

**DEPAUL
UNIVERSITY**



Course Catalog

College of Commerce Undergraduate Studies

Winter/Spring 2010-2011

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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, 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*)
- Hospitality Leadership

Management
Management Information Systems
Marketing
Multicultural Marketing
Non-Profit Hospitality Leadership
Real Estate
Revenue Management
Sales Leadership

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

Catalog Version

UNDERGRADUATE UPDATE: OCTOBER 15, 2010

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

Effective Summer 2010, changes were made to the liberal studies domain requirements allowing for more flexibility. Current students may also benefit from the less restrictive LSP domain requirements. Please consult your major field grid for your requirements.

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 & International Programs

NANCY HILL, Ph.D.
Associate Dean for Academic Quality

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

CHRISTOPHER CHIAKULAS
Academic Advisor

REBECCA HEAD
Academic Advisor

THOMAS HICKS
Academic Advisor

JASON MAJCHRZAK

Academic Advisor

KRISTIN OWEN
Academic Advisor

[College of Commerce - Undergraduate Studies](#) [Personnel](#) [Faculty](#)

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

College of Commerce - Undergraduate Studies ▫ Academic Departments and Programs of Study

Please use the navigation bar to the left to select an academic department or program 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 of 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 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.

Dr. Edwin Cohen Endowed Scholarship

Established by Dr. Barry J. Epstein (Accounting '67), in honor of Accounting Professor 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.

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.

Ledger & Quill (L&Q) Scholarships and Awards

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.

The McGladrey Scholarships

Established at DePaul in 2010, the four annual McGladrey Scholarships are sponsored by DePaul friends and alumni at McGladrey and awarded to superior students in the School of Accountancy as selected by the School's Scholarship Selection Committee.

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 Accountancy and Management Information Systems. The fund also supports the annual Charles Melvoin Student Ethics Research Symposium and prizes 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 and may entail an internship.

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), 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 need-based 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.

Kathleen & John Vitanovec "Success through Scholarship" Endowment in Accountancy

Generously funded by past Ledger & Quill officer John (Accounting '79) and Kathleen Vitanovec.

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.

The Institute of Internal Auditors Scholarship

Established by the Chicago chapter of the Institute of Internal Auditors, this scholarship is awarded to an outstanding student, usually a senior, who demonstrates a special interest in and aptitude for internal auditing.

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 prize is given to students who win the Goglin 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, prizes are given to students who win an essay competition on the subject of ethics in professional accountancy.

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: DePaul's 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 at www.depaul.experience.com
- 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.

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).

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 <i>Recommended</i>	ACC 374H ACC 380H
4th Year	ACC 383H	ACC 308H	ACC 350H

Major Requirements

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.

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.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Accountancy □ Concentration in Internal Auditing

Concentration in Internal Auditing

Available to students majoring in Accountancy, the concentration in Internal Auditing prepares students to meet the challenges of the profession and provides them with knowledge of the internal audit function that is becoming increasingly important in the global business community. 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, understanding of internal audits role of providing objective assurance of key governance, risk management, and compliance processes, use information technology processes and controls in the assurance function, and development of teamwork and leadership skills. Successful students will enjoy opportunities to visit companies and interact with Chief Audit Executives on risk assessment projects.

A student completing the concentration in Internal Auditing is required to take three courses:

- ACC 372 Audit and Other Assurance Services I
- ACC 376 Internal Auditing
- One course chosen from:
 - ACC 375 Fraud Examination
 - IS 344 IT Auditing

Courses for the concentration may be taken in any order.

To declare the concentration in Internal Auditing, a student must be a declared Accountancy major or be eligible to declare the Accountancy major and have completed ACC 376. All courses for the concentration must be completed with a minimum grade of C-.

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

Minor for Commerce Students

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 courses totaling at least 16.0 hours:

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 375 Fraud Examination
- ACC 376 Internal Auditing
- 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*)
- 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.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Accountancy □ Minor for Non-Commerce Students

Minor for Non-Commerce Students

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 courses totaling at least 24.0 hours:

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

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 375 Fraud Examination
- ACC 376 Internal Auditing
- 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*)
- ACC 399 Independent Study

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

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 , 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

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 courses totaling at least 30.0 hours:

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

The Economics, Finance, Management, and Marketing Electives are to be 300-level courses chosen from each department specified. The two Business Electives are to be 300-level courses chosen from any College of Commerce program or department.

ECO 315, FIN 310, FIN 320, ICS 392, MGT 300, MGT 301, MKT 301, and MKT 310 may not be used toward the major. MKT 376 may not be used when also used for the Communication

requirement. ICS 394, ICS 395, or ICS 396 may not be used when also used for the Commerce Capstone requirement.

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.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Business Administration □ Minor for Non-Commerce Students

Minor for Non-Commerce Students

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.

Business Law

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

About Business Law

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

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

E-Business

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

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 totaling at least 24.0 hours:

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
- 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

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. In addition, the Department of Economics offers the Accelerated Bachelor-Master of Science in Economics and Policy Analysis that leads to completion of both the undergraduate and graduate degrees in five years.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Economics □ Accelerated Bachelor-Master of Science in Economics and Policy Analysis

Accelerated Bachelor-Master of Science in Economics and Policy Analysis

The Accelerated Bachelor-Master of Science in Economics and Policy Analysis program allows strong undergraduate economics majors to complete both the undergraduate degree with a major in Economics (either Bachelor of Arts or Bachelor of Science in Commerce) and the MS-EPA in five years.

The MS in Economics and Policy Analysis gives students a distinguished and marketable set of skills in economic theory as it applies to policy analysis. In this thirteen course program, students learn how to conduct statistical and econometric research grounded in sound economic models using data from multiple sources on different policy issues. In addition, students will be able to explain their results and policy recommendations not only to economists, but also to non-economists, politicians, and the general public. MS-EPA graduates can find employment in the private sector working for corporations in governmental relations or business development departments, in government and government agencies, in trade associations or lobbying firms, or in not-for-profit advocacy groups.

In this course of study, students will:

- Develop a Masters level knowledge of microeconomic theory, macroeconomic theory, and international economics.
- Learn the economic and political functions of government and how the two functions interact with each other in the public sector.
- Learn to conduct econometric research collect, interpret, manipulate, and analyze policy-related data.
- Develop writing skills to communicate research findings to a variety of audiences including business professionals, economists, policy makers, and the public at large.
- Have the opportunity to participate in Congressional Research Fellowships which will give students hands-on experience in a policy making environment. The fellowships will also allow students to develop extensive career networks which lead to employment opportunities. Graduates can pursue careers in both the private and

public sectors as analysts in trade associations, in business development and government relations departments, and in all levels of the public sector.

Undergraduate students will apply to the program during their junior year and will take three graduate level courses during their senior year. The three courses are ECO 505 Advanced Microeconomics, ECO 515 Microeconomics of Market Organization, and ECO 507 Research Methods for Policy Analysis I. These three courses will count towards completion of the BA with a major in Economics or BSC with a major in Economics and will also count towards completion of the MS-EPA. The undergraduate degree will be awarded at the completion of all undergraduate work while the MS-EPA will be awarded upon completion of the remaining graduate level work.

Additional details on eligibility for the accelerated program including the application process may be found online through the Department of Economics.

Additional information on the MS-EPA degree including course requirements may be found online in the Kellstadt School of Business course catalog.

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 Special Topics: 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 Special Topics: Health Economics
- ECO 398 Special Topics: Law and Economics

Quantitative Economics

- ECO 375 Introduction to Econometrics
- ECO 380 Mathematical Economics
- ECO 398 Special Topics: Game Theory

- Further coursework in econometrics can be taken from the Graduate School via ECO 399 Independent Study with departmental permission

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

Major Requirements

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 courses totaling at least 30.0 hours:

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*)
- ECO 399 Independent Study

ECO 101 is intended for non-Commerce students and cannot be counted toward a major or minor in economics.

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.

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

Minor for Commerce Students

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 courses totaling at least 12.0 hours:

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*)
- ECO 399 Independent Study

ECO 101 is intended for non-Commerce students and cannot be counted toward a major or minor in economics.

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.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Economics □ Minor for Non-Commerce Students

Minor for Non-Commerce Students

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 courses totaling at least 24.0 hours:

1. ECO 105 Principles of Microeconomics
2. ECO 106 Principles of Macroeconomics
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 315 Introduction to Money and Banking
- 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*)
- ECO 399 Independent Study

ECO 101 cannot be counted toward a major or minor in economics.

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

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 for more information.

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

Centers and Chairs

THE CENTER FOR FINANCIAL SERVICES

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

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. Professor Timur Gok has been the Director of the Center since 2010.

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 ACCETURA SCHOLARSHIP

The Guy Accetura 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 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 ERIC & CHRISTINE LARSEN ENDOWED SCHOLARSHIP

The Eric and Christine Larsen Endowed Scholarship will be awarded to a first generation College of Commerce student majoring in Finance. The student must be in good academic standing and demonstrate financial need.

THE JOHN LUMP SCHOLARSHIP

The John Lump Scholarship in Finance is given in the amount of \$2,500. The award will be given to an undergraduate student majoring in Finance who exhibits financial need and who is in good academic standing.

THE JIM BOROWITZ MEMORIAL SCHOLARSHIP

The Jim Borowitz Memorial Scholarship, funded by the Borowitz family and donors to the Memorial Fund, is awarded in memory of Jim Borowitz, a long-time member of the Finance Advisory Board and an Executive In Residence in the Department of Finance. It is awarded on the basis of academic standing.

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. The scholarship application can be found online .

THE BILL POPPEI ENDOWED SCHOLARSHIP

The Bill Poppei Endowed Scholarship in Finance was established in honor of the Departments most admired teachers through the generous contribution of his former students. It is awarded annually to students with distinguished academic accomplishments.

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>
Freshman	MAT 135 WRD 103 Learning Domain Discover/Explore Chicago	MAT 136 WRD 104 Learning Domain Focal Point Seminar	MAT 137 Learning Domain Learning Domain Learning Domain
Sophomore	ACC 101 ECO 105 Sophomore Seminar Learning Domain	ACC 102 ECO 106 Learning Domain Learning Domain	BLW 201 Communication Learning Domain Learning Domain
Junior	FIN 310 MGT 300 Learning Domain FIN 202 (2 cr.) WRD 202 (2 cr.)	FIN 320 MGT 301 Learning Domain Junior Year Experiential Learning	FIN 311-H FIN 330-H ACC 307-H (Open Elective 1) FIN 396-H (Continuing Honors Seminar 2 hours over 3 quarters) MKT 301
Senior	FIN 333-H FIN 362-H (Finance Elective 1) ACC 309-H (Open Elective 2) Finance Elective 2 FIN 396-H (Continuing Honors Seminar 2 hours over 3 quarters)	FIN 380-H ICS 392 MKT 310 Open Elective 3 FIN 396-H (Continuing Honors Seminar 2 hours over 3 quarters)	MIS 140 ICS 394 or 395 Learning Domain Open Elective 4

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 Seminar, **FIN 396**.

Expectations

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

Benefits

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

Qualifications

Students who qualify for the honors program have:

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

Contact Information

Carl Luft, Ph.D.

Director, Honors Program
 Department of Finance
 DePaul University
 312-362-8826 or 312-362-8428
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Major Requirements

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 totaling at least 30.0 hours:

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*)
- FIN 399 Independent Study
- RE 350 Real Estate Analysis

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 FIN 311 FIN 320	Quantitative Reasoning Corporate Finance Money & Banking
Junior	Winter Quarter	FIN 330 FIN 333 FIN 362	Investments: Theory and Practice Financial Statements Analysis Risk Management
Junior	Spring Quarter	FIN 380	Cases in Financial Decision Making Finance Elective 1

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.

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

Minor for Commerce Students

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 totaling at least 18.0 hours:

1. FIN 202 Quantitative Reasoning
2. FIN 311 Corporate Finance
3. FIN 330 Investments: Theory and Practice
4. Finance Elective
5. 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*)
- FIN 399 Independent Study
- RE 350 Real Estate Analysis

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.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Finance □ Minor for Non-Commerce Students

Minor for Non-Commerce Students

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 totaling at least 26.0 hours:

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*)
- FIN 399 Independent Study
- RE 350 Real Estate Analysis

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 DePauls College of Commerce, the School offers programs in hospitality leadership to prepare students for leadership roles at hotels, restaurants, private 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 DePauls 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 □ Scholarships

Scholarships

SAMUEL I. BALIN MEMORIAL ENDOWED SCHOLARSHIP

The Samuel I. Bailin Memorial Endowed Scholarship has been created to honor Mr. Bailin, a pioneer in the food-service supply-chain industry. He was honored in the Frozen Food Hall of Fame, and is widely recognized as having a major impact on the food distribution industry. This fund was created to support students pursuing a similar career path.

Eligibility: Consideration for this scholarship shall be given to undergraduate students enrolled in the School of Hospitality Leadership who exhibit financial need and are in good academic standing. Additional consideration may be given to students considering a career in food service management and/or supply-chain operations or a similar field. The Samuel I. Bailin Memorial Endowed Scholarship will be awarded twice annually and is renewable.

SCHOOL OF HOSPITALITY LEADERSHIP SCHOLARSHIPS

Due to the generous gift from the Hilton Foundation and other supporting friends of DePaul, the School of Hospitality Leadership is fortunate to provide students with an abundance of scholarships directly from the program. These scholarships are in addition to any other grants or financial support that a student may have secured. Students enrolled as majors, or intended majors, in the School of Hospitality Leadership are encouraged to apply for additional scholarship funding. There are three different types of funding categories: academic merit, financial need, and international program funding.

Hospitality Leadership Concentrations

A student majoring in Hospitality Leadership must select and complete at least one Hospitality Leadership concentration totaling at least 12.0 hours as part of the major requirements. Minors offered by the School of Hospitality Leadership also have concentration-specific requirements: refer to the sections *Minors for Commerce Students* and *Minors for Non-Commerce Students* for details.

Private Club Management This field of study is about the management of membership clubs. The many different types of clubs that need managers include city clubs, country clubs, golf clubs, athletic clubs, yacht clubs, faculty clubs, town clubs, and military clubs. As membership-based organizations, the customers and staff are often in regular contact, sometimes on a weekly or monthly basis. Learning how to create engaging programs to satisfy member interest is a key challenge in this industry. A student majoring in Hospitality Leadership must complete the following requirements when this concentration is chosen:

- HSP 320 Club Management
- HSP 321 Food Production Management (2 hours)
- HSP 322 Quantity Food Management (2 hours)
- One more course to be chosen from:
 - HSP 323 Advanced Club Management
 - HSP 332 Beverage Management
 - HSP 333 International Wine Education & Management
 - HSP 352 Special Event Management
 - HSP 381 Hospitality Risk Management
 - HSP 398 Special Topics: Hospitality Leadership
 - HSP 399 Independent Study (*with approval*)
 - MGT 340 Leadership in Sports: Lessons for Coaching in the Workplace
 - MGT 356 Sports Management

Food & Beverage Management Students can prepare for leadership careers in restaurants, contract food companies (industrial and commercial settings), catering, and bar/beverage organizations by completing this concentration. The focus of the coursework is upon the development of strong managerial skills in the leadership of foodservice operations rather than culinary expertise. Students are strongly encouraged to complete at least one internship in the 'back of the house' (kitchen) in order to gain an understanding of culinary operations. A student majoring in Hospitality Leadership must complete the following requirements when this concentration is chosen:

- HSP 330 Foodservice Management
- Two courses to be chosen from:
 - HSP 331 Foodservice Purchasing
 - HSP 332 Beverage Management
 - HSP 333 International Wine Education & Management
 - HSP 334 Contract Foodservice Management
 - HSP 352 Special Event Management
 - HSP 372 Global Hospitality Brand Management
 - HSP 373 International Hospitality Franchising
 - HSP 381 Hospitality Risk Management
 - HSP 398 Special Topics: Hospitality Leadership
 - HSP 399 Independent Study (*with approval*)

Lodging Management Hotels, motels, inns, bed & breakfast, resorts, cruises, etc., or anywhere that people sleep away from home is included in this concentration. This field includes the management of all of the various facilities and amenities found at modern lodging facilities: sleeping rooms, restaurants, bars, meetings & events, catering, recreation facilities, business centers, etc., in a wide range of environments. A student majoring in Hospitality Leadership

must complete the following requirements when this concentration is chosen:

- HSP 340 Lodging Property Management
- Two courses to be chosen from:
 - HSP 341 Resort & Spa Management
 - HSP 342 Time Share Management
 - HSP 343 Casino Management
 - HSP 350 Meeting Management
 - HSP 372 Global Hospitality Brand Management
 - HSP 373 International Hospitality Franchising
 - HSP 381 Hospitality Risk Management
 - HSP 398 Special Topics: Hospitality Leadership
 - HSP 399 Independent Study (*with approval*)

Event Management This dynamic and fast growing field includes the management of meetings, events, and tradeshow for organizations and facilities. Career paths include corporate planning, association planning, special event companies, and intermediaries or third party planning companies. Most common types of meetings and events planned by these professionals include: product launches, business meetings, conventions, tradeshow, customer events, and special events. A student majoring in Hospitality Leadership must complete the following requirements when this concentration is chosen:

- HSP 350 Meeting Management
- Two more courses to be chosen from:
 - HSP 351 Destination Management
 - HSP 352 Special Event Management
 - HSP 353 Exhibition Management
 - HSP 354 Meeting & Event Risk Management
 - HSP 355 Advanced Meeting Management
 - HSP 398 Special Topics: Hospitality Leadership
 - HSP 399 Independent Study (*with approval*)

Non-Profit Hospitality Leadership Food and overnight accommodations are often part of a social service network offered by a community. Examples include soup kitchens, shelters for battered women and children, support centers for the homeless, disaster relief efforts, etc. The purpose of this concentration is to provide social service providers with the necessary knowledge to operate hospitality venues in a safe, clean and financially viable yet non-profit manner. A student majoring in Hospitality Leadership must complete the following requirements when this concentration is chosen:

- HSP 340 Lodging Property Management
- HSP 349 Non-Profit Accommodation, Safety and Security
- HSP 331 Foodservice Purchasing

Hospitality Leadership Specializations

A student majoring in Hospitality Leadership must select and complete at least one Hospitality Leadership specialization totaling at least 12.0 hours as part of the major requirements. Minors offered by the School of Hospitality Leadership do not require a specialization.

Leadership This specialization is designed for the student who wishes to build a career in the daily operations of the business. The coursework focus is upon human development, including advanced concepts in leadership, how to manage both people and a business in concert with labor unions, techniques in the training and development of the staff, etc. Students desiring to study leadership are required to complete the first two courses listed

below and then select one elective from the choices offered:

- MGT 360 Leadership
- HSP 382 Managing with Hospitality Unions
- One more course chosen from
 - MGT 320 Training and Career Development
 - MGT 322 The Management & Measurement of Quality
 - MGT 361 Organizational Development
 - MGT 373 Creativity & Entrepreneurship

Entrepreneurship Opening a small business, such as a restaurant or a meeting planning service, is the goal of many students. Aspiring entrepreneurs should select this specialization to help them plan in advance for the start of their new enterprise. As the range of small business opportunities is vast, students have great flexibility in choosing a set of three courses that best fits his or her needs. Choices include offerings from both the Management and Marketing departments where students will be able to use their individual concepts as the focus of much of the coursework. A total of three courses is required from the two lists shown below:

- Two courses chosen from:
 - MGT 360 Leadership
 - MGT 370 Business Plan Development
 - MGT 373 Creativity & Entrepreneurship,
- One more course chosen from the list above or:
 - MGT 345 Service Sector Management
 - MGT 393 Internship & Management Consulting Program
 - HSP 399 Independent Study (*with approval*)
 - MKT 352 New Product Management
 - MKT 377 Fundamentals of Sales and Networking

Hospitality Real Estate The millions of hotels and restaurants around the world operate in buildings that sit on pieces of land. With franchising a common business practice in these industries, who owns the building or the land is often someone different from who operates the business. Thus, the buying and selling of the real estate (building and land) is a key factor in the hospitality business. Experts are needed who understand the relationship between real estate transactions and the operations of hotels and restaurants. To gain this needed knowledge, students are to complete the three courses listed below:

- RE 350 Real Estate Analysis
- RE 352 Real Estate Finance
- RE 353 Real Estate Investment

Revenue Management Similar to the tactics airlines use to offers seats and flight ticket prices, hotels seek to maximize revenue through the careful process of offering rooms at various price points through different distribution channels. This focus on managing the revenue stream has become a central role in the operation of the hotel. Managers are needed who understand the concepts of pricing, human behavior, forecasting demand, and the distribution channels through which hotel reservations are made available. Students are required to complete the two courses listed below plus one additional elective from the choices offered:

- HSP 360 Hospitality Pricing
- HSP 361 Yield Management
- One more course chosen from:
 - HSP 362 Global Distribution Systems
 - HSP 371 Customer Relationship Management

Sales Leadership Selling to groups of people, whether for business or pleasure, is an integral part of the hospitality business. Corporations send legions of managers to meetings and conventions, and to call upon customers for sales and service purposes. Travel agencies design package tours that are open to the general public. Families celebrate weddings, anniversaries, and other special events. All of these activities involve the negotiation and coordination of groups of people who often want food to eat, places to meet, and rooms in which to sleep. This specialization helps students prepare for careers in the art of selling to these groups through the completion of the following three courses:

- MKT 377 Fundamentals of Sales and Networking
- MKT 379 Leadership in Sales Organizations
- MKT 398 Special Topics: Advanced Business Negotiations

Virtual Marketing The Internet and social media tools such as Twitter, Facebook, YouTube, etc., have created marketing opportunities for businesses. Hospitality firms need help in harnessing this power of digital marketing. In addition, the preponderance of customer loyal programs, such as frequent diner points at restaurants and frequent stay points at hotels, has added to the complexity of strategic marketing plans. This specialization in virtual marketing helps students prepare for challenging marketing careers through the completion of the three courses listed below:

- HSP 371 Customer Relationship Management
- MKT 395 Interactive/Internet Marketing
- MKT 398 Special Topics: Social Media

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

Hospitality Leadership Milestones

The Hospitality Leadership Milestones are independent activities that a student majoring in Hospitality Leadership must complete prior to graduation. Minors offered by the School of Hospitality Leadership do not require milestone completion.

Hospitality Community Service To support the Vincentian mission of DePaul and to demonstrate mastery of hospitality concepts, students are to engage in one community event during his or her senior year on a voluntary basis. The event must be sponsored by a non-profit organization and the student is to contribute his or her hospitality knowledge and skills toward the production of the event. Prior to beginning the activity, students are to obtain School of Hospitality Leadership approval that the service activity fulfills this requirement.

ServSafe Alcohol Certification or TIPS Ó These two certifications are equivalent industry standards in the proper handling of alcohol and spirits. Students are to complete one of the two certifications and submit proof of completion to the School of Hospitality Leadership anytime prior to graduation. The exams may be found at <http://www.servsafe.com/alcohol/> and <http://gettips.com> . Only one of these two alcohol-handling certifications is required.

ServSafeŽ Manager Certification This certification is a standard in the Food & Beverage industry and students can use it to strengthen their individual credentials. Every U.S. foodservice outlet must have at least one manager who holds this certification. The focus is upon risk and sanitation concerns in foodservice operations. Students are to complete the standardized exam found at <http://www.servsafe.com> and submit proof of completion to the School of Hospitality Leadership anytime prior to graduation.

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

Major Requirements

Declaration Requirements

To declare a major in Hospitality Leadership, 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, ECO 105, ECO 106, HSP 100, HSP 201, MAT 135, MAT 136, and MAT 137
- A minimum cumulative DePaul grade point average of 2.5
- A minimum Hospitality Leadership grade point average of 2.0
- No grade of IN, R, or lower than C- in any HSP course or course used toward the Hospitality Leadership major

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

Course and Milestone Requirements

A student majoring in Hospitality Leadership is required to complete the following courses and milestones totaling at least 40.0 hours plus 8.0 hours to be shared with Commerce Core and 4.0 hours to be shared with the Liberal Studies Program (52.0 hours total):

- HSP 1 Etiquette Dinner (*0 hours*)
- HSP 2 Delivering Global Hospitality Service Levels (*0 hours*)
- HSP 100 Introduction to Hospitality
- HSP 201 International Hospitality Service & Experience Management (*2 hours*)
- HSP 202 Hospitality Business Operations (*2 hours*)
- HSP 203 Hospitality Leadership Forum I (*2 hours*)
- HSP 204 Hospitality Leadership Forum II (*2 hours*)
- HSP 206 Hospitality Ratio & Data Analysis (*2 hours*)
- HSP 207 Hospitality Law & Ethics (*taken in Commerce Core*)
- HSP 301 Service Leadership Speaker Series I (*1 hour*)
- HSP 302 Service Leadership Speaker Series II (*1 hour*)
- HSP 303 Hospitality Internship I (*2 hours; taken in Liberal Studies Program: JYEL*)
- HSP 304 Hospitality Internship II (*2 hours; taken in Liberal Studies Program: JYEL*)
- ICS 396 Hospitality Strategy (*taken in Commerce Core*)
- Hospitality Leadership Concentration:
 - Minimum 12.0 hours as specified for the concentration chosen
- Hospitality Leadership Specialization:
 - Minimum 12.0 hours as specified for the specialization chosen
- Hospitality Leadership Milestones:
 - Hospitality Community Service
 - ServSafe Alcohol Certification or TIPS Ó
 - ServSafeŽ Manager Certification

HSP 207 must be completed by students majoring in Hospitality Leadership and replaces BLW 201 in the Commerce Core.

ICS 396 must be completed by students majoring in Hospitality Leadership and replaces ICS 394 and/or ICS 395 in the Commerce Core.

Details on the Concentration, Specialization, and Milestone requirements may be found in the sections *Hospitality Leadership Concentrations* , *Hospitality Leadership Specializations* , and *Hospitality Leadership Milestones* .

Degree Conferral Requirements

All HSP courses and any courses used toward the Hospitality Leadership must be completed with a minimum grade of C- and with a combined GPA of 2.0 or higher.

Minors for Commerce Students

Declaration Requirements

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

- A minimum cumulative DePaul grade point average of 2.5
- A minimum Hospitality Leadership grade point average of 2.0
- No grades of IN, R, or lower than C- in any Hospitality Leadership course
- Completion of HSP 100 or HSP 201 with a minimum grade of C-

A Commerce student may not complete both the Hospitality Leadership and the Revenue Management minors; only one of the two may be completed. A Commerce student may complete the Non-Profit Hospitality Leadership minor in addition to either the Hospitality Leadership or Revenue Management minor.

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

Course Requirements

A Commerce student minoring in Hospitality Leadership is required to complete the following courses based on the minor chosen:

Hospitality Leadership Minor The focus of this minor is to give College of Commerce students a broad exposure to the scale and scope of the hospitality industry, and to enable students to explore one major sector, such as lodging, event management, food & beverage, or private club management, in some depth. Students who have been admitted to the College of Commerce may earn a minor in Hospitality Leadership by completing the requirements listed below totaling at least 16.0 hours:

- HSP 100 Introduction to Hospitality
- HSP 201 International Hospitality Service & Experience Management (*2 hours*)
- HSP 202 Hospitality Business Operations (*2 hours*)
- HSP 2 Delivering Global Hospitality Service Levels (*0 hours*)
- 4.0 hours specific to the chosen Hospitality Leadership concentration:
 - For **Private Club Management** : HSP 320 Club Management
 - For **Food & Beverage Management** : HSP 330 Foodservice Management
 - For **Lodging Management** : HSP 340 Lodging Property Management
 - For **Event Management** : HSP 350 Meeting Management
- 4.0 additional hours from the chosen Hospitality Leadership concentration

Non-Profit Hospitality Leadership Minor Food and overnight accommodations are often part of a social service network offered by a community. Examples include soup kitchens, shelters for battered women and children, support centers for the homeless, disaster relief efforts, etc. The purpose of this minor is to provide social service providers with the necessary knowledge to operate hospitality venues in a safe, clean and financially viable yet non-profit manner. Students who have been admitted to the College of Commerce may earn a minor in Non-Profit Hospitality Leadership by completing the requirements listed below totaling at least 20.0 hours:

- HSP 201 International Hospitality Service & Experience Management (*2 hours*)
- HSP 203 Hospitality Leadership Forum I (*2 hours*)
- HSP 207 Hospitality Law and Ethics
- HSP 331 Foodservice Purchasing
- HSP 339 Non-Profit Foodservice Management
- HSP 349 Non-Profit Accommodation, Safety & Security

Revenue Management Minor The hospitality industry has an ongoing need for managers skilled in the science and art of forecasting demand. Similar to the tactics of the airlines in pricing

and seat allocation, Revenue Management is a business practice that applies theories of pricing and statistics to patterns of lodging room sales and advance reservations. Knowledge of pricing theory, trend analysis, distribution channels, and customer relationship management (CRM) are key tenets. Students who have been admitted to the College of Commerce may earn a minor in Revenue Management by completing the requirements listed below totaling at least 22.0 hours:

- HSP 100 Introduction to Hospitality
- HSP 202 Hospitality Business Operations (2 hours)
- HSP 340 Lodging Property Management
- HSP 360 Hospitality Pricing
- HSP 361 Yield Management
- One course to be chosen from:
 - HSP 362 Global Distribution Systems
 - HSP 371 Customer Relationship Management

Degree Conferral Requirements

All HSP courses and any courses used toward the Hospitality Leadership minor 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 □ Hospitality Leadership □ Minors for Non-Commerce Students

Minors for Non-Commerce Students

Declaration Requirements

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

- A minimum cumulative DePaul grade point average of 2.5
- A minimum Hospitality Leadership grade point average of 2.0
- No grades of IN, R, or lower than C- in any Hospitality Leadership course
- Completion of HSP 100 or HSP 201 with a minimum grade of C-

A non-Commerce student may complete both the Hospitality Leadership and Non-Profit Hospitality Leadership minors.

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

Course Requirements

A non-Commerce student minoring in Hospitality Leadership is required to complete the following courses based on the minor chosen:

Hospitality Leadership Minor The focus of this minor is to give students who are not enrolled in the College of Commerce a broad exposure to the scale and scope of the hospitality industry, and to enable students to explore one major sector, such as lodging, event management, food & beverage, or private club management, in some depth. Students who are enrolled in colleges other than the College of Commerce may earn a minor in Hospitality Leadership by completing the requirements listed below totaling at least 20.0 hours:

- HSP 100 Introduction to Hospitality
- HSP 201 International Hospitality Service & Experience Management (2 hours)
- HSP 202 Hospitality Business Operations (2 hours)
- HSP 207 Hospitality Law & Ethics
- HSP 2 Delivering Global Hospitality Service Levels (0 hours)
- 4.0 hours specific to the chosen Hospitality Leadership concentration:

- For **Private Club Management** : HSP 320 Club Management
- For **Food & Beverage Management** : HSP 330 Foodservice Management
- For **Lodging Management** : HSP 340 Lodging Property Management
- For **Event Management** : HSP 350 Meeting Management
- 4.0 additional hours from the chosen Hospitality Leadership concentration

Non-Profit Hospitality Leadership Minor Food and overnight accommodations are often part of a social service network offered by a community. Examples include soup kitchens, shelters for battered women and children, support centers for the homeless, disaster relief efforts, etc. The purpose of this minor is to provide social service providers with the necessary knowledge to operate hospitality venues in a safe, clean and financially viable yet non-profit manner. Non-Commerce students may earn a minor in Non-Profit Hospitality Leadership by completing the requirements listed below totaling at least 20.0 hours:

- HSP 201 International Hospitality Service & Experience Management (*2 hours*)
- HSP 203 Hospitality Leadership Forum I (*2 hours*)
- HSP 207 Hospitality Law and Ethics
- HSP 331 Foodservice Purchasing
- HSP 339 Non-Profit Foodservice Management
- HSP 349 Non-Profit Accommodation, Safety & Security

Degree Conferral Requirements

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

Interdisciplinary Commerce Studies

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

About Interdisciplinary Commerce Studies

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

The ICS program is coordinated by a faculty advisory committee.

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

Senior Year Requirements

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

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

students verbal, written and interpersonal communication skills while increasing their facility to work in a society characterized by cultural, racial and ethnic diversity.

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

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

International Business Seminars

The College of Commerce along with the Study Abroad Program (<http://studyabroad.depaul.edu>) coordinate 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 duration of seminars range from seven to fourteen 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. Future seminar locations may vary.

For details on the current seminar options, please visit <http://studyabroad.depaul.edu> , call 773-325-7450 or email abroad@depaul.edu .

International Business

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

Minor for Commerce Students

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 330 The Economics of Socialism
- 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 Special Topics: Comparative Economic Systems (*this topic only*)
- FIN 340 International Finance
- FIN 398 Special Topics: 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

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

Wicklender Chair In Business Ethics

The Wicklender 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 Wicklender 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. Dan Koys, Dr. Helen LaVan, Dr. Yvette Lopez, Dr. Wm. Marty Martin, Dr. Nicholas Mathys, Dr. Robert Rubin, and Dr. Alyssa Westring.

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. Stephen Briggs, Dr. Ray Coye, Dr. Erich Dierdorff, Dr. David Drehmer, Dr. Laura Hartman, Dr. Charles Naquin, Dr. Margaret Posig, Dr. Robert Rubin, Ms. Sondra Simpson, 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. Nezh Altay, Dr. Lori Cook, Dr. Kathy Dhanda, Dr. Gloria M. Fragoso-Diaz, 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

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 the following courses based on concentration chosen and totaling at least 30.0 hours:

General Management Concentration

- MGT 202 Making Sense of Managerial Data
- MGT 302 Organizational Behavior
- MGT 307 Human Resource Management
- MGT 322 The Management & Measurement of Quality
- Management Elective
- Management Elective
- Management Elective
- Management Elective

Entrepreneurship Concentration

- MGT 202 Making Sense of Managerial Data
- MGT 302 Organizational Behavior
- MGT 307 Human Resource Management
- MGT 322 The Management & Measurement of Quality
- Management Elective
- 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 355 Negotiations
 - 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
- ICS 394 Entrepreneurship Strategies (*taken in Commerce Core*)

Human Resources Concentration

- MGT 202 Making Sense of Managerial Data
- MGT 302 Organizational Behavior
- MGT 307 Human Resource Management
- MGT 322 The Management & Measurement of Quality
- Management Elective
- 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 354 Global Human Resource Management
 - MGT 355 Negotiations
 - MGT 360 Leadership
 - MGT 361 Organizational Development
 - MGT 393 Internship and Management Consulting Program
 - MGT 398 Special Topics (*when related*)

Leadership & Change Management Concentration

- MGT 202 Making Sense of Managerial Data
- MGT 302 Organizational Behavior
- MGT 307 Human Resource Management
- MGT 322 The Management & Measurement of Quality
- Management Elective
- MGT 360 Leadership
- MGT 361 Organizational Development
- One course chosen from:
 - MGT 320 Training and Career Development
 - MGT 340 Leadership in Sports
 - MGT 355 Negotiations
 - MGT 373 Creativity and Entrepreneurship
 - MGT 393 Internship and Management Consulting Program
 - MGT 398 Special Topics (*when related*)

Operations Management Concentration

- MGT 202 Making Sense of Managerial Data
- MGT 302 Organizational Behavior
- MGT 307 Human Resource Management
- MGT 322 The Management & Measurement of Quality

- Management Elective
- 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 355 Negotiations
 - MGT 356 Sports Management
 - MGT 393 Internship and Management Consulting Program
 - MGT 398 Special Topics (*when related*)

Sports Management Concentration

- MGT 202 Making Sense of Managerial Data
- MGT 302 Organizational Behavior
- MGT 307 Human Resource Management
- MGT 322 The Management & Measurement of Quality
- Management Elective
- MGT 340 Leadership in Sports
- MGT 356 Sports Management
- One course chosen from:
 - MGT 323 Supply Chain Management
 - MGT 345 Service Sector Management
 - MGT 355 Negotiations
 - 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 Independent Study (*with approval*)

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 354 Global Human Resource Management
- MGT 355 Negotiations
- MGT 356 Sports 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
- 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 for Commerce Students

Minor for Commerce Students

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 courses totaling at least 12.0 hours:

- 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 354 Global Human Resource Management
- MGT 355 Negotiations
- MGT 356 Sports 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
- ICS 350 International Business Seminar (*may be used once*)

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.

College of Commerce - Undergraduate Studies □ Academic Departments and Programs of Study □ Management □ Minor for Non-Commerce Students

Minor for Non-Commerce Students

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.

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

Course Requirements

A non-Commerce student minoring in Management is required to complete the following courses totaling at least 20.0 hours:

- 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 Elective 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 354 Global Human Resource Management
- MGT 355 Negotiations
- MGT 356 Sports 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
- ICS 350 International Business Seminar (*may be used once*)

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

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

About the School of Accountancy and Management Information Systems

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

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 totaling at least 24.0 hours:

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
- 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.

Minor for Commerce Students

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

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 to analyze and solve 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 purpose of the undergraduate program in Marketing is to prepare students for successful marketing careers by teaching them the knowledge and skills to identify marketing problems and develop solutions that meet customer needs.

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 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, marketing research and product development, but will have additional expertise in reaching multicultural consumers both in the US and abroad. Please note that there are no language requirements for this program.

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. The Sales Leadership Program produces business graduates who can sell by joining traditional classroom education with real-world learning experience. Classes are led by faculty with extensive sales experience and by sales executives from leading corporations. Students experience rigorous classroom learning designed to deliver the knowledge and practical skills they'll need to succeed during the first years of their careers including: oral and written communication, selling technique

and networking, use of technology in customer strategy and identification, and development of organization leadership in a sales environment. Successful students will enjoy opportunities to visit companies, take paid internships, and interview with leading companies for entry-level positions.

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. Marketing elective courses for students interested in a career in advertising and promotion include MKT 320 Principles of Advertising and MKT 395 Internet Marketing. 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: Perspectives on Multicultural Markets, MKT 341 Integrated Marketing Communications for Multicultural Markets, 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. Courses such as MKT 320 Principles of Advertising, MKT 315 Strategic Tools for Marketers, MKT 352 New Product Management and MKT 360 International Marketing are useful for students interested in marketing management. You may consider the Standard concentration or the IME program 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 Science of Retailing, MKT 382 Principles of Category Management and MKT 398 Special Topics: 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 and MKT 310, a student majoring in Marketing is required to complete the following courses based on concentration chosen and totaling at least 30.0 plus 4.0 hours to be shared with Commerce Core (34.0 hours total):

Standard Marketing Concentration

1. MKT 202 Quantitative Methods in Marketing (*or equivalent*)
2. MKT 305 Introduction to Marketing Research
3. MKT 315 Strategic Tools for Marketers
4. MKT 359 Advanced Marketing Management
5. MKT 376 Effective Business Communication (*to be taken in Commerce Core*)
6. Marketing Elective
7. Marketing Elective
8. Marketing Elective

9. 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 376 Effective Business Communication (*to be taken in Commerce Core*)
6. MKT 393 Marketing Internship
7. 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 376 Effective Business Communication (*to be taken in Commerce Core*)
9. 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 376 Effective Business Communication (*to be taken in Commerce Core*)
5. MKT 377 Fundamentals of Sales and Networking
6. MKT 383 Advanced Valuations for Business
7. Sales Leadership Elective
8. Sales Leadership Elective
9. Sales Leadership Elective

Sales Leadership Electives to be chosen from:

- MKT 378 Sales Strategy and Technology
- MKT 379 Leadership in Sales Organizations
- MKT 380 Science of Retailing
- MKT 381 Building Financial Relationships
- MKT 382 Principles of Category Management
- MKT 398 Special Topics: Cases in Category Management

For a specific focus in Category Management, Sales Leadership students should take:

- MKT 380 Science of Retailing
- MKT 382 Principles of Category Management
- MKT 398 Special Topics: Cases in Category Management

Marketing Electives to be chosen from:

- MKT 320 Principles of Advertising
- 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 377 Fundamentals of Sales and Networking
- MKT 378 Sales Strategy and Technology
- MKT 379 Leadership in Sales Organizations
- MKT 380 Science of Retailing
- MKT 381 Building Financial Relationships
- MKT 382 Principles of Category Management
- MKT 383 Advanced Valuations for Business
- 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
- ICS 350 International Business Seminar (*may be used once*)

MKT 376 must be completed by students majoring in Marketing and serves as the Communication requirement in the Commerce Core.

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 □ Minors for Commerce Students

Minors for Commerce Students

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 and MKT 310, a Commerce student minoring in Marketing is required to complete the following courses based on concentration chosen and totaling at least 16.0-20.0 hours:

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

Marketing Elective to be chosen from:

- MKT 320 Principles of Advertising
- 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 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 Science of Retailing
- MKT 381 Building Financial Relationships
- MKT 382 Principles of Category Management
- MKT 383 Advanced Valuations for Business
- MKT 390 Service Marketing
- MKT 393 Marketing Internship
- MKT 395 Interactive/Internet Marketing
- MKT 398 Special Topics
- MKT 399 Independent Study
- ICS 350 International Business Seminar

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 376 Effective Business Communication
2. MKT 377 Fundamentals of Sales and Networking
3. MKT 383 Advanced Valuations for Business
4. Sales Leadership Elective

Sales Leadership Electives to be chosen from:

- MKT 378 Sales Strategy & Technology
- MKT 379 Leadership in Sales Organizations
- MKT 380 Science of Retailing
- MKT 381 Building Financial Relationships
- MKT 382 Principles of Category Management
- MKT 398 Special Topics: Cases in Category Management

For a specific focus in Category Management, students should take:

- MKT 380 Science of Retailing
- MKT 382 Principles of Category Management
- MKT 398 Special Topics: Cases in Category Management

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

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 based on concentration and totaling at least 22.0-24.0 hours:

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

Marketing Elective to be chosen from:

- MKT 320 Principles of Advertising
- 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 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 Science of Retailing
- MKT 381 Building Financial Relationships
- MKT 382 Principles of Category Management
- MKT 383 Advanced Valuations for Business
- MKT 390 Service Marketing
- MKT 393 Marketing Internship
- MKT 395 Interactive/Internet Marketing
- MKT 398 Special Topics
- MKT 399 Independent Study
- ICS 350 International Business Seminar

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. MKT 383 Advanced Valuations for Business
6. Sales Leadership Elective

Sales Leadership Elective to be chosen from:

- MKT 378 Sales Strategy & Technology
- MKT 379 Leadership in Sales Organizations
- MKT 380 Science of Retailing
- MKT 381 Building Financial Relationships
- MKT 382 Principles of Category Management
- MKT 398 Special Topics: Cases in Category Management

For a specific focus in Category Management, students should take:

- MKT 380 Science of Retailing
- MKT 382 Principles of Category Management
- MKT 398 Special Topics: Cases in Category Management

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. Wurtzbach 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

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 and 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, a student majoring in Real Estate is required to complete the following courses totaling at least 28.0 hours:

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

RE 350, RE 352, and RE 353 must be taken in sequential order.

Real Estate Electives may be chosen from:

- ECO 310 Urban Economics
- FIN 330 Investments: Theory and Practice
- GEO 241 Geographic Information Systems I
- GEO 242 Geographic Information Systems II
- GEO 243 Remote Sensing
- GEO 244 Geographic Information Systems III

- GEO 331 Chicago: Spatial Anatomy of a Metropolis
- GEO 333 Urban Planning
- HAA 370 Contemporary Architectural Theory and Practice
- HAA 380 Chicago Architecture and Urbanism
- HSP 398 Special Topics in Hospitality (*topic must be approved for use by the Department of Real Estate*)
- 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 (*when real estate related and approved by the Department of Real Estate*)
- PSC 322 Urban Policymaking
- RE 320 Urban Planning and Public Policy
- RE 354 Real Estate Valuation
- RE 398 Special Topics in Real Estate
- SOC 347 Class, Power and Decision Making in the City
- SOC 348 The City in the Future

Courses with variable topics (such as HSP 398 or PPS 359) must be approved for use in the Real Estate major by the Department of Real Estate.

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.

Students majoring in real estate are encouraged to complete courses from the list below to further explore topics relevant to real estate. These courses are approved for use in the Liberal Studies Program Learning Domains as indicated. PPS 301 may be used as a Real Estate Elective and for the Self, Society and the Modern World requirement only if Real Estate is being completed as a second major or minor. No other courses from this list are approved for use as Real Estate Electives in the major or minor.

Arts and Literature

- HAA 280 History of Premodern Architecture
- HAA 281 History of Modern Architecture

Philosophical Inquiry

- MGT 248 Business Ethics (*also counts for Business Ethics requirement*)
- PHL 235 Philosophy and the Environment
- PHL 236 Philosophy and the City
- PHL 241 Ethics and Public Policy

Religious Dimensions

- MGT 228 Business, Ethics and Society (*also counts for Business Ethics requirement*)
- REL 227 Religious Ethics and Professional Life

Scientific Inquiry

- MAT 135 Business Calculus I (*taken in Commerce Core*)
- MAT 137 Business Statistics (*taken in Commerce Core*)
- ANT 120 Science of Archaeology
- ENV 102 Introduction to Environmental Science with lab

Self, Society and the Modern World

- GEO 103 Urbanization
- PPS 250 Issues in Neighborhood Development

- PPS 253 The Cinematic City
- PPS 255 Cities, Globalization and Public Policy
- PPS 301 Public Policy and the Political Process
- PSC 223 Urban Politics

Understanding the Past

- ECO 340 Development of Economic Thought
- GEO 233 Comparative Urbanism
- HST 237 History of the City of Rome
- HST 240 History of Chicago
- HST 254 American Urban History

Degree Requirements

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.

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

Minor Requirements

Declaration Requirements

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

- A minimum cumulative DePaul grade point average of 2.7
- A minimum Real Estate grade point average of 2.7
- No grade of IN, R, M or lower than C- in any RE course or course used toward the Real Estate minor
- Completion of FIN 310 and RE 350 with a minimum grade of B-

Commerce students declare the minor by completing an application through the Commerce Undergraduate Program Office.

Non-Commerce students declare the minor through their home college or school.

Course Requirements

In addition to FIN 310, a student minoring in Real Estate is required to complete the following courses totaling at least 16.0 hours:

1. RE 350 Real Estate Analysis
2. RE 352 Real Estate Finance
3. RE 353 Real Estate Investment
4. Real Estate Elective

RE 350, RE 352, and RE 353 must be taken in sequential order.

Real Estate Electives may be chosen from

- ECO 310 Urban Economics
- FIN 330 Investments: Theory and Practice
- GEO 241 Geographic Information Systems I
- GEO 242 Geographic Information Systems II
- GEO 243 Remote Sensing
- GEO 244 Geographic Information Systems III
- GEO 331 Chicago: Spatial Anatomy of a Metropolis
- GEO 333 Urban Planning

- HAA 370 Contemporary Architectural Theory and Practice
- HAA 380 Chicago Architecture and Urbanism
- HSP 398 Special Topics in Hospitality (*topic must be approved for use by the Department of Real Estate*)
- 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 (*when real estate related and approved by the Department of Real Estate*)
- PSC 322 Urban Policymaking
- RE 320 Urban Planning and Public Policy
- RE 354 Real Estate Valuation
- RE 398 Special Topics in Real Estate
- SOC 347 Class, Power and Decision Making in the City
- SOC 348 The City in the Future

Courses with variable topics (such as HSP 398 or PPS 359) must be approved for use in the Real Estate minor by the Department of Real Estate.

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 minor does not offer or accept a for-credit internship course.

Degree Conferral Requirements

All Real Estate courses and any courses used toward the Real Estate minor 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	72-76	hours
Major Program	24-44	hours
Open Electives	2-22	hours
Total hours required	192	hours

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 totaling at least 74.0 hours are required:

Commerce Core

- ACC 101 Introduction to Accounting I
- ACC 102 Introduction to Accounting II

- ECO 105 Principles of Microeconomics
- ECO 106 Principles of Macroeconomics
- FIN 310 Introduction to Finance
- MGT 300 Management Concepts and Practices I
- MGT 301 Management Concepts and Practices II
- MIS 140 Management Information Systems
- MKT 301 Principles of Marketing
- MKT 310 Consumer Behavior
- MAT 135 Business Calculus I (*taken in Liberal Studies Program: Scientific Inquiry*)
- MAT 136 Business Calculus II
- MAT 137 Business Statistics (*taken in Liberal Studies Program: Scientific Inquiry*)
- Business Law (*one course required: see note below for selection*)
 - BLW 201 Legal and Ethical Aspects in the Business Environment
 - HSP 207 Hospitality Law & Ethics
- Commerce Capstone (*one course required: see note below for selection*)
 - ICS 394 Entrepreneurship Strategy
 - ICS 395 Management Strategy
 - ICS 396 Hospitality Strategy
- Communication (*one course required: see note below for selection*)
 - CMNS 201 Business and Professional Communication
 - MKT 376 Effective Business Communication
- Global Business Perspective (*one course required*)
 - ECO 316 European Economic History
 - ECO 333 Topics in Global Economies
 - ECO 334 Understanding China's Economy
 - ECO 360 Economics of Low-Income Countries
 - ECO 361 International Trade
 - ECO 362 International Monetary Economics
 - ECO 398 Special Topics: Comparative Economic Systems
 - FIN 340 International Finance
 - FIN 398 Special Topics: Islamic Banking
 - 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
- Money and Banking (*one course required: see note below for selection*)
 - ECO 315 Introduction to Money and Banking
 - FIN 320 Money and Banking
- Professional Writing (*one course required*)
 - WRD 202 Professional Writing for Business (*2 hours*)
 - WRD 204 Technical Writing
 - WRD 206 Introduction to Professional Writing
 - WRD 301 Writing in Workplace Contexts

The following courses and requirements must be completed with a minimum grade of C-: ACC 101, ACC 102, ECO 105, ECO 106, MAT 135, MAT 136, MAT 137, Business Law, and Professional Writing. In addition, 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-. **ACC 101** requires the corequisite course ACC 100 Principles Accounting Lab.

MAT 135 may be replaced by MAT 150 or MAT 160.

MAT 136 may be replaced by MAT 151 or MAT 161.

MAT 135 and MAT 136 may be replaced by the sequence of MAT 147, 148, and 149; if done, an additional Scientific Inquiry course must be added to the degree plan.

MAT 137 may be replaced by MAT 348 or MAT 351; if done, an additional Scientific Inquiry course must be added to the degree plan.

MAT 135, MAT 136, and MAT 137: A student is expected to complete the math sequence in the first year of study.

Business Law: Hospitality Leadership majors must take HSP 207; use of HSP 207 is limited to Hospitality Leadership majors. All other Commerce majors must take BLW 201. A student majoring in Hospitality Leadership and a second Commerce major must complete both HSP 207 and BLW 201.

Commerce Capstone: Management majors completing the Entrepreneurship concentration must take ICS 394. Hospitality Leadership majors must take ICS 396; use of ICS 396 is limited to Hospitality Leadership majors.

Communication: Marketing majors and any students minoring in Sales Leadership must complete MKT 376.

Global Business Perspective: If the course used for GBP is also used in the major, an additional major elective or open elective is required.

Money and Banking: Finance majors and minors must take FIN 320 instead of ECO 315.

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

Liberal Studies Requirements

First Year Program	
Chicago Quarter	LSP 110 or LSP 111
Focal Point	LSP 112
Writing	WRD 103* and WRD 104*
Quantitative Reasoning & Technological Literacy	Not Required
Sophomore Year	
Multiculturalism in the US	LSP 200
Junior Year	
Experiential Learning	Required **
Senior Year	
Capstone	ICS 392*
Learning Domains	
Arts and Literature (AL)	3 Courses Required
Philosophical Inquiry (PI)	2 Courses Required (See note below)
Scientific Inquiry (SI)	3 Courses Required: - MAT 135 or MAT 150 or MAT 160 - MAT 137 - 1 SI Lab
Self, Society and the Modern World (SSMW)	1 Course Required (must not be an ECO course)

Religious Dimensions (RD)	2 Courses Required (See note below)
Understanding the Past (UP)	2 Courses Required
Notes:	PHL/MGT 248 is required in PI or REL/MGT 228 is required in RD *Students must earn C- or better in this course. ** Students majoring in Hospitality Leadership are required to complete the sequence of HSP 303/304 in order to receive Junior Year Experiential Learning credit.

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.

Effective Summer 2010, changes were made to the liberal studies domain requirements allowing for more flexibility. Current students may also benefit from the less restrictive LSP domain requirements. Please note that the change is reflected in this liberal studies requirement grid.

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 or specialization 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:

- All requirements for the major program must be completed as specified by the major department
- The number of hours required for completion of a major varies by program
- Majors that require fewer than 30 hours for completion may necessitate completing

- additional courses to earn the minimum 192 hours required for the degree
- When majors require more than 30 hours for completion, the courses taken beyond the first 30 hours 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

Additional Majors, Concentrations, and Specializations within the College of Commerce For all students pursuing additional major programs, concentrations, and specializations in the College of Commerce, the following requirements must be completed:

- Courses may not be shared between majors unless specifically approved for such use by the programs involved. Notes on shared course use between Accountancy and Finance are found in the catalog section for each program
- At least 50% of the courses used for the completion of a second concentration or specialization must be unique to the completion of that concentration or specialization
- A course taken as part of an additional major, concentration, or specialization may be used toward a secondary purpose in the degree plan, such as an Open Elective
- Some combinations of majors, concentrations, and specializations are prohibited as noted in the requirements for the 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 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 with the exception of specially approved programs
- 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 be used to satisfy a **Religious Dimensions** requirement.

In addition to satisfying the Business Ethics requirement, MGT 248 or PHL 248 may be used to satisfy a **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 student's 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 COC's 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.

The Management Development Center provides 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. Our programs include both open enrollment and customized on-site courses covering a variety of traditional and emerging business topics.

Programs Include:

- Basic Management Skills
- MBA Primer
- Project Management Certificate Program
- Purchasing & Supply Management Certificate Program
- Six Sigma Green Belt
- Supply Chain Management Certificate Program
- Sustainability for Business

For more information on the center and a complete list of programs, contact the Management Development Center; DePaul University, 14 E. Jackson Boulevard, Suite 1010, Chicago, IL 60604; (312) 362-5295 or visit our website at www.cpe.depaul.edu/mdc .

[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 , 312/362-6298).

