Prerequisite:** MBA 504 or ECO 504.

**Offered:** occasionally.

**ECO 615 Economics Research Methodology****3 Credits**

Economic Research Methodology is a course where the tools of microeconomics, macroeconomics and statistics are applied to analysis of economic data at both the national and local levels. The course will focus on Bureau of the Census and Bureau of Labor Statistics data in the analysis of labor markets and other behavioral economic issues.

**Prerequisite:** ECO 504, MBA 504, MBA 503, ECO 503.

**Offered:** every spring.

**ECO 621 Money, Banking and the Economy****3 Credits**

The connection between financial markets, the economy, and the Federal Reserve will be explored. This course will examine the nature of financial markets, the determination of interest rates, banking, money and monetary policy. Emphasis will be placed on the impact of monetary policy on the macro economy.

**Prerequisite:** MBA 504 or ECO 504.

**Offered:** every fall.

## Finance (FIN) Courses

**FIN 608 Corporate Finance****3 Credits**

This course provides the basic tools of Financial Management. It introduces you to the goal of Financial Management, analysis of financial statements, the concepts of cash flow, financial planning, time value of money, capital budgeting, the principles of valuation, the concepts of return and risk, the use of financial leverage, the cost of capital, dividend policy and working capital management.

**Prerequisite:** ACC 505 and ECO 503.

**Offered:** every fall, spring, & summer.

**FIN 617 Portfolio Analysis****3 Credits**

An introduction to modern portfolio theory and management. Strategies underlying portfolio construction and evaluation. Implications of market efficiency on portfolio management.

**Prerequisite:** MBA 620 or FIN 620.

**Offered:** every fall.

**FIN 619 Financial Modeling****3 Credits**

Programming in EXCEL via construction of custom functions and macros using Visual Basic. These techniques are applied to a variety of financial models.

**Prerequisite:** FIN 608, FIN 508, or MBA 508.

**Offered:** every fall.

**FIN 620 Investment Management****3 Credits**

This course introduces the student to the construction, management, and performance evaluation of investment portfolios. Primary topics include portfolio models, equilibrium in financial markets, market efficiency and the application of these concepts to the investment industry.

**Prerequisite:** FIN 608, FIN 508 or MBA 508.

**Offered:** every fall, spring, & summer.

**FIN 622 Financial Institutions and Markets****3 Credits**

This course examines the changing world of financial services and the role that financial intermediaries and financial markets are playing in a rapidly consolidating industry with new benchmarks and success factors. Universal banking as the new model will be analyzed. Emphasis will be placed on contemporary issues as well as a review of the history of this evolving industry.

**Prerequisite:** MBA 508 or FIN 508.

**Offered:** every spring.

**FIN 623 Fixed Income Securities****3 Credits**

This course discusses the various types of fixed income securities and the markets in which they are traded. Emphasis is placed on contact evaluation, extracting term/risk structure information from pricing, evaluating, investment opportunities and interest rate risk management.

**Prerequisite:** MBA 620 or FIN 620.

**Offered:** every fall.

**FIN 624 Golden Griffin Fund I****3 Credits**

This course is the first of a two semester program in which students become equity analysts and portfolio managers responsible for 'real money' portfolio of common equity securities (the Golden Griffin Fund or 'GGF'). In the fall semester, students begin the process of stock selection and analysis, leading to recommendations for investment by the GGF. Students follow and discuss current events in the economy and financial markets, and monitor and produce written reports regarding current GGF portfolio positions. Students serve on committees, including: Accounting and Finance; Legal and Compliance; Marketing; Public Relations and Portfolio Management. Each committee will have certain responsibilities throughout the fall and spring semesters. Students taking MBA 624 are expected to continue into the spring semester in MBA 629. Student must apply in early spring before the upcoming fall semester. Offered; fall

**Prerequisite:** MBA 620 or FIN 620 concurrent with MBA 812 or FIN 812.

**Offered:** every fall.

**FIN 625 Advanced Corporate Finance****3 Credits**

This course provides an in-depth treatment of corporate financial management. Topics from the introductory course (MBA 508) are developed in greater detail with emphasis on the underlying theories and more extensive applications to financial decision making. Additional topics beyond the introductory level are presented and discussed. The class relies primarily on lectures, problems and case discussions.

**Prerequisite:** MBA 508.

**Offered:** occasionally.

**FIN 626 International Finance****3 Credits**

International Finance (also known as 'Open-Economy Macroeconomics') is the study of the monetary and economic linkages among countries. The main goal of this course is to equip students with an understanding of the global macroeconomic environment. The following topics will be covered: purchasing power parity, interest rate parity, exchange rate determination, international capital flows. MBA 504, MBA 508

**Prerequisite:** MBA 508 or FIN 508 and MBA 504 or ECO 504.

**Offered:** Occasionally.

**FIN 628 Derivative Securities****3 Credits**

This course discusses forward and futures contracts, swaps and options. Markets for these securities are described and analyzed. Modern techniques for identifying over and undervalued contracts are presented. The use of derivative securities in risk management is discussed.

**Prerequisite:** MBA 620 or FIN 620.

**Offered:** occasionally.

**FIN 629 Golden Griffin Fund II****3 Credits**

This course is the second of a two semester program in which students become equity analysts and portfolio managers responsible for 'real money' portfolio of common equity securities (the Golden Griffin Fund or 'GGF'). In the spring semester, students begin the process of original equity research, leading to recommendations for investment by the GGF. Students continue to follow and discuss current events in the economy and financial markets, and monitor and produce written reports regarding current GGF portfolio positions. Committee work started in the fall semester continues as well.

**Prerequisite:** either MBA 624 or FIN 624 and either MBA 812 or FIN 812.

**Offered:** every spring.

**FIN 650 Introduction to Personal Financial Planning (CFP qualified)****3 Credits**

Survey of topics in wealth management and personal financial planning. Review development of the wealth management industry, including the evolution of the high-net-worth investor segment. Various approaches to asset management, benchmarks for evaluating portfolio performance, risk tolerance, and tax and estate planning issues will be explored.

**Prerequisite:** MBA 620 or FIN 620.

**Offered:** fall.

**FIN 652 Risk Management & Insurance****3 Credits**

Globalization, technological advances and their subsequent adaptations by enterprises and economies has led to rapid changes in how risks are evaluated and mitigated. The ability to identify/anticipate, measure, financially and operationally manage, mitigate and communicate risk exposures faced by an organization is essential to its business success. Moreover, the ability to communicate the various impacts and consequences of material risk exposures to executive management and other enterprise stakeholders is becoming a critical management skill. In this course we will discuss processes used by organizations to manage the risks that they face, with an emphasis on the types of risk commonly handled through the commercial insurance market. Coursework will address the costs and benefits of risk management, the goals of the process and the methods available to manage risks. Methods covered include traditional and nontraditional mitigations including retention, commercial insurance, captives, contractual risk transfer, etc. Throughout the semester, students will have the opportunity to learn more about the role of risk managers, insurance underwriters, brokers and other risk stakeholders through case studies, guest lecturers and local risk management events aimed at providing students a holistic picture of the industry. Students will be expected to demonstrate their understanding of current risk-related topics through class discussion, homework assignments, projects, and exams.

**Offered:** occasionally.

**FIN 657 Financial Modeling with SAS****3 Credits**

Building financial models for forecasting and analyzing investment and financial products using the SAS programming language. Models in the areas of corporate finance, equities, bonds, portfolio management and derivative securities will be explored.

**Offered:** every fall & spring.

**FIN 658 Risk Management & Financial Institutions****3 Credits**

This course will provide a comprehensive overview of Risk Management for Financial Institutions by examining the major risk categories and the key elements for effectively managing those risks. It will include coverage of the core risk principles and frameworks of an effective risk management program.

**Prerequisite:** FIN 608.

**Offered:** occasionally.

**FIN 674 Business Analytics Using R****3 Credits**

This course introduces students to the open source software language R. Students will access publicly available financial data, process and analyze the data using R code. Analysis of financial ratios, investment portfolios, options, CAPM, Monte Carlo simulation, Value at Risk modeling and market microstructure will be explored.

**Prerequisite:** MBA 508 or FIN 508.

**Offered:** occasionally.

**FIN 691 Supervised Applied Integrative Project 3 Credits**

Special project or internship experience designed and supervised by a faculty member in conjunction with program professional partners. Intended primarily for the Risk Management or Data Analytics concentrations to be fully integrative with business applications. Examples may include risk management or big data projects for or within investment firms or financial institutions.

**Offered:** every fall, spring, & summer.

**FIN 698 Finance Internship 1-4 Credits**

Internship experience.

**Offered:** every fall, spring, & summer.

**FIN 812 Equity Analysis 3 Credits**

The analysis and valuation of equity securities is developed in stages using a case approach based on live publicly traded companies. Valuation models and the concept of value creation follows preliminary analysis of financial statements and market based financial information on risk and return.

**Prerequisite:** MBA 620 or FIN 620.

**Offered:** every fall.

## Business Law (LAW) Courses (Grad)

**LAW 371 Business and Commercial Law 3 Credits**

American legal system and substantive law relating to business. This course focuses on the Constitution, Torts, Criminal, Cyber, Intellectual Property, Contracts, UCC Sales, International law and ethics and accountants professional responsibility.

**Offered:** fall.

## Management (MGT) Courses

**MGT 512 Principles of Management 1.5 Credits**

Overview of key management principles and frameworks in planning, organizing, leading and controlling an organization. Topics covered include, but are not limited to: developing a strategy, ethical decision-making, innovation and change management, managing in a global environment, organizational structures and authority, managing teams and human resources, theories on leadership, motivation and communication, and operations processes, will be introduced

**Offered:** every fall, spring, & summer.

**MGT 605 Organizational Behavior 3 Credits**

As individuals who are working or expect to work in organizations, and those potentially interested in management positions, exploring and understanding the multitude of ways employees behave in organizations is vital. As noted in our textbook, "the people make the place" (section 1.1). As a current and/or future decision maker in an organization, improving your managerial skills is critical. In fact, Peter Drucker has written that as individuals move up the organizational ladder, human relations skills (leadership, teamwork, motivation, etc.) become paramount. This course will sharpen your knowledge about how to become a better manager/leader by helping you understand yourself and the behaviors of employees within organizations. We accomplish this by concentrating on three different perspectives: individuals in the organization, groups in the organization, and the organizational system.

**Offered:** every fall, spring, & summer.

**MGT 607 Operations Management & Sustainability 3 Credits**

Operations management involves the planning, coordinating and executing of all activities that create goods and services while taking into account the Triple Bottom Line. This course will examine the economic, environmental, and social impacts of decision-making in the following areas: operations strategy, process strategy, quality management, facilities layout, inventory management, lean systems, and demand and capacity planning.

**Prerequisite:** MGT 512 and ECO 503.

**Offered:** every fall, spring, & summer.

**MGT 620 Global Management Strategy 3 Credits**

Global Management Strategy is about strategic challenges confronting managers and firms expanding their horizons from local to global markets and resources. Its objective is to help students to understand the various aspects of strategic management that are specific to the global context. This course is designed to provide students with the knowledge and skills needed for creating, sustaining and renewing competitive advantages within a global context. Global Management Strategy introduces the key concepts, frameworks and principles required for an MNC (multinational company) to successfully engage in business activities in several, often disparate countries, cultures and markets.

**Offered:** occasionally.

**MGT 640 Leadership & Management Skills Development 3 Credits**

This seminar provides students with opportunities to assess their current management skill levels and to better understand and internalize concepts and theories of leadership and organizational behavior through application. Focuses on an active-learning of cycle of taking action, reflecting upon that action and its consequences, developing concepts and generalizations based upon such reflection, and testing of concepts by taking action in new situations. Topics include decision making, motivation, conflict management, exercising influence, supportive communication, interviewing, empowering and delegating.

**Offered:** occasionally.

**MGT 641 Human Resource Management 3 Credits**

This course examines the critical functions and roles of human resource management (HRM) in complex organizations. Topics include the legal implications of HRM, job analysis and design, HR planning, recruitment and selection, training and development, performance management, compensation and benefits, and employee and labor relations. Most significantly, the course looks at managing people and the employment relationship from a strategic perspective.

**Offered:** every fall & spring.

**MGT 642 Global Supply Chain Management 3 Credits**

Supply Chain Management addresses the integrated management of the set of value-added activities from product development, through material procurement from vendors, through manufacturing and distribution of the good to the final customer. The course will address inventory movement within the supply chain, network configuration and location, capacity and demand management, the value of information, strategic alliance, new product development and technology and information impact in a global environment.

**Prerequisite:** MBA 507 or MGT 507 or MGT 607.

**Offered:** every fall.

**MGT 645 Fundamentals of International Business 3 Credits**

This course introduces students to the aspects of business that change when an international border is crossed. Students examine the functional areas of business -- accounting, finance, economics, marketing and management -- and develop an understanding of the nature of competition in this complex environment.

**Offered:** fall.



**MGT 649 Labor Relations****3 Credits**

This course introduces the student to the development, structure and process of labor relations in the United States. While the main focus will be on the private sector, some attention will be paid to the public sector, especially in the areas of the law and dispute settlement. Topics covered are labor history, labor law, union administration, the organizing process, collective bargaining, contract administration, labor disputes and their resolution, labor-management cooperation, and current issues.

**Prerequisite:** MBA 502 or MGT 502.

**Offered:** occasionally.

**MGT 651 Corporate Entrepreneurship****3 Credits**

Corporate Entrepreneurship.

**Offered:** occasionally.

**MGT 652 Launching and Growing Entrepreneurship Ventures****3 Credits**

Identify and evaluate an idea, assess the market, business planning and analysis applied to launching and growing entrepreneurial ventures.

Topics include the lean launch pad, business plan, starting a small business, competitive analysis, strategic and managerial analyses, understand the process of raising capital and how to speak to investors, and professional presentation methods. The class also provides interactive and entrepreneurs and local entrepreneurship professionals.

**Offered:** occasionally.

**MGT 664 Global Marketing Strategy****3 Credits**

This course provides students the opportunity to deepen their understanding of the design and implementation of a global strategy by concentrating on the decision areas most impacted by a firm's activities in the global marketplace. The course first explores how decisions on product, pricing, promotion and distribution are shaped by the international environments. Those decision areas are then integrated into an overall global strategy.

**Offered:** occasionally.

**MGT 667 Negotiation Theory and Practice****3 Credits**

Explores formal and informal ways that managers negotiate differences. The course considers negotiation with peers, supervisors, subordinates, suppliers, customers, outside agencies and others as a key managerial process and a component of effective leadership. It takes a broad view of negotiations, examining the links between effective negotiation processes and influence, communication and relationship-management. We will examine research and concepts developed in a number of academic fields, and look closely at personal skills and experiences. The course requires intense involvement in negotiation simulation exercises, and thoughtful application of theory and research.

**Offered:** occasionally.

**MGT 668 IT Tools & Supply Chain Management****3 Credits**

The course is intended to provide the graduate business student with an understanding of key concepts and range of automated tools employed in solving supply change management problems. MS Excel is stressed.

**Prerequisite:** MBA 506 or MKT 506.

**Offered:** occasionally.

**MGT 669 Multicultural Leadership****3 Credits**

This course emphasizes the understanding of the skills that ethical and effective global business leaders need to have in order to manage the multiple cultural environments of international corporations. Students are tasked with the design of global leadership development programs for Graduate Business Programs and Corporations in order to demonstrate their understanding of the skills sets required.

**Offered:** every summer.

**MGT 673 Comparative Management****3 Credits**

This course emphasizes the students' development as international managers and their understanding of the various environments within which they will be competing. Students study the impact of culture and value differences on the functional aspects of management -- communication, negotiation, decision making, control, and human resources -- and develop strategies for managing them in the international marketplace.

**Offered:** every spring.

**MGT 686 Doing Business in the European Union****3 Credits**

This course is designed to prepare students to do business in the EU.

Students examine the forces leading to the development and the implementation of the unique economic and political unit called the European Union. Students use their understanding of the history and the current issues impacting the continuing development of the European Union to develop strategies for doing business in the European Union.

**Restriction:** includes a one-week field experience in Europe during spring break.

**Offered:** every spring.

**MGT 690 Strategic Management and Leadership****3 Credits**

Strategic Management can be characterized as a set of managerial decisions and actions that determines the long run performance of a corporation. It includes environmental scanning (external and internal to the corporation), strategy formulation, strategy implementation and evaluation and control. Using cases drawn from actual business situations, the course develops skills in (1) diagnosing the overall condition of a company or organization, with emphasis on its financial situation; (2) perceiving and analyzing evolving environmental trends, seeking new opportunities for the organization and new threats against it; (3) understanding those specific company skills that give it advantages over the competition and weaknesses that hinder its competitive position; (4) identifying and evaluating the strategic alternatives that are feasible for a given situation; (5) matching skills with opportunities, and relating them to one or more strategic alternatives in determining strategy and setting objectives; and (6) developing detailed policies and plans, and implementing them. The study of strategic management, therefore, emphasizes the monitoring and evaluating the external opportunities and threats in light of a corporation's strengths and weaknesses. We will build on insights developed in other courses, such as Understanding General Management, Managerial Economics, Managing Organizational Behavior, Finance and Marketing Strategy. We will explore and apply tools developed by world-renowned scholars that are taught at business schools all over the world, and add our own unique Jesuit perspective, to arrive at insights that are both applicable in the business world and deeply rooted in a thorough academic understanding. Hence, this is an integrative course in that the tools and skills learned in other required courses are needed to develop practical company-wide general management decisions. Since few students become general managers immediately upon graduation, Strategic Management includes a series of cases, simulations, and/or consulting projects on the role of the new functional, business and corporate/global managers in formulating and implementing strategies.

**Prerequisite:** ACC 505, ECO 511, MGT 512, MGT 605, MKT 604, FIN 608, MGT 607, BUS 601, BUS 602.

**Offered:** every fall, spring, & summer.

**MGT 699 Management Independent Study****3 Credits**

Management Independent Study

**Offered:** occasionally.

## Marketing (MKT) Courses

### MKT 604 Marketing Management

3 Credits

This course provides a survey of the various factors that affect marketing strategy decisions as well as the variety of strategic marketing decisions themselves. An emphasis is placed on coverage of a range of the most important concepts used in the practice of Marketing Management.

**Offered:** every fall, spring, & summer.

### MKT 614 Retailing

3 Credits

The retailing industry is undergoing tremendous disruption with the explosive growth of e-commerce. Multi-channel retailing is becoming the norm and the marketing challenges are many, including delivery of omni-channel customer experiences. This course is a study of the many challenges in retail management today using one of the leading textbooks on the topic. Student activities in the course include midterm and final exams, assignments and discussions.

**Prerequisite:** MBA 506 or MKT 506 or MKT 604.

**Offered:** every summer.

### MKT 632 Marketing Data Analytics

3 Credits

This course is an introduction to big data and data analytics for business, data visualization, business intelligence (BI), data and text mining, and sentiment analysis. Students learn to use data visualization, dashboard, and data analytics software.

**Prerequisite:** MBA 506 or MKT 506.

**Offered:** every fall & spring.

### MKT 633 Global Logistics and Transportation

3 Credits

Organization of export and import operations in support of marketing, distribution, production and other global business functions, freight forwarding, shipping procedures and selecting transportation modes and documentation. Special attention is given to the logistics of humanitarian relief and the efforts of Catholic Relief Services and other global agencies.

**Prerequisite:** MBA 507 or MGT 507 and MBA 506 and MKT 506.

**Offered:** every spring.

### MKT 634 Consumer Behavior

3 Credits

This course focuses on the application of information from the behavioral sciences (e.g. psychology, sociology, anthropology) to help understand consumer behavior. Emphasis is placed on understanding the factors that influence consumer behavior and developing the ability to apply this information to the practice of marketing. Additionally, students are encouraged to consider their own personal consumption behavior and to identify ways they can improve their consumption decision outcomes and reduce their susceptibility to undesirable external influences. Course topics include perception, memory, learning, persuasion, attitudes, materialism, behavioral decision theory, family and cultural influences.

**Prerequisite:** MBA 506 or MKT 506 or MKT 604.

**Offered:** occasionally.

### MKT 637 Social Media Marketing

3 Credits

In a world where almost 60% of new marketing jobs are in digital marketing, this Social Media Marketing course prepares students to understand and apply the essential skills required for monitoring, managing and measuring social media programs. The course introduces the key concepts of social media marketing on Facebook, Instagram, Snapchat, Twitter, Pinterest, YouTube, TikTok, Blogs, Vlogs, Webinars, and LinkedIn. Also covered are critical social media topics such as employee advocacy, social media policies, and social selling. Because not all social media programs are the same, the course provides a firm understanding of the difference between organic and paid social media strategies and uses real-life examples and simulations, so students walk away with career-ready skills.

**Prerequisite:** MKT 604.

**Offered:** occasionally.

### MKT 638 Global Marketing Strategy

3 Credits

Marketing in a global environment.

**Prerequisite:** C- or better in MKT 604.

**Offered:** occasionally.

### MKT 648 Digital Marketing Strategies

3 Credits

Exact topics to be covered depend on recent advances and applications in digital marketing and social media.

**Prerequisite:** MBA 506 or MKT 506.

**Offered:** occasionally.

### MKT 664 Search Marketing

3 Credits

Search Engine Marketing (SEM) has become one of the most important marketing strategies for business organizations. SEM involves a variety of techniques designed to increase a company's visibility on popular search engines like Google, Yahoo and Bing. The course will cover Search Engine Optimization (SEO) strategies involving website development and web analytics as well as Pay-Per-Click (PPC) strategies using advertising programs like Google AdWords. As companies increasingly compete to drive customers to their websites, the skills covered in the course are becoming essential for modern marketing professionals and web designers.

**Prerequisite:** MBA 506, MKT 506, or MKT 604.

**Offered:** occasionally.

### MKT 665 Marketing Data Analytics

3 Credits

Students learn the benefits of using a systematic and analytical approach to marketing decision making. Students will be able to use and execute data analytic techniques in a scientific and process driven manner. Understand how the first principles of marketing strategy assist firms in organizing analytic opportunities and challenges that exist in today's data era.

**Prerequisite:** MKT 604, ECO 503.

**Offered:** every spring.

### MKT 671 Marketing Data Analytics

3 Credits

Students learn the benefits of using a systematic and analytical approach to marketing decision making. Students will be able to use and execute data analytic techniques in a scientific and process driven manner. Understand how the first principles of marketing strategy assist firms in organizing analytic opportunities and challenges that exist in today's data era.

**Prerequisite:** ECO 503, MKT 604.

**Offered:** every spring.

### MKT 675 Service Marketing

3 Credits

Excelling in service management, from delivery to recovery, is the foundation for success in many industries today. The focus of this course is on the knowledge needed to develop and maintain strong customer relationships that improve customer satisfaction and retention. Customer satisfaction and retention are drivers of success for industries such as financial services, professional services, transportation, healthcare and hospitality industries.

**Prerequisite:** MBA 506 or MKT 506 or MKT 604.

**Offered:** occasionally.

**\*Students are required to complete one MBA Finance Elective and two MBA electives. MBA electives should be 600 level courses for a list of MBA elective available course descriptions please visit courses page in the MBA program (<http://catalog.canisius.edu/graduate/wehle-school-business/mba-business-administration/#coursestext>).**