

DEPAUL  
UNIVERSITY

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## **Course Catalog**

**College of Commerce Undergraduate Studies**

**Winter/Spring 2008-2009**

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# About the College of Commerce

College of Commerce - Undergraduate Studies ▢ About the College of Commerce

## Mission

The mission of the College of Commerce is to be a leader in the discovery and development of skills and knowledge as they relate to business and its global role. To this end, the College actively serves markets in Chicago and around the world by providing innovative educational programs. 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 of achieving a full range of intellectual and professional goals while integrating the promotion of ethical and responsible leadership. This is a cooperative effort to create a framework for solving business problems within a global society.

Faculty members in Commerce not only have a responsibility to maintain their academic and professional qualifications, primarily through discipline-based scholarship, but also to make contributions to practice and to research in support of teaching and pedagogy. In this way, the College holds high quality teaching and pedagogical innovation at the same level of importance as scholarship and research.

College of Commerce - Undergraduate Studies ▢ About the College of Commerce ▢ Learning Goals

## Learning Goals

The Learning Goals for DePaul's undergraduate College of Commerce are:

### Communication

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

### Global Perspective

Commerce students will understand business within a global context.

### Ethical and Legal Awareness

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

### Decision-making

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

### Teamwork

Commerce students will be able to understand group and individual dynamics within a business setting.

### Mastery of Content

Commerce students will acquire knowledge of the functional areas of business and the interrelationships among the functional areas within a business.

## **The College of Commerce and Chicago**

For nearly a century, the College of Commerce has been committed to an urban and a metropolitan identification and 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, 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. In this way, DePaul has been the developer of Chicagos leaders in business for over nine decades.

## **Admission**

Candidates interested in undergraduate admission to the College of Commerce should direct all inquiries to the Office of Admission, DePaul University, 1 E. Jackson Boulevard, Chicago, Illinois 60604. In addition, the Office of Admission may be reached by telephone at (312) 362-8000, by e-mail at [admission@depaul.edu](mailto:admission@depaul.edu) , or online at <http://www.depaul.edu/> . A representative from the Office of Admission will guide each candidate through the required steps for application.

Candidates seeking admission to the College must present credentials demonstrating that they are capable of high academic achievement. To succeed in the study of business, students must possess a number of academic qualities. Specifically, 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.

## **Major and Minor Programs**

The College of Commerce offers undergraduate majors in these areas:

- Accountancy
- Business Administration
- E-Business
- Economics
- Finance
- Management
- Management Information Systems
- Marketing
- Real Estate

The College of Commerce offers undergraduate minors in these areas:

- Accountancy
- Business Administration (not available to Commerce students)
- Economics
- Finance

International Business (only available to Commerce students)  
Management  
Management Information Systems  
Marketing  
Multicultural Marketing  
Sales Leadership

[College of Commerce - Undergraduate Studies](#) [About the College of Commerce](#) [Catalog Version](#)

## **Catalog Version**

### **UNDERGRADUATE UPDATE: OCTOBER 15, 2008**

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

# Personnel

College of Commerce - Undergraduate Studies ▢ Personnel

## Administration

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

Dean

LAWRENCE D. HAMER, Ph.D.

Associate Dean for Marketing Communications

DANIEL HEISER, Ph.D., J.D .

Associate Dean for Academic Policies

NANCY HILL, Ph.D.

Associate Dean for Academic Quality

MICHAEL JAY JEDEL, D.B.A .

Associate Dean for International Programs and Distance Learning

HELEN CONROY, MBA

Business Manager

KAREN BURGARD, MBA

Assistant Dean

MONIKA K. GUNTY, M.Ed.

Associate Director

FREEMAN WHITNEY, M.Ed.

Associate Director

JOAN WISHAU, M.Ed.

Associate Director

College of Commerce - Undergraduate Studies ▢ Personnel ▢ Advising Staff

## Advising Staff

CATHY GILL

Assistant Director

STEPHANIE HALASKA

Assistant Director

RHONDA BARTOSIK

Academic Advisor

REBECCA HEAD

Academic Advisor

THOMAS HICKS

Academic Advisor

JASON MAJCHRZAK

Academic Advisor



## **Faculty**

Approximately 316 men and women serve on the faculty of the college (144 full-time and 172 part-time). These individuals are committed to providing DePaul students with a challenging, high-quality classroom learning experience. This commitment has led nearly 86% 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 members of the faculty are the following:

- Accredited Personnel Specialist (APS)
- Associate in Risk Management (ARM)
- Certificate in Data Processing (CDP)
- Certificate in Dispute Resolution (CDR)
- Certificate in Management Accounting (CMA)
- Certified Information Systems Auditor (CISA)
- Certified Internal Auditor (CIA)
- Certified Financial Planner (CFP)
- Certified Fraud Examiner (CFE)
- Certified Information Technology Professional (CITP)
- Certified Public Accountant (CPA)
- Certified Secure Programmer (CSP)
- Chartered Financial Analyst (CFA)
- Chartered Financial Consultant (ChFC)
- Chartered Property and Casualty Underwriter (CPCU)

# Academic Departments and Programs of Study

## Accountancy

College of Commerce - Undergraduate Studies ▢ Academic Departments and Programs of Study ▢ Accountancy

### **About the School of Accountancy and Management Information Systems**

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 with 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 ▢ Academic Departments and Programs of Study ▢ Accountancy ▢ Distinguished Professorships

### **Distinguished Professorships**

#### **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 his 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.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Accountancy □ Scholarships and Internships

## **Scholarships and Internships**

### **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 2,000 active members nationwide. Visit <http://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 Student Leadership Awards program provides multiple 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 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 Melvoin Fund in the School of Accountancy, one variable amount, renewable Melvoin Scholarship is offered yearly to a selected incoming first year student. The fund also provides awards for the Melvoin 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.

Through the continuing generosity of School of Accountancy alumni, the Success Through Scholarship Endowment Fund also provides three additional endowed scholarship funds for outstanding, deserving students studying accounting at DePaul:

#### **The Gerald and Jennifer Beeson Success Through Scholarship Endowment and Beeson Scholarships**

#### **The Frank & Helen Pekny Success Through Scholarship Endowed Fund and the Pekny Scholarships**

#### **The Kathleen & John Vitanovec Success Through Scholarship Endowed Fund and the Vitanovec Scholarships**

### **The Virchow Krause Scholarship Fund**

Through the generosity of DePaul friends and alumni at Virchow Krause LLP, the Virchow Krause scholarship is annually provided to a superior student in the School of Accountancy and Management Information Systems.

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, National Association of Black Accountants, and Ascend: Pan-Asian Leaders in Finance and Accounting. Additional awards are offered through the Gerry Newman/McDonalds Scholarship, the Baitman Scholarship, essay prizes through the Edward and Mary Goglin Fund, and awards sponsored by 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 □ Academic Departments and Programs of Study □ Accountancy □ Strobel Honors Program

### **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.

Students majoring in the Strobel Honors Program must complete the following thirteen courses for the major:

1. ACC 101H Introduction to Accounting I
2. ACC 102H Introduction to Accounting II
3. ACC 202 Quantitative Methods for Accounting
4. ACC 303H Managerial Accounting
5. ACC 304H Financial Reporting I
6. ACC 305H Financial Reporting II
7. ACC 306H Financial Reporting III
8. ACC 308H Advanced Financial Accounting

9. ACC 350H Information for Decision Making
10. ACC 372H Audit and Other Assurance Services I
11. ACC 374H Audit and Other Assurance Services II
12. ACC 380H Tax Treatment of Individuals and Property
13. ACC 383H Tax Treatment of Corporations and Partnerships

Courses marked with an H must be taken as specially designated Strobel Honors Program sections.

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.

Courses in the Strobel sequence must be taken in the following order:

	<i>Autumn</i>	<i>Winter</i>	<i>Spring</i>
<b>1st Year</b>	ACC 101H	ACC 102H	ACC 303H
<b>2nd Year</b>	ACC 304H	ACC 305H	ACC 306H
<b>3rd Year</b>	ACC 372H	<i>Recommended:</i> ACC 393	ACC 374H ACC 380H
<b>4th Year</b>	ACC 383H	ACC 308H	ACC 350H

The courses listed above must be taken as honors sections by students in the Strobel program (with the exception of the recommended ACC 393, which is not offered as an honors section).

All Strobel students must also complete ACC 202 Quantitative Methods. ACC 202 is not offered as an honors section and is recommended to be completed in the winter or spring of the second year.

College of Commerce - Undergraduate Studies [▢ Academic Departments and Programs of Study](#) [▢ Accountancy](#) [▢ Course Descriptions](#)

## Course Descriptions

[View courses in Accountancy .](#)

College of Commerce - Undergraduate Studies [▢ Academic Departments and Programs of Study](#) [▢ Accountancy](#) [▢ Major Requirements](#)

## Major Requirements

### Major Declaration Requirements

To declare a major in Accountancy, a Commerce student must meet the following requirements:

- Completion of 28 hours at DePaul University

- Completion of the Introductory Commerce courses with
  - A minimum grade of C- in each course
  - A minimum grade point average of 2.0 for the combined courses
- A minimum cumulative DePaul grade point average of 2.3
- A minimum Accountancy grade point average of 2.0
- A combined GPA of 4.75 when the accounting GPA and cumulative GPA are added together
- No grade of IN, R, M or lower than C- in any ACC course or course used toward the Accountancy major
- Completion of ACC 303 and ACC 304 with minimum grades of C-

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.

Declaration of Accountancy Honors requires acceptance into the Strobel Honors Program .

The major is declared by completing an application through the Commerce Undergraduate Program Office.

### Course Requirements

In addition to ACC 101 and ACC 102, a student majoring in Accountancy is required to complete the following eleven courses for the major:

1. ACC 202 Quantitative Methods for Accounting
2. ACC 303 Managerial Accounting
3. ACC 304 Financial Reporting I
4. ACC 305 Financial Reporting II
5. ACC 306 Financial Reporting III
6. ACC 308 Advanced Financial Accounting
7. ACC 350 Information for Decision Making
8. ACC 372 Audit and Other Assurance Services I
9. ACC 374 Audit and Other Assurance Services II
10. ACC 380 Tax Treatment of Individuals and Property
11. ACC 383 Tax Treatment of Corporations and Partnerships

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** students must meet different major course requirements .

Students majoring in Accountancy are encouraged to take the required courses in the following order:

	Autumn	Winter	Spring
1st Year	ACC 101	ACC 102	ACC 303
2nd Year	ACC 304	ACC 305	ACC 306
3rd Year	ACC 372	ACC 374	ACC 380
4th Year	ACC 383	ACC 308	ACC 350

ACC 202 is recommended to be completed in the winter or spring of the second year.

### Degree Conferral Requirements

All ACC courses and any courses used toward the Accountancy major must be completed with a minimum grade of C-.

All ACC courses and any courses used toward the Accountancy major must equal a minimum grade point average of 2.0 when combined.

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.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Accountancy □ Minor Requirements

## **Minor Requirements**

### **MINOR FOR COMMERCE STUDENTS**

#### **Minor Declaration Requirements**

To declare a minor in Accountancy, a Commerce student must meet the following requirements:

- A minimum cumulative DePaul grade point average of 2.0
- A minimum Accountancy grade point average of 2.0
- No grade of IN, R, M or lower than C- in any Accountancy course
- Completion of one ACC course at DePaul

The minor is declared by completing an application through the Commerce Undergraduate Program Office.

#### **Course Requirements**

In addition to ACC 101 and ACC 102, a Commerce student minoring in Accountancy is required to complete the following four courses for the minor:

1. ACC 304 Financial Reporting I
2. ACC Elective
3. ACC Elective
4. ACC Elective

Elective courses must be chosen from ACC 303 Managerial Accounting, ACC 305 Financial Reporting II, ACC 306 Financial Reporting III, ACC 308 Advanced Financial Accounting, ACC 350 Information for Decision Making, ACC 372 Audit and Other Assurance Services I, ACC 374 Audit and Other Assurance Services II, ACC 380 Tax Treatment of Individuals and Property, ACC 383 Tax Treatment of Corporations and Partnerships, ACC 398 Special Topics (multiple topics may be used), and ACC 399 Independent Study.

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.

#### **Degree Conferral Requirements**

All ACC courses and any courses used toward the ACC minor must be completed with a minimum grade of C-.

All ACC courses and any courses used toward the ACC minor must equal a minimum grade point average of 2.0 when combined.

### **MINOR FOR NON-COMMERCE STUDENTS**



## Minor Declaration Requirements

To declare a minor in Accountancy, a non-Commerce student must meet the following requirements:

- A minimum cumulative DePaul grade point average of 2.0
- A minimum Accountancy grade point average of 2.0
- No grade of IN, R, M or lower than C- in any Accountancy course
- Completion of one ACC course at DePaul

Students must meet the prerequisite course equivalency of pre-calculus prior to taking the first course in the minor.

The minor is declared by applying through the student's home college.

## Course Requirements

A non-Commerce student minoring in Accountancy is required to complete the following six courses for the minor:

1. ACC 101 Introduction to Accounting I
2. ACC 102 Introduction to Accounting II
3. ACC 304 Financial Reporting I
4. ACC Elective
5. ACC Elective
6. ACC Elective

Elective courses must be chosen from ACC 303 Managerial Accounting, ACC 305 Financial Reporting II, ACC 306 Financial Reporting III, ACC 308 Advanced Financial Accounting, ACC 350 Information for Decision Making, ACC 372 Audit and Other Assurance Services I, ACC 374 Audit and Other Assurance Services II, ACC 380 Tax Treatment of Individuals and Property, ACC 383 Tax Treatment of Corporations and Partnerships, ACC 398 Special Topics (multiple topics may be used), and ACC 399 Independent Study.

## Degree Conferral Requirements

All ACC courses and any courses used toward the ACC minor must be completed with a minimum grade of C-.

All ACC courses and any courses used toward the ACC minor must equal a minimum grade point average of 2.0 when combined.

# Business Administration

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Business Administration

## About the Business Administration Program

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.

## 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](mailto: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.

## Major Requirements

### Major Declaration Requirements

To declare a major in Business Administration, a student must meet the following requirements:

- Completion of 28 hours at DePaul University
- Completion of the Introductory Commerce courses with
  - A minimum grade of C- in each course
  - A minimum grade point average of 2.0 for the combined courses
- A minimum cumulative DePaul grade point average of 2.0
- A minimum grade point average of 2.0 for Management courses and all courses used to meet major requirements
- No grade of IN, R, M or lower than C- in any Management course or course used toward the Business Administration major
- Completion of MGT 300 and BLW 201 with a minimum grade of C- in each course

The major is declared by completing an application through the Commerce Undergraduate Program Office.

### Course Requirements

A student majoring in Business Administration is required to complete the following seven courses for the major:

1. BLW 203 Business Organizations
2. MGT 202 Making Sense of Managerial Data
3. An *Economics* major elective

4. A *Finance* major elective
5. A *Management* major elective
6. A *Marketing* major elective
7. A major elective to be chosen from a Commerce department

Electives must be chosen from 300-level course offerings from specified departments with the following exceptions: **BLW 202** may be used; **ECO 315** , **FIN 320** , or other courses used toward Introductory and Advanced Commerce requirements may not be used.

## **Degree Conferral Requirements**

All MGT courses and any courses used toward the Business Administration major must be completed with a minimum grade of C-.

All MGT courses and any courses used toward the Business Administration major must equal a minimum grade point average of 2.0 when combined.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Business Administration □ Minor Requirements

## **Minor Requirements**

### **MINOR FOR COMMERCE STUDENTS**

Business Administration is not available as a minor for students in the College of Commerce.

### **MINOR FOR NON-COMMERCE STUDENTS**

#### **Minor Declaration Requirements**

To declare a minor in Business Administration, a non-Commerce student must meet the following requirement:

- Completion of one of the following courses:
  - ACC 101 Introduction to Accounting I
  - BLW 201 Legal and Ethical Aspects in the Business Environment
  - ECO 105 Principles of Microeconomics

The minor is declared by applying through the student's home college.

#### **Course Requirements**

A non-Commerce student minoring in Business Administration is required to complete the following eight courses for the minor:

1. A course in statistics
2. ACC 101 Introduction to Accounting I
3. ACC 102 Introduction to Accounting II
4. BLW 201 Legal and Ethical Aspects in the Business Environment
5. ECO 105 Principles of Microeconomics
6. FIN 290 Finance for Non-Commerce Majors
7. MGT 300 Managerial Concepts and Practices I
8. MKT 301 Principles of Marketing

#### **Degree Conferral Requirements**

All courses used toward the Business Administration minor must be completed

with a minimum grade of C-.

All courses used toward the Business Administration minor must equal a minimum grade point average of 2.0 when combined.

## Business Law

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Business Law

### **About 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.

Courses in Business Law are offered only as supporting studies and electives. Business Law does not offer a major or minor program.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Business Law □ Course Descriptions

### **Course Descriptions**

View courses in Business Law .

## Business Mathematics and Statistics

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Business Mathematics and Statistics

### **About the Business Mathematics and Statistics Program**

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 of BMS 125, BMS 126 and BMS 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. Business Mathematics and Statistics does not offer a major or minor program.

The Department of Mathematical Sciences enforces all course prerequisites including placement through the Mathematics Diagnostic Test.

## Required and Approved Courses

### Business Math and Statistics Requirements

As part of the requirements for the Bachelor of Science in Commerce, a student must complete the following sequence of courses with a minimum grade of C- for each:

1. BMS 125 Business Calculus I
2. BMS 126 Business Calculus II
3. BMS 142 Business Statistics

### Additional Approved Courses

For a student who wishes to pursue an additional major or minor in the Department of Mathematical Sciences , the following courses are recommended as alternatives to BMS 125, BMS 126 and BMS 142:

#### Business Calculus

Students in the College of Commerce may complete any of the following course sequences in lieu of BMS 125 and BMS 126 with a minimum grade of C- for each:

1. MAT 147 Calculus with Precalculus I
2. MAT 148 Calculus with Integrated Precalculus II
3. MAT 149 Calculus with Integrated Precalculus III

OR

1. MAT 150 Calculus I
2. MAT 151 Calculus II

OR

1. MAT 160 Calculus for Math and Science Majors I
2. MAT 161 Calculus for Math and Science Majors II

#### Business Statistics

Students in the College of Commerce may complete either of the following courses in lieu of BMS 142 with a minimum grade of C-:

- MAT 348 Applied Statistical Methods I
- MAT 351 Probability & Statistics I

## Course Descriptions

View courses in Business Mathematics and Statistics .

# E-Business

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ E-Business

## About the E-Business Program

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.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ E-Business □ Major Requirements

## Major Requirements

### Major Declaration Requirements

To declare a major in E-Business, a student must meet the following requirements:

- Completion of 28 hours at DePaul University
- Completion of the Introductory Commerce courses with
  - A minimum grade of C- in each course
  - A minimum grade point average of 2.0 for the combined courses
- A minimum cumulative DePaul grade point average of 2.0
- A minimum E-Business grade point average of 2.0
- No grade of IN, R, M or lower than C- in any course used toward the E-Business major
- Completion of IT 130 with a minimum grade of C-

A student is not allowed to major in both E-Business and Management Information Systems.

A student is not allowed to major in E-Business and minor in Management Information Systems.

The major is declared by completing an application through the Commerce Undergraduate Program Office.

### Course Requirements

In addition to MIS 340, a student majoring in E-Business is required to complete the following seven courses for the major:

1. IT 130 The Internet and the Web
2. IT 230 Building Internet Applications
3. MGT 202 Making Sense of Management Data or MKT 202 Quantitative Methods in Marketing
4. MIS 360 Systems Analysis and Design

5. MIS 362 Info Systems Project Management
6. MIS 370 Database Management Systems Design and Development
7. E-Business elective chosen from:
  - CSC 211 Programming in Java I
  - IT 263 Applied Networks and Security
  - MIS 364 Knowledge Management
  - MIS 366 Internet Technologies in Business
  - TDC 363 Introduction to Local Area Networks

### **Degree Conferral Requirements**

All courses used toward the E-Business major must be completed with a minimum grade of C-.

All courses used toward the E-Business major must equal a minimum grade point average of 2.0 when combined.

A student is not allowed to major in both E-Business and Management Information Systems.

A student is not allowed to major in E-Business and minor in Management Information Systems.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ E-Business □ Minor Requirements

### **Minor Requirements**

E-Business is not available as a minor.

## **Economics**

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Economics

### **About the Department of 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.

DePaul offers Economics as both a major and minor field of study through both the College of Commerce and the College of Liberal Arts and Sciences.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Economics □ Curricular 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 Introduction to 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 □ Academic Departments and Programs of Study □ Economics □ Course Descriptions

## Course Descriptions

[View courses in Economics .](#)



## Major Requirements

### Major Declaration Requirements

To declare a major in Economics, a student must meet the following requirements:

- Completion of 28 hours at DePaul University
- Completion of the Introductory Commerce courses with
  - A minimum grade of C- in each course
  - A minimum grade point average of 2.0 for the combined courses
- A minimum cumulative DePaul grade point average of 2.0
- A minimum Economics grade point average of 2.0
- No grade of IN, R, M or lower than C- in any ECO course or course used toward the Economics major
- Completion of ECO 105, ECO 106 and ECO 315 with minimum grades of C-

The major is declared by completing an application through the Commerce Undergraduate Program Office.

### Course Requirements

In addition to ECO 105, ECO 106 and ECO 315, a student majoring in Economics is required to complete the following seven courses for the major:

1. ECO 305 Intermediate Microeconomics
2. ECO 306 Intermediate Macroeconomics
3. ECO Elective
4. ECO Elective
5. ECO Elective
6. ECO Elective
7. FIN 202 Quantitative Reasoning

Electives must be chosen from ECO 307 Managerial Economics, ECO 310 Urban Economics, ECO 311 Business and Economic Forecasting, ECO 312 The Chicago Economy, ECO 313 Social Control of Business, ECO 314 Economics of the Public Sector, ECO 316 European Economic History, ECO 317 American Economic History, ECO 318 Labor Economics and Organization, ECO 319 Economics and Gender, ECO 320 Economics of Religion, ECO 325 The Economics of Poverty, ECO 330 The Economics of Socialism, ECO 333 Topics in Global Economies, ECO 334 Understanding China's Economy, ECO 335 Energy and Environmental Economics, ECO 340 Development of Economic Thought, ECO 342 Statistics for Economics, ECO 360 Economics of Low-Income Countries, ECO 361 International Trade, ECO 362 International Monetary Economics, ECO 375 Introduction to Econometrics, ECO 380 Mathematical Economics, ECO 398 Special Topics (multiple topics may be used), and ECO 399 Independent Study.

**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.

**ECO 395** Capstone Seminar in Economics may not be used as an Economics Elective.

### Degree Conferral Requirements

All ECO courses and any courses used toward the ECO major must be completed with a minimum grade of C-.

All ECO courses and any courses used toward the ECO major must equal a minimum grade point average of 2.0 when combined.

## Minor Requirements

### MINOR FOR COMMERCE STUDENTS

#### Minor Declaration Requirements

To declare a minor in Economics, a Commerce student must meet the following requirements:

- A minimum cumulative DePaul grade point average of 2.0
- A minimum Economics grade point average of 2.0
- No grade of IN, R, M or lower than C- in any Economics course

The minor is declared by completing an application through the Commerce Undergraduate Program Office.

#### Course Requirements

In addition to ECO 105, ECO 106 and ECO 315, a Commerce student minoring in Economics is required to complete the following three courses for the minor:

1. ECO Elective
2. ECO Elective
3. ECO Elective

Electives must be chosen from ECO 305 Intermediate Microeconomics, ECO 306 Intermediate Macroeconomics, ECO 307 Managerial Economics, ECO 310 Urban Economics, ECO 311 Business and Economic Forecasting, ECO 312 The Chicago Economy, ECO 313 Social Control of Business, ECO 314 Economics of the Public Sector, ECO 316 European Economic History, ECO 317 American Economic History, ECO 318 Labor Economics and Organization, ECO 319 Economics and Gender, ECO 320 Economics of Religion, ECO 325 The Economics of Poverty, ECO 330 The Economics of Socialism, ECO 333 Topics in Global Economies, ECO 334 Understanding China's Economy, ECO 335 Energy and Environmental Economics, ECO 340 Development of Economic Thought, ECO 342 Statistics for Economics, ECO 360 Economics of Low-Income Countries, ECO 361 International Trade, ECO 362 International Monetary Economics, ECO 375 Introduction to Econometrics, ECO 380 Mathematical Economics, ECO 398 Special Topics (multiple topics may be used), and ECO 399 Independent Study.

**ECO 395** Capstone Seminar in Economics may not be used as an Economics Elective.

#### Degree Conferral Requirements

All ECO courses and any courses used toward the ECO minor must be completed with a minimum grade of C-.

All ECO courses and any courses used toward the ECO minor must equal a minimum grade point average of 2.0 when combined.

### MINOR FOR NON-COMMERCE STUDENTS

#### Minor Declaration Requirements

To declare a minor in Economics, a non-Commerce student must meet the following requirements:

- A minimum cumulative DePaul grade point average of 2.0

- A minimum Economics grade point average of 2.0
- No grade of IN, R, M or lower than C- in any Economics course
- Completion of a pre-calculus course as a prerequisite to the first course in Economics

The minor is declared by applying through the student's home college.

### **Course Requirements**

A non-Commerce student minoring in Economics is required to complete the following six courses for the minor:

1. ECO 105
2. ECO 106
3. ECO Elective
4. ECO Elective
5. ECO Elective
6. ECO Elective

Electives must be chosen from ECO 305 Intermediate Microeconomics, ECO 306 Intermediate Macroeconomics, ECO 307 Managerial Economics, ECO 310 Urban Economics, ECO 311 Business and Economic Forecasting, ECO 312 The Chicago Economy, ECO 313 Social Control of Business, ECO 314 Economics of the Public Sector, ECO 316 European Economic History, ECO 317 American Economic History, ECO 318 Labor Economics and Organization, ECO 319 Economics and Gender, ECO 320 Economics of Religion, ECO 325 The Economics of Poverty, ECO 330 The Economics of Socialism, ECO 333 Topics in Global Economies, ECO 334 Understanding China's Economy, ECO 335 Energy and Environmental Economics, ECO 340 Development of Economic Thought, ECO 342 Statistics for Economics, ECO 360 Economics of Low-Income Countries, ECO 361 International Trade, ECO 362 International Monetary Economics, ECO 375 Introduction to Econometrics, ECO 380 Mathematical Economics, ECO 398 Special Topics (multiple topics may be used), and ECO 399 Independent Study.

**ECO 395** Capstone Seminar in Economics may not be used as an Economics Elective.

### **Degree Conferral Requirements**

All ECO courses and any courses used toward the ECO minor must be completed with a minimum grade of C-.

All ECO courses and any courses used toward the ECO minor must equal a minimum grade point average of 2.0 when combined.

## **Finance**

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Finance

### **About the Department of 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, 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 an honors program for students choosing to major in Finance (see section on Finance Honors Program for requirements).

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Finance □ Centers and Chairs

## **Centers and Chairs**

### **THE CENTER FOR FINANCIAL SERVICES**

The Center for Financial Services has been established to: support innovative undergraduate, graduate and post-graduate curricula in financial services; sponsor industry forums on financial service policymaking; develop financial literacy programs that benefit the community and provide industry-relevant research about national and international banking and financial service issues. William A. Obenshain is the executive director of this center.

### **THE CHRISTOPHER L. KEELEY ENDOWED CHAIR IN INVESTMENT MANAGEMENT**

The generosity of the Keeley Family Foundation to the Center for Financial Services has helped to establish an endowed chair housed within the Center for Financial Services. The Keeley Chair conducts research and coordinates the new center's industry outreach in order to create a nationally competitive investment management education program at DePaul. Professor James Booth was named the managerial holder of the Christopher L. Keeley Endowed Chair in Investment Management beginning with the 2008-2009 academic year.

### **THE FRED ARDITTI CENTER FOR RISK MANAGEMENT**

Through the generosity of Chicago Mercantile Exchange (CME) Trust a grant has been donated to the Fred Arditti Center for Risk Management that honors the lifetime achievements of Fred Arditti to the field of risk management and financial engineering. The center is meant to commemorate the outstanding contributions of Fred Arditti, both to the theory and the practice of risk management. The activities of the center will be carried with the express purpose of celebrating his lifes work.

### **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.

## **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 the CFO website at <http://www.fin.depaul.edu/cfo> for additional information.

## **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 Brian Campbell Finance Scholarships to finance majors who will be graduating seniors at the start of the following academic year. Each scholarship award of \$7,000 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

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Finance □ 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.

### **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.

### **FINANCE LAB**

The department has a state-of-the-art trading room that is fully equipped with data feeds, newswire services, analytical tools, and trading and risk management platforms. These include Morningstar Direct, Morningstar Advisor, Morningstar Encore, Bloomberg, Barra, Thompson Financial, Capital IQ and Aspen Graphics. With these capabilities, the room provides our graduate and undergraduate students the ability to acquire hands on experience and knowledge essential to their success in an ever changing landscape of financial services.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Finance □ Finance Honors Program

## **Finance Honors Program**

The honors program in finance is reserved for students of high promise and exceptional ability. Students admitted to this program are characterized by outstanding academic performance, exceptional leadership capability, high aptitude for superior academic work and exceptional ability for making meaningful contributions during a professional career.

Honors students in finance proceed through the program together in a cohort system with peers who have similar exceptional abilities. Courses reserved for honors students are advanced in nature, student-oriented, and small. Students in the program are afforded the opportunity to interact with leaders from finance and business communities in small settings.

Admission to the honors program in finance is dependent on a student's academic performance through the winter quarter of the junior year. 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 as a major. Students with an overall GPA of 3.3 and a minimum grade of B+ in **FIN 310** may apply for admission into the program. The admissions committee will consider the students GPA, grade in **FIN 310** as well as other evidence of superior academic performance for admission into the program. Once admitted, students will begin the curriculum in the spring quarter of their junior year, and will complete the curriculum in the winter quarter of their senior year. A cumulative GPA of 3.0 is required to remain in the program. A student will be dropped from the program if a grade of D or F is earned in any DePaul course after admission to the program.

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 Finance Honors Financial Accounting I; ACC 309-H Finance Honors Financial Accounting II. 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, autumn quarter of their senior year, and winter quarter of their senior year. Accounting majors who have taken the financial accounting courses, ACC 304 and ACC 305, are exempt from taking the financial accounting courses taught within the finance cohort, ACC 307-H and ACC 309-H.

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

Candidates for the honors program may take FIN 310, FIN 320, and FIN 340 during their junior year. FIN 311 and FIN 330 are included in the honors curriculum and should not be taken before entering the honors program. Students are urged to complete FIN 310 during the autumn term of their junior year, and to complete FIN 320 and FIN 202 during the winter quarter of their junior year. Students who take FIN 310 during the winter quarter may be accepted into the honors program contingent upon earning a minimum grade of B+ in FIN

310. Students who are accepted on a contingent basis, but who fail to meet the FIN 310 B+ standard, will not be permitted to participate in the honors program. Students who have not completed FIN 320 and FIN 202 before the spring quarter of their junior year may be granted permission to take FIN 320 during the spring quarter, and FIN 202 during the summer. Both courses must be completed before the following autumn quarter. Students who do not complete both courses before the autumn quarter of their senior year will not be permitted to continue in the honors program.

Below is a suggested curriculum which provides a course structure designed to prepare those interested in applying to the Finance Honors Program in the winter quarter of their junior year.

### Suggested Finance Honors Curriculum Course Sequence

	<i>Autumn</i>	<i>Winter</i>	<i>Spring</i>
<b>Freshman</b>	BMS 125	BMS 126	BMS 142
	WRD 103	WRD 104	Learning Domain
	Learning Domain	Learning Domain	Learning Domain
	Discover/Explore Chicago	Focal Point Seminar	Learning Domain
<b>Sophomore</b>	ACC 101	ACC 102	BLW 201
	ECO 105	ECO 106	Communication
	Sophomore Seminar	Learning Domain	Learning Domain
	Learning Domain	Learning Domain	Learning Domain
<b>Junior</b>	<b>FIN 310</b>	<b>FIN 320</b>	<b>FIN 311-H</b>
	MGT 300	MGT 301	<b>FIN 330-H</b>
	Learning Domain	Learning Domain	<b>ACC 307-H (Open Elective 1)</b>
	FIN 202 (2 cr.)	Junior Year Experiential Learning	<b>FIN 396-H (Continuing Honors Seminar 2 hours over 3 quarters)</b>
	WRD 202 (2 cr.)		MKT 301
<b>Senior</b>	<b>FIN 333-H</b>	<b>FIN 312-H</b>	MIS 340
	<b>FIN 362-H (Finance Elective 1)</b>	ICS 392	ICS 394 or 395
	<b>ACC 309-H (Open Elective 2)</b>	MKT 310	Learning Domain
	<b>Finance Elective 2</b>	Open Elective 3	Open Elective 4
	<b>FIN 396-H (Continuing Honors Seminar 2 hours over 3 quarters)</b>	<b>FIN 396-H (Continuing Honors Seminar 2 hours over 3 quarters)</b>	

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

The classes reserved exclusively for honors students are the following:

#### **Spring Quarter (Junior Year)**

- ACC 307 Financial Reporting I
- FIN 311 Financial Management II
- FIN 330 Investments: Securities and Markets
- FIN 396 Honors Seminar

#### **Autumn Quarter (Senior Year)**

- ACC 309 Financial Reporting II
- FIN 333 Financial Statements and Security Analysis
- FIN 362 Risk Management
- FIN 396 Honors Seminar (continued)

#### **Winter Quarter (Senior Year)**

- FIN 312 Corporate Financial Management



- FIN 396 Honors Seminar (continued)

During the program, honors students are required to stay enrolled in the two hour Honors Seminar, **FIN 396** .

### **Expectations**

The program consists of a set of courses taught in lock step during the junior and senior years. The honors student cohort will be exposed to rigorous and challenging courses in corporate finance, risk management, financial statement analysis, and financial accounting. Analytical writing and teamwork skills will be emphasized throughout the program.

### **Benefits**

Among the advantages of the honors program are better exposure to corporate recruiters, greater interaction with financial executives, priority enrollment, and greater assistance developing resumes and interviewing skills.

### **Qualifications**

Students who qualify for the honors program have:

- Junior standing
- 3.3 cumulative GPA
- Completion of **Finance 310** with a B+ or better

### **Contact Information**

#### **Carl Luft, Ph.D.**

Director, Honors Program  
Department of Finance  
DePaul University  
312-362-8826 or 312-362-8428  
[cluft@depaul.edu](mailto:cluft@depaul.edu)

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Finance □ Course Descriptions

### **Course Descriptions**

View courses in Finance .

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Finance □ Major Requirements

### **Major Requirements**

#### **Major Declaration Requirements** ↻/b>

**To declare a major in Finance, a student must meet the following requirements:**

- **Completion of 28 hours at DePaul University**
- **Completion of the Introductory Commerce courses with**
  - **A minimum grade of C- in each course**
  - **A minimum grade point average of 2.0 for the combined courses**
- **A minimum cumulative DePaul grade point average of 2.7**

- A minimum finance grade point average of 2.7
- No grade of IN, R, M or lower than C- in any IN course or course used toward the IN major
- Completion of FIN 310 with a minimum grade of C-

**Declaration of Finance Honors requires acceptance into the Finance Honors Program .**

**/p>**

**The major is declared by completing an application through the Commerce Undergraduate Program Office.**

#### **Course Requirements**

**In addition to FIN 310 and FIN 320, a student majoring in Finance is required to complete the following seven courses for the major:**

- 1. FIN 202 Quantitative Reasoning**
- 2. FIN 311 Financial Management II**
- 3. FIN 312 Corporate Financial Management**
- 4. FIN 330 Investments: Securities and Markets**
- 5. FIN 333 Financial Statements and Security Analysis**
- 6. Finance Elective**
- 7. Finance Elective**

**Electives must be chosen from FIN 323 Commercial Banking, FIN 335 Portfolio Management, FIN 339 Financial Futures, FIN 340 International Finance, FIN 362 Risk Management, FIN 363 Derivative Pricing & Applications, FIN 393 Finance Internship, FIN 395 Investment Seminar, FIN 397 Finance Seminar, FIN 398 Special Topics (multiple topics may be used), and FIN 399 Independent Study.**

**Finance Honors Program students must meet different course requirements .**

**The Department of Finance enforces all course prerequisites ; exceptions will not be made.**

**FIN 312 Corporate Financial Management is a capstone course making this course during the last quarter of studies is recommended.**

**Students are encouraged to seek an internship with a Chicago-area business during the summer preceding either their Junior or Senior year.**

#### **Degree Conferral Requirements**

**All IN courses and any courses used toward the IN major must be completed with a minimum grade of C-.**

**All IN courses and any courses used toward the IN major must equal a minimum grade point average of 2.0 when combined.**

### **Minor Requirements**

#### **MINOR FOR COMMERCE STUDENTS**

**Minor Declaration Requirements /p>**

To declare a minor in Finance, a student must meet the following requirements:

- A minimum cumulative DePaul grade point average of 2.7
- A minimum Finance grade point average of 2.7
- No grade of IN, R, M or lower than C- in any FIN course or course used toward the FIN minor
- Completion of FIN 310 with a minimum grade of C-

The minor is declared by completing an application through the Commerce Undergraduate Program Office.

### Course Requirements

In addition to FIN 310 and FIN 320, a student minoring in Finance is required to complete the following four courses for the minor:

1. FIN 311 Financial Management II
2. FIN 330 Investments: Securities and Markets
3. Finance Elective
4. Finance Elective

Electives must be chosen from FIN 312 Corporate Financial Management, FIN 323 Commercial Banking, FIN 333 Financial Statements and Security Analysis, FIN 335 Portfolio Management, FIN 339 Financial Futures, FIN 340 International Finance, FIN 362 Risk Management, FIN 363 Derivative Pricing & Applications, FIN 393 Finance Internship, FIN 395 Investment Seminar, FIN 397 Finance Seminar, FIN 398 Special Topics (multiple topics may be used), and FIN 399 Independent Study.

The Department of Finance enforces all **course prerequisites**; exceptions will not be made.

**FIN 312 Corporate Financial Management** is a capstone course. Making this course during the last quarter of studies is recommended.

### Degree Conferral Requirements

All FIN courses and any courses used toward the FIN minor must be completed with a minimum grade of C-.

All FIN courses and any courses used toward the FIN minor must equal a minimum grade point average of 2.0 when combined.

## MINOR FOR NON-COMMERCE STUDENTS

### Minor Declaration Requirements

To declare a minor in Finance, a non-Commerce student must meet the following requirements:

- A minimum cumulative DePaul grade point average of 2.7
- A minimum Finance grade point average of 2.7
- No grade of IN, R, M or lower than C- in any FIN course or course used toward the FIN minor
- Completion of FIN 310 with a minimum grade of C-
- In order to register for FIN 310 Financial Management I, a student must complete the **Introductory Commerce** courses (ACC 101, ACC 102, BLW 201, BMS 125, BMS 126, BMS 142, ECO 105 and ECO 106) with
  - A minimum grade of C- in each course
  - A minimum grade point average of 2.0 for the combined courses

The minor is declared by applying through the student's home college.

### Course Requirements

A non-Commerce student minoring in Finance is required to complete the following seven courses for the minor:

1. FIN 202 Quantitative Reasoning
2. FIN 310 Financial Management I
3. FIN 311 Financial Management II
4. FIN 320 Money and Banking
5. FIN 330 Investments: Securities and Markets
6. Finance Elective
7. Finance Elective

Electives must be chosen from FIN 312 Corporate Financial Management, FIN 323 Commercial Banking, FIN 333 Financial Statements and Security Analysis, FIN 335 Portfolio Management, FIN 339 Financial Futures, FIN 340 International Finance, FIN 362 Risk Management, FIN 363 Derivative Pricing & Applications, FIN 393 Finance Internship, FIN 395 Investment Seminar, FIN 397 Finance Seminar, FIN 398 Special Topics (multiple topics may be used), and FIN 399 Independent Study.

The Department of Finance enforces all **course prerequisites** ; exceptions will not be made.

**FIN 312 Corporate Financial Management** is a capstone course making this course during the last quarter of studies is recommended.

### Degree Conferral Requirements

All FIN courses and any courses used toward the FIN minor must be completed with a minimum grade of C-.

All FIN courses and any courses used toward the FIN minor must equal a minimum grade point average of 2.0 when combined.

## Interdisciplinary Commerce Studies

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Interdisciplinary Commerce Studies

### About Interdisciplinary Commerce Studies

Using an interdisciplinary framework, the Interdisciplinary Commerce Studies 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.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Interdisciplinary Commerce Studies □ Senior Year Requirements

### Senior Year Requirements

Students must take **ICS 392 Senior Capstone** and either **ICS 394 Entrepreneurship Strategy** or **ICS 395 Management Strategy** . These courses serve as a capstone senior-year experience. Course content is designed to equip students to deal proactively with the changing world.

ICS 392 Senior Capstone serves as the capstone for the students Liberal Studies Program and integrates aspects of the students Liberal Arts and Commerce studies. 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.

The strategy courses, ICS 394 Entrepreneurship Strategy or ICS 395 Management Strategy, are capstone courses in the students Commerce Core program. These courses integrate the business disciplines and provide opportunities to address organization-wide issues.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Interdisciplinary Commerce Studies □ International Business Seminars

### **International Business Seminars**

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 <http://www.driehaus.depaul.edu> or call (312) 362-5010.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Interdisciplinary Commerce Studies □ Course Descriptions

### **Course Descriptions**

View courses in Interdisciplinary Commerce Studies .

## **International Business**

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ International Business

### **Major Requirements**

The College of Commerce does not offer an International Business major.

## Minor Requirements

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. The minor consists of nine courses:

- One course chosen from ECO 333 Topics in Global Economies, ECO 361 International Trade, ECO 362 International Monetary Economics, or PSC 344 World Political Economy
- Two international business courses, one of which may be an ICS 350 International Business Seminar if it is to a region where the language is spoken
- Six modern language and/or area studies courses related to the language being studied

The exact mix of language and area studies courses is determined by the students starting level in the modern foreign language. For students with little to no background (who do not place out of any college level language course), the six courses will consist solely of language instruction through the second year. For students who place out of one or more of the college language courses, they will start the language sequence at the appropriate placement and continue it through the second year of instruction. The remainder of the six courses will be area studies courses.

Example of language/area studies mix: A Commerce student wishing to pursue the IB minor took Spanish in high school and tested out of SPN 101 and SPN 102. The student begins language instruction in SPN 103 (which completes the introductory sequence), and then continues with the intermediate sequence of SPN 104/105/106. Because the student required only 4 language courses to meet the equivalent of two years of college language coursework, he/she will now take 2 area studies courses related to Spanish speaking regions outside the U.S.

## Management

### About the Department of Management

Welcome to the Department of Management, a vibrant community of scholars, students and staff dedicated to the pursuit of improving management skills in the workplace. The department is a very diverse home for the study of a number of specialized areas: entrepreneurship, hospitality management, human resources management, leadership, production and operations management, and sports management.

We emphasize tackling relevant issues for today's manager: managing in the global economy, ethical and socially responsible decision-making, managing for total quality, employee empowerment, leadership, team performance and compensation, new venture creation, and conflict resolution.

Management majors are typically hired for positions as business analysts, account executives, assistant managers, operations managers, HR managers, employment interviewers, and consultants.

Our entrepreneurship curriculum offers programs designed for those interested in someday starting their own business.

We have an experienced and enthusiastic faculty, one with an interest in sharing a vision of management that our students and alumni can spread throughout Chicago, and the rest of

the world.

Scott Young  
Chairman

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Management □ Centers and Chairs

## **Centers and Chairs**

### **The Center For Creativity & Innovation**

Managing creativity and innovation is considered by Fortune 500 companies as one of the most admirable characteristics for employees, executive teams, and investors. The *Center for Creativity & Innovation* 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.

### **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.

## Special Programs

### 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.

### 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.

### Dominic Parisi 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.

### 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 Junior Year Experiential Learning requirement.

## General Management Concentration

The **General Management** concentration is for the student who wants a broad sampling of the various management disciplines. Management includes courses in Entrepreneurship, Human Resources Management, Operations Management, Leadership, Hospitality Management, and Sports Management, so students desiring a "cafeteria" approach would benefit from this concentration.

To complete the **General Management** concentration, a student must take:

- MGT 202 Making Sense of Management Data
- MGT 302 Organizational Behavior
- MGT 307 Human Resources Management
- MGT 322 The Management and Measurement of Quality
- MGT Elective
- MGT Elective



- MGT Elective

Electives must be chosen from MGT 315 Management Science, MGT 320 Training and Career Development, MGT 323 Principles of Purchasing Management, MGT 330 Recruitment and Selection, MGT 335 Compensation, MGT 340 Leadership in Sports, MGT 345 Service Sector Management, MGT 357 International Business, MGT 360 Leadership, MGT 361 Organizational Development, MGT 370 Business Plan Development, MGT 373 Creativity & Entrepreneurship, MGT 393 Internship and Management Consulting Program, MGT 398 Special Topics (multiple topics may be used), MGT 399 Independent Study, BLW 202 Commercial Paper and Sales, BLW 203 Business Organizations, BLW 300 Real Estate Law, BLW 398 Special Topics (multiple topics may be used), BLW 399 Independent Study and ICS 350 International Business Seminar (may be used once).

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Management □ Entrepreneurship Concentration

## Entrepreneurship Concentration

The **Entrepreneurship** concentration 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. To complete the Entrepreneurship concentration, a student must take:

- MGT 202 Making Sense of Management Data
- MGT 302 Organizational Behavior
- MGT 307 Human Resources Management
- MGT 322 The Management and Measurement of Quality
- Two courses chosen from:
  - MGT 360 Leadership
  - MGT 370 Business Plan Development
  - MGT 373 Contemporary Opportunities in Entrepreneurship
  - MGT 398 Special Topics (when related)
- One course chosen from:
  - MGT 345 Service Sector Management
  - MGT 360 Leadership
  - MGT 370 Business Plan Development
  - MGT 373 Contemporary Opportunities in Entrepreneurship
  - MGT 393 Internship and Management Consulting Program
  - MGT 398 Special Topics (when related)
  - MGT 399 Independent Study (with approval)
  - MKT 352 New Product Management
  - MKT 377 Fundamentals of Sales and Networking
- ICS 394 Entrepreneurship Strategies (required)

Area Faculty: Mr. Raman Chadha, Dr. Lisa Gundry, Dr. Patrick Murphy, Dr. Gerhard Plaschka and Dr. Harold Welsh

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Management □ Human Resources Concentration

## Human Resources Concentration

The **Human Resources Management** concentration is designed to meet the needs of students who desire to obtain entry-level positions in human resources, such as HR generalists, employment interviewers, and compensation analysts. 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. To complete the concentration, a student must take:

- MGT 202 Making Sense of Management Data
- MGT 302 Organizational Behavior
- MGT 307 Human Resources Management
- MGT 322 The Management and Measurement of Quality
- Two courses chosen from:
  - MGT 320 Training and Career Development
  - MGT 330 Recruitment and Selection
  - MGT 335 Compensation
- One course chosen from:
  - ECO 318 Labor Economics and Organization
  - MGT 320 Training and Career Development
  - MGT 330 Recruitment and Selection
  - MGT 335 Compensation
  - MGT 360 Leadership
  - MGT 361 Organizational Development
  - MGT 393 Internship and Management Consulting Program
  - MGT 398 Special Topics (when related)

Area Faculty: Dr. Erich Dierdorff, Dr. Alyssa Friede, Dr. Dan Koys, Dr. Helen LaVan, Dr. Yvette Lopez, Dr. Wm. Marty Martin, Dr. Nicholas Mathys and Dr. Robert Rubin

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Management □ Leadership & Change Management Concentration

## **Leadership & Change Management Concentration**

The **Leadership & Change Management** concentration focuses on developing leadership and change capabilities in students at all levels in organizations. Students gain an awareness of values and the importance of vision, as well as how to empower followers to be active participants in change activities, in order to increase organizational effectiveness. A planned approach to managing all phases of the organizational change process is emphasized. This concentration will be especially useful to students who desire to move into leadership and/or change roles within organizations, such as managers, internal consultants, team leaders, or trainers, as well as external consultant roles. To complete the Leadership & Change Management concentration, a student must take:

- MGT 202 Making Sense of Management Data
- MGT 302 Organizational Behavior
- MGT 307 Human Resources Management
- MGT 322 The Management and Measurement of Quality
- MGT 360 Leadership
- MGT 361 Organizational Development
- One course chosen from:
  - MGT 320 Training and Career Development
  - MGT 340 Leadership in Sports
  - MGT 373 Creativity & Entrepreneurship
  - MGT 393 Internship and Management Consulting Program
  - MGT 398 Special Topics (when related)
  - MKT 376 Effective Business Communication (when not used to fulfill the Commerce communication requirement).

Area Faculty: Dr. Ray Coye, Dr. Erich Dierdorff, Dr. David Drehmer, Dr. Charles Naquin, Dr. Margaret Posig, Dr. Robert Rubin and Dr. Ken Thompson

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Management □ Operations Management Concentration

## Operations Management Concentration

The **Operations Management** concentration prepares students in a variety of operational areas including quality management, supply chain management, purchasing management, Enterprise Resource Planning, scheduling and forecasting. To complete the Operations Management concentration, a student must take:

- MGT 202 Making Sense of Management Data
- MGT 302 Organizational Behavior
- MGT 307 Human Resources Management
- MGT 322 The Management and Measurement of Quality
- Two courses chosen from:
  - MGT 315 Management Science
  - MGT 323 Principles of Purchasing Management
  - MGT 345 Service Sector Management
- One course chosen from:
  - MGT 315 Management Science
  - MGT 323 Principles of Purchasing Management
  - MGT 345 Service Sector Management
  - MGT 393 Internship and Management Consulting Program
  - MGT 398 Special Topics (when related)

Area Faculty: Dr. Lori Cook, Dr. Kathy Dhanda, Dr. Dan Heiser, Dr. Bin Jiang, Dr. Gilles Reinhardt and Dr. Scott Young

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Management □ Sports Management Concentration

## Sports Management Concentration

The **Sports Management** concentration is intended for students who desire careers in sports-related industries including professional and collegiate sports, sporting goods, fitness and recreation centers. To complete the Sports Management concentration, a student must take:

- MGT 202 Making Sense of Management Data
- MGT 302 Organizational Behavior
- MGT 307 Human Resources Management
- MGT 322 The Management and Measurement of Quality
- MGT 340 Leadership in Sports
- MGT 398 Special Topics: Sports Management
- One course chosen from:
  - MGT 315 Management Science
  - MGT 320 Training and Career Development
  - MGT 323 Principles of Purchasing Management
  - MGT 330 Recruitment and Selection
  - MGT 335 Compensation
  - MGT 345 Service Sector Management

- MGT 360 Leadership
- MGT 361 Organizational Development
- MGT 370 Business Plan Development
- MGT 373 Creativity & Entrepreneurship
- MGT 393 Internship and Management Consulting Program
- MGT 398 Special Topics: Quantitative Models for Sports Decisions
- MGT 399 (with approval)
- Any other Management elective

Area Faculty: Dr. Stephanie Dohrn, Dr. Margaret Posig, Dr. Gilles Reinhardt and Dr. Scott Young

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Management □ Course Descriptions

## Course Descriptions

View courses in Management .

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Management □ Major Requirements

## Major Requirements

### Major Declaration Requirements

To declare a major in Management, a student must meet the following requirements:

- Completion of 28 hours at DePaul University
- Completion of the Introductory Commerce courses with
  - A minimum grade of C- in each course
  - A minimum grade point average of 2.0 for the combined courses
- A minimum cumulative DePaul grade point average of 2.0
- A minimum Management grade point average of 2.0
- No grade of IN, R, M or lower than C- in any Management course
- Completion of MGT 300 and MGT 301 with a minimum grade of C- in each course

The major is declared by completing an application through the Commerce Undergraduate Program Office.

### Course Requirements

In addition to MGT 300, MGT 301 and ICS 394 or ICS 395, a student majoring in Management is required to complete MGT 202, MGT 302, MGT 307 and MGT 322 plus the following courses for the major based on concentration chosen:

#### General Management Concentration

- MGT Elective
- MGT Elective
- MGT Elective

Electives must be chosen from MGT 315 Management Science, MGT 320 Training and Career Development, MGT 323 Principles of Purchasing Management, MGT 330 Recruitment and Selection, MGT

335 Compensation, MGT 340 Leadership in Sports, MGT 345 Service Sector Management, MGT 357 International Business, MGT 360 Leadership, MGT 361 Organizational Development, MGT 370 Business Plan Development, MGT 373 Creativity & Entrepreneurship, MGT 393 Internship and Management Consulting Program, MGT 398 Special Topics (multiple topics may be used), MGT 399 Independent Study, BLW 202 Commercial Paper and Sales, BLW 203 Business Organizations, BLW 300 Real Estate Law, BLW 398 Special Topics (multiple topics may be used), BLW 399 Independent Study, and ICS 350 International Business Seminar (may be used once).

#### Entrepreneurship Concentration

- Two courses chosen from:
  - MGT 360 Leadership
  - MGT 370 Business Plan Development
  - MGT 373 Contemporary Opportunities in Entrepreneurship
  - MGT 398 Special Topics (when related)
- One course chosen from:
  - MGT 345 Service Sector Management
  - MGT 360 Leadership
  - MGT 370 Business Plan Development
  - MGT 373 Contemporary Opportunities in Entrepreneurship
  - MGT 393 Internship and Management Consulting Program
  - MGT 398 Special Topics (when related)
  - MGT 399 Independent Study (with approval)
  - MKT 352 New Product Management
  - MKT 377 Fundamentals of Sales and Networking
- ICS 394 Entrepreneurship Strategies (required)

#### Human Resources Concentration

- Two courses chosen from:
  - MGT 320 Training and Career Development
  - MGT 330 Recruitment and Selection
  - MGT 335 Compensation
- One course chosen from:
  - ECO 318 Labor Economics and Organization
  - MGT 320 Training and Career Development
  - MGT 330 Recruitment and Selection
  - MGT 335 Compensation
  - MGT 360 Leadership
  - MGT 361 Organizational Development
  - MGT 393 Internship and Management Consulting Program
  - MGT 398 Special Topics (when related)

#### Leadership & Change Management Concentration

- MGT 360 Leadership
- MGT 361 Organizational Development
- One course chosen from:
  - MGT 320 Training and Career Development
  - MGT 340 Leadership in Sports
  - MGT 373 Creativity & Entrepreneurship
  - MGT 393 Internship and Management Consulting Program
  - MGT 398 Special Topics (when related)
  - MKT 376 Effective Business Communication (when not used to fulfill the Commerce Core Communication requirement)

#### Operations Management Concentration

- Two courses chosen from:
  - MGT 315 Management Science
  - MGT 323 Principles of Purchasing Management

- MGT 345 Service Sector Management
- One course chosen from:
  - MGT 315 Management Science
  - MGT 323 Principles of Purchasing Management
  - MGT 345 Service Sector Management
  - MGT 393 Internship and Management Consulting Program
  - MGT 398 Special Topics (when related)

#### Sports Management Concentration

- MGT 340 Leadership in Sports
- MGT 398 Special Topics: Sports Management
- One course chosen from:
  - MGT 315 Management Science
  - MGT 320 Training and Career Development
  - MGT 323 Principles of Purchasing Management
  - MGT 330 Recruitment and Selection
  - MGT 335 Compensation
  - MGT 345 Service Sector Management
  - MGT 360 Leadership
  - MGT 361 Organizational Development
  - MGT 370 Business Plan Development
  - MGT 373 Creativity & Entrepreneurship
  - MGT 393 Internship and Management Consulting Program
  - MGT 398 Special Topics: Quantitative Models for Sports Decisions
  - MGT 399 (with approval)
  - Any other MGT elective

### **Degree Conferral Requirements**

All MGT courses, all BLW courses used in the General Management Concentration, and any courses used toward the MGT major must be completed with a minimum grade of C-.

All MGT courses, all BLW courses used in the General Management Concentration, and any courses used toward the MGT major must equal a minimum grade point average of 2.0 when combined.

ICS 394 and ICS 395 are considered part of the Management major and must be passed with a minimum grade of C-.

### **Minor Requirements**

#### **MINOR FOR COMMERCE STUDENTS**

##### **Minor Declaration Requirements**

To declare a minor in Management, a Commerce student must meet the following requirements:

- A minimum cumulative DePaul grade point average of 2.0
- A minimum Management grade point average of 2.0
- No grade of IN, R, M or lower than C- in any Management course

The minor is declared by completing an application through the Commerce

## Course Requirements

In addition to MGT 300, MGT 301 and ICS 394 or ICS 395, a Commerce student minoring in Management is required to complete the following three courses for the minor:

- Two courses chosen from:
  - MGT 302 Organizational Behavior
  - MGT 307 Human Resources Management
  - MGT 322 The Management and Measurement of Quality
- Management Elective

Elective must be chosen from MGT 315 Management Science, MGT 320 Training and Career Development, MGT 323 Principles of Purchasing Management, MGT 330 Recruitment and Selection, MGT 335 Compensation, MGT 340 Leadership in Sports, MGT 345 Service Sector Management, MGT 357 International Business, MGT 360 Leadership, MGT 361 Organizational Development, MGT 370 Business Plan Development, MGT 373 Creativity & Entrepreneurship, MGT 393 Internship and Management Consulting Program, MGT 398 Special Topics, MGT 399 Independent Study, BLW 202 Commercial Paper and Sales, BLW 203 Business Organizations, BLW 300 Real Estate Law, BLW 398 Special Topics, BLW 399 Independent Study, and ICS 350 International Business Seminar.

## Degree Conferral Requirements

All MGT courses, all BLW courses used in the MGT minor, and any courses used toward the MGT minor must be completed with a minimum grade of C-.

All MGT courses, all BLW courses used in the MGT minor, and any courses used toward the MGT minor must equal a minimum grade point average of 2.0 when combined.

ICS 394 and ICS 395 are considered part of the Management minor and must be passed with a minimum grade of C-.

## MINOR FOR NON-COMMERCE STUDENTS

### Minor Declaration Requirements

To declare a minor in Management, a non-Commerce student must meet the following requirements:

- A minimum cumulative DePaul grade point average of 2.0
- A minimum Management grade point average of 2.0
- No grade of IN, R, M or lower than C- in any Management course
- Completion of the following courses:
  - A course in statistics
  - ACC 101 Introduction to Accounting I
  - ACC 102 Introduction to Accounting II
  - ECO 105 Principles of Microeconomics

The minor is declared by applying through the student's home college.

### Course Requirements

A non-Commerce student minoring in Management is required to complete the following five courses for the minor:

- MGT 300 Managerial Concepts and Practices I
- MGT 301 Managerial Concepts and Practices II
- Two courses chosen from:
  - MGT 302 Organizational Behavior
  - MGT 307 Human Resources Management

- MGT 322 The Management and Measurement of Quality
- One course chosen from:
  - BLW 201 Legal and Ethical Environment of Business
  - ICS 200 Introduction to Business
  - Management Elective

Elective must be chosen from MGT 315 Management Science, MGT 320 Training and Career Development, MGT 323 Principles of Purchasing Management, MGT 330 Recruitment and Selection, MGT 335 Compensation, MGT 340 Leadership in Sports, MGT 345 Service Sector Management, MGT 357 International Business, MGT 360 Leadership, MGT 361 Organizational Development, MGT 370 Business Plan Development, MGT 373 Creativity & Entrepreneurship, MGT 393 Internship and Management Consulting Program, MGT 398 Special Topics, MGT 399 Independent Study, BLW 202 Commercial Paper and Sales, BLW 203 Business Organizations, BLW 300 Real Estate Law, BLW 398 Special Topics, BLW 399 Independent Study, and ICS 350 International Business Seminar.

### **Degree Conferral Requirements**

All MGT courses, all BLW courses used in the MGT minor, and any courses used toward the MGT minor must be completed with a minimum grade of C-.

All MGT courses, all BLW courses used in the MGT minor, and any courses used toward the MGT minor must equal a minimum grade point average of 2.0 when combined.

## Management Information Systems

College of Commerce - Undergraduate Studies [▢ Academic Departments and Programs of Study](#) [▢ Management Information Systems](#)

### **About the School of Accountancy and 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.

College of Commerce - Undergraduate Studies [▢ Academic Departments and Programs of Study](#) [▢ Management Information Systems](#) [▢ Course Descriptions](#)

### **Course Descriptions**

[View courses in Management Information Systems .](#)

College of Commerce - Undergraduate Studies [▢ Academic Departments and Programs of Study](#) [▢ Management Information Systems](#) [▢ Major Requirements](#)



## Major Requirements

### Major Declaration Requirements

To declare a major in Management Information Systems, a student must meet the following requirements:

- Completion of 28 hours at DePaul University
- Completion of the Introductory Commerce courses with
  - A minimum grade of C- in each course
  - A minimum grade point average of 2.0 for the combined courses
- A minimum cumulative DePaul grade point average of 2.0
- A minimum Management Information Systems grade point average of 2.0
- No grade of IN, R, M or lower than C- in any MIS course or course used toward the Management Information Systems major
- Completion of IT 130 with a minimum grade of C-

A student is not allowed to major in both Management Information Systems and E-Business.

The major is declared by completing an application through the Commerce Undergraduate Program Office.

### Course Requirements

In addition to MIS 340, a student majoring in Management Information Systems is required to complete the following seven courses for the major:

1. IT 130 The Internet and the Web
2. IT 263 Applied Networks and Security
3. MGT 202 Making Sense of Management Data ~~or~~ MKT 202 Quantitative Methods in Marketing
4. MIS 360 Systems Analysis and Design
5. MIS 362 Info Systems Project Management
6. MIS 370 Database Management Systems Design and Development
7. MIS elective to be chosen from:
  - CSC 211 Programming in Java I
  - MIS 364 Knowledge Management
  - MIS 366 Internet Technologies in Business
  - TDC 363 Introduction to Local Area Networks

**MIS 350 Business Systems Analysis** is to be taken only by MIS minors; **MIS 360 Systems Analysis and Design** is to be taken only by MIS majors.

### Degree Conferral Requirements

All MIS courses and any courses used toward the MIS major must be completed with a minimum grade of C-.

All MIS courses and any courses used toward the MIS major must equal a minimum grade point average of 2.0 when combined.

A student is not allowed to major in both Management Information Systems and E-Business.

## Minor Requirements

## **MINOR FOR COMMERCE STUDENTS**

### **Minor Declaration Requirements**

To declare a minor in Management Information Systems, a Commerce student must meet the following requirements:

- A minimum cumulative DePaul grade point average of 2.0
- A minimum Management Information Systems grade point average of 2.0
- No grade of IN, R, M or lower than C- in any Management Information Systems course

A student is not allowed to minor in Management Information Systems and major in E-Business.

The minor is declared by completing an application through the Commerce Undergraduate Program Office.

### **Course Requirements**

In addition to MIS 340, a Commerce student minoring in Management Information Systems is required to complete the following three courses for the minor:

1. MIS 350 Business Systems Analysis
2. MIS 370 Database Management Systems Design and Development
3. MIS Elective chosen from:
  - IT 130 The Internet and the Web
  - IT 263 Applied Networks and Security
  - MIS 362 Information Systems Project Management
  - MIS 364 Knowledge Management
  - MIS 366 Internet Technologies in Business

**MIS 350 Business Systems Analysis** is to be taken only by MIS minors; **MIS 360 Systems Analysis and Design** is to be taken only by MIS majors.

### **Degree Conferral Requirements**

All MIS courses and any courses used toward the MIS minor must be completed with a minimum grade of C-.

All MIS courses and any courses used toward the MIS minor must equal a minimum grade point average of 2.0 when combined.

A student is not allowed to minor in Management Information Systems and major in E-Business.

## **MINOR FOR NON-COMMERCE STUDENTS**

### **Minor Declaration Requirements**

To declare a minor in Management Information Systems, a non-Commerce student must meet the following requirements:

- A minimum cumulative DePaul grade point average of 2.0
- A minimum Management Information Systems grade point average of 2.0
- No grade of IN, R, M or lower than C- in any Management Information Systems course

A student is not allowed to minor in Management Information Systems and major in E-Business.

The minor is declared by applying through the student's home college.

### **Course Requirements**

A non-Commerce student minoring in Management Information Systems is required to complete the following four courses for the minor:

1. MIS 340 Management Information Systems
2. MIS 350 Business Systems Analysis
3. MIS 370 Database Management Systems Design and Development
4. MIS Elective chosen from:
  - IT 130 The Internet and the Web
  - IT 263 Applied Networks and Security
  - MIS 362 Information Systems Project Management
  - MIS 364 Knowledge Management
  - MIS 366 Internet Technologies in Business

**MIS 350 Business Systems Analysis** is to be taken only by MIS minors; **MIS 360 Systems Analysis and Design** is to be taken only by MIS majors.

### **Degree Conferral Requirements**

All MIS courses and any courses used toward the MIS minor must be completed with a minimum grade of C-.

All MIS courses and any courses used toward the MIS minor must equal a minimum grade point average of 2.0 when combined.

A student is not allowed to minor in Management Information Systems and major in E-Business

## Marketing

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Marketing

### **About the Department of 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.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ 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.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Marketing □ Integrated Marketing Education Program

## **Integrated Marketing Education Program**

The Integrated Marketing Education (IME) program is designed to prepare students for careers 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 IME 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:

- Information gathering and analysis
- Tactical decision-making
- 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 Integrated Marketing Education curriculum incorporates a number of unique learning experiences including:

### **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.

The sequence of courses for IME is:

- MKT 356 Marketing Analysis and Planning (8 credit hours)
- MKT 357 Management of Marketing (8 credit hours)
- MKT 358 Marketing in a Global Environment
- MKT 393 Marketing Internship

MKT 393 Marketing Internship may be taken at any time following the completion of MKT 301. The MKT 356, MKT 357 and MKT 358 sequence is intended to be a senior-year experience and can be started only in the Autumn quarter. *Prerequisites: MKT 301, MKT 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.

Requirements for declaration and completion of the IME concentration are listed in [major requirements](#) .

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Marketing □ Multicultural Marketing Program

## Multicultural Marketing Program

The Multicultural Marketing program prepares students for careers with firms that focus on the growing area in the marketplace: multicultural markets. The fastest growing minority in the U.S. right now is the Hispanic Marketplace and so the Department offers training in this area. Students can receive either the major concentration or the minor concentration that address the unique needs of the Hispanic Marketplace. Students study a combination of cultural awareness, marketing disciplines and practical applications. Graduates can pursue the same careers that other marketing majors do, advertising, communications, sales, and marketing research and product development but will have the added benefit of an understanding of this specialization.

Multicultural Marketing concentration majors follow the same standard courses that all marketing majors follow to make them better to understand marketing research and management. Required courses include:

- MKT 202 Quantitative Methods in Marketing
- MKT 315 Strategic Tools for Marketers
- MKT 305 Intro to Marketing Research
- MKT 359 Advanced Marketing Management

In addition, students in the Multicultural Marketing major concentration must complete:

- MKT 341 Integrated Marketing Communications for Hispanic Markets
- MKT 340 Marketing Across Cultures: A Cultural Perspective on Latin Markets
- MKT 393 Marketing Internship with a Hispanic Marketer

It is also **highly recommended** but not required that students in this concentration take the following electives to broaden their backgrounds:

- SPN 320 Commercial Spanish and/or demonstrate proficiency in Spanish through that department's classes or testing procedures
- MKT 376 Effective Business Communication. Commerce students have a communications requirement which can be fulfilled by CMN 212, CMN 220 or MKT 376, but MKT 376 is the Marketing Departments recommendation for this concentration
- Any courses that fulfills the student's Global Perspective requirement in the areas of history or culture of Spanish speaking countries

Requirements for declaration and completion of the Multicultural Marketing concentration are listed in major requirements and minor requirements .

## Sales Leadership Program

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 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 pursuing the major concentration will complete four courses in Sales Leadership:

- MKT 376 Effective Business Communication
- MKT 377 Fundamentals of Sales and Networking
- Two of the following:
  - MKT 378 Sales Strategy and Technology
  - MKT 379 Leadership in Sales Organizations
  - MKT 380 Strategic Framework for Targeting Retail Consumers
  - MKT 398 Special Topics: Building Financial Relationships
  - MKT 398 Special Topics: Category Management

A student completing the Sales Leadership concentration may use MKT 376 to satisfy both Sales Leadership and Communication requirements provided that the student also completes an additional course to be chosen from:

- An additional course from the Sales Leadership concentration
- An additional course from the Marketing department
- An additional Open Elective course

Requirements for declaration and completion of the Sales Leadership concentrations are listed in [a class="link-text" href="Default.aspx?sid=ContentDisplay&bgid=13&bkid=228&chid=6076&pgid=18792">major requirements](#) and minor requirements .

## Standard Marketing Program

This concentration 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.

Courses required for Standard Marketing as a major concentration include:

- 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
- Three Marketing Electives

Students may choose to take MKT 393 Marketing Internship as one of the three electives.

Requirements for declaration and completion of the Standard Marketing concentrations are listed in major requirements and minor requirements .

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Marketing □ Career Orientations

## **Career Orientations**

### **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.

### **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 .

### **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

## 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, MKT 352 New Product Management, MKT 360 International Marketing, MKT 365 Business to Business and MKT 370 Personal Selling.

## Course Descriptions

View courses in Marketing .

## Major Requirements

### Major Declaration Requirements

To declare a major in Marketing, a student must meet the following requirements:

- Completion of 28 hours at DePaul University
- Completion of the Introductory Commerce courses with
  - A minimum grade of C- in each course
  - A minimum grade point average of 2.0 for the combined courses
- A minimum cumulative DePaul grade point average of 2.5
- A minimum Marketing grade point average of 2.0
- No grades of IN, R, M or lower than C- in any MKT course or course used toward the Marketing major
- Completion of MKT 301 and MKT 310 with minimum grades of C-

For students completing the Integrated Marketing Education (IME) concentration, acceptance into the IME program must be completed through the Department of Marketing prior to declaration.

For students completing the Multicultural Marketing or Sales Leadership concentrations, a program application must be completed through the Department of Marketing prior to declaration.

Students are allowed to complete more than one Marketing concentration. The major is declared by completing an application through the Commerce Undergraduate Program Office.

### Course Requirements

In addition to MKT 301 and MKT 310, a student majoring in Marketing is required to complete the following courses for the major based on concentration chosen:

#### Integrated Marketing Education Concentration

1. MKT 202 Quantitative Methods in Marketing (or equivalent)



2. MKT 356 Marketing Analysis and Planning (8 hours)
3. MKT 357 Management of Marketing (8 hours)
4. MKT 358 Marketing in a Global Environment
5. MKT 393 Marketing Internship

### **Multicultural Marketing Concentration**

1. MKT 202 Quantitative Methods in Marketing (or equivalent)
2. MKT 305 Introduction to Marketing Research
3. MKT 315 Strategic Tools for Marketers
4. MKT 340 Marketing Across Cultures: A Cultural Perspective on Latin Markets
5. MKT 341 Integrated Marketing Communications for Hispanic Markets
6. MKT 359 Advanced Marketing Management
7. MKT 393 Marketing Internship with a Hispanic Marketer

It is also **highly recommended** but not required that students in this concentration take the following electives to broaden their backgrounds:

- **MKT 376** Effective Business Communication. Commerce students have a communications requirement which can be fulfilled by CMN 212, CMN 220 or MKT 376, but MKT 376 is the Marketing Department's recommendation for this requirement
- **SPN 320** Commercial Spanish and/or demonstrate proficiency in Spanish through that department's classes or testing procedures
- Any courses that might fit into the student's Global Perspective requirement in studying the history or culture of Spanish speaking countries

### **Sales Leadership Concentration**

1. MKT 202 Quantitative Methods in Marketing (or equivalent)
2. MKT 305 Introduction to Marketing Research
3. MKT 359 Advanced Marketing Management
4. MKT 376 Effective Business Communication
5. MKT 377 Fundamentals of Sales and Networking
6. Sales Leadership Elective
7. Sales Leadership Elective

Sales Leadership Electives must be chosen from MKT 378 Sales Strategy and Technology, MKT 379 Leadership in Sales Organizations, MKT 380 Strategic Framework for Targeting Retail Consumers, MKT 398 Special Topics: Building Financial Relationships or MKT 398 Special Topics: Category Management.

A student completing the Sales Leadership concentration may use **MKT 376** to satisfy Sales Leadership and the Commerce Core Communication requirement provided that the student also completes an additional course to be chosen from:

- An additional course from the Sales Leadership concentration
- An additional course from the Marketing department
- An additional Open Elective course
- A course from an additional major or minor

### **Standard Marketing Concentration**

1. MKT 202 Quantitative Methods in Marketing (or equivalent)
2. MKT 305 Introduction to Marketing Research
3. MKT 315 Strategic Tools for Marketers
4. MKT 359 Advanced Marketing Management
5. MKT Elective
6. MKT Elective
7. MKT Elective

Electives must be chosen from MKT 320 Principles of Advertising, MKT 331 Retail Management, MKT 340 Marketing Across Cultures: A Cultural Perspective on Latin Markets, MKT 341 Integrated Marketing Communications for Hispanic Markets, MKT 352 New Product Management, MKT 360 International Marketing, MKT 365 Business to Business, MKT 370 Personal Selling, MKT 376 Effective Business Communication, MKT 377 Fundamentals of Sales and Networking, MKT 378 Sales Strategy and Technology, MKT 379 Leadership in Sales Organizations, MKT 380 Strategic Framework for Targeting Retail Consumers, MKT 390 Service Marketing, MKT 393 Marketing Internship, MKT 395 Interactive/Internet Marketing, MKT 398 Special Topics (multiple topics may be used), MKT 399 Independent Study and ICS 350 International Business Seminar (may be used once).

A student completing the Standard Marketing concentration may use **MKT 376** to satisfy both a Marketing Elective and the Commerce Core Communication requirement provided that the student also completes an additional course to be chosen from:

- An additional course from the Marketing department
- An additional Open Elective course
- A course from an additional major or minor

Courses taken as Marketing Electives may be used toward a Marketing Career Orientation .

## **Degree Conferral Requirements**

All MKT courses and any courses used toward the MKT major must be completed with a minimum grade of C-.

All MKT courses and any courses used toward the MKT major must equal a minimum grade point average of 2.0 when combined.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Marketing □ Minor Requirements

## **Minor Requirements**

### **MINORS FOR COMMERCE STUDENTS**

#### **Minor Declaration Requirements**

To declare a minor in Marketing, a Commerce student must meet the following requirements:

- A minimum cumulative DePaul grade point average of 2.5
- A minimum Marketing grade point average of 2.0
- No grades of IN, R, M or lower than C- in any Marketing course
- Completion of MKT 301 and MKT 310 with minimum grades of C-

For students completing the Multicultural Marketing or Sales Leadership minors, a program application must be completed through the Department of Marketing prior to declaration.

The minor is declared by completing an application through the Commerce Undergraduate Program Office.

#### **Course Requirements**

In addition to MKT 301 and MKT 310, a Commerce student minoring in Marketing is required to complete the following courses for the minor based on concentration chosen:

### **Multicultural Marketing Minor**

- MKT 340 Marketing Across Cultures: A Cultural Perspective on Latin Markets
- MKT 341 Integrated Marketing Communications for Hispanic Markets
- MKT 359 Advanced Marketing Management
- MKT 393 Marketing Internship with a Hispanic Marketer

### **Sales Leadership Minor**

- MKT 376 Effective Business Communication
- MKT 377 Fundamentals of Sales and Networking
- Two courses chosen from:
  - MKT 378 Sales Strategy & Technology
  - MKT 379 Leadership in Sales Organizations
  - MKT 380 Strategic Framework for Targeting Retail Consumers
  - MKT 398 Special Topics: Building Financial Relationships
  - MKT 398 Special Topics: Category Management

A student completing the Sales Leadership minor may use **MKT 376** to satisfy both Sales Leadership and the Commerce Core Communication requirement.

### **Standard Marketing Minor**

- 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
- Marketing Elective

Elective must be chosen from MKT 320 Principles of Advertising, MKT 331 Retail Management, MKT 340 Marketing Across Cultures: A Cultural Perspective on Latin Markets, MKT 341 Integrated Marketing Communications for Hispanic Markets, MKT 352 New Product Management, MKT 360 International Marketing, MKT 365 Business to Business, MKT 370 Personal Selling, MKT 376 Effective Business Communication, MKT 377 Fundamentals of Sales and Networking, MKT 378 Sales Strategy and Technology, MKT 379 Leadership in Sales Organizations, MKT 380 Strategic Framework for Targeting Retail Consumers, MKT 390 Service Marketing, MKT 393 Marketing Internship, MKT 395 Interactive/Internet Marketing, MKT 398 Special Topics, MKT 399 Independent Study and ICS 350 International Business Seminar.

A student completing the Standard Marketing minor may use **MKT 376** to satisfy both the Marketing Elective and the Communication requirement.

### **Degree Conferral Requirements**

All MKT courses and any courses used toward the MKT minor must be completed with a minimum grade of C-.

All MKT courses and any courses used toward the MKT minor must equal a minimum grade point average of 2.0 when combined.

### **MINORS FOR NON-COMMERCE STUDENTS**

#### **Minor Declaration Requirements**

To declare a minor in Marketing, a non-Commerce student must meet the following requirements:

- A minimum cumulative DePaul grade point average of 2.5
- A minimum Marketing grade point average of 2.0
- No grades of IN, R, M or lower than C- in any Marketing course
- Completion of ICS 200 Introduction to Business or approved substitute

- Completion of a course in college algebra
- Completion of a course in statistics

For students completing the Multicultural Marketing or Sales Leadership minors, a program application must be completed through the Department of Marketing prior to declaration.

The minor is declared by applying through the student's home college.

### **Course Requirements**

A non-Commerce student minoring in Marketing is required to complete the following courses for the minor based on concentration chosen:

#### **Multicultural Marketing Minor**

- MKT 301 Principles of Marketing
- MKT 310 Consumer Behavior
- MKT 340 Marketing Across Cultures: A Cultural Perspective on Latin Markets
- MKT 341 Integrated Marketing Communications for Hispanic Markets
- MKT 393 Marketing Internship with a Hispanic Marketer

#### **Sales Leadership Minor**

- MKT 301 Principles of Marketing
- MKT 310 Consumer Behavior
- MKT 376 Effective Business Communication
- MKT 377 Fundamentals of Sales and Networking
- Two courses chosen from:
  - MKT 378 Sales Strategy & Technology
  - MKT 379 Leadership in Sales Organizations
  - MKT 380 Strategic Framework for Targeting Retail Consumers
  - MKT 398 Special Topics: Building Financial Relationships
  - MKT 398 Special Topics: Category Management

#### **Standard Marketing Minor**

- MKT 202 Quantitative Methods in Marketing (or equivalent)
- MKT 301 Principles of Marketing
- MKT 305 Introduction to Marketing Research
- MKT 310 Consumer Behavior
- MKT 315 Strategic Tools for Marketers
- Marketing elective

Elective must be chosen from MKT 320 Principles of Advertising, MKT 331 Retail Management, MKT 340 Marketing Across Cultures: A Cultural Perspective on Latin Markets, MKT 341 Integrated Marketing Communications for Hispanic Markets, MKT 352 New Product Management, MKT 360 International Marketing, MKT 365 Business to Business, MKT 370 Personal Selling, MKT 376 Effective Business Communication, MKT 377 Fundamentals of Sales and Networking, MKT 378 Sales Strategy and Technology, MKT 379 Leadership in Sales Organizations, MKT 380 Strategic Framework for Targeting Retail Consumers, MKT 390 Service Marketing, MKT 393 Marketing Internship, MKT 395 Interactive/Internet Marketing, MKT 398 Special Topics, MKT 399 Independent Study and ICS 350 International Business Seminar.

### **Degree Conferral Requirements**

All MKT courses and any courses used toward the MKT minor must be completed with a minimum grade of C-.

All MKT courses and any courses used toward the MKT minor must equal a minimum grade point average of 2.0 when combined.

# Real Estate

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Real Estate

## About the Department of Real Estate

The undergraduate division of the Department of Real Estate provides a curriculum which enables all students in the College of Commerce to work and excel in the real estate community at the local and national levels, and to adapt to future changes in the industry. It provides a strong foundation for students with career goals in real estate as the demand for qualified professionals in all areas of the industry continues to escalate with changing economic factors that drive the real estate market. Competence in real estate today, and the future, requires an understanding of a wide variety of professional disciplines and their interactions. As a result, the program reaches across academic boundaries of departments and colleges to provide a truly interdisciplinary degree housed within the College of Commerce. The DePaul real estate major requires finance and real estate law courses, and provides choices in economics, architecture history, public service management, geography, sociology, history and anthropology.

Students who complete the program will :

- Develop a comprehensive body of knowledge that will strengthen financial and analytical skills, including risk analysis, portfolio construction and management, cash flow analysis, and investment strategy
- Understand the organizational structure of financial institutions and the impact of capital markets on real estate
- Understand the basic laws and regulations governing land use and real estate decisions
- Be able to clearly articulate a site development strategy to all parties and agencies
- Understand the historical development of real estate and its impact on present and future development patterns
- Understand how architectural and urban history provide insights into real estate analysis and valuation

Employment opportunities exist everywhere across the spectrum: ownership, brokerage, appraisal, design, insurance, inspection, leasing, management, and construction are a few. Property sectors include office, industrial, multi-family, retail, and hospitality and entertainment. Expanding the definition of real estate to consider the financial services side of real estate yields an additional list of career opportunities (mortgage lenders, mortgage brokers, underwriters, services, researchers, and others). The Real Estate Center assists students in finding employment in many of these diverse areas and industries in the associated supporting professions.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Real Estate □ Centers and Chairs

## Centers and Chairs

### The Real Estate Center at DePaul

To guide the direction of The Real Estate Center , our Sponsors, representing a multitude of prominent real estate firms in the industry, participate in executive-in-residence programs, serve as guest lecturers in courses and act as advisors on research and other projects of the Center. The governance structure of the Center includes a Board made up of chairmen of the five operating committees

that represent the major initiatives of The Center: *Academic Programs, Mentoring and Internships, Professional Programs, Research, and Finance and Development*. Members from sponsoring organizations serve on committees of their choice and ensure that its goals and objectives continue to be met.

The Real Estate Center acts as a resource and network for the real estate community and for DePaul's 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. In addition, the Center regularly 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 June at a luncheon and award ceremony. Recent conference topics include mixed use development and managing the risks of sustainable building.

### **Douglas and Cynthia Crocker Endowed Director of the Real Estate Center**

Created by the Crockers to ensure that the Center will attract a prominent real estate academic to direct its growth, that position is held by Susanne E. Cannon, Ph.D.

### **Michael J. Horne Chair in Real Estate Studies**

Founded by a generous grant from the Michael J. Horne Foundation, the Michael J. Horne Chair in Real Estate Studies has been established in support of the appointment of a nationally recognized scholar in the field of real estate. Professor James Shilling has held this position since January 2007.

### **George L. Ruff Endowed Professor in Real Estate Studies**

Through the generous support of New York hotel investor George L. Ruff, the Ruff professor will teach real estate from nontraditional perspectives.

### **Institute for Housing Studies**

The Institute for Housing Studies, housed within The Real Estate Center, was established to collect data and conduct research on housing issues across the United States and internationally. Initial funding was provided by a \$3.5 million grant from the John D. and Catherine T. MacArthur Foundation. As part of this grant, the Real Estate Center joined a coalition of Chicago-area real estate, finance, philanthropic, non-profit and government organizations to launch a multi-faceted program to preserve affordable rental housing for low- and middle-income families in the Chicago region. As a partner in the Preservation Compact, The Real Estate Center directs two of its six initiatives. One is the creation of a Rental Housing Data Clearinghouse to track the status of affordable rental housing in the region using data from city, county and state agencies and other sources and to develop an analytical model of community change. The second initiative is the management of an Interagency Council working to improve strategy coordination and information flow among governmental agencies dedicated to preserving affordable housing that is at-risk.

### **Scholarships and Grants**

The Center also provides scholarships for both graduate and undergraduate students and research grants for faculty. The following endowed scholarships are available:

- Michael J. Horne Endowed Scholarship

- Robert Weitzman Memorial Scholarship
- Kenneth McHugh Endowed Scholarship
- Charles H. Wurtz bach Endowed Scholarship
- Josie Carlson Memorial Scholarship

In addition, the Center works with a number of professional real estate associations that provide scholarships to students as well as discounted registration fees for memberships and special events. Such associations include: REFF, SIOR, CREW, ULI, CoreNet and PREA among others.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Real Estate □ Special Programs

## Special Programs

### Career Planning & Internship Services

Career planning & internship services are additional resources for students seeking careers in the real estate industry. The program includes job and internship postings, advising through real estate mentors, networking events with real estate professionals throughout the year, and hosts an annual Collegiate Real Estate Conference of six universities featuring over 50 real estate professionals providing career planning guidance. To further prepare students for the workplace, the Center provides coaching on resume writing and offers workshops on dining etiquette, interviewing techniques, and appropriate attire for the office.

### Mentoring Program

The Mentor Program focuses on matching Real Estate majors with experienced real estate principals. Mentors help students identify such issues as career path, course selection, and introductions to potential employers. They also help students think through what skills are necessary for a successful career in real estate. The mentoring program provides for a series of meetings over a four or five month period, and is offered in two cohorts per academic year.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Real Estate □ Major Requirements

## Major Requirements

### Major Declaration Requirements

To declare a major in Real Estate, a student must meet the following requirements:

- Completion of 28 hours at DePaul University
- Completion of the Introductory Commerce courses with
  - A minimum grade of C- in each course
  - A minimum grade point average of 2.0 for the combined courses
- A minimum cumulative DePaul grade point average of 2.7
- A minimum Real Estate grade point average of 2.7
- No grade of IN, R, M or lower than C- in any Real Estate course or course used toward the Real Estate major
- Completion of FIN 350 with a minimum grade of B-

The major is declared by completing an application through the Commerce

## Course Requirements

In addition to FIN 310 and FIN 320, a student majoring in Real Estate is required to complete the following seven courses for the major:

1. BLW 300 Real Estate Law
2. FIN 202 Quantitative Reasoning
3. FIN 350 Real Estate Analysis
4. FIN 352 Real Estate Finance
5. FIN 353 Real Estate Investment
6. Real Estate Elective
7. Real Estate Elective

Real Estate electives\* may be chosen from FIN 354 Real Estate Valuation and FIN 398 Special Topics (when related), HAA 380 Chicago Architecture and Urbanism, HAA 280 History of Premodern Architecture, HAA 281 History of Modern Architecture, HAA 370 Contemporary Architectural Theory and Practice, ECO 310 Urban Economics, GEO 241 Geographic Information Systems I, GEO 242 Geographic Information Systems II, GEO 244 Geographic Information Systems III, GEO 321 Chicago: Spatial Anatomy of a Metropolis, GEO 333 City Problems and Planning, HST 240 History of Chicago, HST 254 American Urban History, PSC 322 Urban Policymaking, PPS 301 Public Policy and the Political Process, PPS 302 Implementation of Environmental and Urban Policy, PPS 330 Sustainable Development, PPS 350 Critical Issues in Urban Development, PPS 351 The Policy and Politics of Urban Housing, PPS 359 Topics in Urban Studies, SOC 245 Urban Sociology, SOC 347 Class, Power and Decision Making in the City and SOC 348 The City in the Future.

\*Students should check with an advisor prior to enrolling in an elective offered in the Liberal Arts Program to ensure that each course counts toward the real estate degree program.

In addition to their required courses, students are encouraged to select **real estate related courses** for their Liberal Studies Program and Open Elective requirements, including a selection from art and architecture history, geography, history, public policy and sociology. A detailed list of suitable courses is available online.

**FIN 350** , **FIN 352** and **FIN 353** must be taken in that order. The department enforces all **course prerequisites** , without exception. FIN 350 may be taken once students have achieved junior status. FIN 352 has FIN 310 as a prerequisite.

Students are encouraged to seek an **internship** with a Chicago-area business during the summer preceding either their junior or senior year, but the Real Estate major does not offer or accept a for-credit internship course.

## Degree Requirements

Completion of FIN 310 with a minimum grade of B-.

All Real Estate courses and any courses used toward the Real Estate major must be completed with a minimum grade of C-.

All Real Estate courses and any courses used toward the Real Estate major must equal a minimum grade point average of 2.0 when combined.

## Minor Requirements



The Department of Real Estate does not offer a minor.

# Requirements for the Bachelor of Science in Commerce

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

## Degree Requirements

The Bachelor of Science in Commerce (BSC) provides the undergraduate student with professional business preparation grounded in liberal studies education. Through the required courses common to all students seeking the BSC, a student in the College of Commerce will complete coursework in every department in the college. In the major program, a student will pursue specialized coursework in an area of his or her choosing.

The degree requires a minimum of 192 quarter hours of completed coursework, although a student may exceed 192 hours based upon factors such as course selection, transferred credit and major and minor requirements.

Credit hours for the degree are comprised of study in several curricular areas:

Liberal Studies Program	80	hours
Commerce Core	70	hours
Major Program (minimum)	26	hours
Open Electives	16	hours
<b>Minimum required hours</b>	<b>192</b>	<b>hours</b>

A student enters the College of Commerce as **undeclared** in a major program. Once a student meets eligibility requirements to declare his or her desired major, the student should do so. Requirements for declaring and completing each major are located in *Academic Departments and Programs of Study*.

A student in Commerce is not required to complete a **minor** or a **modern language**. However, a student should research if completion of a minor program or modern language coursework would be beneficial to his or her academic and career development.

A student who is nearing the completion of his or her degree should consult with the Commerce Undergraduate Program Office on the degree conferral process and what steps need to be taken to have the degree awarded.

College of Commerce - Undergraduate Studies □ Requirements for the Bachelor of Science in Commerce □ Liberal Studies Requirements

## Liberal Studies Requirements

First Year Program	
Chicago Quarter	LSP 110 or LSP 111
Focal Point	LSP 112
Writing	WRD 103 and WRD 104 (must earn a grade of C- or better)
Mathematical & Technological Literacy	Not Required

<b>Sophomore Year</b>	
<b>Multiculturalism in the US</b>	LSP 200
<b>Junior Year</b>	
<b>Experiential Learning</b>	Required
<b>Senior Year</b>	
<b>Capstone</b>	ICS 392
<b>Learning Domains</b>	
<b>Arts and Literature (AL)</b> <i>(not more than 2 courses from the same department/ program)</i>	3 Courses Required
<b>Philosophical Inquiry (PI)</b>	2 Courses Required <i>(see note below)</i>
<b>Scientific Inquiry (SI)</b> <i>(not more than 2 courses from the same department/program)</i>	3 Courses Required: 1 Lab 1 Quantitative 1 Elective
<b>Self, Society and the Modern World (SSMW)</b> <i>(no ECO courses permitted or MGT 219)</i>	1 Course Required
<b>Religious Dimensions (RD)</b>	1 Religious and Ethical Questions 1 Religious Traditions <i>(see note below)</i>
<b>Understanding the Past (UP)</b>	2 Courses Required (each from a different geographical category)
<b>Note:</b>	1 Ethics Course Required in either PI (PHL/MGT 248) or RD (REL/MGT 228)  Students are encouraged to satisfy their 3 Commerce <i>Global Perspectives</i> requirements using LSP domain courses.

College of Commerce - Undergraduate Studies □ Requirements for the Bachelor of Science in Commerce □ Commerce Core

## Commerce Core

All undergraduate students in the College of Commerce complete foundational courses in the areas of accountancy, mathematics, economics, business law, finance, management, management information systems and marketing.

For a student to complete the Bachelor of Science in Commerce, the following Commerce Core courses are required:

### INTRODUCTORY COMMERCE COURSES

The first two years of study for the Bachelor of Science in Commerce require completion of the following courses:

1. ACC 101 Introduction to Accounting I
2. ACC 102 Introduction to Accounting II

3. BLW 201 Legal and Ethical Aspects in the Business Environment
4. BMS 125 Business Calculus I
5. BMS 126 Business Calculus II
6. BMS 142 Business Statistics
7. ECO 105 Principles of Microeconomics
8. ECO 106 Principles of Macroeconomics

### **ADVANCED COMMERCE COURSES**

The final two years of study for the Bachelor of Science in Commerce require completion of the following courses:

1. ECO 315 Introduction to Money and Banking or FIN 320 Money and Banking
2. FIN 310 Financial Management I
3. ICS 394 Entrepreneurship Strategy or ICS 395 Management Strategy
4. MGT 300 Management Concepts and Practices I
5. MGT 301 Management Concepts and Practices II
6. MIS 340 Management Information Systems
7. MKT 301 Principles of Marketing
8. MKT 310 Consumer Behavior

### **COMMUNICATION**

A student pursuing the Bachelor of Science in Commerce must complete one course in Communication from the following:

- CMNS 212 Small Group Communication
- CMNS 220 Public Speaking
- MKT 376 Effective Business Communication

### **PROFESSIONAL WRITING FOR BUSINESS**

A student pursuing the Bachelor of Science in Commerce must complete one course in Professional Writing for Business from the following:

- WRD 202 Professional Writing for Business
- WRD 204 Technical Writing
- WRD 206 Introduction to Professional Writing
- WRD 301 Writing in the Professions

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A **minimum grade of C** - is required in each **Introductory Commerce** course.

A **minimum grade point average of 2.0** is required when the **Introductory Commerce** courses are combined.

A student is expected to complete the **BMS 125, BMS 126 and BMS 142** sequence in the first year of study.

Approved alternative courses for **BMS 125, BMS 126 and BMS 142** may be taken from the Department of Mathematical Sciences .

All **Introductory Commerce (IC)** courses are expected to be completed prior to the Junior year.

**Advanced Commerce (AC)** courses may be taken as individual course and class standing prerequisites are satisfied.

A student majoring or minoring in Finance or Real Estate must take **FIN 320** in lieu of **ECO 315** .

A student's major or minor requirements may affect the selection of and minimum grade required in **ICS 394** or **ICS 395** .

A student's major or minor requirements may affect the selection of and minimum

grade required in the **Communication** course.

The course used to satisfy **Professional Writing for Business** must be completed with a **minimum grade of C-** .

College of Commerce - Undergraduate Studies □ Requirements for the Bachelor of Science in Commerce □ Major and Minor Requirements

## Major and Minor Requirements

For a student to earn the Bachelor of Science in Commerce, completion of at least one major program in the College of Commerce is required.

A student enters the College of Commerce as **undeclared** in a major program. Upon matriculation into Commerce, a student may declare an intended major . Once a student meets eligibility requirements to declare his or her desired major, the student should do so. Requirements for declaring and completing each Commerce major are located in *Academic Departments and Programs of Study* . Additional information on the process of declaring the major may be found online .

In addition to the required major in Commerce, a Commerce student may choose to complete additional programs such as a minor, an additional major, or an additional major concentration within and outside of the College of Commerce. A minor is not required for completion of the Bachelor of Science in Commerce. Requirements for declaring and completing each Commerce **minor** are located in *Academic Departments and Programs of Study* .

A **non-Commerce** student interested in completing a major or minor program in the College of Commerce should meet with an Academic Advisor in the Commerce Undergraduate Program Office to review relevant polices and course requirements.

### SINGLE MAJOR WITHIN THE COLLEGE OF COMMERCE

For all students pursuing a major program in the College of Commerce, the following requirements must be completed:

- A minimum of 26 hours of coursework is required for the completion of a single major in Commerce, although some major programs may require courses in excess of the minimum
- A course taken in excess of the 26 minimum hours for the major may be used toward a secondary purpose in the degree plan, such as an Open Elective
- At least one half of the major field course work must be completed at DePaul
- The following courses must be completed with a minimum grade of C-:
  - All courses completed from the major department
  - All courses used toward completion of the major
  - All courses required by the major department for declaration of the major
- A minimum grade point average of 2.0 within the major is required for degree conferral
- Requirements for the major program are determined for a student as specified by the major department in the *DePaul Undergraduate Course Catalog* in effect at the time of major declaration
- All requirements for the major program must be completed as specified by the major department

### ADDITIONAL MAJORS AND CONCENTRATIONS WITHIN THE COLLEGE OF COMMERCE

For all students pursuing additional major programs or concentrations in the College of Commerce, the following requirements must be completed:

- Courses used toward the completion of one major may not be used toward completion of requirements for an additional major with the exception of specifically-approved courses as noted in the course requirements for the major program
- At least 50% of the courses used for the completion of a second concentration must be unique to the completion of that concentration
- A student completing more than one major in Commerce is not required to complete an additional major 202 course (ACC 202, FIN 202, etc.) for each major provided that the major 202 course completed by the student is approved for one of the major programs completed
- A course taken as part of an additional major or concentration may be used toward a secondary purpose in the degree plan, such as an Open Elective
- Some double major combinations are prohibited as noted in the declaration requirements for the major program

## **MAJORS OUTSIDE OF THE COLLEGE OF COMMERCE**

A student pursuing the Bachelor of Science in Commerce is allowed to complete non-Commerce major programs in addition to his or her required Commerce major. A student interested in completing a major outside of Commerce should meet with an Academic Advisor in the Commerce Undergraduate Program Office to review relevant Commerce and university policies and procedures.

## **DUAL DEGREE**

A student pursuing the Bachelor of Science in Commerce is allowed to simultaneously pursue a second degree at DePaul University. A student interested in completing a second degree should meet with an Academic Advisor in the Commerce Undergraduate Program Office to review relevant Commerce and university policies and procedures.

## **MINOR WITHIN THE COLLEGE OF COMMERCE**

For all students pursuing a minor program in the College of Commerce, the following requirements must be observed:

- A student may not minor in a department in which the student is also completing a major
- A course taken as part of a minor may be used toward a secondary purpose in the degree plan, such as an Open Elective
- At least 50% of the courses used for the completion of a minor must be unique to the completion of that minor program
- At least one half of the minor field course work must be completed at DePaul
- The following courses must be completed with a minimum grade of C-:
  - All courses completed from the minor department
  - All courses used toward completion of the major
  - All courses required by the minor department for declaration of the minor
- A minimum grade point average of 2.0 within the minor is required for degree conferral
- Requirements for the minor program are determined for a student as specified by the minor department in the *DePaul Undergraduate Course Catalog* in effect at the time of minor declaration
- All requirements for the minor program must be completed as specified by the minor department

## **MINORS OUTSIDE OF THE COLLEGE OF COMMERCE**

For all students pursuing a minor in a program outside of the College of Commerce, all requirements applicable to the completion of a minor within the College of Commerce apply. In addition, a Commerce student must meet all requirements for declaration and completion of the minor as specified by the program offering the minor.

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For all students, a **Commerce major** program is declared by applying through the Commerce Undergraduate Program Office.

For Commerce students, a **non-Commerce major** program is declared through the declaration process in place in the program's home college.

For Commerce students, **all minor** programs are declared by applying through the Commerce Undergraduate Program Office.

College of Commerce - Undergraduate Studies □ Requirements for the Bachelor of Science in Commerce □ Business Ethics

## Business Ethics

In order to instill an understanding of ethical business practices, a student is required to complete one course in Business Ethics.

The courses approved to satisfy the requirement are:

- MGT 228 Business, Ethics & Society
- MGT 248 Business Ethics
- PHL 248 Business Ethics
- REL 228 Business, Ethics & Society

The course used to satisfy the Business Ethics requirement may also be used toward the Learning Domains requirement for which the course is approved.

MGT 248 and PHL 248 are both approved for Philosophical Inquiry use. MGT 228 and REL 228 are both approved for Religious Dimensions: Religious and Ethical Questions use.

College of Commerce - Undergraduate Studies □ Requirements for the Bachelor of Science in Commerce □ Global Perspective

## Global Perspective

For a student to complete the Bachelor of Science in Commerce, three courses approved for Global Perspective (GP) use are required.

Global Perspective courses engage the student in several areas of inquiry:

- Focus on economic, social and business structures
- Comparative analysis of institutional differences among countries
- Comparative analysis of cultural differences
- Developing students sensitivity in cross cultural matters

A student must chose from the following options to complete the Global Perspective requirement:

1. Students who wish to study a **modern language** can use courses from the Department of Modern Languages .
2. Students who wish to study abroad may use courses taken as part of an approved study abroad program.
3. Students can choose approved courses from a list.

A student can use courses taken as part of the Modern Language Option toward the Global Perspective requirement.

A student can use courses taken through the Study Abroad Program and the Driehaus Center for International Business toward the Global Perspective requirement.

Global Perspective courses are allowed to serve **secondary** purposes within the curriculum (for example, serving as a **Learning Domains** course in addition to GP).

The list of courses approved for Global Perspective may be found online at:  
[http://commerce.depaul.edu/undergrad/docs/About/GP\\_List1.pdf](http://commerce.depaul.edu/undergrad/docs/About/GP_List1.pdf) .

College of Commerce - Undergraduate Studies □ Requirements for the Bachelor of Science in Commerce □ Open Electives

## **Open Electives**

For a student to complete the Bachelor of Science in Commerce, Open Elective courses are required:

- A minimum of 16 hours of Open Elective credit must be completed
- Open Elective courses may be selected according to the student's preference with the following exception:
  - No remedial or preparatory courses including all WRC Writing, Reading, Computation courses may be used in Open Electives
- Courses from a major program that are taken in excess of the initial 26 hours toward the major may be used in Open Electives
- Courses from an additional major or minor program may be used in Open Electives



# Course Descriptions

College of Commerce - Undergraduate Studies ▢ Course Descriptions

## **Course Descriptions**

Course descriptions for current College of Commerce offerings may be viewed by department or program:

- Accountancy
- Business Law
- Business Mathematics and Statistics
- Economics
- Finance
- Interdisciplinary Commerce Studies
- Management
- Management Information Systems
- Marketing

# Policies

College of Commerce - Undergraduate Studies ▫ Policies

## Course Prerequisites

A student in the College of Commerce is expected to observe and adhere to course prerequisites. Prerequisites for courses are noted in Campus Connection and can include requirements for class standing, course completion and placement testing.

Given the sequential nature of coursework in Commerce and the structure of Commerce major and minor programs, consideration of course prerequisites is essential to successful planning and degree completion.

College of Commerce - Undergraduate Studies ▫ Policies ▫ Degree Conferral

## Degree Conferral

Degree conferral is the official granting of a degree by DePaul University upon successful completion of all degree requirements. A student who is nearing the completion of his or her degree should consult with the Commerce Undergraduate Program Office on the degree conferral process and what steps need to be taken to have the degree awarded.

Degrees are awarded at the end of each quarter. In order to have the degree awarded, all requirements must be satisfied, including:

- Declaration of the major (and minor, if applicable)
- Completion of WRD 103, WRD 104, the Professional Writing requirement and ICS 392 with a minimum grade of C- in each class
- Completion of all courses in the major and minor with a minimum grade of C- in each class
- A minimum grade point average of 2.0 within the major and minor
- A minimum cumulative grade point average of 2.0 for DePaul coursework
- Completion of at least 192 hours
- Completion of the last 60 hours of coursework for the degree at DePaul
- Posting of all of grades in Campus Connection by the end of the grading period (5 work days after the quarter ends)

Additional information about degree conferral in the College of Commerce may be found online or by speaking with your Academic Advisor.

College of Commerce - Undergraduate Studies ▫ Policies ▫ Pass/Fail Option

## Pass/Fail Option

The purpose of the pass/fail option is to encourage students to seek educational experiences in courses which are not required in the student's program.

In conformity with the university policy on the pass/fail option, students in the College of Commerce may only take Open Electives pass/fail and then only in courses outside of the

student's major or minor program. 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 Program, the Commerce Core and in all major or minor program courses. Students must be in good standing with a 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.

Please refer to the *Undergraduate Student Handbook* for the complete university policy on the pass/fail option.

A student must complete a pass/fail application in the Commerce Undergraduate Program Office for each course taken on a pass/fail basis by the application deadline published by the university in the *Academic Calendar* .

College of Commerce - Undergraduate Studies □ Policies □ Probation

## **Probation**

Any student who fails to maintain a 2.0 (C) cumulative grade point average is on academic probation. A probationary student may register for maximum of 12 credit hours until a cumulative GPA of 2.0 is reached. A student is removed from academic probation when the cumulative grade point average reaches the required minimum of 2.0 (C). Ordinarily the student will not be permitted to be on academic probation for longer than two consecutive quarters. Academic disciplinary action including dismissal from the university may be taken by the college in accordance with the degree of the student's academic deficiency.

Students may discuss probation with an Academic Advisor in the [Commerce Undergraduate Program Office](#) .

College of Commerce - Undergraduate Studies □ Policies □ Residency

## **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.

The Residency Requirement, found in the *Undergraduate Student Handbook* , states:

*The student must have completed the residency requirement, i.e., he or she must have completed the following work at DePaul University: the final 60 quarter hours of credit; one-half of the credit earned in the major area of concentration; one-half of the credit earned in the minor if applicable; all courses in the senior year. Exemptions to the residency requirement may be made by the Dean in individual cases.*

Students may discuss residency with an Academic Advisor in the Commerce Undergraduate Program Office .

## **Transfer Credit and Credit by Examination**

Commerce students are subject to the university's policies on transfer credit and credit by examination. The university's policy on credit limitations states:

*A maximum of 132 transfer hours (quarter hours) will be applicable to any undergraduate degree at DePaul. This includes transfer courses taken at both community colleges and other four-year institutions. Of the 132 quarter hours, a maximum of 99 quarter hours earned at a community college may be applied to a DePaul University degree. CLEP, International Baccalaureate and/or AP credits combined with transfer credits from two-year institutions will total no more than 99 hours and combined with credits from four-year institutions will total no more than 132 hours.*

University policies on transfer credit and credit by examination may be reviewed in the *Undergraduate Student Handbook* in Evaluation and Credit/Limitations ; Transfer Credit, Regulations ; and Registration .

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 of Commerce. Permission should be obtained in advance of registration to avoid loss of credit or residency in the college.

A student may review these policies and request approval of coursework and examinations to be completed away from DePaul by meeting with an Academic Advisor in the Commerce Undergraduate Program Office.

# Resources

College of Commerce - Undergraduate Studies ▢ Resources

## Academic Advising

All undergraduate degree-seeking students in the College of Commerce may receive academic advising in the [Commerce Undergraduate Program Office \(CUPO\)](#).

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 advisor periodically throughout the year.

In addition, faculty can assist in the selection of major electives and business electives which will best complement a student's major and career orientation.

The Commerce Undergraduate Program Office is located in DePaul Center 8500, and additional information about meeting with your advisor may be found [online](#).

College of Commerce - Undergraduate Studies ▢ Resources ▢ Bachelor of Arts in General Business

## Bachelor of Arts in General Business

The Bachelor of Arts in General Business (BAGB) is a joint degree with the School for New Learning (SNL) and the College of Commerce (COC) which combines the SNL adult-learning focus in liberal and lifelong learning with the core requirements of COCs undergraduate program.

The joint degree is open to students age 24 or older.

Please refer to the School for New Learning for additional information on this program.

College of Commerce - Undergraduate Studies ▢ Resources ▢ Basic Information Technology Skills

## Basic Information Technology Skills

Prior to attaining Junior status, all students must know and be able to use standard computer 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.

A list of minimum technology proficiencies may be reviewed [online](#). The list of required technology skills may be modified from time to time.

Faculty who require facility with all of these programs expect that work submitted for assessment will meet professional standards.

## **Commerce Undergraduate Program Office**

The Commerce Undergraduate Program Office (CUPO) supports the mission of the College of Commerce in a variety of ways:

### **Academic Advising**

Provides students with guidance on course selection, degree planning, and major and minor selection.

### **Records Auditing**

Assists students with determining degree progress and remaining requirements.

### **Degree Conferral**

Verifies students are eligible to receive their DePaul degree.

### **Declaration Processing**

Allows students to declare major and minor programs.

### **Orientation**

Introduces new Commerce students to the college through Premiere DePaul, Transition DePaul, and Inter-College Transfer programs.

### **Special Programs**

Enhance the student experience through opportunities and events like Beta Gamma Sigma , Freshman Honors Convocation, and the annual Commencement Ceremony.

CUPO is located in DePaul Center 8500 and may be contacted by phone at (312) 362-5358. Academic Advisors may be viewed in Advising Staff .

## **Continuing Commerce Studies**

The College of Commerce encourages undergraduate students to consider further studies at the graduate level. The Master of Science in Finance, Master of Science Human Resources, Master of Accountancy, Master of Science in Accountancy, Master of Science in Marketing Analysis, Master of Science in Real Estate, and Master of Science in Taxation degrees may be earned in 15 months if a student enrolls on a full-time basis.

Students with two or more years of full-time professional work experience can also apply to DePaul's MBA program. The full-time MBA program can be completed in 15 to 18 months, while the part-time MBA program can be completed in 2 to 3 years by taking two courses each quarter. Students with an undergraduate degree in business can be waived out of some MBA core courses. The MBA program requires between 12 and 18 courses, depending upon previous coursework. The Graduate Management Admission Test (GMAT) is required for entrance into the Kellstadt Graduate School of Business and should be taken prior to the application deadline.

Additional information and application materials are available at <http://www.kellstadt.depaul.edu> .

College of Commerce - Undergraduate Studies □ Resources □ 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) 362-5295.

College of Commerce - Undergraduate Studies □ Resources □ Pre-Law Study

## **Pre-Law Study**

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 of 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](mailto:adevien1@depaul.edu) , 312/362-6298).