

DEPAUL
UNIVERSITY



Course Catalog

College of Commerce Undergraduate Studies

Summer/Autumn 2007-2008

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General Information

College of Commerce - Undergraduate Studies □ General Information

Catalog Version

UNDERGRADUATE UPDATE: APRIL 15, 2007

Please use the menu items to the left for current catalog navigation. Access archived catalogs by choosing the link to the right.

College of Commerce - Undergraduate Studies □ General Information □ General Information

General Information

Established in the autumn of 1912, the College of Commerce began classes on January 13, 1913. It ranks among the ten oldest business schools in the United States. The college offers the degree Bachelor of Science in Commerce (BSC). The Commerce Undergraduate Program Office provides academic assistance to all Commerce students throughout the year. From its inception, the college has placed highest priority on maintaining quality programs that combine both general and specialized learning experiences. To provide its students with a broad understanding of the multi-faceted forces shaping their world, the college concentrates a significant amount of its academic work in the Liberal Studies. Specifically, the general learning experiences are distributed throughout six learning domains of liberal education: Understanding the Past; Scientific Inquiry; Religious Dimensions; Philosophical Inquiry; Self, Society, and the Modern World; and Arts and Literature. To prepare them for entry into a professional career in business, industry, government, or non-profit institutions, the college offers students introductory and advanced learning experiences in the specialized fields of Accountancy, E- Business, Economics, Finance, Management, Management Information Systems, Marketing and Real Estate.

True to the Vincentian heritage of DePaul University, the college includes within these experiences the study of the moral and ethical issues impacting upon public and private institutions in society as well as the individual. The high quality of DePaul University's business programs is validated by the fact that both the undergraduate and graduate programs are accredited by AACSB International, the Association to Advance Collegiate Schools of Business. This distinction is held by only a limited number of schools of business worldwide.

Catalog Version

Advising Staff

College of Commerce - Undergraduate Studies □ Advising Staff

Advising Staff

COMMERCE UNDERGRADUATE PROGRAM OFFICE ADVISING STAFF

Cathy Gill
Assistant Director

Freeman Whitney
Assistant Director

Kim Charles
Academic Advisor

Michael Gonzalez
Academic Advisor

Sarah May
Academic Advisor

James Spence
Academic Advisor

Administration

College of Commerce - Undergraduate Studies □ Administration

Administration

RAY WHITTINGTON, Ph.D., CPA, CMA, CIA

Dean

DANIEL J. KOYS, Ph.D.

Associate Dean for Academic Policies

MICHAEL JAY JEDEL, DBA

Associate Dean for International and Distance Learning

LAWRENCE D. HAMER, Ph.D.

Associate Dean for Marketing Communications

NANCY HILL, Ph.D.

Associate Dean for Academic Quality

HELEN CONROY, MBA

Business Manager

JENNIFER McCLELLAND, MPS

Operations Coordinator

KAREN BURGARD, MBA

Assistant Dean

JOAN WISHAU, M.Ed.

Associate Director

MONIKA K. GUNTY, M.Ed.

Associate Director

The College of Commerce and Chicago

College of Commerce - Undergraduate Studies □ The College of Commerce and Chicago

The College of Commerce and Chicago

For nearly a century, the college has been committed to an urban and a metropolitan identification and to the recognition that its past, present, and future are linked inextricably to the stability and vitality of the city of Chicago. For students in the College of Commerce, this means studying and working in Chicago, one of the most dynamic business and financial centers in the world. For graduates of the College of Commerce, this means abundant career choices and opportunities after leaving DePaul. Truly, DePaul has been the developer of Chicagos business leaders for over nine decades.

Faculty

College of Commerce - Undergraduate Studies □ Faculty

Faculty

Approximately 280 men and women serve on the faculty of the college. These individuals are committed to providing DePaul students with a challenging, high-quality classroom learning experience. This commitment has led nearly 90% of full-time faculty to earn doctoral degrees in their respective disciplines. Additionally, many members of the faculty have demonstrated their technical competence by earning professional certifications in their special fields.

Among the certifications held by the faculty are the following: Certified Public Accountant (CPA), Chartered Financial Analyst (CFA), Certificate in Management Accounting (CMA), Certificate in Data Processing (CDP), Accredited Personnel Specialist (APS), Chartered Property and Casualty Underwriter (CPCU), Associate in Risk Management (ARM).

University Libraries

College of Commerce - Undergraduate Studies □ University Libraries

University Libraries

The DePaul Libraries provide resources and services through seven different units: the Loop Campus Library, the Richardson Library located on the Lincoln Park Campus, the Law Library, the OHare Campus Library, the Naperville Campus Library, and the South Campus Library. The Loop Campus Library primarily focuses on business materials to support the programs of the College of Commerce but also has core collections of materials in other subjects. The combined collection of the University Libraries includes over 896,000 volumes, 287,000 microform volumes, and over 19,000 current serial subscriptions. More than 16,000 electronic books and 18,000 electronic journals are also available, as is an extensive collection of databases to support research in business. Most electronic resources are available to students at all times from their homes. In addition to these collections, the Illinet Online offers an online catalog and circulation system for materials in the libraries of 45 colleges and universities within Illinois from which students can access materials.

For a complete description of the resources and services of the University Libraries, visit <http://www.lib.depaul.edu/> .

Admission

College of Commerce - Undergraduate Studies □ Admission

Admission

Candidates interested in admission to the college should direct all inquiries to the Office of Admission, DePaul University, 1 E. Jackson Boulevard, Chicago, Illinois 60604. Telephone (312) 362-8300; e-mail admission@depaul.edu ; or apply online at www.depaul.edu . The Office of Admission will provide each candidate with the required forms and instructions for filing the application. A non-refundable application fee is required of each applicant.

Candidates seeking admission to the college must present credentials which demonstrate that they are capable of high academic achievement. Specifically, to succeed in the study of business, students must possess a number of academic qualities. Students must be able to think analytically and reason to valid conclusions relying on both quantitative and qualitative information. Particular attention is therefore given to the mathematical and verbal abilities of candidates.

Bachelor of Science in Commerce

College of Commerce - Undergraduate Studies ▢ Bachelor of Science in Commerce

Mission

MISSION

The mission of the DePaul University College of Commerce is to be a leader in the discovery and development of skills and knowledge as it relates to business and its global role. Our primary objective is to actively serve our markets in Chicago and around the world by making use of the latest technology to provide innovative educational programs. Our faculty members not only have a responsibility to maintain their academic and professional qualifications, primarily through discipline-based scholarship, but also to make contributions to the practice of and through research in support of teaching and pedagogy. The College focuses its teaching and research on both the current business setting and important future issues while providing service to both the academic and professional communities.

The College seeks to serve individuals and organizations desiring access to the highest quality business education as a means to achieve a full range of intellectual and professional goals from the perspective of ethical and responsible leadership. The students, staff, faculty, and other members of the University community strive to provide each other with the knowledge and experience needed to fulfill their intellectual and professional goals. This is a cooperative effort to create a framework for solving business problems within a global society. The College holds high-quality teaching and pedagogical innovation the same level of importance as scholarship and research.

CURRICULUM

The students academic program consists of two parts, courses in the College of Commerce and courses in the College of Liberal Arts and Sciences. Together, these two components contribute to the common purpose of all study in the College, namely professional preparation grounded in liberal education.

The students course of study in the college is in turn comprised of a Common Core, courses required of all students regardless of major field, and a number of major field courses in either the School of Accountancy & Management Information Systems (MIS), or the Departments of Economics, Finance, Management, or Marketing. A minimum of 192 quarter hours is necessary for graduation. The student should consult the entries which follow for a detailed description of the particular major field programs.

LIBERAL STUDIES PROGRAM

The students course of study in the Liberal Studies Program is part of the undergraduate program devoted exclusively to liberal education. The program seeks to balance and, when necessary, augment the students course of study in the major field. In addition to the 16 quarter hours required in the First Year Program, all students in the college are required to complete courses distributed through domains in departments or schools designated by the Liberal Studies Program.

LIBERAL STUDIES PROGRAM WEBSITE

For further information on the purposes and curriculum of the Liberal Studies Program including a list of approved courses students should consult a Commerce academic advisor or visit the LSP website.

http://las.depaul.edu/lsp/public_html/index.html

Program Objectives

College of Commerce - Undergraduate Studies ▢ Bachelor of Science in Commerce ▢ Program Objectives

Program Objectives

PROGRAM OBJECTIVES

Communication:

DePaul University students will be able to communicate effectively both orally and in writing.

Global perspective:

DePaul University students will understand business within a global context.

Ethical & legal awareness:

DePaul students will be able to recognize ethical and legal issues confronting them.

Decision-making:

DePaul students will be able to use analytical and reflective skills in making decisions.

Teamwork:

DePaul University students will participate as effective team members.

Mastery of content:

DePaul University students will acquire knowledge of the functional areas of business and the interrelationship of the functional areas within a business.

College of Commerce - Undergraduate Studies ▫ Bachelor of Science in Commerce ▫ Curriculum

Curriculum

The students academic program consists of two parts, courses in the College of Commerce and courses in the College of Liberal Arts and Sciences. Together, these two components contribute to the common purpose of all study in the College, namely professional preparation grounded in liberal education.

The students course of study in the college is in turn comprised of a Common Core, courses required of all students regardless of major field, and a number of major field courses in either the School of Accountancy & MIS, or the Departments of Economics, Finance, Management, or Marketing. A minimum of 192 quarter hours is necessary for graduation. The student should consult the entries which follow for a detailed description of the particular major field programs.

College of Commerce - Undergraduate Studies ▫ Bachelor of Science in Commerce ▫ Liberal Studies Program

Liberal Studies Program

The Liberal Studies Program (LSP) is the common curriculum taken by all students in the traditional undergraduate colleges at DePaul University. Overall, the LSP is designed to develop students writing abilities, mathematical and technological proficiencies, and critical and creative thinking skills. Some LSP courses serve to introduce the institutions unique Catholic, Vincentian, and urban mission and identity, and as such may include an emphasis on social justice and community service. While the LSP curriculum itself is quite varied, the program as a whole shares these four learning goals: 1) *Reflectiveness* ; 2) *Value Consciousness* ; 3) *Multicultural Perspective* ; and 4) *Creative and Critical Thinking* .

LSP courses are characterized by an emphasis on *reflectiveness* which encourages students to not just learn scholarly concepts and theories, but be able to apply them to the real world. *Value-consciousness* further stimulates a sense of personal responsibility for creating a more just and humane world. A *multicultural perspective* demands that students grapple with the plurality of world views, and enhance their awareness of the experiences, contributions, and concerns of diverse communities, in both contemporary and historical times. Given DePaul's Catholic, Vincentian character, religious world views, as well as secular ethical systems, are emphasized using different methods of inquiry and disciplinary perspectives. At the same time that the LSP curriculum stresses *reflectiveness* , *value-consciousness* , and *multicultural perspective* as foundations of intellectual inquiry, it fosters the development of *creative and critical thinking* . These essential skills are reinforced through reading, writing, project, and performance assignments, as well as in-

class dialogue, field observation, laboratory research, and more.

Ultimately, LSP courses are collectively designed to promote the capacity for self-critical and autonomous thinking, lay the groundwork to discover, transform, and create knowledge, and to instill a thirst for lifelong learning.

College of Commerce - Undergraduate Studies □ Bachelor of Science in Commerce □ Requirements

Requirements

Common Core :

First Year Program

4 quarter hours in Discover Chicago or Explore Chicago

4 quarter hours in a Focal Point Seminar

8 quarter hours in Composition and Rhetoric

Sophomore Seminar on Multiculturalism in the United States

4 quarter hours

Junior Year Experiential Learning

4 quarter hours

Senior Capstone

4 quarter hours

Learning Domains :

Arts and Literature (AL):

12 quarter hours

Note: *No more than two courses from the same department or program may be taken.*

Philosophical Inquiry (PI):

8 quarter hours

Religious Dimensions (RD):

8 quarter hours required

4 quarter hours - Religious & Ethical Questions

4 quarter hours - Religious Traditions

Note: *One course from either the **Philosophical Inquiry** or **Religious Dimensions** domains must be in business ethics.*

Scientific Inquiry (SI):

12 quarter hours required, consisting of the following:

4 quarter hours with a lab component

4 quarter hours with a quantitative component

4 quarter hours scientific inquiry elective

Note: *No more than two courses from the same department or program may be taken to meet the SI requirement. It is highly recommended that students take CSC 239 to fulfill the SI quantitative requirement. Commerce students may receive SI elective credit for Mathematics 147, 148, 150, 151, 160, 161, 170, or 171.*

Self, Society and the Modern World (SSMW):

4 quarter hours

Note: *Commerce students may not use any Economics courses to fulfill this requirement.*

Understanding the Past (UP) :

8 quarter hours

Note: Courses must be from two different geographic categories: 1) Africa; 2) Asia; 3) Europe; 4) Intercontinental/Comparative; 5) Latin America; 6) North America.

Global Perspective (GP)

College of Commerce - Undergraduate Studies □ Bachelor of Science in Commerce □ Global Perspective (GP)

Global Perspective (GP)

3 courses (12 quarter hours).

To fulfill the Global Perspective (GP) requirement, students may choose one of three curricular options:

1. Students who wish to study a modern language may choose the Liberal Studies Modern Language Option. Students may substitute a three-course language sequence for two domain courses and an elective.
2. Students who wish to study abroad may select an approved program of study to use as GP credit.
3. Students may select three approved courses from the Liberal Studies domains identified as available for GP credit by the college. Selected courses must focus on cultures outside of the United States. Students may need to submit written proposals for their GP option. Students should see a commerce advisor for assistance.

For a list of approved courses, visit the following link:

<http://commerce.depaul.edu/undergrad/contents/current/GP.pdf>

College of Commerce Requirements

College of Commerce - Undergraduate Studies □ College of Commerce Requirements

College of Commerce Requirements

COMMON CORE

All students in the college must have background in the areas of accountancy, mathematics, economics, business law, finance, management, management information systems and marketing. Students also are required to complete additional studies in the Liberal Arts.

Courses in these departments are distributed in the following manner:

INTRODUCTORY COURSE WORK

Within the first two years of study, all students must take the following commerce and liberal arts courses and earn a grade of C- or better in each course provided the cumulative GPA in these courses is not less than 2.0 (the minimum required for admission to the Advanced Course Work required of the baccalaureate degree):

Accountancy

ACC101 Principles of Accounting I
ACC 102 Principles of Accounting II.

Business Law

BLW 201 Legal Environment of Business.

Business Mathematics and Statistics:

BMS 125 Business Calculus I
BMS 126 Business Calculus II
BMS 142 Business Statistics.

Economics

ECO 105 Principles of Microeconomics
ECO 106 Principles of Macroeconomics.

Students are expected to complete the Business, Mathematics and Statistics sequence in the freshman year. The remainder of the introductory courses are to be completed in the sophomore year.

ADVANCED COURSE WORK

The final two years of study in the college include the following required courses:

English (one of the following courses is required)

ENG 202 Professional Writing for Business
ENG 204 Technical Writing
ENG 206 Introduction to Professional Writing
ENG 301 Writing in the Professions.

Finance

FIN 310 Financial Management I.

Economics

ECO 315 Money and Banking.

Note: Students in the department of Finance must take FIN 320 Money and Banking in lieu of ECO 315.

Interdisciplinary Commerce Studies

ICS 392 Senior Seminar (grade of C- or better satisfies liberal studies capstone course requirement)
ICS 394 Entrepreneurship Strategy or ICS 395 Management Strategy.

Management

MGT 300 Managerial Concepts and Practices I
MGT 301 Managerial Concepts and Practices II

Management Information Systems
MIS 340 Management Information Systems.

Marketing
MKT 301 Principles of Marketing
MKT 310 Consumer Behavior.

Quantitative Methods of Business
Course number, title and content may vary by department of major. Students should see an advisor for assistance.

ADDITIONAL REQUIRED COURSES

Communication
CMN 220 Public Speaking or CMN 212 Small Group Communication or MKT 376 Effective Business Communication.

Electives

Study in the college also includes four elective courses of the student's choice. Electives should be chosen with the student's academic advisor.

ACADEMIC ADVISING

All degree-seeking students receive academic advising in the college. Academic advisors are available to provide information concerning curriculum, course selection, registration, academic regulations and University policies and procedures. Academic advisors will also make appropriate referrals to help students in the use of college and university resources according to individual needs. Students are encouraged to consult their academic advisor periodically throughout the year.

Faculty can assist in the selection of major field electives and business electives which will best compliment a students major and career orientation.

ADVANCEMENT BEYOND INTRODUCTORY COURSE WORK

Students may register for Advance Course Work in the College of Commerce degree program upon successful completion of the Introductory sequence. A grade of C- or better in all Introductory courses, provided the cumulative GPA in these courses is no less than 2.0, English 103 and 104, and an overall cumulative GPA of 2.0 is required before moving to Advanced Course Work. Students must meet with their advisors prior to taking Advanced courses.

DECLARATION OF MAJOR FIELD

Declaration of the major field is required by the end of the second quarter in the junior year. A grade of C- or better is required in each major field course whether taken as an elective or as a required course provided the cumulative GPA in the major field courses is no less than 2.0. Students who choose to major in Accounting, Finance, or Real Estate are bound by different requirements and should consult the appropriate section in this catalog for specifics. All grades earned in the major field, regardless of application, are used to calculate a students major GPA Students must also have earned a C- or better in all Introductory courses provided the cumulative GPA in these courses is no less than 2.0. Adjustments in a program may be made on recommendation of advisors and upon agreement with chairs of the departments concerned. Major field electives may be taken outside of the College of Commerce with the written approval of the department chair.

COLLEGE OF COMMERCE EXTERNAL CREDIT AND RESIDENCY

A student who has been admitted to the College of Commerce begins residency within the college as of the first day of classes of the term to which the student has been admitted. Students in residence in the College of Commerce, whether attending on a full-time or part-time basis, may not take courses away from DePaul University without the written permission of the college. Permission should be obtained in advance of registration to avoid loss of credit or residency in the college.

JUNIOR STANDING

Prerequisites of junior standing require students to have successfully completed a minimum of 88 quarter hours of coursework and have successfully completed Introductory Course Work, including English 103 and 104, with a C- or better provided the cumulative GPA in these courses is no less than 2.0. Students who have not earned junior standing may not register for courses to which the prerequisite applies.

BASIC INFORMATION TECHNOLOGY SKILLS

Prior to attaining junior status, all students must know and be able to use standard microcomputer software for business solutions. This includes understanding and using operating systems communicating through and navigating the Internet, and

using word processing, spreadsheet, and presentation applications. The list of required technology skills may be modified from time to time. An updated list of minimum proficiencies is maintained on the college web page at http://commerce.depaul.edu/undergrad/html/current/tech_reqs_resources.shtml. Faculty who require facility with all of these programs expect that work submitted for assessment will meet professional standards.

PASS-FAIL POLICY

The purpose of the pass-fail option is to encourage students to seek educational experiences in courses which are not required in the students program. In conformity with University pass-fail policy, students in the College of Commerce may only take open electives pass-fail and then only in courses outside of the students major/minor field. Only one pass-fail per discipline is allowed. Degree seeking students in the college must enroll for a letter grade in all parts of the Liberal Studies Sequence, the Commerce Core and in all major/minor field courses. Students must be in good standing, GPA above 2.0, in order to apply for pass/fail and may take a maximum of one pass-fail class per quarter. Grades of A to D are considered passing grades.

PRELAW

Pre-law study in the College of Commerce is intended for those students who, in addition to satisfying the requirements of a major field, also want to develop those capacities and skills essential for satisfactory performance in law school. The Association of American Law Schools, while not prescribing specific courses for students planning to study law, has described certain skills that it believes essential for the later success of students preparing for a career in law. These skills are to speak and write clearly; to think clearly, critically and independently in situations involving problem-solving and sound judgment; and to understand business, social and political institutions. Consistent with developing these abilities, Pre-law study in the College of Commerce provides students with an understanding of the background and operation of business institutions, with communication and mathematical skills, and a solid general studies education designed to develop analytical habits.

Individual programs of study adapted to the unique interests and aspirations students preparing for a legal career are designed with the assistance of the College of Commerce Pre-Law advisor. Interested students should contact Alexander Devience, JD (adevien1@depaul.edu , 312/362-6298).

CONTINUING COMMERCE STUDIES

The College of Commerce encourages the undergraduate student to consider further studies at the graduate level. The Master of Science in Human Resources, Master of Accountancy, Master of Science in Accountancy and Master of Science in Taxation degrees may be earned in 15 months if a student enrolls on a full-time basis. Students with work experience can also apply to DePaul's MBA program, which also requires approximately 18 months of full-time study. Students with an undergraduate degree in a business area of study are eligible for course reductions. The full length of the MBA program varies from 12 to 18 courses, depending upon previous coursework. The Graduate Management Admission Test (GMAT) is required for entrance into graduate studies and should be taken early in the senior year. Additional information and application materials are available at <http://www.kellstadt.depaul.edu/>.

DOUBLE MAJOR/DUAL DEGREE

Students may obtain double majors within one college or across colleges provided they meet the major requirements in both areas in addition to any other requirements as stipulated by the college. This is accomplished by choosing to use open electives for the second major area and taking the additional courses beyond the normal 49 courses required before applying for and accepting an undergraduate degree.

A dual degree may be earned with a minimum of 60 quarter hours of credit beyond those applied to the first degree providing all requirements of the second degree have been met and at least one-half of the credits required by the second area of concentration are completed in residence at DePaul.

In addition to the College of Commerce policies, there are University-level policies governing double majors. Interested students should consult with an academic advisor for specific information.

MINOR

A minor is a combination of courses that provides a cohesive introduction to an area of study. Students in the College of Commerce may elect to complete a minor in Commerce, Computer Science, or in a Liberal Arts and Science discipline.

MINOR DECLARATION:

In order to declare a minor, students must (1) have a cumulative GPA of 2.0, (2) earn a grade of C- or better in each minor course provided the cumulative GPA in the minor field courses is no less than 2.0, (3) not take courses in a minor as a pass/fail option, and (4) may not earn a minor in the same area as their major. Students electing to pursue a minor should consult an academic advisor concerning application of these courses to the Commerce curriculum.

AVAILABLE COMMERCE MINORS:

Accountancy
Economics
Finance
International Business
Management
Management Information Systems
Marketing

COMPUTER SCIENCE AND LIBERAL ARTS AND SCIENCES MINORS:

Please refer to the appropriate area of this bulletin for the specific minor requirements.

BUSINESS MINORS FOR NON-COMMERCE STUDENTS

Commerce minors are available to students majoring in disciplines other than business. Students can select from the following commerce minors: Accounting, Business Administration, Economics, Finance, Management, MIS and Marketing. The requirements for all minors can be found in the corresponding departmental descriptions. Interested students should contact their individual college or consult an academic advisor in the College of Commerce for more information.

Management Development Center

College of Commerce - Undergraduate Studies □ Management Development Center

Management Development Center

The Management Development Center officially became a part of the College of Commerce on September 1, 1984. Its purpose is to provide continuing professional education to members of the Chicago-area business community. The Center seeks to offer a broad range of programs that will enhance professional development at all levels of management through open enrollment and on-site offerings.

Seminars and certificate programs covering a variety of traditional and current business topics are offered to accomplish this purpose. For more information on the center, please contact the Management Development Center; DePaul University, 25 E. Jackson Boulevard, Suite 1600, Chicago, IL 60604; (312) 362-5033.

School of Accountancy and Management Information Systems

College of Commerce - Undergraduate Studies □ School of Accountancy and Management Information Systems

General Information

Admission to the Program

Known for its innovative programs in accounting, the School of Accountancy and Management Information Systems has been a major source of graduates for professional accountancy and management information systems careers in public accounting, business and industry, and the public sector. The School is a member of the Federation of Schools of Accountancy, is one of the largest accountancy programs in the United States, and is separately accredited by the Association to Advance Collegiate Schools of Business International.

The School of Accountancy and Management Information Systems strives to serve students, the public interest and professionals through teaching excellence, service and research. The School of Accountancy and Management Information Systems serves by: (1) providing qualified students through undergraduate and graduate degree programs with the education necessary to commence and continue their careers as professionals in public accounting, business and industry, and the public sector; (2) providing all students in the College of Commerce with a fundamental knowledge of accounting and information systems as a vital element in the management of complex organizations; (3) providing the public with education in accounting and management information systems that serves needs including courses for continuing professional education and professional certification; and (4) promoting applied and theoretical research of significance to the accounting and management information systems professions.

The objectives of the Bachelor of Science in Commerce with a major in Accountancy, with a major in Management Information Systems, or a major in E-Business are to provide students with a solid foundation in the theory, principles, and procedures of the discipline and professional practice of accountancy, including the study of financial, managerial and tax accounting as well as auditing and systems; to encourage and prepare students for professional certification; to foster an understanding of the profession of accountancy and its role in modern business environments; and to develop an awareness of the need for continuing intellectual development through either professional or academic means.

College of Commerce - Undergraduate Studies □ School of Accountancy and Management Information Systems □ Faculty

Faculty

KEVIN T. STEVENS, DBA, CPA
Director and KPMG Alumni Distinguished Professor
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DENISE NITTERHOUSE, DBA, CPA
Associate Professor
Harvard University

ROBERT M. PETERS, Ph.D., CPA
Professor Emeritus
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KELLY RICHMOND POPE, Ph.D., CPA
Assistant Professor
Virginia Tech

GERARD V. RADICE, MBA, CPA
Professor Emeritus
University of Chicago

HELENE RAMANAUSKAS-MARCONI, Ph.D., CPA
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SANDRA SHELTON, Ph.D., CPA
Associate Professor
University of Wisconsin, Madison

MILTON D. SHULMAN, Ph.D., CDP, CSP
Professor Emeritus
University of Illinois

PATRICIA SMITH, MBA, CPA
Visiting Instructor
DePaul University

MARK J. SULLIVAN, Ph.D., CPA
Associate Professor
University of Wisconsin, Madison

MARGARET TOWER, MBA, CPA,
Visiting Instructor
DePaul University

CURTIS C. VERSCHOOR, Ed.D., CPA, CMA, CIA, CFE, CFP, Ch.F.C.
Professor Emeritus

Northern Illinois University

MICHELENE D. WENDORF, MBA M.S.Ed., CPA
Visiting Instructor
DePaul University
University of Wisconsin, Oshkosh

Distinguished Professorships, Scholarships and Internships

College of Commerce - Undergraduate Studies □ School of Accountancy and Management Information Systems □ Distinguished Professorships, Scholarships and Internships

Distinguished Professorships, Scholarships and Internships

DELOITTE ALUMNI DISTINGUISHED PROFESSORSHIP OF ACCOUNTANCY

Through the generosity of the alumni and friends at Deloitte, this named chair was established in 1988 and is currently held by Professor John E. McEnroe, in recognition of superior teaching and leadership in accounting education at DePaul University.

ERNST & YOUNG ALUMNI DISTINGUISHED PROFESSORSHIP OF ACCOUNTANCY

Through the generosity of friends and alumni at Ernst & Young, this named chair, established in 2003, is held by Professor Belverd E. Needles in recognition of his leadership of and service to the academic discipline and profession of accounting.

KPMG ALUMNI DISTINGUISHED PROFESSORSHIP OF ACCOUNTANCY

Through the generosity of alumni and friends at KPMG, this named professorship was established in 1998 and is held by Professor Kevin T. Stevens, in recognition of his leadership of and contribution to accounting education.

LEDGER & QUILL ALUMNI DISTINGUISHED PROFESSORSHIP OF ACCOUNTANCY

Through the generosity of Ledger & Quill, the alumni and friends organization of the School of Accountancy, this named chair was established in 1990 and is currently held by Professor Mark L. Frigo, in recognition of his superior research, teaching and leadership in accounting education at DePaul University.

SCHOOL OF ACCOUNTANCY SCHOLARSHIPS

The Scholarship Selection Committee of the School evaluates applicants for these awards on the basis of academic achievement, high school record, ACT/SAT scores, and extracurricular activities. A personal interview with the Committee also is part of the selection process for these scholarships. The total value of school-based scholarships and awards exceeds \$200,000.

LEDGER & QUILL SCHOLARSHIPS

Ledger & Quill is the support organization for the DePaul School of Accountancy, formed in 1972 by friends and alumni to encourage excellence in teaching, research, and service. It numbers nearly 2000 active members nationwide. Visit www.ledgerandquill.com for more information.

L&Q provides significant financial assistance to students through the following programs:

The merit-based L&Q Scholarships, renewable for four years, are awarded annually to incoming first year students. Awards vary in number and amount.

The L&Q Multicultural Award, a renewable scholarship, is available for a first year student with a multicultural background. The award varies in number and amount.

The L&Q Student Leadership Awards program provides multiple \$1500 awards for superior accounting students who have made significant contributions to DePaul, the School, or their community

GUY ACCETTURA ENDOWED SCHOLARSHIPS

The gift of the Accettura Family, the Guy Accettura Scholarships are provided for superior students in DePauls College of Commerce studying Accounting or Finance.

BP SCHOLARSHIPS

Through the generosity of DePaul friends and alumni at British Petroleum and its predecessor firm the Amoco Corporation and the Amoco Foundation, partial annually renewable scholarships are provided to superior incoming first-year minority accounting students.

THE CNA FOUNDATION SCHOLARSHIPS

Through the generosity of the CNA Foundation, two renewable scholarships for upper-level Accounting students are annually provided.

THE DELOITTE MINORITY SCHOLARSHIP-INTERNSHIP PROGRAM

The school, in conjunction with Deloitte LLP, offers scholarships and summer internships to selected minority students interested in a public accounting career.

EICHENBAUM FOUNDATION SCHOLARSHIPS

Through the generosity of the Eichenbaum Family and Foundation, variable amount awards are annually provided for superior students.

THE HOWARD AND ROBERTA GOSS SCHOLARSHIPS

Through gifts provided by DePaul alumni Howard and Roberta Goss and the Transco Foundation, partial scholarship funds for superior students from the Greater Chicago Area are available on a needs basis to students studying in the School of Accountancy.

CHARLES AND SELMA MELVOIN SCHOLARSHIPS

Funded by the Charles and Selma Melvoyn Fund in the School of Accountancy, one variable amount, renewable Melvoyn Scholarship is offered yearly to a selected incoming first year student. The fund also provides awards for the Melvoyn Student Ethics Symposium.

RALPH PECHANIO SCHOLARSHIP FUND

Established in 2004 by a gift to the School from distinguished alumnus Ralph Pechanio, the Pechanio Scholarship is presented to an outstanding first-generation college student from the Chicago area studying accounting at DePaul.

ROBERT M. PETERS SCHOLARSHIPS

Provided by the Robert M. Peters Scholarship Fund, Peters Scholarships are awarded to students of exceptional promise and ability. The fund was established by his former students, supportive firms and the alumni association of Ledger & Quill, in recognition of Prof. Peters direction of the Schools Strobel Scholars (honors) program and service as faculty advisor to DePauls chapter of the Midwest Association of Hispanic Accountants.

THE PRICEWATERHOUSECOOPERS MINORITY SCHOLARSHIP-INTERNSHIP PROGRAM

The school, in conjunction with PricewaterhouseCoopers, offers a scholarship/ internship program to selected superior minority accounting majors.

ELDRED STROBEL SCHOLARSHIPS

The Strobel Scholars Honors Program also offers scholarships, including the four-year renewable Strobel Scholarship. Generated by the Strobel Endowment Fund, Strobel Scholarships are available to students in the Strobel Scholars Program.

THE SUCCESS THROUGH SCHOLARSHIP ENDOWMENT FUND

Through the ongoing generosity of DePaul friends and alumni Belverd E. Needles (Ernst & Young Professor of Accountancy), William B. Snow and Ernest R. Wish (DePaul trustees), and with the participation of the Illinois CPA Society, Ledger & Quill, and the University, this endowed accounting education fund provides scholarships and other financial support for superior accounting students at DePaul. The school also provides scholarships and awards through its Accountancy Scholarship Fund, through programs of the Accounting Club, Beta Alpha Psi, and DePauls chapters of the Midwest Association of Hispanic Accountants and National Association of Black Accountants. Additional awards are offered through the Gerry Newman/McDonalds Scholarship, the Baitman Scholarship (graduate students only), and many professional accounting organizations.

SCHOOL OF ACCOUNTANCY AND MANAGEMENT INFORMATION SYSTEMS INTERNSHIPS

The School of Accountancy and Management Information Systems maintains strong relations with the Chicago accounting and business communities, making possible a wide variety of both credit and non-credit internship and part-time employment opportunities for School students. Options include:

Internship listings: DePauls Career Center maintains a list of currently available opportunities from large and small businesses in the area for accounting majors. The list is available on-line for convenient access.

ACC 393: provides students with academically-supervised professional work experience closely coordinated with course and curriculum content. Industry-sponsored programs: the School participates in ongoing internship programs (some of which include scholarships) sponsored by such firms as Abbott Laboratories, Deloitte, KPMG and PricewaterhouseCoopers.

College of Commerce - Undergraduate Studies □ School of Accountancy and Management Information Systems □ Admission to the Program

Admission to the Program

PROGRAM REQUIREMENTS

Students are considered members of the School of Accountancy and Management Information Systems when they have (1) met DePaul University and College of Commerce admission requirements and (2) declared Accountancy as their major field by completing a Declaration of Major form.

DECLARED STATUS

To declare a major in Accountancy the following conditions must be met: 1) the student must possess a cumulative GPA of 2.3 or better and an Accountancy GPA of at least 2.0 or better; 2) have received a minimum grade of C- for all introductory courses provided the cumulative GPA for these courses is not less than 2.0; 3) receive at least a C- or better in ACC 303 and ACC 304 with an Accountancy cumulative GPA of 2.0 or better; 4) have a combined total accounting GPA and cumulative GPA equal to at least 4.75. A grade of C- or better is required in all accountancy course work.

Students should submit their Declaration of Major form upon completion of ACC 304. Completion of the Declaration of Major Form is required by the end of the second quarter in the junior year. Membership may be conferred upon highly qualified students prior to junior standing at the discretion of the Director.

INTENDED STATUS

Students should apply for Intended Accountancy Major status prior to completion of ACC 304 and acceptance by the School of Accountancy and Management Information Systems as a declared major.

ACCOUNTANCY/FINANCE HONORS DOUBLE MAJORS

Accountancy majors who are also accepted into the Finance Honors Program should take ACC 307 Financial Reporting I for Finance Honors Students and ACC 309 Financial Reporting II for Finance Honors Students in lieu of ACC 304 Financial Reporting I and ACC 305 Financial Reporting II. These students are strongly encouraged to take the DePaul CPA review class if they wish to pursue the CPA designation.

STROBEL HONORS/FINANCE HONORS DOUBLE MAJORS

Strobel Honors students who are also accepted into the Finance Honors Program are not required to take ACC 307 Financial Reporting I for Finance Honors Students or ACC 309 Financial Reporting II for Finance Honors Students.

ADDITIONAL ACADEMIC POLICIES

Adjustments in programs are made on recommendation of advisors and upon agreement with the Director or designate. A grade of C- or better is required in all major-field courses whether taken as an elective or as a required course, provided the cumulative GPA in these courses is not less than 2.0. Exceptions will be granted only in rare or unusual circumstances with the permission of the Director of the School of Accountancy and Management Information Systems.

ACCOUNTANCY PROGRAM REQUIREMENTS

Students must complete the following courses for the accounting major: ACC 202 Quantitative Methods for Accounting, ACC 300 Business Processes, Information Systems and Controls; ACC 303 Managerial Accounting; ACC 304 Financial Reporting I; ACC 305 Financial Reporting II; ACC 360 Taxation; ACC 350 Information for Decision Making; ACC 396 Internal and External Consulting, and two advanced electives in accounting.

CPA EXAM REQUIREMENTS

Candidates taking the Uniform Certified Public Accountants examination after December 31, 2000, must have completed at least 150 semester hours (225 quarter hours) of acceptable credit, which must include a baccalaureate or higher degree and include the equivalent of an accounting concentration. Since the usual number of hours required for an undergraduate business degree at DePaul is 192, additional hours will be required to be eligible to take the exam.

DePaul University's College of Commerce and Kellstadt Graduate School of Business offer a variety of full-time, evening, and weekend programs that enable the individual graduating with an accounting major to obtain the required additional hours as well as enhance career opportunities. Options that provide at least the required number of hours include:

Master of Science in Taxation (45 quarter hours).

Master of Accountancy (45 quarter hours minimum).

Master of Business Administration (72 quarter hours minimum).

An additional 33 quarter hours of course work at either the undergraduate or graduate level distributed across subject areas based on individual interests and/or CPA exam content is necessary to fulfill CPA requirements. Beginning accounting students may consider planning a double major or a minor to be taken along with their accounting major, nearly completing the 225 quarter hour (150 semester hour) requirement within the traditional four years. Double majors and minors can be taken in disciplines offered by the School, or the Colleges of Commerce, Liberal Arts & Sciences, and Computer Science and Telecommunications. See the Schools brochure *Minors for Accounting Students*

ACCOUNTANCY MINOR

MINOR

Students may obtain a minor in Accountancy by completing the following courses: ACC 101 Introduction to Accounting I; ACC 102 Introduction to Accounting II; ACC 300 Business Processes, Information Systems and Control; ACC 304 Financial Reporting I; ACC 360 Taxation; and one elective chosen from ACC 305 Financial Reporting II, ACC 303 Managerial Accounting, ACC 372 Audit and Other Assurance Services I or ACC 396 Internal and External Consulting. Students may declare a minor in Accounting by completing a Declaration of Minor Form. Eligibility for candidacy is based upon the following criteria: (1) an Accounting GPA of 2.0 or above in all accounting courses; (2) a cumulative GPA of 2.0 in all academic work; (3) and completion of one accounting course at DePaul prior to declaration. A grade of C- or better is required in all accountancy course work.

Students in the Finance Honors Program who wish to minor in Accountancy should take ACC 307 Financial Reporting I for Finance Honors Students in lieu of ACC 304 Financial Reporting I. ACC 309 Financial Reporting II for Finance Honors Students will satisfy the Accounting elective requirement for the minor.

NON-COMMERCE STUDENT MINOR

Students majoring in a discipline other than commerce may obtain a minor in Accountancy by completing the following courses: ACC 101 Introduction to Accounting I; ACC 102 Introduction to Accounting II; ACC 300 Business Processes, Information Systems and Control; ACC 304 Financial Reporting I; ACC 360 Taxation; and one elective chosen from ACC 305 Financial Reporting II, ACC 303 Managerial Accounting, ACC 372 Audit and Other Assurance Services I or ACC 396 Internal and External Consulting. Non-commerce students declare a minor in Accounting with their home college advisor. Eligibility for candidacy is based upon the following criteria: (1) an Accounting GPA of 2.0 or above in all accounting

courses; (2) a cumulative GPA of 2.0 in all academic work; (3) and completion of one accounting course at DePaul prior to declaration. Students must meet the prerequisite course equivalencies of pre-calculus and sophomore standing prior to taking the first course in the minor. A grade of C- or better is required in all accountancy course work.

STROBEL HONORS PROGRAM

The designation *Strobel Scholar* is reserved for students of exceptional ability, achievement, and motivation in the School of Accountancy and Management Information Systems Strobel Honors Program. These students are characterized by outstanding academic records, high aptitudes for scholastic work, and reputations for leadership.

Special honors sections of accountancy courses are provided for Strobel Scholars every quarter as indicated in the quarterly class schedule. The content and structure of these honors sections are designed to appeal to the Strobel Scholar. Strobel Scholars proceed through the Program together, interacting with peers who have similar abilities. Learning and teaching concepts are advanced and student-oriented; small group activities and student presentations are used in honors sections. Students in the Strobel Scholars Program are expected to maintain high academic performance throughout the complete honors curriculum. Academic performance is reviewed at the end of each school year by the Administrator of the Strobel Scholars Program, Deloitte Professor John McEnroe. Outside speakers from the accounting and business communities are frequent visitors and participants.

The program is named after the late chair of the Accountancy Department, Eldred C. Strobel. Professor Strobel's distinguished career as an accounting educator spanned thirty-five years, fourteen of which were served as chair. Known for his support of innovative approaches to accounting education, he was the founder of the honors program, which now bears his name.

Please visit Campus Connection at <https://campusconnect.depaul.edu> for current course information. If you do not have a password for Campus Connection you may log on as a guest. Once you are on Campus Connection please select Course Descriptions followed by the department.

Management Information Systems

College of Commerce - Undergraduate Studies □ Management Information Systems

Management Information Systems

The undergraduate program in Management Information Systems provides College of Commerce students opportunities to major or minor in Management Information Systems. The program is intended for undergraduate commerce students who plan to pursue careers as information systems professionals. Students who minor in MIS will be able to function as liaisons representing their department or business function on information systems projects.

PROGRAM REQUIREMENTS

MIS PROGRAM REQUIREMENTS

Students must complete six required courses and one elective. The required courses are MIS 340 Management Information Services, IT 130 The Internet and the Web, MIS 360 Systems Analysis and Design, MIS 370 Database Management Systems Design and Development, IT 263 Applied Networks and Security, MIS 362 IS Project Management and one elective for the MIS major. The list of electives includes MIS 366 Internet Technologies in Business, MIS 364 Knowledge Management, TDC 363 Introduction to Local Area Networks, and CSC 211 Programming in Java. All students majoring in MIS must complete MGT 202 Making Sense of Management Data or MKT 202 Quantitative Methods in Marketing.

DECLARATION OF MAJOR

For students to major in MIS the following conditions must be met: (1) the student must possess a cumulative GPA of 2.0 or better; (2) have received a minimum grade of C- in each introductory course provided the cumulative GPA in these courses is not less than 2.0; (3) received a minimum grade of C- in IT 130 provided the MIS GPA is not less than 2.0. A grade of C- or better is required in all management information systems course work.

COMMERCE AND NON-COMMERCE MINOR

To satisfy the minor in MIS, students must complete three required courses and one elective. The required courses are MIS 340 Management Information Systems, MIS 398 Business Systems Analysis, and MIS 370 Database Design and Development. The list of electives includes MIS 362 Information Systems Project Management, MIS 364 Knowledge Management, MIS 366 Internet Technologies in Business, IT 263 Applied Networks and Security, and IT 130 The Internet and the Web. A grade of C- or better is required in all management information systems course work.

Faculty

College of Commerce - Undergraduate Studies □ Management Information Systems □ Faculty

MIS Faculty

KEVIN T. STEVENS, DBA, CPA
Director and KPMG Alumni Distinguished Professor
University of Kentucky

PHILLIP CHOMIAK, MBA
Coordinator of Faculty and Curriculum
DePaul University

RANDALL ARAKAWA, MBA
Visiting Instructor
DePaul University

SASHA DEKLEVA, Ph.D.
Associate Professor
University of Belgrade

DELVIN GRANT, Ph.D.
Associate Professor
State University of New York at Binghamton

YUJONG HWANG, Ph.D.
Assistant Professor
University of South Carolina

HOWARD A. KANTER, Ed.D., MSA, CPA, CDR, CISA, CSP
Associate Professor
Northern Illinois University

JOHN M. KOHLMEIER, DBA
Visiting Instructor
Harvard University

DENISE NITTERHOUSE, DBA, CPA
Associate Professor
Harvard University

E-Business

College of Commerce - Undergraduate Studies □ E-Business

E-Business Program Requirements

The undergraduate major in E-Business will provide students in the College of Commerce with the background to work in new or existing companies that use electronic means to do business. With the explosive growth of the Internet, industries are increasingly employing Internet and related electronic commerce technologies. These technologies include, but are not limited to, Electronic Funds Transfer, Electronic Data Interchange, Internet, Intranet, Customer Relationship Management, Supply Chain Management, Web Publishing, and Web Development.

This program is intended for undergraduate business students who plan to pursue careers as E-business professionals.

PROGRAM REQUIREMENTS

E- BUSINESS PROGRAM REQUIREMENTS

Students must complete six required courses and one elective. Required courses are MIS 340 Management Information Systems, IT 130 The Internet and the Web, IT 230 Building Internet Applications, MIS 360 Object-Oriented Systems Analysis and Design, MIS 370 Database Management Systems Design and Development, and MIS 362 IS Project Management. The list of electives includes IT 263 Applied Networks and Security, MIS 366 Internet Technologies in Business, TDC 363 Introduction to Local Area Networks, MIS 364 Knowledge Management, and CSC 211 Programming in Java I. All students majoring in MIS must complete MGT 202 Making Sense of Management Data or MKT 202 Quantitative Methods in Marketing

DECLARATION OF MAJOR

In order to major in E-Business, students must (1) possess a cumulative GPA of 2.0 or better; (2) have received a minimum grade of C- in each introductory course provided the cumulative GPA in these courses is not less than 2.0; (3) have received a minimum grade of C- in IT 130 provided the E-Business GPA is not less than 2.0 (4) have filed a Declaration of Major form with the Commerce Undergraduate office. A grade of C- or better is required in all E-business course work.

Faculty

College of Commerce - Undergraduate Studies □ E-Business □ Faculty

Faculty

KEVIN T. STEVENS, DBA, CPA

Director and KPMG Alumni Distinguished Professor
University of Kentucky

PHILLIP CHOMIAK, MBA

Coordinator of Faculty and Curriculum
DePaul University

RANDALL ARAKAWA, MBA

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SASHA DEKLEVA, Ph.D.

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Associate Professor
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YUJONG HWANG, Ph.D.
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University of South Carolina

HOWARD A. KANTER, Ed.D., MSA, CPA CDR, CISA, CSP
Associate Professor
Northern Illinois University

JOHN M. KOHLMEIER, DBA
Visiting Instructor
Harvard University

DENISE NITTERHOUSE, DBA, CPA
Associate Professor
Harvard University

Business Administration

Business Administration

College of Commerce - Undergraduate Studies ▢ Business Administration ▢ Business Administration

Business Administration

BUSINESS ADMINISTRATION

The Business Administration program is designed for those students who desire a broad-based business curriculum with a strong liberal arts foundation. This flexible program is geared to the student who has no strong functional preference (e.g. Accounting, Finance, Marketing) but rather desires an overall conceptual foundation. Students majoring in Business Administration might be preparing for law school, entering into a family business, or some other specialized purpose. The program has sufficient flexibility to meet the needs of each of these career orientations.

PROGRAM REQUIREMENTS

MGT 202 Making Sense of Managerial Data, BLW 203 Business Organizations; *one* course each from the departments of Economics (ECO), Finance (FIN), Management (MGT), Marketing (MKT); and *one* business elective.

DECLARATION OF MAJOR

For a student to become a Business Administration major, the following conditions must be met: The student must (1) possess a cumulative GPA no less than 2.0; (2) have received a minimum grade of C- in each introductory course provided the cumulative GPA in these courses is no less than 2.0; (3) have received at least a C- in MGT 300 and BLW 201 provided the cumulative GPA in the major field courses is no less than 2.0; and, if a transfer student, (4) have completed 28 hours of credit at DePaul University. Students are required to declare a major by the end of their junior year.

NON-COMMERCE STUDENT MINOR

A student who is majoring in a discipline other than commerce may obtain a minor in Business Administration. The requirements for this minor include: a course in Statistics, ECO 105 Principles of Microeconomics, ACC 101 Introduction to Accounting I, ACC 102 Introduction to Accounting II, BLW 201 Legal and Ethical Aspects in the Business Environment, MKT 301 Principles of Marketing, MGT 300 Managerial Concepts and Practices I, and FIN 290 Finance for Non-Commerce Majors.

To be awarded the minor, students must: (1) complete all of the above courses, (2) earn a final grade no less than C- in every course in the minor, and (3) earn a GPA no less than 2.0 for all courses in the minor. Students may declare the minor with their home college advisor upon successful completion of any of the following: ACC 101, BLW 201, or ECO 105.

CAREER ORIENTATIONS

PRE-LAW

Consistent with developing the skills essential to a successful career in law, an education in business stresses an understanding of the background and operation of American business institutions. Courses in Accountancy, Economics, Finance, Management and Marketing are especially useful to the Pre-law student. Pre-law students should consult with the Pre-law advisor for recommendation with respect to which business and Liberal Studies courses would be essential to the study of law. Interested students should contact Alexander Devience, J.D., Pre-law advisor (adevienc1@depaul.edu , 312/362-6298).

BUSINESS ADMINISTRATION

The flexibility of the Business Administration curriculum enables students to develop a program of study in preparation for a variety of business careers. Students should consult with their advisors for recommendations with respect to which business courses would be most useful for their chosen career interests. Typically, graduates obtain entry-level positions in purchasing or quality control functions. For a complete regularly updated course list please check the worldwide web homepage at <http://www.depaul.edu/~mgt/> .

College of Commerce - Undergraduate Studies ▢ Business Administration ▢ Business Administration ▢ Career Orientations

Career Orientations

Business Math & Statistics

Business Math & Statistics

College of Commerce - Undergraduate Studies ▢ Business Math & Statistics ▢ Business Math & Statistics

Business Math & Statistics

In recent years, there has been enormous growth and development in applications of mathematics to business problems. The Business Mathematics and Statistics program was planned to make some of these powerful tools available to students in the College of Commerce. The basic sequence BMS 125, 126 and 142 is intended to help students gain insight and understanding into some fundamental principles of mathematics and to show how these principles are related to typical business situations. Additionally, the sequence provides a background for those whose needs and interests require advanced study in quantitative methods. Courses in Business Mathematics and Statistics are offered only as supporting studies and electives.

COURSES

The department of Mathematics enforces all course prerequisites including placement through the Mathematics Diagnostic Test. This requirement can be waived with the consent of the instructor or the department chair. College of Commerce students must earn a grade of C or better in each required introductory course. Students in the College of Commerce may substitute MAT 150-151 (or 147,148, 149 or 160-161) in place of BMS 125-126, and they may substitute MAT 348 in place of BMS 142. These substitutions are recommended for College of Commerce students who wish to obtain a minor in mathematics or statistics.

Please visit Campus Connection at <https://campusconnect.depaul.edu> for current course information. If you do not have a password for Campus Connection you may log on as a guest. Once you are on Campus Connection please select Course Catalog followed by the department.

Faculty

College of Commerce - Undergraduate Studies ▢ Business Math & Statistics ▢ Business Math & Statistics ▢ Faculty

Faculty

FACULTY

AHMED I. ZAYED, Ph.D.

Professor and Chair

University of Wisconsin

MOHAMED AMEZZIANE

Assistant Professor

University of Southern Florida

J. MARSHALL ASH, Ph.D.

Professor

University of Chicago

ALLAN BERELE, Ph.D.,

Professor

University of Chicago

JEFFREY BERGEN, Ph.D.

Professor

University of Chicago

WILLIAM BUTTERWORTH, Ph.D.

Associate Professor
Northwestern University

STEFAN CATOIU, Ph.D.
Associate Professor
University of Wisconsin

WILLIAM CHIN, Ph.D.
Professor
University of Wisconsin

JONATHAN COHEN, Ph.D.
Professor
Washington University

BARBARA CORTZEN, Ph.D.
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University of California at San Diego

SUSANNA EPP, Ph.D.
Professor
University of Chicago

EDUARDO GATTO, Ph.D.
Associate Professor
Universidad de Buenos Aires

CONSTANTINE GEORGAKIS, Ph.D.
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Illinois Institute of Technology

LAWRENCE GLUCK, Ph.D.
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Illinois Institute of Technology

SIGRUN GOES, Ph.D.
Associate Professor
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JERRY GOLDMAN, Ph.D.
Professor Emeritus
Illinois Institute of Technology

ROGER JONES, Ph.D.
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Rutgers University

YEVGENIA KASHINA, Ph.D.
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University of Southern California

LEONID KROP, Ph.D.
Associate Professor
University of Chicago

TIMOTHY MCMURRY, Ph.D.
Assistant Professor
University of California at San Diego

EFFAT MOUSSA, Ph.D.
Professor
University of Iowa

CAROLYN NARASIMHAN, Ph.D.

Associate Professor and Associate Dean
Northwestern University

AYSE SAHIN, Ph.D.
Associate Professor
University of Maryland

CLAUDIA SCHMEGNER, Ph.D.
Assistant Professor
University of Texas, Dallas

ALEXANDER STOKOLOS, Ph.D.
Assistant Professor
Wroclaw University, Poland

ILIE UGARCOVICI, Ph.D.
Assistant Professor
Pennsylvania State University

GANG WANG, Ph.D.
Professor
University of Illinois

YUEN-FAT WONG, Ph.D.
Professor
Cornell University

PO YANG, Ph.D.
Assistant Professor
McMaster University-Canada

Economics

College of Commerce - Undergraduate Studies □ Economics

Economics

ECONOMICS

Economics analyzes the manner in which scarce resources are utilized to satisfy the wants and needs of people and society. The Economics Department offers courses that formulate, interpret, and explore ideas concerning such topics as unemployment, inflation, production and distribution, economic growth, and international economic relations. Courses emphasize the need for accurate knowledge of business institutions and economic phenomena, for theories capable of explaining these phenomena, for estimating relationships among economic variables, and for testing explanations. This analysis then forms the foundation for policy applications and recommendations on a wide range of issues.

Students learn to analyze economic data to identify and address problems that arise in a changing national and global economy, while studying the broader historical and social context in which economic relationships occur and economic policies are applied. In addition to economic theory and quantitative methods, courses cover a range of topics such as international trade, urban economics, economic history, the role of the government in the economy, money and banking, economic development, labor markets, poverty, environmental economics, and gender.

The department prepares students for careers in business, financial institutions, government and public service, graduate work in economics, and in other areas such as law and business administration.

Program Requirements

Specializations

Faculty

College of Commerce - Undergraduate Studies □ Economics □ Program Requirements

Program Requirements

ECONOMICS MAJOR

ECO 305 Intermediate Microeconomics, ECO 306 Intermediate Macroeconomics, ECO 315 Introduction to Money and Banking, FIN 202 Quantitative Reasoning, and four electives in addition to ECO 105 Principles of Microeconomics and ECO106 Principles of Macroeconomics. ECO 375 Econometrics may be taken in place of FIN 202. Students selecting this option will earn an additional 2 quarter hours toward their program of study.

DECLARATION OF MAJOR

For students to become a major in the Economics Department, the following conditions must be met: (1) students must (1) possess a cumulative GPA of 2.0 or better; (2) have received a minimum grade of C- in each introductory course provided the cumulative GPA in these courses is not less than 2.0; (3) and receive at least a C- in Economics 105, 106 and 315 provided the cumulative GPA in all Economic courses is not less than 2.0. The student is required to declare by the end of the second quarter of the junior year. A grade of C- or better is required in all economics course work.

ECONOMICS MINOR

COMMERCE STUDENT MINOR

Students may obtain a minor in Economics by taking Economics 105, 106, 315 and three Economics electives. The students eligibility for candidacy is based upon the following criteria: an economics G.P.A. of 2.0 or above in all economics courses and a cumulative GPA of 2.0 in all academic work. A grade of C- or better is required in all economics course work.

NON-COMMERCE STUDENT MINOR

Students majoring in a discipline other than commerce may obtain a minor in Economics by taking Economics 105 and 106; and four Economics electives. Eligibility for candidacy is based upon the following criteria: (1) an Economics GPA of 2.0 or above in all Economics courses; (2) and a cumulative GPA of 2.0 in all academic work. Students must complete a Pre-

calculus course as a prerequisite to the first course in economics. Students may declare a minor in Economics with their home school advisor. A grade of C- or better is required in all economics course work.

College of Commerce - Undergraduate Studies □ Economics □ Specializations

Specializations

CURRICULAR SPECIALIZATIONS

The Department offers three recommendations for students who would like to focus their studies on one area of expertise. These areas are optional; no curricular specialization is required for the major.

International Focus:

- ECO 316 European Economic History
- ECO 333 Topics in Global Economics
- ECO 340 Development of Economic Thought
- ECO 360 Economics of Low-Income Countries
- ECO 361 International Trade
- ECO 362 International Monetary Economics

Public Policy and Pre-Law:

- ECO 310 Urban Economics
- ECO 313 Social Control of Business
- ECO 315 Introduction to Money & Banking
- ECO 318 American Economic History
- ECO 319 Economics and Gender
- ECO 335 Energy & Environmental Economics
- ECO 380 Mathematical Economics

Quantitative Economics:

- ECO 375 Econometrics
- ECO 380 Mathematical Economics

Once these two courses are completed, a second course in Econometrics (ECO 576) or a course in Business & Economic Forecasting (ECO 511) may be taken from the Graduate School via ECO 399 Independent Study.

College of Commerce - Undergraduate Studies □ Economics □ Faculty

Faculty

ECONOMICS FACULTY

MICHAEL S. MILLER, Ph.D.
Associate Professor & Chairman
University of Pittsburgh

BALA BATAVIA, Ph.D.
Professor
North Carolina State University

JOHN BERDELL, Ph.D.
Associate Professor
Cambridge University

PETER BERNSTEIN, MBA
Adjunct Faculty
University of Chicago

GABRIELLA BUCCI, Ph.D.
Associate Professor
The Johns Hopkins University

JIN CHOI, Ph.D.
Associate Professor
Iowa State University

JAMES E. CIECKA, Ph.D.
Professor
Purdue University

FLOYD R. DILL, Ph.D.
Professor Emeritus
Cornell University

QI HONG DONG, Ph.D.
Associate Professor
Northern Illinois University

THOMAS D. DONLEY, Ph.D.
Professor
University of Wisconsin

SETH EPSTEIN, Ph.D.
Associate Professor
University of Arizona

ANIMESH GHOSHAL, Ph.D.
Professor
University of Michigan

DONALD HANSON, Ph.D.
Adjunct Faculty
University of Illinois

ELIZABETH HART, Ph.D.
Adjunct Faculty
Universite Catholique de Louvain

ROBERT S. KALLEN, MA, JD
Adjunct Faculty
Washington University

ANTHONY KRAUTMANN, Ph.D.
Professor
University of Iowa

PAUL KUBIK, Ph.D.
Adjunct Faculty
University of Tennessee

MARCI McCARTHY, Ph.D.
Visiting Assistant Professor
Southern Methodist University

THOMAS MONDSCHHEAN, Ph.D.
Professor
University of Wisconsin

ANTONIO MORALES-PITA, Ph.D.
Adjunct Faculty
Ukrainian Academy of Sciences

TIMOTHY P. OPIELA, Ph.D.
Associate Professor
Texas A&M University

MARGARET A. OPPENHEIMER, Ph.D.
Professor
Northwestern University

LAURA J. OWEN, Ph.D.
Associate Professor
Yale University

T. LYNN RIGGS, Ph.D.
Adjunct Faculty
University of Wisconsin, Milwaukee

NORMAN ROSENSTEIN, MA
Adjunct Faculty
Northwestern University

WILLIAM SANDER III, Ph.D.
Professor
Cornell University

WILLIAM STRAUS, Ph.D.
Adjunct Faculty
Northwestern University

RAFAEL TENORIO, Ph.D.
Professor
The Johns Hopkins University

WILLIAM A. TESTA, Ph.D.
Adjunct Faculty
The Ohio State University

STUART THIEL, Ph.D., JD
Visiting Assistant Professor
University of Wisconsin

RICHARD J. WILTGEN, Ph.D.
Professor
University of Illinois

JAEJOON WOO, Ph.D.
Assistant Professor
Harvard University

Finance

College of Commerce - Undergraduate Studies □ Finance

Finance

FINANCE

The undergraduate division of the Department of Finance provides a curriculum which enables all students in the College of Commerce to acquire a basic understanding of the public and private financial processes which affect all aspects of business, government, and personal investments. It provides a strong foundation for students with career goals related to corporate financial management, investment management, options and futures, real estate, banking and other financial institution administration.

The aims of the department are to provide opportunities for the development of learning abilities through instruction in basic and advanced courses; to provide a varied and flexible curriculum to expose department majors to all aspects of the finance functions and enable them to concentrate in areas of greatest individual appeal; to assist students to become aware of career opportunities for persons with a foundation in financial management; and to assist all students in the College of Commerce to see the relationships and usefulness of a basic understanding of finance for their own areas of concentration. The department also offers a major in Real Estate and an Honors Program for students choosing to major in Finance (see section on Special Programs for requirements).

College of Commerce - Undergraduate Studies □ Finance □ Program Requirements

Program Requirements

FINANCE MAJOR

FINANCE MAJOR REQUIREMENTS

Students must complete the following courses for the Finance major: FIN 202 Quantitative Reasoning; FIN 310 Financial Management I; FIN 311 Financial Management II; FIN 312 Corporate Financial Management; FIN 320 Money and Banking; FIN 330 Investments: Securities and Markets; FIN 333 Financial Statements and Security Analysis and two Finance major electives. The Department of Finance enforces all course prerequisites; exceptions will not be made. FIN 312 Corporate Financial Management is a capstone coursetaking this course during the last semester of studies is recommended. Students are also encouraged to seek an internship with a Chicago-area business during the summer preceding either their junior or senior year.

REAL ESTATE MAJOR REQUIREMENTS

Students must complete the following courses for the Real Estate major: FIN 202 Quantitative Reasoning; FIN 310 Financial Management I; FIN 320 Money and Banking; FIN 350 Real Estate Analysis; FIN 352 Real Estate Finance; FIN 353 Real Estate Investment; BLW 300 Real Estate Law; and two Real Estate major electives that may be chosen from among over twenty classes, including such courses as ART 339 Chicago Architecture/Urbanism; ECO 310 Urban Economics; FIN 354 Real Estate Valuation; GEO 333 City Problems and Planning; HST 240 History of Chicago; PPS 359 Topics in Urban Studies and SOC 345 Urban Sociology.

DECLARATION OF MAJOR

For a student to become a major in the Department of Finance (Finance or Real Estate), the following conditions must be met: The student must (1) possess a cumulative GPA of 2.7; (2) have received a minimum grade of C- in each Introductory course provided the cumulative GPA in these courses is not less than 2.0; (3) have received at least a B- in FIN 310; (4) have received a minimum grade of C- in each Finance/Real Estate course (with the exception of FIN 310) provided the cumulative Finance GPA is not less than 2.7; and (5), if a transfer student, have completed 28 hours of credit at DePaul University. Students are eligible to declare their major as soon as they have completed FIN 310 with a grade of B- or better.

FINANCE MINOR

MINOR

Commerce students may obtain a minor in Finance by completing the following courses: FIN 202 Quantitative Reasoning, FIN 310 Financial Management I with a B- or better; FIN 311 Financial Management II; FIN 320 Money & Banking; FIN 330 Investments: Securities & Markets; and two Finance electives. Students may declare a minor in Finance by completing a Declaration of Minor form. The student's eligibility for candidacy is based upon the following criteria: (1) a GPA of 2.700 or above in all Finance courses and (2) a cumulative GPA of 2.700 in all academic work. A grade of C- or better is required in all Finance course work, with the exception of FIN 310, which requires a minimum grade of B- provided the cumulative Finance GPA is not less than 2.700.

NON-COLLEGE OF COMMERCE MINOR

Non-Commerce students may obtain a minor in Finance by completing the following courses: FIN 202 Quantitative Reasoning, FIN 310 Financial Management I with a B- or better; FIN 311 Financial Management II; FIN 320 Money & Banking; FIN 330 Investments-Securities & Markets; and two Finance elective courses. Non-Commerce Students may declare a minor in Finance with their home college. The student's eligibility for candidacy is based upon the following criteria: (1) a GPA of 2.700 or above in all Finance courses and (2) a cumulative GPA of 2.700 in all academic work. A grade of C- or better is required in all Finance course work, with the exception of FIN 310 which requires a minimum grade of B- provided the cumulative Finance GPA is not less than 2.700.

In order to enroll in FIN 310, students must (1) have received a minimum grade of C- in the following courses: BMS 125, BMS 126 and BMS 142, ACC 101, ACC 102, ECO 105 and ECO 106 (or equivalents); and (2) have a cumulative GPA of no less than 2.0 in these courses.

Special Programs

College of Commerce - Undergraduate Studies □ Finance □ Special Programs

Special Programs

SPECIAL PROGRAMS

DRIEHAUS VIRTUAL PORTFOLIO COMPETITION

The annual Driehaus Virtual Portfolio competition is designed to stimulate student interest in investment portfolio management, promote the spirit of teamwork and healthy business competition, and emphasize the importance of research in investment decision-making. The annual competition is sponsored by Richard Driehaus, chairman of Driehaus Capital Management.

Student teams manage a virtual investment portfolio using an online trading system. Teams are evaluated on their management of a portfolio according to their adherence to a stated investment strategy, rationale for stock selection, compliance with the competition's guideline, and risk-adjusted portfolio performance. Applications are accepted in spring quarter for the following academic year.

FINANCE HONORS PROGRAM

The Honors Program in Finance is reserved for students of high promise and exceptional ability. Students admitted to the Honors Program in Finance are characterized by outstanding academic performance, exceptional leadership capability, a high aptitude for superior academic work, and exceptional ability for making meaningful contributions during their professional career.

Finance Honors students proceed through the program together in a cohort system, interacting with peers who have similar exceptional abilities. Students in the honors programs take courses that are, by nature, both advanced and student-oriented. These small setting courses afford students the opportunity to interact with leaders in the finance and business communities.

Admission to the Honors Program in Finance is dependent on students' academic performance through the winter quarter of their junior year. Students with an overall GPA of 3.3 and a minimum grade of B+ in Finance 310 may apply for admission into the program. The admissions committee will consider the student's GPA, Finance 310 grade and other evidence of superior academic performance for admission into the program. All admitted Finance honors students must maintain a minimum cumulative GPA of 3.0 to remain in good standing. If a Finance honors student receives a grade of D or F in any

DePaul course, the student will be dismissed from the Finance Honors Program. Students are admitted as juniors and begin the curriculum in the spring quarter of their junior year. Classes reserved exclusively for honors students are as follows:

Spring (Junior Year): ACC 307, FIN 311, FIN 330, FIN 396
Fall (Senior Year): ACC 309, FIN 333, FIN 362, (FIN 396)
Spring (Senior Year): FIN 312, (FIN 396)

The remaining requirements for the finance honors program include FIN 202, FIN 320 and one Finance elective. Honors students are also required to participate in a two credit hour Honors Seminar course. Finance 396, during the spring quarter of their junior year, fall quarter of their senior year, and winter quarter of their senior year.

HONORS CURRICULUM REQUIREMENTS AND EXEMPTIONS

The Honors Program requires that students have: (1) attained junior standing with an overall GPA of 3.3 or better; (2) earned a B+ or better in FIN 310; and (3) have officially declared Finance major. The Finance Honors curriculum consists of: FIN 311-H Honors Financial Management II; FIN 330-H Honors Investments; FIN 333-H Honors Financial Statement Analysis; FIN 312-H Honors Advanced Corporate Finance; FIN 362-H Honors Risk Management; ACC 307-H Financial Reporting I for Finance Honors Students; ACC 309-H Financial Reporting II for Finance Honors Students; and FIN 396 Honors Seminar. Accounting majors who have taken the financial accounting courses, ACC 304 Financial Reporting I and ACC 305 Financial Reporting II, are exempt from taking the financial accounting courses taught within the finance cohort, ACC 307- H and ACC 309.

This structure is similar to the non-honors curriculum since it includes FIN 310 and FIN 320 in addition to the courses mentioned above. This structure differs from the non-honors curriculum since it allows students to take only two open electives and one finance elective in the curriculum and it requires students to take an extra 2 credit hour class, FIN 396.

Cohort instruction begins in the spring and ends the following spring. Finance courses and accounting course are taught in the afternoons once per week in three hour sessions. The seminar course, FIN 396, is a two hour credit course that will meet over the spring, fall, and winter terms every other Wednesday afternoon. All honors students take all classes at the scheduled times. There are no exceptions.

INTERNSHIPS

Finance 393 provides students with an academically-supervised professional experience in a major financial institution. Students who wish to take FIN 393 must be declared Finance majors with a minimum 2.8 cumulative GPA at the time of application. Certain prerequisite courses will be required depending upon the area of the internship. Please contact the Finance Department for current requirements and to obtain an application to register for this program.

Scholarships

College of Commerce - Undergraduate Studies □ Finance □ Scholarships

Scholarships

SCHOLARSHIPS

THE GUY ACCETURA SCHOLARSHIP

The Guy Accetura Scholarship in Finance is given in the amount of \$2,000 and awarded to a senior. The award procedure requires the same application as Campbell Scholarships and will be considered at the same time by the scholarship committee.

THE CAMPBELL FINANCE SCHOLARSHIPS

Each spring, the Finance Department awards three Brian Campbell Finance Scholarships to finance majors who will be graduating seniors at the start of the following academic year. Each scholarship award of \$4,500

is paid one-third per term for tuition and fees. Finance majors must be enrolled in a minimum of twelve credit hours per quarter and apply in writing to the department chairman by the end of winter quarter of their junior year. An overall GPA of 3.2 and a Finance GPA of 3.5 is required for consideration. Eligible students may be interviewed by the Finance faculty.

THE JIMM CHENGARY CFO SCHOLARSHIP

The Jimm Chengary CFO Scholarship, funded by Mr. Jimm Chengary, CFOs first president, is reserved for those students who exhibit academic excellence and plan to be involved in providing service to the departments alumni group, the CFO.

THE CIRCLE OF FINANCE OPPORTUNITIES SCHOLARSHIP FUND

The CFO Scholarships, funded by the Finance Department Alumni, are awarded to students who have demonstrated academic excellence and who have performed volunteer work on behalf of the Department. The recipients will be selected by a committee of faculty and CFO Officers.

THE RICHARD H. DRIEHAUS SCHOLARSHIP

The Richard H. Driehaus Scholarship is awarded to students planning a career in the field of money management. The criteria used to evaluate students include need, junior standing, and academic performance. Applicants are required to submit a one-page essay on their motives and plans for entering the field of money management.

THE FINANCE ADVISORY BOARD SCHOLARSHIP FUND

The FAB Scholarships, funded by the contributions of Finance Advisory Board members, are awarded to Finance majors who have exhibited excellence in their academic work. Evidence of engagement in leadership activities is also viewed favorably by the Faculty Committee evaluating the applicants.

THE THOMAS KEWLEY AWARD

The Thomas Kewley Award, funded by the contributions of Dr. Thomas Kewley, is awarded to students making satisfactory progress toward degree completion who may benefit by taking an extra course or reducing work hours thereby expediting graduation.

THE FRED MUELLER MEMORIAL SCHOLARSHIP

The Fred Mueller Memorial Scholarship, funded by the Finance Department, is awarded in memory of Fred Mueller for his influence on the professional and academic development of his students. Applicants should submit evidence of outstanding academic accomplishments, relevant work or internship experience, and junior standing.

THE EUGENE MULDOON MEMORIAL SCHOLARSHIP

The Eugene Muldoon Memorial Scholarship, funded by the Finance Department, is awarded in memory of Eugene Muldoon for his influence on the professional and academic development of his students. Applicants should submit evidence of outstanding academic accomplishments, relevant work or internship experience, and junior standing

Centers and Chairs

College of Commerce - Undergraduate Studies □ Finance □ Centers and Chairs

Centers and Chairs

CENTERS AND CHAIRS

THE RICHARD H. DRIEHAUS CHAIR AND CENTER IN BEHAVIORAL FINANCE

Through the generosity of Richard H. Driehaus and Driehaus Lead Trust, an endowed chair and a center for behavioral finance have been established in the support of an innovative, interdisciplinary field that examines the psychology of investing and financial markets. Professor Werner DeBondt, Ph.D., has been named Chair and Director of the Center as of Autumn 2002.

DR. WILLIAM M. SCHOLL CHAIR IN FINANCE

Through the generosity of the Scholl Foundation, this endowed chair was established for a nationally recognized scholar in the field of financial management. Professor Keith M. Howe, Ph.D., has been holder of the Scholl Chair since 1986.

THE REAL ESTATE CENTER AT DePAUL

The Real Estate Center acts as a resource and network for the real estate community and for DePauls students and alumni. Center sponsored events include a January economic forecast conference, a fall symposium on regional land use issues, and a series of continuing professional education courses and seminars. Each spring the Center hosts the national meeting of the prestigious Real Estate Research Institute, which attracts prominent scholars, investment managers and the research directors of major institutional investors. Founding Sponsors of the Center, students, and alumni meet each May at a luncheon and award ceremony. The center provides scholarships for both graduate and undergraduate students.

The Center provides funding for faculty to develop and write multi-media cases that can be used in the academic curriculum for real estate programs nationwide. Recent topics include techniques for hedging real estate development interest rate risk; portfolio allocation issues for a global real estate firm; an evaluation of a real estate investment trust merger; and a tax deferred disposition problem. Subjects of these cases have all been Chicago-based firms with strong ties to the Real Estate Center at DePaul.

The generosity of Douglas and Cynthia Crocker created an endowed directorship for the Real Estate Center, and that position is held by Susanne Cannon, Ph.D.

Support Organizations

College of Commerce - Undergraduate Studies □ Finance □ Support Organizations

Support Organizations

SUPPORT ORGANIZATIONS

FINANCE ADVISORY BOARD

The Department of Finance, its students, faculty and other constituents benefit from the involvement of a panel of CEOs, CFOs and other executives making up the Finance Advisory Board. The Board provides the department invaluable advice about its strategic direction, as well as curriculum revision and development.

CIRCLE OF FINANCE OPPORTUNITIES, CFO

The Circle of Finance Opportunities (CFO) provides alumni and the existing student community with a broad array of opportunities to enhance their professional lives. CFO provides opportunities for mentoring, networking, social gatherings, internships and scholarship support. Current students are invited to participate in activities of the CFO. Please visit CFO website at <http://www.fin.depaul.edu/cfo/> for additional information.

Faculty

College of Commerce - Undergraduate Studies □ Finance □ Faculty

Faculty

FINANCE FACULTY

ALI M. FATEMI, Ph.D.
Alumni Professor and Chairman
Oklahoma State University

THOMAS J. KEWLEY, Ph.D., CPA
Professor Emeritus
Michigan State University

JOHN N. MATHYS, Ph.D.
Associate Professor Emeritus
Illinois Institute of Technology

NORMAN D. NICHOLSON, Ph.D.
Associate Professor Emeritus
University of Southern California

WILLIAM M. POPPEI, MBA
Associate Professor Emeritus
University of Chicago

FREDRIC B. SHIPLEY II, Ph.D.
Associate Professor Emeritus
Northwestern University

FRED ACKER, Ph.D.
Clinical Professor
Washington University

THOMAS D. BERRY, Ph.D.
Associate Professor
University of Missouri

ELIJAH BREWER III, Ph.D.
Associate Professor
Massachusetts Institute of Technology

SUSANNE ETHERIDGE CANNON, Ph.D.
Associate Professor and Douglas and Cynthia Crocker endowed *Director of the Real Estate Center*
University of Texas

RAMON C. CODINA, Ph.D.
Clinical Professor
Northwestern University

REBEL A. COLE, Ph.D.
Associate Professor
University of North Carolina

BARTLEY R. DANIELSEN, Ph.D.
Associate Professor
University of Florida

WERNER F.M. DeBONDT, Ph.D.
Professor and Richard H. Driehaus Chair in Behavioral Finance
Cornell University

SANJAY DESHMUKH, Ph.D.
Associate Professor
Boston College

JONATHAN DOMBROW, Ph.D.
Assistant Professor
University of Connecticut

RANDALL D. FISHER, MBA
Instructor
DePaul University

ADAM K. GEHR, Jr., Ph.D.
Professor
Ohio State University

ANAND MOHAN GOEL, Ph.D.
Assistant Professor
University of Michigan

GEOFFREY A. HIRT, Ph.D.
Professor
University of Illinois

JOHN L. HOUSTON, Ph.D.
Associate Professor
Northwestern University

KEITH M. HOWE, Ph.D.
Professor and Scholl Chair
University of Nebraska

JOAN C. JUNKUS, Ph.D.
Associate Professor
University of Illinois

ANN MARIE KLINGENHAGEN, MBA
Instructor
Eastern Michigan University

SONYA SEONGYEON LIM, Ph.D.
Assistant Professor
Ohio State University

CARL F. LUFT, Ph.D.
Associate Professor
Georgia State University

JACK W. MOSEVICH, Ph.D.
Clinical Professor
University of British Columbia

BULENT S. PAKER, Ph.D.
Clinical Professor
University of Wisconsin, Madison

GURUPDESH S. PANDHER, Ph.D.
Associate Professor
Cornell University

JAMES D. SCHILLING, Ph.D.
Professor and Michael J. Horne Chair in Real Estate Studies
Purdue University

JOSEPH VU, Ph.D., CFA
Associate Professor
University of Chicago

Interdisciplinary Commerce Studies

College of Commerce - Undergraduate Studies ▫ Interdisciplinary Commerce Studies

International Commerce Studies

Using an interdisciplinary framework, the ICS courses integrate Liberal Arts coursework with business coursework as a foundation for development of communication, analytical, cross-cultural and global business skills. The ICS department houses the Interdisciplinary Commerce Studies series and the International Business Seminar series. The ICS program is coordinated by a faculty advisory committee.

International Business Minor

College of Commerce - Undergraduate Studies ▫ Interdisciplinary Commerce Studies ▫ International Business Minor

International Business Minor

INTERNATIONAL BUSINESS MINOR

The International Business Minor is available to commerce students only. A student must be able to demonstrate that he or she has the equivalent of two years of college coursework in a modern foreign language upon completion of the minor. Each option is structured to accommodate differing levels of ability in a modern foreign language. Students who fall in more than one category may choose between or among the options, but credit for language study beyond the second year of college level language courses does not count toward the International Business Minor. Commerce students may obtain an International Business Minor in one of the following three ways:

Option 1: For any student: Three modern language courses as part of the International Perspective requirement; three additional language courses in the same language; one course chosen from ECO 361, ECO 362, ECO 333 or PSC 344; two international business courses one of which may be an International Business Seminar if it is in a region where the language is spoken.

Option 2: For students with at least one year of college study in a modern language: Three language courses as part of the IP requirement; three area studies courses pertaining to the general geographic area where the language is spoken; one course chosen from ECO 361, ECO 362, ECO 333 or PSC 344; two international business courses one of which may be an International Business Seminar if it is in the same geographic area.

Option 3: For students with two or more years of a modern language: Three area studies courses as part of the IP requirement; three additional area studies courses in the same general geographic area or cultural tradition; one course chosen from ECO 361, ECO 362, ECO 333 or PSC 344; two international business courses one of which may be an International Business Seminar if it is in the same geographic area or cultural tradition as the area studies courses

ICS Courses

College of Commerce - Undergraduate Studies ▫ Interdisciplinary Commerce Studies ▫ ICS Courses

ICS Courses

These courses serve as a capstone senior-year experience. Course content is designed to equip students to deal proactively with the changing world. The seminar enhances students verbal, written and interpersonal communication skills while increasing their facility to work in a society characterized by cultural, racial and ethnic diversity. ICS 392 Senior Seminar serves as the capstone for the students Liberal Studies Program and integrates aspects of the students Liberal

Arts and Commerce studies. The strategy courses, ICS 394 Entrepreneurship Strategy or ICS 395 Management Strategy, are capstone courses in the students commerce program. These courses integrate the business disciplines and provide opportunities to address organization-wide issues. Students must take ICS 392 and either ICS 394 or ICS 395.

Overseas Study Tours

College of Commerce - Undergraduate Studies □ Interdisciplinary Commerce Studies □ Overseas Study Tours

Overseas Study Tours

The College of Commerce's Driehaus Center for International Business coordinates a number of international business seminars for undergraduate academic credit during the academic breaks. These seminars study specific countries or regions with a focus on comparative global and local business practices. Classes are held at DePaul prior to departure for the country or region in which the course is located. The seminar format allows for formal and informal company visits in the host location. The average length of a seminar ranges from 7-10 days. Past seminars have taken place in Australia, China, Cuba, Italy, Ireland, Greece, Germany, Hong Kong, Japan, South Africa, Thailand, the Czech Republic and Scandinavia. For details on the current seminar options, please visit www.driehaus.depaul.edu or call (312) 362-5010

Management

College of Commerce - Undergraduate Studies ▢ Management

Management

Program Requirements

College of Commerce - Undergraduate Studies ▢ Management ▢ Program Requirements

Program Requirements

MANAGEMENT MAJOR

All students in the College of Commerce are required to take three courses offered by the Department of Management: MGT 300 Managerial Concepts and Practices I, MGT 301 Managerial Concepts and Practices II, and either ICS 394 Entrepreneurship Strategy or ICS 395 Management Strategy. Students majoring in Management are required to take an additional seven management courses. Although the management faculty encourages students to tailor the program to their specific needs and interests, four courses are required for all majors. For the remaining three courses students may consider one of the suggested career orientations or seek career counsel before deciding on their customized course sequence.

Required Major Courses:

- MGT 202: Making Sense of Management Data
- MGT 302: Organizational Behavior
- MGT 307: Human Resource Management
- MGT 322: Management of Quality

DECLARATION OF MAJOR

To become a Management major, students must: (1) possess a cumulative GPA of 2.0 or better; (2) have received a minimum grade of C- in each introductory course provided the cumulative GPA in these courses is not less than 2.0; (3) have received at least a C- in MGT 300 and MGT 301 provided the cumulative GPA in all Management courses is not less than 2.0; and, if a transfer student, (4) must have completed 28 hours of credit at DePaul University. Students are required to declare a major by the end of their junior year. A grade of C- or better is required in all management course work

MANAGEMENT MINOR

COLLEGE OF COMMERCE MINOR

Students may obtain a minor in Management by completing the following courses: MGT 300 Managerial Concepts and Practices I; MGT 301 Managerial Concepts and Practices II; ICS 395 Management Strategy (or ICS 394 Entrepreneurship Strategy if taken in lieu of 395); any *two* of the following three courses; MGT 302 Organizational Behavior, MGT 307 Human Resource Management, and MGT 322 Management of Quality; and one management elective.

Students may declare a minor in Management by completing a Declaration of Minor form. Eligibility for candidacy is based upon the following criteria: (1) a Management GPA of 2.0 or above in all management courses and (2) a cumulative GPA of 2.0 in all academic work. A grade of C- or better is required in all management course work.

NON-COMMERCE STUDENT MINOR Students majoring in a discipline other than commerce may obtain a minor in Management by completing: MGT 300 Managerial Concepts and Practices I; MGT 301 Managerial Concepts and Practices II; any *two* of the following three courses; MGT 302 Organizational Behavior, MGT 307 Human Resource Management; MGT 322 Management of Quality; and one additional advanced course in management or BLW 201 or ICS 200.

Students may declare a minor in Management with their home college advisor. Eligibility for candidacy is based upon the following criteria: (1) a Management GPA of 2.0 or above in all management courses and (2) a cumulative GPA of 2.0 in all academic work. **PREREQUISITES:** A course in statistics, ACC 101 Introduction to Accounting I, ACC 102 Intro to Accounting II, ECO 105 Principles of Microeconomics, and junior standing are prerequisites to MGT 300. A grade of C- or

better is required in all management course work.

CAREER ORIENTATIONS & COURSES

The Entrepreneurship career orientation is characterized by its contemporary, integrative approach to management of emerging firms. It is designed for students who seek to be entrepreneurs in start-up ventures, operate family businesses or work as entrepreneurial change agents within a corporate setting.

MGT 360: Leadership
MGT 370: Business Plan Development
MGT 373: Contemporary Opportunities in Entrepreneurship
ICS 394: Entrepreneurship Strategies (required)

Advising Faculty: Dr. Raman Chadha, Dr. Lisa Gundry, Dr. Patrick Murphy, Dr. Gerhard Plaschka and Dr. Harold Welsh
The Human Resource Management career orientation is designed to meet the needs of students who desire to obtain entry-level positions in human resources. Human resource professionals add value to their organizations by understanding how the business operates and through the design and implementation of human resource activities to meet changing organizational needs.

MGT 320: Training and Career Development
MGT 330: Recruitment and Selection
MGT 335: Compensation

Advising faculty: Dr. Erich Dierdorff, Dr. Dan Koys, Dr. Helen LaVan, Dr. Wm. Marty Martin, Dr. Nicholas Mathys, Dr. Patrick Murphy and Dr. Robert Rubin

The Operations Management career orientation prepares the students in a variety of operational areas including quality management, supply chain management, purchasing management, ERP, scheduling and forecasting.

MGT 315: Management Science
MGT 323: Principles of Purchasing Management
MGT 345: Service Sector Management

Advising faculty: Dr. Lori Cook, Dr. Ray Coye, Dr. Kathy Dhanda, Dr. Dan Heiser, Dr. Bin Jiang, Dr. Gilles Reinhardt and Dr. Rajesh Tyagi

Other courses:

For a complete, regularly updated course list please check the worldwide web homepage at <http://management.depaul.edu/>

Special Programs

College of Commerce - Undergraduate Studies □ Management □ Special Programs

Special Programs

CAREER ORIENTATIONS & COURSES

MANAGEMENT INTERNSHIPS

The Department of Management also offers an Internship & Management Consulting program (MGT 393) directed by Dr. Helen Lavan. The Coleman Foundation has agreed to sponsor paid internships to assist technology driven companies in DePaul's small business incubator or community. These internships carry a stipend from \$1,000 to \$1,500 when taken for course credit through MGT 393. Internships are available in other functional areas such as human resources and operations management. These internships may also fulfill the experiential learning requirement.

BUSINESS LAW

Courses in Business Law are offered through the Management Department. In these courses, students obtain a basic competence of the legal and ethical requirements and constraints of business.

Centers & Chairs

Centers & Chairs

THE BROTHER LEO V. RYAN: C.S.V. SCHOLARS IN MANAGEMENT

Each spring, the Management Department designates up to three students who are Management majors as part of the Ryan Scholars program. Each designated scholar is awarded a tuition scholarship each term for up to three terms. Management majors interested in applying for this special recognition must be enrolled in a minimum of twelve credit hours per quarter and apply in writing to the department chair by the end of the winter quarter of their junior year. An overall GPA of 3.2 and a Management GPA of 3.5 are required for consideration. Eligible students will be interviewed by the Management faculty. The appointment is made by the chair of the Management Department with the concurrence of the dean of the College of Commerce.

THE RYAN CENTER FOR INNOVATION & CREATIVITY

Managing creativity and innovation is considered by Fortune 500 companies as one of the most admirable characteristics for employees, executive teams, and investors. The *Ryan Center for Innovation & Creativity* helps individuals and teams to become more creative in problem solving, and enables organizations to surmount the barriers to creativity that stand between performance and successful innovation. The Center sponsors workshops, seminars, and a variety of programs for the internal and external DePaul communities. Dr. Lisa Gundry is the Center's director.

THE COLEMAN ENTREPRENEURSHIP CENTER

The Coleman Entrepreneurship Center provides consulting services to students who are aspiring entrepreneurs or are already running their own businesses. In addition, the CEC conducts a wide variety of seminars and workshops in which students learn about the start-up process, practical challenges that entrepreneurs face, and specific strategies and tactics entrepreneurs employ to be more successful. Its most popular student program is S.Y.O.B. (Start Your Own Business), a two-hour workshop that covers business plans, the steps necessary to start a business, and how most small businesses are financed.

COLEMAN FOUNDATION ENDOWED CHAIR IN ENTREPRENEURSHIP

Through the generosity of the Coleman Foundation an endowed chair was established for a nationally recognized scholar in the field of entrepreneurship. Professor Harold P. Welsch, Ph.D., has been the holder of the endowed chair since September of 1989.

DOMINIC PARSI AWARD FOR EXTERNAL SERVICE

This award is presented to either a graduate or undergraduate management major who has demonstrated Vincentian values through voluntary outreach to their community and/or service to community based charitable organizations.

THE INSTITUTE FOR BUSINESS & PROFESSIONAL ETHICS

Founded in 1985, The Institute for Business & Professional Ethics (IBPE) was established as a joint effort of the Colleges of Commerce and of Liberal Arts & Sciences at DePaul University. The mission of the Institute is to encourage ethical deliberation in decision-makers by stirring the moral conscience and imagination. The IBPE coordinates a number of programs annually that include the Vincentian Colleges International Conference on Business Ethics, and workshops for faculty and students. The Institute also is charged with auditing the status of the business ethics curriculum at the university, and benchmarking the status of compliance programs and their implementation in the corporate environment.

WICKLANDER CHAIR IN BUSINESS ETHICS

The Wicklander Chair in Business Ethics, a faculty member at DePaul, serves as the Executive Director of the Institute for Business and Professional Ethics in the College of Commerce at DePaul University. Professor Patricia Werhane, Ph.D., holds the Wicklander Chair in Business Ethics.

Faculty

College of Commerce - Undergraduate Studies □ Management □ Faculty

Faculty

MANAGEMENT FACULTY

SCOTT T. YOUNG, Ph.D.

Professor and Chair

Georgia State University

CHRISTOPHER BARLOW, Ph.D.

Visiting Assistant Professor

Case Western Reserve University

JAMES A. BELOHLAV, Ph.D.

Professor

University of Cincinnati

STEVEN BRIGGS, Ph.D.

Professor

University of California, Los Angeles

RAMAN CHADHA, MBA

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Northwestern University

LORI S. COOK, Ph.D.

Associate Professor

University of Louisville

RAY W. COYE, Ph.D.

Associate Professor

University of Oregon

ELIZABETH DALEY, MBA

Executive in Residence

Northwestern University

ALEXANDER DEVIENCE, JD

Associate Professor

Loyola University

KATHY DHANDA, Ph.D.

Associate Professor

University of Massachusetts

ERICH C. DIERDORFF, Ph.D.

Assistant Professor

North Carolina State University

DAVID E. DREHMER, Ph.D.

Associate Professor

Illinois Institute of Technology

SAMUEL B. GARBER, J.D.

Assistant Professor

University of Illinois

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University of Chicago

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Indiana University

MICHAEL JEDEL, Ph.D.
Professor and Associate Dean of International Programs & Distance Learning
Harvard University

BIN JIANG, Ph.D.
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University of Texas at Arlington

DANIEL J. KOYS, Ph.D.
Professor
Cornell University

HELEN N. LAVAN, Ph.D.
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Loyola University

WM. MARTY MARTIN, Ph.D.
Associate Professor
Rutgers University

NICHOLAS J. MATHYS, Ph.D.
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Western Colorado University

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Assistant Professor
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MICHAEL A. MURRAY, Ph.D., JD
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EVA NELSON, MA

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FACULTY EMERITI

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LEO V. RYAN, C.S.V., Ph.D.
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EARL C. YOUNG, Ph.D., C.P.I.M.
Professor Emeritus
Northwestern University

Marketing

College of Commerce - Undergraduate Studies □ Marketing

Marketing

The ultimate goal of an organization is to satisfy the needs and wants of its customers profitably. The Marketing Department offers a variety of courses designed to develop and sharpen student skills in the analysis, planning and control of marketing problems. Successful marketing requires the ability to know how and when to apply research, how to analyze markets and behavior, and how to develop products and services that satisfy or even anticipate customers needs. The purposes of the undergraduate program in Marketing are: (1) to provide students with the knowledge and skills to identify and develop programs and products that meet customers needs; and (2) to prepare students for a successful marketing career.

Program Requirements

College of Commerce - Undergraduate Studies □ Marketing □ Program Requirements

Program Requirements

MARKETING MAJORS

The department offers four options for Marketing majors: (1) the Standard Marketing concentration, where students select electives based on career interests, (2) the Integrated Marketing Education (IME) Honors Program concentration, which is designed to model the progression of a marketing professional, (3) the Sales Leadership concentration which develops the necessary skills for effective sales professionals, and (4) Multicultural Marketing-Hispanic Marketplace concentration, which prepares students to address the specific needs of the Hispanic Marketplace.

DECLARATION OF MAJOR

To become Marketing majors, students must: (1) possess a cumulative GPA of 2.0 or better; (2) have received a minimum grade of C- in each introductory course provided the cumulative GPA in these courses is not less than 2.0; (3) have received at least a C- in MKT 301 and MKT 310 provided the cumulative GPA in all Marketing courses is not less than 2.0; (4) have junior standing; and, if a transfer student, (5) must have completed 28 hours of credit at DePaul University. Students are required to declare a major by the end of their junior year. A grade of C- or better is required in all marketing course work.

STANDARD MARKETING CONCENTRATION

MKT 202 Quantitative Methods in Marketing (or equivalent); MKT 305 Introduction to Marketing Research; MKT 315 Strategic Tools for Marketers; MKT 359 Advanced Marketing Management; and three marketing electives. Students may choose to take MKT 393 Marketing Internship as one of the three electives. This program provides students with the flexibility to tailor their programs to fit a wide array of career interests. Graduates with a marketing major have many career opportunities in the various areas of marketing such as advertising, market research, sales management, or marketing management. The department offers electives that focus in each area. Majors may wish to group their elective courses with a concentration or specific career orientation in mind, although this is not required.

INTEGRATED MARKETING EDUCATION CONCENTRATION

The Integrated Marketing Education concentration is designed to prepare students for a career as marketing professionals. The curriculum features a highly innovative format that emphasizes doing as the basis for learning. The concentration features a real world focus built upon strong links to the Chicago business community.

The Marketing concentration (26 credit hours) consists of a sequence of 3 highly integrated courses and an internship with a Chicago business. Students move through a lock step program of sequential levels encompassing (1) information gathering and analysis, (2) tactical decision-making and (3) strategic planning. At each level of the sequence, student teams will work toward the completion of milestone projects that reflect the activities of the marketing manager in a competitive environment. Skills and knowledge necessary for the accomplishment of each milestone are delivered in integrated knowledge modules by members of the teaching team.

The sequence of courses is MKT 356 Marketing Analysis and Planning (8 credit hours); MKT 357 Management of Marketing (8 credit hours); and MKT 358 Marketing in a Global Environment. Marketing Internship (MKT 393) may be taken at any time

following the completion of MKT 301. The 356, 357, and 358 sequence is intended to be a senior-year experience and can be started only in the Autumn quarter. *Prerequisites: 301, 310 and faculty approval*. Applications are available in March in the department office. IME students must be declared marketing majors by the beginning of fall quarter.

The Integrated Marketing Education curriculum incorporates a number of unique learning experiences. These include:

Company Association

Each IME level has one or more Partner Companies involved closely in the work process for the students.

Team Work Activities

All IME levels focus on instituting team ideals. One of the most critical concerns identified by the business community is that successful managers be able to function as team members. Much of the teamwork activity will be done in class so that the faculty and business mentors may evaluate teamwork skills and provide coaching as necessary.

Information/Data Base

One element that makes marketing unique among business disciplines is the information used to make decisions. All IME levels will introduce students to the application of databases and other sources of information that marketing professionals use for decision-making.

Evaluation

In general, evaluation will be based on examination and project activities. Students will be expected to learn proper teamwork skills; therefore, the application of these skills will be an important part of each student's evaluation in the program.

Internships

A directed internship with a local business is an integral part of the marketing concentration. At present, the department has both paid and non-paid internship relationships with over 100 local firms.

SALES LEADERSHIP CONCENTRATION

The demand for trained and knowledgeable sales people has never been greater. Sales careers offer independence, ample financial reward, personal growth and opportunities for rapid advancement within the organization. The Sales Leadership Program produces business graduates who can sell by joining traditional classroom education with real-world learning experience. Classes are led by faculty with extensive sales experience and by sales executives from leading corporations.

Students experience rigorous classroom learning designed to deliver the knowledge and practical skills they'll need to succeed during the first years of their careers including: oral and written communication, selling technique and networking, use of technology in customer strategy and identification, and development of organization leadership in a sales environment. Successful students will enjoy opportunities to visit companies, take paid internships, and interview with leading companies for entry-level positions.

In addition to MKT 202, MKT 305 and MKT 359, students will complete four courses in the concentration: MKT 376 Effective Business Communications, MKT 377 Fundamentals of Sales and Networking, and two of the following: MKT 378 Sales Strategy and Technology, MKT 379 Leadership in Sales Organizations, MKT 398 Strategic Framework for Targeting the Retail Consumer or MKT 398 Special Topics: Building Financial Relationships.

MULTICULTURAL MARKETING--HISPANIC MARKETPLACE CONCENTRATION

The Multicultural Marketing-Hispanic Marketplace concentration prepares students for careers focusing on the fastest growing minority in the U.S. The concentration addresses the unique needs of the Hispanic Marketplace. Students study a combination of cultural awareness, marketing disciplines and practical applications. Graduates could pursue careers in marketing, advertising, sales and communications.

Students who complete the Multicultural Marketing-Hispanic Marketplace concentration are required to take the following courses: MKT 202 Quantitative Methods in Marketing, MKT 315 Strategic Tools for Marketers, MKT 305 Intro to Marketing Research, MKT 359 Advanced Marketing Management, MKT 341 Integrated Marketing Communications for Hispanic Markets, MKT 340 Marketing across Cultures - A Cultural Perspective on Latin Markets, and MKT 393 Marketing Internship (with an approved Hispanic Marketer). It is highly recommended that students also complete MKT 376 Effective Business Communication (in lieu of CMN 221/220) and SPN 320 Commercial Spanish which requires a demonstrated proficiency in Spanish.

Please contact Dr. J. Steven Kelly (skelly@depaul.edu) for further information.

Marketing Minors

College of Commerce - Undergraduate Studies □ Marketing □ Marketing Minors

Marketing Minors

COLLEGE OF COMMERCE MARKETING MINORS

Standard Marketing Minor

Commerce students may obtain a Standard Marketing minor by completing the following courses: MKT 202 Quantitative Methods in Marketing (or equivalent); MKT 305 Introduction to Marketing Research; MKT 315 Strategic Tools for Marketers; MKT 359 Advanced Marketing Management; and one Marketing elective.

Sales Leadership Minor

Commerce students may obtain a minor in Sales Leadership by completing the following courses: MKT 376 Effective Business Communication; MKT 377 Fundamentals of Sales & Networking; and two of the following three courses; MKT 378 Sales Strategy & Technology, MKT 379 Leadership in Sales Organizations, or MKT 398 Strategic Framework for Targeting the Retail Consumer.

Multicultural Marketing-Hispanic Marketplace Minor

Commerce students may obtain a Multicultural Marketing-Hispanic Marketplace minor by completing the following courses: MKT 359 Advanced Marketing Management, MKT 340 Marketing Across Cultures: A Cultural Perspective on Latin Markets , M KT 341 Integrated Marketing Communications for Hispanic Markets and MKT 393 Marketing Internship (with a Hispanic Marketer).

Commerce students may declare any Marketing minor by completing a Declaration of Minor Form which may be obtained in the Commerce Undergraduate Program Office. Eligibility for candidacy is based on (1) a cumulative GPA of 2.0 in all academic work and (2) the completion of MKT 301 and MKT 310 with grades of C or better, provided the cumulative GPA in all marketing course work is not less than 2.0. A grade of C- or better is required in all marketing course work.

NON-COMMERCE MARKETING MINORS

Standard Marketing Minor

Non-Commerce students may obtain a minor in Marketing by completing the following courses: ICS 200 Introduction to Business or approved substitution; MKT 202 Quantitative Methods in Marketing (or equivalent); MKT 301 Principles of Marketing; MKT 310 Consumer Behavior; MKT 305 Introduction to Marketing Research; MKT 315 Strategic Tools for Marketers; and one elective. Students may declare a minor in Marketing with their home school advisor. Eligibility for candidacy is based upon the following criteria: (1) completion of ICS 200 or approved substitute, (2) a cumulative GPA of 2.0 in all academic work, and (3) a GPA of 2.0 or above in all Marketing course work.

PREREQUISITES: Courses in College Algebra and Statistics are required. MKT 301 requires Junior class standing. A grade of C- or better is required in all marketing course work.

Sales Leadership Minor

Non-Commerce students may obtain a minor in Sales Leadership by completing the following courses: ICS 200 Introduction to Business or approved substitution; MKT 301 Principles of Marketing; MKT 310 Consumer Behavior; MKT 376 Effective Business Communication; MKT 377 Fundamentals of Sales & Networking; and two of the following courses; MKT 378 Sales Strategy & Technology, MKT 379 Leadership in Sales Organization, MKT 398 Special Topics: Targeting Retail Consumers, or MKT 398 Special Topics: Building Financial Relationships. Students may declare a minor in Sales Leadership with their home college advisor. Eligibility for candidacy is based upon the following criteria: (1) completion of ICS 200 or approved substitute, (2) a cumulative GPA of 2.0 in all academic work, and (3) a GPA of 2.0 or above in all Marketing course work.

Multicultural Marketing-Hispanic Marketplace Minor

Non-Commerce students may obtain a Multicultural Marketing-Hispanic Marketplace minor by completing the

following courses: ICS 200 Introduction to Business, MKT 301 Principles of Marketing, MKT 310 Consumer Behavior, MKT 341 Integrated Marketing Communications for Hispanic Markets, MKT 340 Marketing Across Cultures: Latin Markets, and MKT 393 Marketing Internship (with an Hispanic Marketer). Students may declare a non-Commerce Hispanic Marketplace minor with their home college advisor. Eligibility for candidacy is based upon the following criteria: (1) completion of ICS 200 or approved substitute, (2) a cumulative GPA of 2.0 in all academic work, and (3) a GPA of 2.0 or above in all Marketing course work.

International Marketing Management

College of Commerce - Undergraduate Studies □ Marketing □ International Marketing Management

International Marketing Management

INTERNATIONAL MARKETING MANAGEMENT

INTERNATIONAL MARKETING MANAGEMENT SPECIALIZATION WITH FOREIGN LANGUAGE MINOR

Students taking this option should declare a minor in Commercial Languages at the earliest possible stage of their freshman year. A minor in Commercial Language requires a minimum level of proficiency in the chosen language that may be partially fulfilled by taking the Modern Language Option (3 courses) in the freshman year. In addition, students should take *five* advanced language courses during their sophomore and junior years, as open electives. (See the Modern Language Department for a complete listing of available courses.) A commercial language certification examination is available upon completion of the Modern Language Option.

INTERNATIONAL MARKETING MANAGEMENT

INTERNATIONAL MARKETING MANAGEMENT SPECIALIZATION WITH INTERNATIONAL BUSINESS OPTION

In addition to taking the International Marketing course, students taking this option may use select requirements of the Liberal Studies Program, combined with Advanced Level Electives, to build an International Business Option. The following courses are recommended:

- Economics
 - ECO 360 Economics of Low-Income Countries
 - ECO 361 International Trade
- Finance
 - FIN 340 International Finance
- Geography
 - GEO 315 Asias Pacific Rim
 - GEO 316 The European Union
 - GEO 317 Eastern Europe and the Russian Realm
 - GEO 326 Latin America and the Caribbean
- Management
 - MGT 357 International Business
- Political Science
 - PSC 140 Conflict and Cooperation among Nations
 - PSC 344 World Political Economy
 - PSC 361 International Law
- Anthropology
 - ANT 102 Cultural Anthropology

Career Orientations

College of Commerce - Undergraduate Studies □ Marketing □ Career Orientations

Career Orientations

I. MARKETING MANAGEMENT

Many chief executives of top U.S. companies have a background in marketing. Strong marketing provides a key competitive advantage in a dynamic global economy. The marketing management emphasis is appropriate for students with a general interest in planning, development, and introduction of products and services. An interest in general marketing management could be developed through electing courses such as MKT 320 Principles of Advertising; MKT 331 Retail Management; MKT352 New Product Management; MKT 360 International Marketing; MKT 365 Business to Business; and MKT 370 Personal Selling.

II. INTERNATIONAL MARKETING

The international area of marketing offers students the opportunity to examine the economy and business management of many countries in their political, historical, and socio-cultural context. Students who concentrate on international marketing would develop career opportunities in international sales, international product management, or international marketing management.

Students interested in international marketing benefit by enrolling in the following Marketing courses: MKT 320 Principles of Advertising; MKT 352 New Product Management; MKT 360 International Marketing; MKT 365 Business to Business; and MKT 390 Service Marketing. DePaul Marketing students may combine their majors with either a minor in a commercial language through the College of Liberal Arts and Sciences, or with selected course work in International Studies.

III. MARKET RESEARCH

Market research encompasses problem formulation, data gathering, data analysis, and communication of findings. An understanding of statistics, psychology and sociology as related to marketing is desirable. A student interested in market research will benefit from MKT 305 Market Research; MKT 315 Strategic Tools for Marketers; MKT 320 Principles of Advertising; and MKT 352 New Product Development.

IV. ADVERTISING AND PROMOTION

Skills that lead to successful careers in Advertising and Promotion include:

- Analysis of market research data
- Media planning
- The creation of persuasive messages
- Strategic coordination of elements of the marketing communication mix
- Sales promotion strategies
- Public relations analysis and tactical management
- Motivation, training, monitoring and dispersion of a sales staff
- Distribution channel coordination through business-to-business advertising and promotional tactics
- Telemarketing and direct marketing techniques.

Marketing elective courses for students interested in a career in advertising and promotion may include MKT 320 Principles of Advertising and MKT 370 Personal Selling

The Kellstadt Center for Marketing

College of Commerce - Undergraduate Studies □ Marketing □ The Kellstadt Center for Marketing

The Kellstadt Center for Marketing

DePaul University provides an education that emphasizes a pragmatic, hands-on approach with a strong orientation to application. Established in 1986 with a 1.2 million dollar grant from the Charles H. Kellstadt Foundation, the Kellstadt Center for Marketing Analysis and Planning strives to build solid bridges between the real and academic worlds. The center fosters a practical three-way partnership by addressing business needs, utilizing faculty skills and developing outstanding students.

Faculty

Faculty

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