

BUSINESS—GRADUATE**GRADUATE COURSES—BUSINESS AND ADMINISTRATIVE SCIENCES**(See *Course Numbering System—Definitions and Eligibility*)**BUSINESS (Bus)**

Note: The foundation courses (Bus 202, 205, 207, A–B–C, 208, 209, 211, 214, 216, 217, and 218) are open only to classified graduate students and are required of those who have not completed equivalent undergraduate courses. Other 200 series courses are open only to graduate students in classified standing, except that teaching credential candidates may take Bus 280 and 282 in unclassified standing when approved by the Business Credential Adviser.

202. Economics for Business Decisions (3)

Not required of students with credit in Econ 1A-B. Microeconomic decisions; product, service, and factor markets; risk, uncertainty, and profits; macroeconomic framework of business decisions.

205. Financial and Managerial Accounting (3)

Not required of students with credit in Acct 1A-B or 4A-B. Financial accounting; statement analysis and interpretation; transaction analysis; partnerships and corporations; taxation; financial reporting; managerial controls, information systems, budgeting; costs, capital budgets.

207A-B-C. Quantitative Foundations for Business Decisions (1-1-1)

Not required of students with credit in DS 71, 72. (A) Functional representation of business relationships, (B) Variable rates of change, marginal analysis and optimization of business functions, (C) Analysis of business data arrays. (Lecture/lab)

208. Quantitative Methods in Business (3)

Not required of students with credit in D S 73, 173. Statistical analysis in business, tests of hypotheses, time series, correlation analyses, index numbers, estimation models, and Bayesian statistics in business decision making. (2 lecture, 2 lab hours)

209. Computers and Programming (3)

Not required of students with credit in IS 50 and IS 53 or 54. Computing algorithms, statistical and other software packages, data processing, programming languages; COBOL, FORTRAN, Interactive BASIC-PLUS. (2 lecture, 2 lab hours).

211. Legal Environment of Business (3)

Not required of students with credit in BA 18. Basic legal concepts; nature of the legal system, law of contracts, sales, negotiable instruments, agencies, partnerships, corporations.

214. Organization and Management Theory (3)

Not required of students with credit in Mgt 110 or 110A-B. Organizational theory, structure and forms of organization, authority, leadership, group dynamics, policy formulation; conflict resolution, organizational control.

216. Operations Analysis (3)

Not required of students with credit in Mgt 124. Prerequisite: Bus 208 and 214 recommended. Operations theory and methods; operations planning and control; methods analysis, work measurements; materials handling and control, facilities location and layout; application of statistical techniques and electronic data processing; relationships with other functional areas of management.

217. Marketing Organization and Policies (3)

Not required of students with credit in Mktg 100. Prerequisite: Bus 202 recommended. Environmental factors for marketing, elements of marketing and marketing systems, marketing activities and strategies of the firm; evaluating marketing programs and systems.

218. Principles of Finance (3)

Not required of students with credit in Fin 133. Prerequisite: Bus 205; Bus 202 recommended. Impact of uncertainty and environmental considerations upon the finance function. Financial problems and policies: working capital management, capital budgeting, cost of capital, and dividend policy. Problems and cases.