

**DEPAUL  
UNIVERSITY**

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## **Course Catalog**

**College of Commerce Undergraduate Studies**

**Winter/Spring 2009-2010**

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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 promote learning, advance knowledge, and inform the business community. The College strives for an equal balance between teaching and pedagogical innovation on the one hand and research and scholarship on the other. We recognize the value of a broad range of research and scholarship, placing a high emphasis on discipline-based research while also valuing both contributions to practice and research to improve student learning. We engage our alumni to ensure the relevance of our programs and to foster job placement, networking, and lifelong learning.

The graduates of our programs are prepared to work in a diverse and rapidly changing global environment. Our undergraduate programs leverage our Vincentian heritage, urban location, and diverse student body to provide professionals who can add immediate value to Chicago area employers. Kellstadt graduate programs provide a source of outstanding academic and practical education that develops leaders for immediate contributions to a broad range of businesses and professions in Chicago, the nation, and the world.

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 Business 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.

College of Commerce - Undergraduate Studies ▢ About the College of Commerce ▢ The College of Commerce and Chicago

## 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 Chicago's leaders in business for over nine decades.

[College of Commerce - Undergraduate Studies](#) □ [About the College of Commerce](#) □ [Admission](#)

### 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.

[College of Commerce - Undergraduate Studies](#) □ [About the College of Commerce](#) □ [Major and Minor Programs](#)

### Major and Minor Programs

The College of Commerce offers undergraduate majors in these areas:

Accountancy

Business Administration

E-Business

Economics

Finance

Hospitality Leadership

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, 2009**

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

KRISTIN OWEN

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

## **Scholarships**

The Scholarship Selection Committee for the School of Accountancy and Management Information Systems evaluates first-year student applicants for awards based on academic achievement, high school record, ACT/SAT scores, and extracurricular activities. Many scholarships are need-based, and FAFSA filing is required. The selection process also includes a personal interview with the Scholarship Committee. The total value of school-based scholarships and awards annually exceeds \$250,000.

### **Guy Accettura Memorial Endowed Scholarship**

Established by the Accettura family in memory of Guy Accettura (Accounting '48), the Guy Accettura Memorial Endowed Scholarship is awarded to a superior student in DePaul's College of Commerce who has financial need and is studying Accounting or Finance.

### **Baker Tilly, LLP Scholarship**

Generously funded by Baker Tilly, LLP, this scholarship is awarded to a superior student in the School of Accountancy and Management Information Systems who has financial need and maintains a 3.2 GPA or above.

### **Dr. Edwin Cohen Endowed Scholarship**

Established by Dr. Barry J. Epstein (Accounting '67), in honor of Accountancy faculty Dr. Edwin Cohen (Accounting '50), the Dr. Edwin Cohen Endowed Scholarship is awarded to a superior student in the School of Accountancy and Management Information Systems who has financial need.

### **Deloitte Endowed Scholarship for Minority Students**

The Deloitte Minority Scholarship is awarded to a junior or senior minority student in the School of Accountancy and Management Information Systems. Established by Deloitte, this scholarship not only provides a financial award for the recipient, but also potential summer internships and post-graduation employment at Deloitte.

### **Deloitte Foundation Scholarship for Students with Disabilities**

Established by alumni at Deloitte, in conjunction with the Deloitte Foundation, the Deloitte Foundation Scholarship for Students with Disabilities is awarded to superior students with financial need in the College of Commerce who have disabilities registered with, or are receiving services from, the PLS program and/or the Office of Students with Disabilities. Preference is given to students studying accounting and management information systems.

### **Joseph K. and Inez Eichenbaum Foundation Endowed Scholarship**

Generously established by the Joseph K. and Inez Eichenbaum Foundation, the Eichenbaum scholarship is awarded to a superior undergraduate or graduate student studying accounting who has financial need.

### **Howard and Roberta Goss Endowed Scholarship**

Generously established Howard (Accounting '56, DHL '05, Lifetime Member, Board of Trustees), and Roberta Goss, the Goss Scholarship is awarded to a superior student from the Chicago metropolitan area who has financial need in the School of Accountancy and Management Information Systems.

### **James F. Kidd Memorial Endowed Scholarship**

Generously funded by gifts from accounting alumni and friends in memory of former accounting faculty James F. Kidd, the Kidd Memorial Scholarship is awarded to a superior student in the School of Accountancy and Management Information Systems who has financial need.

### **Ledger & Quill (L&Q) Scholarship**

Formed in 1972 to encourage excellence in teaching, research, and service, Ledger & Quill (L&Q) is the friends and alumni support organization for the DePaul School of Accountancy. There are nearly 2,000 active members nationwide. Visit <http://accountancy.depaul.edu/ledgerandquill> for more information.

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

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

### **Charles Melvoin Endowed Scholarship**

Generously established by Charles Melvoin (JD '29), the Melvoin Endowed Scholarship is awarded to a superior student in the School of Accounting and Management Information Systems. The fund also supports the annual Charles Melvoin Student Ethics Research Symposium and awards given to students at the symposium.

### **Gerry Newman Endowed Scholarship**

Established by Ronald McDonald House Charities, the Gerry Newman Scholarship is awarded to a superior student studying accounting or commerce who has financial need.

### **Ralph P. Pechanio Endowed Scholarship**

Established by Ralph P. Pechanio (Accounting '64), the Pechanio Scholarship is awarded to an outstanding incoming male first-generation student from the metropolitan Chicago area studying accounting who has financial need.

### **Robert M. Peters Endowed Scholarship**

The Robert M. Peters Scholarship was established by accounting alumni and friends in honor of Robert M. Peters, the former director of the Strobel Accounting Honors Program, Associate Dean of the College of Commerce, Accounting faculty, and faculty advisor to the Midwest Association of Hispanic Accountants. The Peters Scholarship is awarded to an outstanding undergraduate student in the Strobel Accounting honors program in the School of Accountancy and Management Information Systems.

### **PricewaterhouseCoopers Endowed Scholarship**

Established by PricewaterhouseCoopers, the PricewaterhouseCoopers Scholarship is awarded to a superior minority student enrolled in the School of Accountancy and

Management Information Systems.

### **Helen Ramanauskas-Marconi Endowed Scholarship in the School of Accountancy**

Established by accounting faculty Dr. Helene Ramanauskas-Marconi, the scholarship is awarded to students who have distinguished themselves in the study of management accounting.

### **Don Shannon Memorial Scholarship**

Generously funded by gifts from Ellen Shannon (MBA '90) and accounting alumni and friends in memory of former accounting faculty Dr. Donald S. Shannon, the Don Shannon Memorial Scholarship is awarded to a superior student in the School of Accountancy and Management Information Systems who has financial need.

### **Eldred C. Strobel Endowed Scholarship**

The Strobel Scholarship is awarded to a superior student in the School of Accountancy and Management Information Systems who has financial need. The scholarship fund also supports student services that promote accounting education.

### **"Success through Scholarship" Endowment in Accountancy**

Funded through the ongoing generosity of Belverd E. Needles (Ernst & Young Professor of Accountancy; Lifetime Member, Board of Trustees), William B. Snow (MST '75), and Ernest R. Wish (Accounting '57, LLD '91; Lifetime Member, Board of Trustees), in conjunction with the Illinois CPA Society, the Success Scholarships are awarded to outstanding undergraduate and graduate students in the School of Accountancy and Management Information Systems.

The Success through Scholarship Endowment Fund has been expanded to include additional endowed Success through Scholarship funds, named through the generous gifts of accounting alumni:

#### **GERALD & JENNIFER BEESON "SUCCESS THROUGH SCHOLARSHIP" ENDOWMENT IN Accountancy**

Established by Gerald (Accounting '94; Member, Board of Trustees) and Jennifer Beeson.

#### **HELEN & FRANK PEKNY "SUCCESS THROUGH SCHOLARSHIP" ENDOWMENT IN Accountancy**

Generously funded by Helen (Accounting '72) and Frank (Accounting '67) Pekny.

The school also provides scholarships and awards through its Accountancy Scholarship Fund and through 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 to students in the School of Accountancy and Management Information Systems through essay contests, symposia, and professional accounting organizations. These awards include:

### **Tax Executives International Scholarship**

Established by Chicago Chapter Tax Executives Institute, the Tax Executives International Scholarship is awarded to superior students in the School of Accountancy and Management Information Systems, with special emphasis on excellence in tax classes.

### **Thomas C. Hilliard, Sr. Memorial Endowed Award**

The Thomas C. Hilliard, Sr., Memorial Award is given annually to one of the top "10" junior-year level students majoring in accountancy. Additional consideration for this award is given to students who demonstrate character, participate in Beta Alpha Psi,

and contribute to their communities.

### **Edward A. & Mary C. Goglin Endowed Award in Accountancy**

Established by Mary Goglin, the Goglin award is given to students with financial need who win an essay competition on the subject of accountancy and who exhibit financial need.

### **Charles Melvoin Student Ethics Prize**

During the annual Charles Melvoin Student Ethics Research Symposium, awards are given to students who win an essay competition on the subject of ethics.

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

### **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 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 online.
- 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 twelve courses for the major:

1. ACC 101H Introduction to Accounting I
2. ACC 102H Introduction to Accounting II
3. ACC 303H Managerial Accounting
4. ACC 304H Financial Reporting I
5. ACC 305H Financial Reporting II
6. ACC 306H Financial Reporting III
7. ACC 308H Advanced Financial Accounting
8. ACC 350H Information for Decision Making
9. ACC 372H Audit and Other Assurance Services I
10. ACC 374H Audit and Other Assurance Services II
11. ACC 380H Tax Treatment of Individuals and Property
12. 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:

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

## 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
- The following courses must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher: ACC 101, ACC 102, BLW 201, ECO 105, ECO 106, MAT 135, MAT 136, and MAT 137
- A minimum cumulative DePaul grade point average of 2.5
- A minimum Accountancy grade point average of 2.0
- No grade of IN, R, 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 100, ACC 101, and ACC 102, a student majoring in Accountancy is required to complete the following ten courses for the major:

1. ACC 303 Managerial Accounting
2. ACC 304 Financial Reporting I
3. ACC 305 Financial Reporting II
4. ACC 306 Financial Reporting III
5. ACC 308 Advanced Financial Accounting
6. ACC 350 Information for Decision Making
7. ACC 372 Audit and Other Assurance Services I
8. ACC 374 Audit and Other Assurance Services II
9. ACC 380 Tax Treatment of Individuals and Property
10. 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, as listed in the Strobel Honors Program section.

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

	Autumn	Winter	Spring
1st Year	ACC 100 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

### Degree Conferral Requirements

All ACC courses and any courses used toward the Accountancy major must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

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.

## 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, 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 100, 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. Accountancy Elective
3. Accountancy Elective
4. Accountancy Elective

Accountancy Electives to 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- and with a combined GPA of 2.0 or higher.

### 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, 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. Accountancy Elective
5. Accountancy Elective
6. Accountancy Elective

ACC 100 Principles Accounting Lab is a corequisite for ACC 101.

Accountancy Electives to 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- and with a combined GPA of 2.0 or higher.

## **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.

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

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

## **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
- The following courses must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher: ACC 101, ACC 102, BLW 201, ECO 105, ECO 106, MAT 135, MAT 136, and MAT 137
- 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, 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 eight courses for the major:

1. BLW 203 Business Organizations
2. MGT 202 Making Sense of Managerial Data
3. Economics Elective
4. Finance Elective
5. Management Elective
6. Marketing Elective
7. Business Elective
8. Business Elective

All electives to be 300-level courses chosen from each department specified, not including ECO 315, FIN 310, FIN 320, ICS 392, MGT 300, MGT 301, MKT 301, MKT 310, MKT 376, or the course from ICS 394 or ICS 395 used in the Commerce Core. Business Electives to be chosen from any College of Commerce program or department. BLW 202 may be used within Business Administration as a Management Elective or Business Elective.

### **Degree Conferral Requirements**

All MGT and BLW courses, ICS 394 and/or ICS 395, and any courses used toward the Business Administration major must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

## **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 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

ACC 100 Principles Accounting Lab is a corequisite for ACC 101.

The requirement for a course in statistics may be satisfied through the completion of LSP 120 and LSP 121.

#### **Degree Conferral Requirements**

All MGT and BLW courses, ICS 394 and/or ICS 395, and any courses used toward the Business Administration minor must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

## 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.

## E-Business

### About the E-Business Program

This program is intended for undergraduate business students who plan to start their career as e-business professionals in either information technology producing industries or with the heavy users of such technologies.

This program is guided by several curriculum principles:

- To educate management-oriented, who are technically proficient in e-business
- To complement a thorough understanding of business operations covered in the core undergraduate business curriculum. This combination of competencies is particularly important for e-business professionals and makes this program distinct from programs in computer science
- Is designed according to current technological trends and is flexible to accommodate its adjustment as stipulated by rapidly changing and evolving information technologies
- Reflects the eclectic nature of current Web development, the program does not presuppose any dominant technologies or programming languages. Rather, students will be exposed to a broad and ever-changing mix of technologies, programming languages and tools
- Includes sufficient training in technology skills in high demand to make graduates easily employable and immediately productive

In this program, students will acquire:

- A broad understanding of internet technologies and their utilization in private and governmental organizations
- An in-depth understanding of how to develop web-based applications
- A thorough understanding of system requirements elicitation, analysis, documentation, validation and management
- Ability to work with users and builders of e-business technology
- An understanding of software project management
- Ability to integrate technical knowledge and understanding of business operations
- Experience working on team projects

## 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
- The following courses must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher: ACC 101, ACC 102, BLW 201, ECO 105, ECO 106, MAT 135, MAT 136, and MAT 137
- 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, 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 E-Business and Management Information Systems or 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 140, a student majoring in E-Business is required to complete the following courses for the major:

1. IT 130 The Internet and the Web
2. IT 231 Web Development I
3. MIS 360 Systems Analysis and Design
4. MIS 362 Information Systems Project Management
5. MIS 370 Database Management Systems Design and Development
6. E-Business Elective

E-Business Elective to be chosen from CSC 211 Programming in Java I, IT 263 Applied Networks and Security, MIS 350 Business Systems Analysis, MIS 366 Internet Technologies in Business, and 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- and with a combined GPA of 2.0 or higher.

## 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 330 Economics of Socialism
- ECO 333 Topics in Global Economics
- ECO 334 Understanding China's Economy
- ECO 340 Development of Economic Thought
- ECO 360 Economics of Low-Income Countries
- ECO 361 International Trade
- ECO 362 International Monetary Economics
- ECO 398 Comparative Economic Systems

### **Public Policy and Pre-Law**

- ECO 310 Urban Economics
- ECO 312 The Chicago Economy
- ECO 313 Economics of Regulation & Antitrust Laws
- ECO 314 Economics of the Public Sector
- ECO 315 Introduction to Money & Banking
- ECO 317 American Economic History
- ECO 318 Labor Economics and Organization
- ECO 319 Economics and Gender
- ECO 320 Economics of Religion
- ECO 335 Energy & Environmental Economics
- ECO 398 Law and 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

## 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
- The following courses must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher: ACC 101, ACC 102, BLW 201, ECO 105, ECO 106, MAT 135, MAT 136, and MAT 137
- A minimum cumulative DePaul grade point average of 2.0
- A minimum Economics grade point average of 2.0
- No grade of IN, R, 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 eight 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. ECO Elective
8. FIN 202 Quantitative Reasoning

Economics Electives to be chosen from ECO 310 Urban Economics, ECO 311 Business and Economic Forecasting, ECO 312 The Chicago Economy, ECO 313 Economics of Regulation & Antitrust Laws, 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 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 Economics major must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

## 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, 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. Economics Elective
2. Economics Elective
3. Economics Elective

Economics Electives to be chosen from ECO 305 Intermediate Microeconomics, ECO 306 Intermediate Macroeconomics, ECO 310 Urban Economics, ECO 311 Business and Economic Forecasting, ECO 312 The Chicago Economy, ECO 313 Economics of Regulation & Antitrust Laws, 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 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 Economics minor must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

### 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, 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. Economics Elective
4. Economics Elective
5. Economics Elective
6. Economics Elective

Economics Electives to be chosen from ECO 305 Intermediate Microeconomics, ECO 306 Intermediate Macroeconomics, ECO 310 Urban Economics, ECO 311 Business and Economic Forecasting, ECO 312 The Chicago Economy, ECO 313 Economics of Regulation & Antitrust Laws, 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 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 Economics minor must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

## Finance

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

### About the Department of Finance

**Overall Description:** The Department of Finance is proud of its excellence in teaching and research and its close ties with the professional business community. With the help of our Finance Advisory Board, we have designed a state-of-the-art program in finance that is also intellectually rigorous. The curriculum provides you with a solid foundation in financial management. The sequence of courses that make up the curriculum provides for exposure to the nature and operations of the financial markets, financial analysis, and valuation. Building upon this foundation, you may expand your knowledge by taking elective courses in banking, risk management, international finance, portfolio management, and insurance. Finally, a required capstone course provides you with the opportunity to integrate your coursework into a cohesive body of knowledge, further your communication and presentation skills, and

engage in teamwork. With the help of an academic advisor, you can specialize in various areas, such as investment management, derivatives, insurance, and banking.

#### **Areas of Study:**

*Corporate Financial Management:* This emphasis prepares students for careers in the financial management area in any type of business or corporation.

*Investment Analysis/Management:* This emphasis is for students interested in financial markets, investment banking, and portfolio management.

*Banking and Financial Services:* This emphasis prepares students for careers in banking and in the financial services industry in general. These include commercial and consumer lending, credit analysis, leasing, and personal financial planning.

*Risk Management:* This emphasis prepares students for a career in the dynamic field of derivatives and risk management.

**Faculty and Department Highlights:** A distinguished faculty reflects unusual breadth and depth in knowledge and experience. Almost all hold doctorates from nationally recognized institutions. Among them are the editors and associate editors of leading academic journals, textbook authors, current and former executives of leading financial and non-financial firms, consultants to various businesses, and board members of financial institutions.

In addition to faculty expertise, students have the benefit of hearing outstanding guest lecturers. Roundtables and seminars sponsored by the Department and its centers of excellence bring distinguished speakers to campus, including Nobel Prize winners and other nationally recognized experts in the field of finance.

**Unique Aspects:** The Department of Finance is home to dedicated teachers who are also well recognized leaders in the academic world. Most members of the faculty have had significant work experience in key corporate positions prior to joining DePaul. Many are renowned scholars within their field of research and enjoy national and international reputations. They include well-published and often-cited researchers, authors of best selling textbooks and editors of highly respected academic journals. Most members of the faculty have either been awarded or been nominated for recognition as exceptional leaders.

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).

Visit [www.fin.depaul.edu](http://www.fin.depaul.edu) for more information.

## **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.

Visit <http://finance.depaul.edu/cfs> for more information.

#### **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 has been the holder of the Christopher L. Keeley Endowed Chair since 2008.

#### **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 commemorates the outstanding contributions of Fred Arditti, both to the theory and the practice of risk management. The center sponsors quarterly risk management seminars and roundtables.

Visit <http://finance.depaul.edu/arditti> for more information.

#### **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.

Visit <http://behavioralfinance.depaul.edu> for more information.

#### **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.

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

### **Support Organizations**

#### **FINANCE ADVISORY BOARD**

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

#### **CIRCLE OF FINANCE OPPORTUNITIES (CFO)**

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

## **Scholarships**

### **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 GUY ACETURA SCHOLARSHIP**

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

### **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 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 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 ANN DRENNAN AND GARY KOHLER SCHOLARSHIP**

The Ann Drennan and Gary Kohler Scholarship is 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 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

Scholarship application can be found online .

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.

Visit the Driehaus Virtual Portfolio online for more information.

### **THOMAS J. & DIANE K. ALLISON CASE COMPETITION**

The case competition challenges teams of students in the finance program's capstone course, Cases in Financial Decision Making, to prepare a written report analyzing a business case and defend their analysis before a panel of professionals and faculty. The top three teams receive cash prizes of \$2,500, \$1,500, and \$1,000 respectively.

### **INTERNSHIPS**

Finance 393 provides students with an academically-supervised, professional experience in a major financial institution. Students who wish to take FIN 393 must have a minimum 2.8 cumulative GPA at the time of application. Prerequisite: FIN 310.

Please visit the Department of Finance online for additional information and the application form.

### **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 Corporate Finance; FIN 330-H Honors Investments: Theory and Practice; FIN 333-H Honors Financial Statements Analysis; FIN 380-H Honors Cases in Financial Decision Making; 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>	MAT 135	MAT 136	MAT 137
	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 380-H</b>	MIS 140
	<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 Corporate Finance
- FIN 330 Investments: Theory and Practice
- FIN 396 Honors Seminar

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

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

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

- FIN 380 Cases in Financial Decision Making
- FIN 396 Honors Seminar (continued)

During the program, honors students are required to stay enrolled in the two hour Honors

### **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)

## **Major Requirements**

### **Major Declaration Requirements**

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

- Completion of 28 hours at DePaul University
- The following courses must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher: ACC 101, ACC 102, BLW 201, ECO 105, ECO 106, MAT 135, MAT 136, and MAT 137
- A minimum cumulative DePaul grade point average of 2.7
- A minimum Finance grade point average of 2.7
- No grade of IN, R, or lower than C- in any FIN course or course used toward the Finance major
- Completion of FIN 310 with a minimum grade of B-

Declaration of Finance Honors requires acceptance into the **Finance Honors Program** . 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 courses for the major:

1. FIN 202 Quantitative Reasoning

2. FIN 311 Corporate Finance
3. FIN 330 Investments: Theory and Practice
4. FIN 333 Financial Statements Analysis
5. FIN 362 Risk Management
6. FIN 380 Cases in Financial Decision Making
7. Finance Elective
8. Finance Elective

Finance Electives to be chosen from FIN 313 Investment Banking, FIN 323 Commercial Banking, FIN 335 Portfolio Management, FIN 340 International Finance, FIN 363 Derivatives: Pricing and 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 380 Cases in Financial Decision Making** is a capstone course. It is recommended that students take this course after the completion of all required finance courses.

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

### Suggested Finance Curriculum Course Sequence

To provide for a maximum degree of flexibility with respect to their career search, it is recommended that students take FIN 310 in the spring quarter of their sophomore year and proceed as follows:

Sophomore	Spring Quarter	FIN 310	Introduction to Finance
Sophomore	Summer Quarter	FIN 393	Finance Internship
Junior	Autumn Quarter	FIN 202	Quantitative Reasoning
		FIN 311	Corporate Finance
		FIN 320	Money & Banking
Junior	Winter Quarter	FIN 330	Investments: Theory and Practice
		FIN 333	Financial Statements Analysis
		FIN 362	Risk Management
Junior	Spring Quarter	FIN 380	Cases in Financial Decision Making
			Finance Elective 1
			Finance Elective 2

This schedule will shift forward by one quarter if the student chooses to take FIN 310 during autumn quarter of the junior year.

### Degree Conferral Requirements

All FIN courses and any courses used toward the Finance major must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

## Minor Requirements

### MINOR FOR COMMERCE STUDENTS

#### Minor Declaration Requirements

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, or lower than C- in any FIN course or course used toward the Finance minor
- Completion of FIN 310 with a minimum grade of B-

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 courses for the minor:

1. FIN 311 Corporate Finance
2. FIN 330 Investments: Theory and Practice
3. Finance Elective
4. Finance Elective

Finance Electives to be chosen from FIN 313 Investment Banking, FIN 323 Commercial Banking, FIN 333 Financial Statements Analysis, FIN 335 Portfolio Management, FIN 340 International Finance, FIN 362 Risk Management, FIN 363 Derivatives: Pricing and Applications, FIN 380 Cases in Financial Decision Making, 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 380 Cases in Financial Decision Making** is a capstone course. It is recommended that students take this course after the completion of all required finance courses.

### **Degree Conferral Requirements**

All FIN courses and any courses used toward the Finance minor must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

## **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, or lower than C- in any FIN course or course used toward the Finance minor
- Completion of FIN 310 with a minimum grade of B-
- In order to register for FIN 310 Introduction to Finance, the following courses must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher: ACC 101, ACC 102, ECO 105, ECO 106, MAT 135, MAT 136, and MAT 137

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 courses for the minor:

1. FIN 202 Quantitative Reasoning

2. FIN 310 Introduction to Finance
3. FIN 311 Corporate Finance
4. FIN 320 Money and Banking
5. FIN 330 Investments: Theory and Practice
6. Finance Elective
7. Finance Elective

Finance Electives to be chosen from FIN 313 Investment Banking, FIN 323 Commercial Banking, FIN 333 Financial Statements Analysis, FIN 335 Portfolio Management, FIN 340 International Finance, FIN 362 Risk Management, FIN 363 Derivatives: Pricing and Applications, FIN 380 Cases in Financial Decision Making, 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 380 Cases in Financial Decision Making** is a capstone course. It is recommended that students take this course after the completion of all required finance courses.

### **Degree Conferral Requirements**

All FIN courses and any courses used toward the Finance minor must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

## Hospitality Leadership

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

### **About the School of Hospitality Leadership**

Based in DePaul's College of Commerce, the School offers programs in hospitality leadership to prepare students for leadership roles at hotels, restaurants, clubs, convention and tourism venues, spas and related leisure industries. Fundraising continues to support plans to add graduate degrees, a research center and continuing education initiatives.

In addition to targeting traditional undergraduates, the program supports DePaul's history of educating adult and non-traditional students. It seeks to enroll qualified Chicago hospitality workers who want to move into management but lack the educational credentials to do so.

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

### **Major Requirements**

Requirements for the major in Hospitality Leadership are under review.

## Minor Requirements

Requirements for the minor in Hospitality Leadership are under review.

## 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.

### 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.

## 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, Czech Republic, Germany, Greece, Hong Kong, India, Ireland, Italy, Japan, Scandinavia, South Africa, Spain and Thailand.

For details on the current seminar options, please view online or call (312) 362-5010.

## International Business

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

### Minor Requirements

The International Business minor is available to College of Commerce students only. A student must be able to demonstrate that he or she has modern language proficiency through the intermediate level of college coursework to complete the minor.

### Declaration Requirements

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

- Completion of 28 hours at DePaul University
- The following courses must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher: ACC 101, ACC 102, BLW 201, ECO 105, ECO 106, MAT 135, MAT 136, and MAT 137
- A minimum cumulative DePaul grade point average of 2.0
- No grade of IN, R, or lower than C- in any course used toward the International Business minor

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

### Course Requirements

The minor consists of six to nine courses:

- One course chosen from ECO 333, ECO 361, ECO 362, or PSC 344
- Two international business courses (list below)
- Three to 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 language.

1. For a student with limited language background who does not place out of any college level language course, two years of college level language instruction (six courses through the intermediate level) are required.
2. For a student who places out of one or more of the college language courses, he/she will start the language sequence at the appropriate placement and continue it through the intermediate level of instruction. If the student needs

fewer than three language courses to complete the intermediate sequence, the student will take either advanced language or area studies courses to complete the minimum three course language/area studies requirement.

Examples of language/area studies mix:

1. A Commerce student wishing to pursue the IB minor tests 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. The student completes the minor with the 3 international economics/business requirements plus the 4 language courses, for a total of seven courses.
2. A Commerce student wishing to pursue the IB minor tests out of SPN 101/102/103/104. The student begins language instruction in SPN 105 and completes the intermediate sequence with SPN 106. Because the student has taken only two courses to complete the intermediate sequence, he/she will take an additional advanced language or area studies course to complete the minimum 3 course language/area studies requirement. Along with the 3 international economics/business requirements, this student can complete the minor with a total of six courses.

### **International Economics/Business Courses**

Three course requirement

For the IB minor, a student must take one course from the following list of four:

1. ECO 333 Topics in Global Economics
2. ECO 361 International Trade
3. ECO 362 International Monetary Economics
4. PSC 344 International Political Economy

Students then select two other IB courses from the following list (cannot double count the course taken from the above list):

- ECO 316 European Economic History
- ECO 333 Topics in Global Economics
- ECO 334 Understanding Chinas Economy
- ECO 360 Economics of Low-Income Countries
- ECO 361 International Trade
- ECO 362 International Monetary Economics
- ECO 398 Comparative Economic Systems (this topic only)
- FIN 340 International Finance
- FIN 398 Islamic Banking (this topic only)
- ICS 350 International Business Seminar
- MGT 357 International Business
- MKT 340 Marketing Across Cultures: Perspectives on Multicultural Markets
- MKT 358 Marketing in a Global Environment
- MKT 360 International Marketing

### **Degree Requirements**

All courses used toward the International Business minor must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

## **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.

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

## **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.

### **Dr. Curtis J. Crawford XCEO Personal Leadership Endowed Scholarship**

This scholarship is open to two undergraduate or graduate students who have a proven interest in personal leadership in business as exhibited by coursework and/or extracurricular activities. To be eligible, candidates must:

- Have successfully completed or be enrolled in a course in leadership (MGT 360 or MGT 530)
- Compose a 750 word essay articulating his or her interest in, and commitment to, personal leadership in business
- Be in good academic standing with a GPA of 3.3 or higher

Candidates may apply by emailing their essay and resume to eespelan@depaul.edu .

## 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.

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

## Management Concentrations

A student majoring in Management must complete at least one concentration. Current requirements for concentrations are listed in the *Major Requirements* section.

**General Management** The 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.

**Entrepreneurship** The 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. Area faculty for the concentration are Mr. Raman Chadha, Dr. Lisa Gundry, Dr. Patrick Murphy, Dr. Gerhard Plaschka, and Dr. Harold Welsh.

**Human Resources Management** The 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. Area faculty for the concentration are 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.

**Leadership & Change Management** The 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. Area faculty for the concentration are Dr. Ray Coye, Dr. Erich Dierdorff, Dr. David Drehmer, Dr. Charles Naquin, Dr. Margaret Posig, Dr. Robert Rubin, and Dr. Ken Thompson.

**Operations Management** The concentration prepares students in a variety of operational areas including quality management, supply chain management, purchasing management, Enterprise Resource Planning, scheduling and forecasting. Area faculty for the concentration are Dr. Lori Cook, Dr. Kathy Dhanda, Dr. Dan Heiser, Dr. Bin Jiang, Dr. Gilles Reinhardt, and Dr. Scott Young

**Sports Management** The concentration is intended for students who desire careers in

sports-related industries including professional and collegiate sports, sporting goods, fitness and recreation centers. Area faculty for the concentration are 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 □ 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
- The following courses must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher: ACC 101, ACC 102, BLW 201, ECO 105, ECO 106, MAT 135, MAT 136, and MAT 137
- A minimum cumulative DePaul grade point average of 2.0
- A minimum Management grade point average of 2.0
- No grade of IN, R, or lower than C- in any Management, Business Law, or ICS 394 or ICS 395 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 BLW 201, 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

- Management Elective
- Management Elective
- Management Elective
- Management Elective

#### Entrepreneurship Concentration

- Two courses chosen from:
  - MGT 360 Leadership
  - MGT 370 Business Plan Development
  - MGT 373 Creativity and Entrepreneurship
  - MGT 398 Special Topics (when related)
- One more course chosen from the list above or:
  - MGT 345 Service Sector Management
  - MGT 393 Internship and Management Consulting Program
  - MGT 399 Independent Study (with approval)
  - MKT 352 New Product Management
  - MKT 377 Fundamentals of Sales and Networking
- One Management Elective
- 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 more course chosen from the list above or:
  - ECO 318 Labor Economics and Organization
  - MGT 360 Leadership
  - MGT 361 Organizational Development
  - MGT 393 Internship and Management Consulting Program
  - MGT 398 Special Topics (when related)
- One Management Elective

### **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 and Entrepreneurship
  - MGT 393 Internship and Management Consulting Program
  - MGT 398 Special Topics (when related)
- One Management Elective

### **Operations Management Concentration**

- Two courses chosen from:
  - MGT 315 Management Science
  - MGT 323 Supply Chain Management
  - MGT 345 Service Sector Management
- One more course chosen from the list above or:
  - MGT 393 Internship and Management Consulting Program
  - MGT 398 Special Topics (when related)
- One Management Elective

### **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 Supply Chain 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 and 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
- One Management Elective

Management Electives to be chosen from MGT 315 Management Science, MGT 320 Training and Career Development, MGT 323 Supply Chain 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 and 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 398 Special Topics (multiple topics may be used), BLW 399 Independent Study, and ICS 350 International Business Seminar (may be used once).

While a student may complete more than one Management concentration, at least 50% of the courses used for the completion of a second concentration must be unique to the completion of that concentration.

## **Degree Conferral Requirements**

All MGT and BLW courses, ICS 394 and/or ICS 395, and any courses used toward the Management major must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

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

## **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, or lower than C- in any Management course

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

#### **Course Requirements**

In addition to BLW 201, 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
- One more course chosen from the list above or any other Management Elective

Management Electives to be chosen from MGT 315 Management Science, MGT 320 Training and Career Development, MGT 323 Supply Chain 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 and 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 398 Special Topics, BLW 399 Independent Study, and ICS 350 International Business Seminar.

#### **Degree Conferral Requirements**

All MGT and BLW courses, ICS 394 and/or ICS 395, and any courses used toward the Management minor must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

## **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, 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

Management Electives to be chosen from MGT 315 Management Science, MGT 320 Training and Career Development, MGT 323 Supply Chain 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 and 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 398 Special Topics, BLW 399 Independent Study, and ICS 350 International Business Seminar.

### **Degree Conferral Requirements**

All MGT and BLW courses, ICS 394 and/or ICS 395, and any courses used toward the Management minor must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

## **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.

The program in Management Information Systems is intended for undergraduate business students who plan to start their career as information systems professionals in either information technology producing industries or with the heavy users of such technologies. If they decide to take a minor in MIS, graduates will be able to function as liaisons representing their department or business function in information systems projects. This program is guided by several curriculum principles:

- Designed to educate management-oriented, technically proficient information systems professionals.
- Focused on requirements engineering and other stages of system life cycle requiring heavy involvement of systems analysts rather than on technical implementation stages.
- Complements a thorough understanding of business operations covered in the core undergraduate business curriculum. This combination of competencies is particularly important for systems analysts and makes this program distinct from programs in computer science.
- Designed according to current technological trends and is flexible to accommodate its adjustment as stipulated by rapidly changing and evolving information technologies.
- Includes sufficient training in technology skills in high demand to make graduates easily employable and immediately productive.

In this program, students will acquire:

- A broad understanding of information technologies and their utilization in private and governmental organizations
- An in-depth understanding of information systems life cycle and the nature of related phases and tasks from initial study through post-implementation support
- A thorough understanding of system requirements elicitation, analysis, documentation, validation, and management
- Ability to work with users and builders of information systems
- An understanding of information systems project management
- Ability to develop prototypes using visual programming technology
- Ability to identify organizational data and to design and manipulate databases
- Ability to integrate technical knowledge and understanding of business operations
- Experience working on team projects.

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
- The following courses must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher: ACC 101, ACC 102, BLW 201, ECO 105, ECO 106, MAT 135, MAT 136, and MAT 137
- 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, 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 140, a student majoring in Management Information Systems is required to complete the following courses for the major:

1. IT 130 The Internet and the Web
2. IT 263 Applied Networks and Security
3. MIS 360 Systems Analysis and Design
4. MIS 362 Info Systems Project Management
5. MIS 370 Database Management Systems Design and Development
6. Management Information Systems Elective

Management Information Systems Elective to be chosen from: CSC 211 Programming in Java I, MIS 366 Internet Technologies in Business, and 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 Management Information Systems major must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Management Information Systems □ Minor Requirements

## 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, 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 140, a Commerce student minoring in Management Information

Systems is required to complete the following courses for the minor:

1. MIS 350 Business Systems Analysis
2. MIS 370 Database Management Systems Design and Development
3. Management Information Systems Elective chosen from:
  - IT 130 The Internet and the Web
  - IT 263 Applied Networks and Security
  - MIS 362 Information Systems Project 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 Management Information Systems minor must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

### **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, 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 courses for the minor:

1. MIS 140 Management Information Systems
2. MIS 350 Business Systems Analysis
3. MIS 370 Database Management Systems Design and Development
4. Management Information Systems Elective chosen from:
  - IT 130 The Internet and the Web
  - IT 263 Applied Networks and Security
  - MIS 362 Information Systems Project 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 Management Information Systems minor must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

# 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 □ Marketing Concentrations

## Marketing Concentrations

A student majoring in Marketing must complete at least one concentration. Current requirements for concentrations are listed in the *Major Requirements* section.

**Standard Marketing** 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.

**Integrated Marketing Education** The IME concentration 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 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, and 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. Each IME level has one or more Partner Companies involved closely in the work process for the students. 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. 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. 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. 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.

**Multicultural Marketing** The concentration prepares students for careers with firms that focus on the growing area in the marketplace: multicultural markets. The cultural diversity of the U.S. is increasing at a rapid rate. Businesses need to update their approaches to reach all sectors of the market. The Multicultural Marketing program prepares students to understand and effectively reach multicultural consumers. 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.

**Sales Leadership** 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. Sales Leadership produces business graduates who can sell by joining traditional classroom education with real-world learning experience. Classes are led by faculty with extensive sales experience and by sales executives from leading corporations. Students experience rigorous classroom learning designed to deliver the knowledge and practical skills they'll need to succeed during the first years of their careers including: oral and written communication, selling technique and networking, use of technology in customer strategy and identification, and development of organization leadership in a sales environment. Successful students will enjoy opportunities to visit companies, take paid internships, and interview with leading companies for entry-level positions.

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; and 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 Principles of Advertising and MKT 352 New Product Development.

**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.

**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; and 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. You may consider the Standard concentration in Marketing to pursue this career path.

**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 340 Marketing Across Cultures, MKT 341 Integrated Marketing Communications for Multicultural Marketing, MKT 352 New Product Management, MKT 360 International Marketing 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. You may consider the Standard or Multicultural concentration in Marketing to pursue this career path.

**Market Research:** Market research encompasses problem formulation, data gathering, data analysis, and communication of findings. An understanding of statistics, psychology and sociology as related to marketing is desirable. A student interested in market research will benefit from MKT 305 Market Research, MKT 315 Strategic Tools for Marketers, MKT 320 Principles of Advertising and MKT 352 New Product Development. You may consider the Standard concentration in Marketing to pursue this career path.

**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 315 Strategic Tools for Marketers, MKT 352 New Product Management and MKT 360 International Marketing. You may consider the Standard concentration in Marketing to pursue this career path.

**Sales Leadership:** 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. In today's economy, there are far more sales positions available, compensation levels are 20-40% higher than other entry

level positions and sales positions are more stable in difficult economic times. A student interested in sales leadership could benefit from MKT 376 Effective Business Communication, MKT 377 Fundamentals of Sales & Networking, MKT 378 Sales Strategy & Technology, MKT 379 Leadership in Sales Organizations, MKT 381 Building Financial Relationships and MKT 398 Advanced Business Negotiations. You may consider the Sales Leadership concentration in Marketing to pursue this career path.

**CATEGORY MANAGEMENT:** Successful companies expect their suppliers to act as partners that will help them grow their businesses, not simply to trade share amongst competitors. Relationships are established between buyer and seller when vendor partners demonstrate and leverage business understanding to build customer volume. In consumer packaged goods, this practice has become known as category management. In this system, one category manager is typically appointed from a group of competitors. The category manager is usually, but not always, the market share leader in a category. The category manager is always a category expert with the resources necessary to translate information into business insight and implement volume building activity. A student interested in category management could benefit from MKT 376 Effective Business Communication, MKT 377 Fundamentals of Sales & Networking, MKT 380 Targeting Retail Consumers, MKT 382 Principles of Category Management and MKT 398 Cases in Category Management. You may consider the Sales Leadership concentration in Marketing to pursue this career path.

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

## 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
- The following courses must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher: ACC 101, ACC 102, BLW 201, ECO 105, ECO 106, MAT 135, MAT 136, and MAT 137
- A minimum cumulative DePaul grade point average of 2.5
- A minimum Marketing grade point average of 2.0
- No grades of IN, R, 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.

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

### Course Requirements

In addition to MKT 301, MKT 310, and MKT 376, a student majoring in Marketing is required to complete the following courses for the major based on concentration chosen:

#### 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. Marketing Elective
6. Marketing Elective
7. Marketing Elective
8. Marketing Elective

#### **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
6. Marketing Elective

Applications are available in March in the department office. IME students must be declared Marketing majors by the beginning of autumn quarter. 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. MKT 393 Marketing Internship may be taken at any time following the completion of MKT 301. Prerequisites for IME: MKT 301, MKT 310, and faculty approval.

#### **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 320 Principles of Advertising
5. MKT 340 Marketing Across Cultures: Perspectives on Multicultural Markets
6. MKT 341 Integrated Marketing Communications for Multicultural Markets
7. MKT 359 Advanced Marketing Management
8. MKT 393 Marketing Internship with a Multicultural Marketer

#### **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 377 Fundamentals of Sales and Networking
5. Sales Leadership Elective
6. Sales Leadership Elective
7. Sales Leadership Elective
8. Marketing Elective or Sales Leadership Elective

Sales Leadership Electives to be chosen from MKT 378 Sales Strategy and Technology, MKT 379 Leadership in Sales Organizations, MKT 380 Strategic Framework for Targeting Retail Consumers, MKT 381 Building Financial Relationships, or MKT 382 Principles of Category Management.

Marketing Electives to be chosen from MKT 320 Principles of Advertising, MKT 331 Retail Management, MKT 340 Marketing Across Cultures: Perspectives on Multicultural Markets, MKT 341 Integrated Marketing Communications for Multicultural Markets, MKT 352 New Product Management, MKT 360 International Marketing, MKT 365 Business to Business, MKT 370 Personal Selling, 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 381 Building Financial Relationships, MKT 382 Principles of Category Management, 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).

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

While a student may complete more than one Marketing concentration, at least 50% of the courses used for the completion of a second concentration must be unique to

the completion of that concentration.

## **Degree Conferral Requirements**

All MKT courses and any courses used toward the Marketing major must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

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, 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, MKT 310, and MKT 376, a Commerce student minoring in Marketing is required to complete the following courses for the minor based on concentration chosen:

##### **Standard Marketing Minor**

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. Marketing Elective

##### **Multicultural Marketing Minor**

1. MKT 320 Principles of Advertising
2. MKT 340 Marketing Across Cultures: Perspectives on Multicultural Markets
3. MKT 341 Integrated Marketing Communications for Multicultural Markets
4. MKT 359 Advanced Marketing Management
5. MKT 393 Marketing Internship with a Multicultural Marketer

##### **Sales Leadership Minor**

1. MKT 377 Fundamentals of Sales and Networking
2. Sales Leadership Elective
3. Sales Leadership Elective
4. Sales Leadership Elective

Sales Leadership Electives to be chosen from MKT 378 Sales Strategy & Technology, MKT 379 Leadership in Sales Organizations, MKT 380 Strategic

Framework for Targeting Retail Consumers, MKT 381 Building Financial Relationships, and MKT 382 Principles of Category Management.

Marketing Electives to be chosen from MKT 320 Principles of Advertising, MKT 331 Retail Management, MKT 340 Marketing Across Cultures: Perspectives on Multicultural Markets, MKT 341 Integrated Marketing Communications for Multicultural Markets, MKT 352 New Product Management, MKT 360 International Marketing, MKT 365 Business to Business, MKT 370 Personal Selling, 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 381 Building Financial Relationships, MKT 382 Principles of Category Management, 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 Marketing minor must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

### **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, 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 requirement for courses in college algebra and statistics may be satisfied through the completion of LSP 120 and LSP 121.

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:

##### **Standard Marketing Minor**

1. MKT 202 Quantitative Methods in Marketing (or equivalent)
2. MKT 301 Principles of Marketing
3. MKT 305 Introduction to Marketing Research
4. MKT 310 Consumer Behavior
5. MKT 315 Strategic Tools for Marketers
6. Marketing Elective

##### **Multicultural Marketing Minor**

1. MKT 301 Principles of Marketing
2. MKT 310 Consumer Behavior
3. MKT 320 Principles of Advertising
4. MKT 340 Marketing Across Cultures: Perspectives on Multicultural Markets
5. MKT 341 Integrated Marketing Communications for Multicultural Markets
6. MKT 393 Marketing Internship with a Multicultural Marketer

##### **Sales Leadership Minor**

1. MKT 301 Principles of Marketing
2. MKT 310 Consumer Behavior
3. MKT 376 Effective Business Communication
4. MKT 377 Fundamentals of Sales and Networking
5. Sales Leadership Elective
6. Sales Leadership Elective

Sales Leadership Electives to be chosen from MKT 378 Sales Strategy & Technology, MKT 379 Leadership in Sales Organizations, MKT 380 Strategic Framework for Targeting Retail Consumers, MKT 381 Building Financial Relationships, and MKT 382 Principles of Category Management.

Marketing Electives to be chosen from MKT 320 Principles of Advertising, MKT 331 Retail Management, MKT 340 Marketing Across Cultures: Perspectives on Multicultural Markets, MKT 341 Integrated Marketing Communications for Multicultural 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 381 Building Financial Relationships, MKT 382 Principles of Category Management, 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 Marketing minor must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

## **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

Dr. Charles H. Wurtzbach was appointed in January 2009 to serve as the George L. Ruff Visiting Professor in Real Estate Studies, a position endowed through the generosity of

DePaul alumnus George Ruff.

## **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.

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

## **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. Wurtzebach Endowed Scholarship
- Josie Carlson Memorial Scholarship
- Anthony J. and Jane E. Lydon 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
- The following courses must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher: ACC 101, ACC 102, BLW 201, ECO 105, ECO 106, MAT 135, MAT 136, and MAT 137
- 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, or lower than C- in any Real Estate course or course used toward the Real Estate major
- Completion of FIN 310 ~~or~~ RE 350 with a minimum grade of B-

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

### Course Requirements

In addition to FIN 310, FIN 202, and FIN 320 a student majoring in Real Estate is required to complete the following courses for the major:

1. RE 300 Real Estate Law
2. RE 350 Real Estate Analysis
3. RE 352 Real Estate Finance
4. RE 353 Real Estate Investment
5. Real Estate Elective
6. Real Estate Elective
7. Real Estate Elective

Real Estate Electives\* may be chosen from RE 354 Real Estate Valuation and RE 398 Special Topics, FIN 330 Investments, 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 243 Remote Sensing, 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, HSP 398 Special Topics in Hospitality (Hospitality Real Estate), 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.

**RE 350** , **RE 352** , and **RE 353** must be taken in that order. The department enforces all **COURSE PREREQUISITES** , without exception. RE 350 may be taken once students have achieved junior status. RE 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 and RE 350 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- and with a combined GPA of 2.0 or higher.

# 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 through the Commerce Core, a group of required courses common to all students seeking the degree. In the Liberal Studies Program, a student is exposed to liberal studies education through classes taken from departments and programs across the university. In the major program, a student will pursue specialized coursework in an area of his or her choosing. Finally, Open Electives are courses used to explore additional areas of interest or work toward a minor or second major.

A minimum of 192 quarter hours of degree applicable credit is required for completion of the BSC. Requirements for the degree are comprised of minimum hours of study in the required curricular areas:

Commerce Core	74	hours
Liberal Studies Program	72	hours
Major Program	30	hours
Open Electives	16	hours
	<b>192</b>	<b>hours</b>

While the BSC requires a minimum of 192 quarter hours of degree applicable credit, a student's degree plan and factors such as course selection, transferred credit, and major and minor requirements may result in a student exceeding the 192 hour minimum in pursuit of the degree.

A student enters the college as undeclared in a major program. A student may declare an intended major at any time and complete major declaration once eligibility requirements for the major have been satisfied. Requirements for declaring and completing each major are located in the section *Academic Departments and Programs of Study*.

While not required for completion of the degree, students in the college are able to pursue minor programs and studies in modern languages as well as opportunities for study abroad and internship-based courses. A student new to the college is encouraged to review possibilities such as these with his or her academic advisor as part of degree planning.

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:

### COMMERCE CORE

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. ECO 105 Principles of Microeconomics
5. ECO 106 Principles of Macroeconomics
6. ECO 315 Introduction to Money and Banking *or* FIN 320 Money and Banking (see note below)
7. FIN 310 Introduction to Finance
8. Global Business Perspective (see list below)
9. ICS 394 Entrepreneurship Strategy *or* ICS 395 Management Strategy (see note below)
10. MGT 300 Management Concepts and Practices I
11. MGT 301 Management Concepts and Practices II
12. MIS 140 Management Information Systems
13. MKT 301 Principles of Marketing
14. MKT 310 Consumer Behavior
15. MKT 376 Effective Business Communication
16. MAT 135 Business Calculus I
17. MAT 136 Business Calculus II
18. MAT 137 Business Statistics
19. Professional Writing (see list below)

**ACC 101** requires the corequisite course ACC 100 Principles Accounting Lab.

**Global Business Perspective** requires completion of one course from the following: ECO 316, ECO 333, ECO 334, ECO 360, ECO 361, ECO 362, ECO 398 (Comparative Economic Systems), FIN 340, FIN 398 (Islamic Banking), ICS 350, MGT 357, MKT 340, MKT 341, MKT 358, and MKT 360. If the course used for GP is also used in the major, an additional major elective or open elective is required.

**Professional Writing** requires completion of one course from the following with a minimum grade of C-: WRD 202, WRD 204, WRD 206, or WRD 301.

The following courses must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher: ACC 101, ACC 102, BLW 201, ECO 105, ECO 106, MAT 135, MAT 136, and MAT 137.

Any course offered by a department in which a student is completing a major or minor must be completed with a minimum grade of C-.

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

A student completing the **Entrepreneurship** concentration in Management must take ICS 394.

A student is expected to complete the **MAT 135, MAT 136, AND MAT 137** sequence in the first year of study.

The following courses may be taken instead of **MAT 135 and MAT 136** : the sequence of MAT 147, MAT 148, and MAT 149 *or* MAT 150 and MAT 151 *or* MAT 160 and MAT 161.

The following courses may be taken instead of **MAT 137** : MAT 348 *or* MAT 351.

## Liberal Studies Requirements

<b>First Year Program</b>	
<b>Chicago Quarter</b>	LSP 110 <b>or</b> LSP 111

<b>Focal Point</b>	LSP 112
<b>Writing</b>	WRD 103 and WRD 104 <i>(must earn a grade of C- or better)</i>
<b>Quantitative Reasoning &amp; Technological Literacy</b>	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 <i>( see note below )</i>
<b>Self, Society and the Modern World (SSMW)</b> <i>(must not be an ECO course)</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 Business Ethics Course Required in either PI (PHL/MGT 248) or RD (REL/MGT 228)  MAT 135 & MAT 137 are required SI Courses. The remaining SI course must be a lab.

**Note:** Courses offered in the student's primary major cannot be taken to fulfill LSP Domain requirements. If students double major, LSP Domain courses may double count for both LSP credit and the second major. Students who choose to take an experiential learning course offered by the major may count it either as a general elective or the JYEL requirement.

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.

In addition to the primary 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 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 policies and course requirements.

**Declaring Majors and Minors** 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 the section *Academic Departments and Programs of Study*.

- Commerce and non-Commerce students completing a major program in the College of Commerce declare that major through the Commerce Undergraduate Program Office
- Commerce students completing a non-Commerce major program declare that major through the declaration process used by the program's home college
- Commerce students completing any minor program (Commerce or non-Commerce) declare that minor through the Commerce Undergraduate Program Office

**Primary 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 30 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 30 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 coursework 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 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 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.

**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 the subject area 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 coursework 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 minor
  - 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 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.

**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.

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

## Open Electives

Open Elective courses allow a student to explore additional areas of interest, work toward a minor or second major, and ensure that the student earns the minimum 192 hours of degree applicable credit that are required to complete the Bachelor of Science in Commerce.

For most students completing the degree, 16 hours of suitable Open Elective credit must be completed in order to reach the 192 hours minimum. If needed, Open Elective courses may be selected according to the student's preference; however, no remedial or preparatory courses may be used to satisfy Open Electives.

Depending on their major, some students may take fewer than 16 hours of Open Elective credit to reach the minimum of 192 degree applicable hours.

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 requirement may be satisfied by completing one of the approved courses:

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

In addition to satisfying the Business Ethics requirement, MGT 228 ~~or~~ REL 228 may also be used to satisfy the **Religious Dimensions: Religious and Ethical Questions** requirement.

In addition to satisfying the Business Ethics requirement, MGT 248 ~~or~~ PHL 248 may also be used to satisfy one **Philosophical Inquiry** requirement.

# 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.

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)

A student who is nearing the completion of the degree should consult with his or her academic advisor in the Commerce Undergraduate Program Office on the degree conferral process. An advising appointment may be scheduled by calling (312) 362-5358 or visiting DePaul Center 8500.

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 take only 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* section of the Course Catalog 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*.

Questions about the pass/fail option may be directed to the Commerce Undergraduate Program Office by calling (312) 362-5358 or visiting DePaul Center 8500.

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 by calling (312) 362-5358 or visiting DePaul Center 8500.

College of Commerce - Undergraduate Studies ▢ Policies ▢ Residency

## **Residency**

The residency requirement states that a student 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.

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.

Questions about residency may be directed to the Commerce Undergraduate Program Office by calling (312) 362-5358 or visiting DePaul Center 8500.

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

Commerce students are subject to the university's policy on transfer credit and credit by examination:

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.

More detail about DePaul policies on transfer credit and credit by examination may be found in the *Undergraduate Student Handbook* section of the *Course Catalog* .

Questions about transfer credit and credit by examinations may be directed to the Commerce Undergraduate Program Office by calling (312) 362-5358 or visiting DePaul Center 8500.

# 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 degree progress, 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 students major and career orientation.

The Commerce Undergraduate Program Office is located in DePaul Center 8500 and may be contacted by telephone at (312) 362-5358.

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:** Enhances 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 telephone at (312) 362-5358.

## 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>.

## **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).