Texas A&M University-San Antonio

College of Business
Graduate Studies Programs

Information Packet
Welcome to the College of Business!

It will be an exciting journey and we are proud you have chosen to be a Business Student. The College of Business at Texas A&M University-San Antonio prepares students for successful careers in the business world. Our Bachelor’s and Master’s degree programs can help enhance job placement potential and advancement. We currently offer bachelor’s degrees in accounting, computer information systems, general business, finance, management and marketing. Once you have completed your Bachelor of Business Administration degree we strongly encourage you to continue on your path into our Master of Business Administration (MBA) and Professional Accounting (MPA) programs. Both the undergraduate and graduate level offer evening and Saturday classes and are designed to fit the schedules of working professionals.

The College of Business is located in southeast San Antonio, at Brooks City-Base where we conduct most of our Business classes. Our low student-to teacher ratio and experienced faculty allow us to provide a solid, student-focused learning environment. We proudly offer the lowest university tuition rates in San Antonio while carrying on the Texas A&M System reputation. The College of Business offers a 100% electronic book (e-book) based curriculum that enables our students to have access beginning the first day of classes. The iPad rental program for Business students encourages convenience and an easy connection to Blackboard and e-books. We look forward to helping you on your path towards continued success!

College of Business Mission Statement

The Mission of the College of Business at Texas A&M University-San Antonio is to prepare a diverse student population for professional-level, global business careers in a student-centered learning environment through the dynamic use of technology, development and application of practitioner-oriented research and a shared commitment to community involvement with local business and organizations.

College of Business Administration & Staff

College of Business Dean: Dr. Tracy Hurley
College of Business Chair: Dr. Syed Harun
Office Manager: Ms. Cynthia K. Lee
Administrative Assistant: Mr. Rene Castillo

College of Business Advising Staff

Undergraduate Academic Advisor: Ms. Melissa Guerra mguerra@tamusa.tamus.edu
Undergraduate Academic Advisor: Ms. Gloria Ramos gramos@tamusa.tamus.edu
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BAAS Advisor: Debra Leal daleal@tamusa.tamus.edu
Texas A&M University-San Antonio  
Academic Calendar for Academic Year 2013-2014

Dates and times subject to change.  
Official Calendar and Registration information appears each semester with the Class Schedule.

**Fall Semester 2013**

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aug. 6</td>
<td>Emergency Loan available for fall</td>
</tr>
<tr>
<td>Aug. 9</td>
<td>Undergraduate NEW Student Orientation</td>
</tr>
<tr>
<td>Aug. 17</td>
<td>Undergraduate NEW Student Orientation</td>
</tr>
<tr>
<td>Aug. 18</td>
<td>Undergraduate NEW Student Orientation</td>
</tr>
<tr>
<td>Aug. 19</td>
<td>New International Student Orientation/Registration</td>
</tr>
<tr>
<td>Aug. 19</td>
<td>A $35 fee will be assessed for paying after this date.</td>
</tr>
<tr>
<td>Aug. 22 – 5 p.m.</td>
<td>Drop for Non-Payment</td>
</tr>
<tr>
<td>Aug. 23</td>
<td>Last Day for students withdrawing to receive 100% refund and responsible for 0% of tuition</td>
</tr>
<tr>
<td>Aug. 24</td>
<td>First Day of Saturday Classes</td>
</tr>
<tr>
<td>Aug. 26</td>
<td>First class day</td>
</tr>
<tr>
<td>Aug. 30</td>
<td>Graduation Application Fee Payment Deadline</td>
</tr>
<tr>
<td>Sept. 2</td>
<td>Labor Day-Holiday</td>
</tr>
<tr>
<td>Sept. 3</td>
<td>Application for Spring 2014 graduation can be submitted</td>
</tr>
<tr>
<td>Sept. 11</td>
<td>Census Date. NO REGISTRATION BEYOND THIS POINT</td>
</tr>
<tr>
<td>Sept. 12</td>
<td>Students Dropped for Non-Payment will be accessed a $363 Reinstatement Fee if reinstating on or after this date.</td>
</tr>
<tr>
<td>Sept. 11</td>
<td>Deadline for students who have applied for Fall 2013 graduation to complete Change of Name and/or Change of Major form(s) at the Welcome Center</td>
</tr>
<tr>
<td>Oct. 25</td>
<td>Fall Emergency Loan Due</td>
</tr>
<tr>
<td>Oct. 31</td>
<td>Title IV 60% of semester</td>
</tr>
<tr>
<td>Nov. 1</td>
<td>Last day to drop with an automatic “Q”</td>
</tr>
<tr>
<td>Nov. 1</td>
<td>Last day for students to apply for Spring 2014 graduation</td>
</tr>
<tr>
<td>Nov. 4</td>
<td>Registration for Spring 2014 Semester begins</td>
</tr>
<tr>
<td>Nov. 26-30</td>
<td>Thanksgiving Holiday</td>
</tr>
<tr>
<td>Dec. 2</td>
<td>Application for Summer 2014 graduation can be submitted</td>
</tr>
<tr>
<td>Dec. 3</td>
<td>Emergency Loan available for Spring</td>
</tr>
<tr>
<td>Dec. 6</td>
<td>Last day to drop a course or withdraw from the university</td>
</tr>
<tr>
<td>Dec. 7</td>
<td>Last Day of Class</td>
</tr>
<tr>
<td>Dec. 9-14</td>
<td>Final Exams</td>
</tr>
<tr>
<td>Dec. 17</td>
<td>Commencement</td>
</tr>
<tr>
<td>Dec. 17</td>
<td>All grades for fall 16-week session due by noon via the Jaguar Connect 2013-2014 Academic Calendar</td>
</tr>
</tbody>
</table>
Spring Semester 2014
Dec. 2 Application for Summer 2014 graduation can be submitted
Dec. 5 Emergency Loan available for spring
Jan. 6 A $35 fee will be assessed for paying after this date.
Jan. 9 – 5 p.m. Drop for Non-Payment
Jan. 10 Last Day for students withdrawing to receive 100% refund and responsible for 0% of tuition
Jan. 10 New International Student Orientation/Registration
Jan. 10 Undergraduate NEW Student Orientation
Jan. 11 Undergraduate NEW Student Orientation
Jan. 11 First Day of Saturday Classes
Jan. 13 First class day
Jan. 13 Graduation Application Fee Payment Deadline
Jan. 18-20 Martin Luther King Holiday
Jan. 21 Permission from Academic Department required to register for classes
Jan. 29 Census Date. NO REGISTRATION BEYOND THIS POINT
Jan. 29 Deadline for students who have applied for Spring 2014 graduation to complete Change of Name and/or Change of Major form(s) at the Welcome Center
Jan. 30 Students Dropped for Non-Payment will be accessed a $363 Reinstatement Fee if reinstating on or after this date.
Feb. 3 Last day for students to apply for Summer 2014 graduation
Feb. 28 Spring Emergency Loan Due
Mar. 3 Application for Fall 2014 graduation can be submitted
Mar. 10-15 Spring Break – No Classes
Mar. 31 Title IV 60% of semester
Apr. 1 Last day to drop with an automatic “Q”
Apr. 7 Registration for Summer 2014 Semester begins
May 2 Last day to drop a course or withdraw from the university
May 5 Last Day of Class
May 6-12 Final Exams
May 14 All grades for Fall 16-week session due by noon via the Jaguar Connect
May 16 Spring Commencement
May 21 Registration for Fall 2014 Semester begins
Jun. 2 Last day for students to apply for Fall 2014 graduation 2013-2014 Academic Calendar
**10-Week Summer Session 2014**

- May 5 Emergency Loan available for summer
- May 24 Undergraduate NEW Student Orientation
- May 27 Summer Sessions Payment Due. A $35 fee will be assessed for paying after this date.
- May 29 – 5 p.m. Drop for Non-Payment
- Jun. 2 First day of class
- Jun. 2 Last day for students to apply for Fall 2014 graduation
- Jun. 19 Census Date
- Jun. 20 Students Dropped for Non-Payment will be accessed a $363 Reinstatement Fee if reinstating on or after this date.
- Jun. 12 Title IV 60%
- Jul. 4 Holiday- no class
- Jul. 14 Last day to drop a course with an automatic “Q”
- Jul. 31 Summer Emergency Loan Due
- Aug. 6 Last day to drop a course or withdraw from the university
- Aug. 6 Last day of class
- Aug. 7 Final Exams
- Aug. 12 All Grades for 10-Week Summer Session Due by Noon via Jaguar Connect

**8-Week Summer Session 2014**

- May 5 Emergency Loan available for summer
- May 24 Undergraduate NEW Student Orientation
- May 27 Summer Sessions Payment Due. A $35 fee will be assessed for paying after this date.
- May 29 – 5 p.m. Drop for Non-Payment
- Jun. 2 First day of class
- Jun. 2 Last day for students to apply for Fall 2014 graduation
- Jun. 10 Census Date
- Jun. 11 Students Dropped for Non-Payment will be accessed a $363 Reinstatement Fee if reinstating on or after this date.
- Jul. 3 Title IV 60%
- Jul. 4 Holiday- no class
- Jul. 7 Last day to drop a course with an automatic “Q”
- Jul. 23 Last day to drop a course or withdraw from the university
- Jul. 24 Last day of class
- Jul. 25 Final Exams
- Jul. 29 All Grades for 8-Week Summer Session Due by Noon via Jaguar Connect
- Jul. 31 Summer Emergency Loan Due 2013-2014 Academic Calendar
First 5-Week Summer Session 2014
May 5 Emergency Loan available for summer
May 24 Undergraduate NEW Student Orientation
May 29 – 5 p.m. Drop for Non-Payment
Jun. 2 First day of class
Jun. 2 Last day for students to apply for Fall 2014 graduation
Jun. 5 Census Date
Jun. 6 Students Dropped for Non-Payment will be accessed a $363 Reinstatement Fee if reinstating on or after this date.
Jun. 23 Title IV 60%
Jun. 24 Last day to drop a course with an automatic “Q”
Jul. 1 Last day to drop a course or withdraw from the university
Jul. 2 Last day of class
Jul. 3 Final exams
Jul. 4 Holiday- no class
Jul. 8 All Final 1st 5-Week Summer Session grades Due by Noon via Jaguar Connect
Jul. 31 Summer Emergency Loan Due

Second 5-Week Summer Session 2014
May 5 Emergency Loan available for summer
Jun. 2 Last day for students to apply for Fall 2014 graduation
Jun. 14 Undergraduate NEW Student Orientation
Jul. 2 – 5 p.m. Drop for Non-Payment
Jul. 7 First day of class
Jul. 10 Census Date
Jul. 11 Students Dropped for Non-Payment will be accessed a $363 Reinstatement Fee if reinstating on or after this date.
Jul. 28 Title IV 60%
Jul. 29 Last day to drop a course with an automatic “Q”
Jul. 31 Summer Emergency Loan Due
Aug. 5 Last day to drop a course or withdraw from the university
Aug. 6 Last day of class
Aug. 7 Final exams
Aug. 12 All Final 2nd 5-Week Summer Session grades Due by Noon via Jaguar Connect
Registering for Classes

In order to register for classes a “permit form” must be submitted. Your advisor will review your course work in order to verify the pre-requisites have been completed. Below is a sample permit form. The form is accessible via the College of Business webpage and in the advisor office, room 180-B. Processing will take two business days.

How to

Please visit, www.tamusa.tamus.edu > click on Jaguar Connect > Log in > Enter your K-number and PIN (instructions on web page) > Registration > Look up Classes > Select a term (i.e.: Spring 2014 San
Antonio) Submit > Select a Subject > Course Search > Select a Course > View sections > Select the box in front of the CRN (C identifies a closed class) and choose Register or Add to Worksheet

Confirm your Semester Schedule:

Return to the Home Menu > click Registration > Student Detail Schedule > Select a Term > Submit
Be sure to confirm course delivery and location.
Master of Professional Accounting (MPA) Program Core Courses

ACCOUNTING (ACCT)

5307. Accounting Information Systems. 3(3-0)
Requirements, constraints, elements and considerations in design, implementation, auditing and housekeeping of accounting systems in relation to the total information systems for business decisions on a computerized data processing basis.

5308. Accounting Ethics. 3(3-0)
Application of ethical theory, philosophy and principles including the concepts of ethical reasoning, integrity, objectivity, independence and other core values.

5312. Seminar in Financial Accounting. 3(3-0)
Theoretical structure of accounting, controversial and contemporary issues. Emphasis on the development of generally accepted accounting principles. Prerequisites: ACCT 3314 and ACCT 4314 or equivalent.

5314. Advanced Accounting Problems. 3(3-0)
Accounting principles for partnerships, estates and trusts, debt restructuring, reorganizations and liquidations, interim financial reporting and segmentation, foreign currency transactions and translation, leverage buyouts. Prerequisite: ACCT 3312 or equivalent.

5316. Advanced Income Tax Problems. 3(3-0)
Particular attention given to tax regulations applicable to partnerships and corporations together with preparation of federal income tax returns for such businesses. Consideration also given to federal gift and estate tax. Prerequisite: ACCT 4308/3305 or equivalent.

5319. Special Problems in Accounting. 3(3-0)
Study, research or internship in accounting. May be repeated once for credit. Prerequisite: consent of instructor.

5327. Advanced Auditing. 3(3-0)
Audit program planning and special reports, auditing topics. Prerequisite: ACCT 4311 or equivalent.

5337. International Accounting. 3(3-0)
An overview of international accounting. A review of exchange rates and international economics. Examination of accounting practices in various countries, with emphasis on U.S.-based multinational corporations.
5341. Advanced Cost/Managerial Accounting. 3(3-0)
Planning and control of cost elements; analysis of costs and profits; and current topics in cost/managerial accounting. Prerequisite: ACCT 3314 or equivalent.

5350. Internship in Accounting. V:1-3
An off-campus learning experience allowing the application of accounting skills in an actual work setting. This course will count towards the hours required for the CPA exam only if the internship requirements set by the State Board of Public Accountancy are met. Prerequisites: approval of a faculty coordinator, department chair, and College of Business Dean.

Master of Business Administration (MBA) Program Core and Graduate Business Electives

ACCOUNTING (ACCT)

5150. Foundations of Financial Accounting. 1.5(1.5-0)
An introduction to financial accounting principles and procedures for graduate students with limited background in accounting or business. The course will include the study of the measurement and reporting issues and their effect on revenue and expense recognition, equity, and other related items.

5151. Foundations of Managerial Accounting. 1.5(1.5-0)
An introduction to managerial accounting principles and procedures for graduate students with limited background in accounting or business. The course will include the study of managerial accounting issues, including enterprise planning and control. Prerequisite: ACCT 5150 or equivalent.

5311. Seminar in Managerial Accounting. 3(3-0)
Introduction to managerial accounting as it is used to plan, evaluate and control an organization. Emphasis on budgeting, standard costing and analysis of costs and profits. Prerequisite: ACCT 5150 and ACCT 5151 or equivalent.

BUSINESS ADMINISTRATION (BUAD)

5150. Foundations of Business Statistics. 1.5(1.5-0)
An introduction to business statistics for graduate students with limited background in statistics or business. The course will include the study of statistical methods as applied to business and economic problem analysis including descriptive and inferential statistics.

COMPUTER INFORMATION SYSTEMS (CISA)

5309. Computer Technology and its Applications. 3(3-0)
Study of computer hardware and software technology with emphasis on price versus performance issues and matching system capabilities to intermediate and advanced business applications.
5310. Organization and Management of Business Databases. 3(3-0)
A study of important issues in the design and implementation of databases for business enterprises with emphasis on the relational model. Study of non-relational database models such as object-oriented, hierarchical and network. Hands-on experience will be provided using a current rational database product. Prerequisite: CISA 5309 or permission of the instructor.

5311. Project Management. 3(3-0)
This course examines the concepts, principles, and applications of project management in the business environment, including the study of project management procedures, project management tools, organizational structure, management of project team members, and the planning, organizing, and control activities necessary for good project. Cross-listed with MGMT 5311.

5312. Risk Management. 3(3-0)
This course is an overview of the basic components of risk as they pertain to technical projects. Topics include risk identification, risk impact analysis, risk response planning, mitigating risk, and risk management techniques. Cross listed with MGMT 5312. Prerequisite: CISA./MGMT 5311

5320. Decision Support Systems. 3(3-0)
A study of computer-based systems that support unstructured and semi-structured decision-making by individuals or groups. These systems include: decision support systems, group decision support systems, executive information systems and expert systems. Prerequisite: CISA 5309 or permission of the instructor.

5321. Information Security. 3(3-0)
This course examines the concepts, principles, and applications of computer security in the business environment including Privacy, Information Security, and Critical Infrastructure. This course explores the knowledge and skills needed to ensure security of information and information systems within organizations. It focuses on concepts and methods associated with security across several systems platforms, including internal and Internet-based systems. The course utilizes a world view to examine critical infrastructure concepts as well as techniques for assessing risk associated with accidental and intentional breaches of security in a global network. It introduces the associated issues of ethical uses of information and of privacy considerations.

5322. Information Policy Assurance. 3(3-0)
This course explores information security policies. The course includes both sociological and psychological issues in policy implementation in general, a dialogue on information security specific policies, the structure of a policy, and the lifecycle of policy from creation to enactment. The course also exposes the student to issue specific policies in different domains of security to assist the students learn in context of real life situations. Prerequisite: CISA 5321 or consent of instructor.

5323. Computer Forensics. 3(3-0)
This course is an overview of the methods and tools utilized for collecting and preserving electronic digital evidence for the computer forensic process. Topics include the forensic examination, analysis, and report writing; and preparing for courtroom testimony about the forensic results. Prerequisite: CISA 5321 or consent of instructor.
5323. Computer Forensics. 3(3-0)
This course is an overview of the methods and tools utilized for collecting and preserving electronic
digital evidence for the computer forensic process. Topics include the forensic examination, analysis, and
report writing; and preparing for courtroom testimony about the forensic results. Prerequisite: CISA 5321
or consent of instructor.

5324. Risk Analysis. 3(3-0)
This course examines concepts of risk analysis, risks in engineered systems; environmental risks, security
risks; methods of risk analysis, fault trees and event trees; quantification of probabilities, use of data,
models, and expert judgments; risks and decisions, interlinking risk analysis with risk management;
applications to homeland security decisions. Prerequisite: CISA 5321 or consent of instructor.

5325. Network Security. 3(3-0)
The course explores mechanisms for protecting networks against attacks with an emphasis placed on
network security applications for the Internet and corporate networks. The course also investigates
various networking security standards and explores methods for enforcing and enhancing those standards.
Prerequisite: CISA 5321 or consent of instructor.

5330. Telecommunications. 3(3-0)
A study of concepts, principles and technologies allowing the integration of information and
telecommunications systems to support the internal and external activities of business enterprises.
Prerequisite: CISA 5309 or permission of the instructor.

5331. Enterprise Resource Planning Systems. 3(3-0)
This course examines the concepts, principles, and applications of Enterprise Resource Planning (ERP)
systems. This course helps students understand the key processes of business organizations. It also
improves the student’s understanding of how key business processes are managed and integrated in
t进货 level software used by large organizations. Crosslisted with ACCT 5307.

5332. Business Intelligence/Data Mining. 3(3-0)
This course provides an integrative foundation in the field of business intelligence and data mining. It
focuses business data warehousing multidimensional data modeling, online analytic processing, business
reporting and planning, data mining, along with other advanced topics relevant to the field of business
intelligence. Prerequisites: Successful completion of ACCT 4317, ACCT 5307, CISA 4331, CISA 4334,
CISA 5331 or CISA 5334.

5333. Supply Chain Integration. 3(3-0)
Supply chain management is the successful cross-functional integration of key business processes from
the original suppliers of products, services, and information through the firm to its customers and
stakeholders with an emphasis on value-added benefits. This course emphasizes the use of information
technology in the supply chain management process. Cross-listed with MGMT 5333. Prerequisite: CISA
5331 or consent of instructor.

5334. Business Process Integration. 3(3-0)
The course provides a foundation for information system professionals who are often called upon to
configure and integrate business processes. Information system professionals are often called upon to
install and configure computer information systems including packages such as SAP. They must also
demonstrate an understanding of how data is shared throughout the organization. This course helps
students understand the key processes of business organizations. It also improves the student’s
understanding of how key business processes are managed and integrated in enterprise level software used by large organizations. Prerequisite: CISA 5331 or consent of instructor.

5340. Systems Analysis, Design and Implementation. 3(3-0)
A study of systems analysis, design and implementation techniques that can be used to analyze and improve or create organizational information and communications systems. Prerequisite: 9 credit hours of graduate level courses in CISA or computer science or permission of the instructor.

5359. Special Problems in Computer Information Systems. 3(3-0)
Study, research or internship in CISA. May be repeated once for credit. Prerequisite: consent of instructor.

ECONOMICS (ECON)

5150. Foundations of Macroeconomics. 1.5(1.5-0)
An introduction to the principles of macroeconomics for graduate students with limited background in economics or business. The course will include the study of aggregate demand and supply analysis for the determination of output, employment, inflation and economic growth. The role of fiscal and monetary policy will be examined with a focus on the current policy debates.

5151. Foundations of Microeconomics. 1.5(1.5-0)
An introduction to the principles of microeconomics for graduate students with limited background in economics or business. The course will include the study of supply and demand, price theory, competition and market structure, market failure and the role of government and other economic issues.

5302. Microeconomic Analysis. 3(3-0)
An intensive study of microeconomic theory in both its partial equilibrium and general equilibrium aspects. Topics covered include concepts and techniques of economic analysis; theory of consumer choice; theory of the firm, of capital and interest; theory of markets and exchange; factor price determination and functional income distribution. Prerequisites: ECON 5150 and ECON 5151 or equivalent.

5304. Macroeconomic Analysis. 3(3-0)
Analytical tools of advanced contemporary macroeconomics. Determination of the level of aggregate income; investment, money, interest and prices; wages, prices and employment. Prerequisites: ECON 5150 and ECON 5151 or equivalent.

5329. Managerial Economics. 3(3-0)
Microeconomic theory applied to managerial decision-making, relating managerial economics to finance and other business disciplines. Prerequisites: ECON 5150 and ECON 5151 or equivalent.

5331. Monetary Economics. 3(3-0)
The history, nature, and scope of money and monetary policy in the economy. The principles, problems, and the structure of the US monetary system, operations of commercial banks, the regulation and control of the supply of money and credit, and the organization of the Federal Reserve System. The role of monetary theory and the conduct and effectiveness of monetary policy. Prerequisites: ECON 5150 and ECON 5151 or equivalent.
5334. International Economics. 3(3-0)
International trade theory and policy including barriers to trade and international monetary economics such as balance of payments and the exchange rate theory. Focusing on trade models, it will address questions such as why countries trade, what gains are from trade, and what determines trade patterns. Formation of trade unions, tariffs, quotas and other non-tariff barriers to trade. Reasons and consequences of rising trade deficits in the United States. Prerequisites: ECON 5150 and ECON 5151 or equivalent.

5349. Special Problems in Economics. 3(3-0)
Special studies or internship in economics. May be repeated for credit.

FINANCE (FINC)

5150. Foundations of Finance. 1.5(1.5-0)
An introduction to the principles of finance for graduate students with limited background in finance or business. The course will focus on the basic foundations of financial management of corporations and will include the study of valuation methods for financial assets, relationship between risk and return, the methods and procedures used in capital budgeting and financing of a corporation.

5331. Managerial Finance. 3(3-0)
An advanced study of the theoretical framework of corporate financial management. Combines theory and case analysis to integrate principles with practice. Emphasis on the relevant theory and the application of theory to managerial problems. Applies concepts of corporate finance, accounting principles and quantitative analysis. Prerequisite: FINC 5150 or equivalent.

5336. Investment Analysis. 3(3-0)
A study of the financial markets, investment theory, security valuation, investment goals and portfolio selection. Professional investment management techniques are examined in the context of modern portfolio theory. A unified systems approach is adopted for investment selection and control. Prerequisite: FINC 5331.

5339. Special Problems in Finance. 3(3-0)
Special studies or internship in finance. May be repeated once for credit.

5341. Financial Markets & Institutions. 3(3-0)
Nature and role of financial markets and institutions in the U.S. economy. Determinants of savings, investments, interest rates, and flow of funds. Role of regulatory agencies and regulations governing financial markets and institutions. Studies of various money and capital market instruments and institutions. Prerequisite: FINC 5331.

5342. International Financial Management. 3(3-0)
Financial management of the multinational firms. The determinants of exchange rates and the management of exchange rate risk. The financial analysis and control of foreign investment decisions, management of working capital, participation in the international capital markets, financing of international trade, and management of corporate risk. Prerequisite: FINC 5331.

5360. Financial Derivatives. 3(3-0)
Structure of the options and futures markets and the trading system of derivatives. Options and futures pricing theory. Analysis of hedging strategies using options and futures. Role of options and futures
trading strategies as part of portfolio management, performance evaluation, and investment planning. Prerequisite: FINC 5336.

5362. Corporate Valuation & Strategy. 3(3-0)
Corporate financial analysis of valuations and investments, capital budgeting and financing, credit and debt management, risk assessment and management. The techniques and issues involved in strategic long-term investment decisions. Analysis of the concepts of the cost of capital and financial structure, dividend policy, forecasting, cash flow analysis, short-term and long-term financial planning. Prerequisite: FINC 5331.

MANAGEMENT (MGMT)

5150. Foundations of Management. 1.5(1.5-0)
An introduction to the principles of management for graduate students with limited background in management or business. The course will include the study of organizations and the people within them. In addition, topics central to the management of efficient business processes and operations will be examined.

5311. Project Management. 3(3-0)
This course examines the concepts, principles, and applications of project management in the business environment, including the study of project management procedures, project management tools, organizational structure, management of project team members, and the planning, organizing, and control activities necessary for good project. Cross-listed with CISA 5311.

5312. Risk Management. 3(3-0)
This course is an overview of the basic components of risk as they pertain to technical projects. Topics include risk identification, risk impact analysis, risk response planning, mitigating risk, and risk management techniques. Cross listed with CISA 5312. Prerequisite: CISA/MGMT 5311.

5322. Seminar in Management. 3(3-0)
Philosophy and concepts underlying modern management. Prerequisite: MGMT 5150 or equivalent.

5324. Total Quality & Lean Management. 3(3-0)
The design, evaluation, employment, and integration of total quality and lean management principles and practices within a supply chain environment. Includes customer focus, statistical process control, design for quality, waste reduction, continuous improvement, standardized work, workplace organization, set-up time reduction, lot size reduction, preventive maintenance, management and workforce practices, and pull production systems are emphasized.

5325. Management Science. 3(3-0)
Analysis of management science approach to business decisions. Emphasis on problem formulation, solution generation and sensitivity analysis of solution. Various specific tools and techniques will be covered each semester. Prerequisites: BUAD 5150 or equivalent.

5329. Special Problems in Management. 3(3-0)
Special studies or internship in management. May be repeated once for credit.
5330. Purchasing & Supply Management. 3(3-0)
Study of the procurement of goods and services resulting from internal needs assessment, and the application of principles of negotiation, purchasing processes, vendor relationship concepts, contract management, receiving, inventory and materials management, and production control, in a supply chain environment with domestic and international suppliers.

5333. Supply Chain Integration. 3(3-0)
Supply chain management is the successful cross-functional integration of key business processes from the original suppliers of products, services, and information through the firm to its customers and stakeholders with an emphasis on value-added benefits. Content areas included management of demand determination and purchasing, resources and materials, quality, lean, logistics and distribution, and systems integration processes. This course incorporates information technology exercises to integrate supply chain management processes. Cross-listed with CISA 5333.

5335. Advanced Business Policy. 3(3-0)
Domestic and international strategic planning using case studies and simulation. Prerequisite: 24 hours of graduate business courses or final semester of graduate study.

5337. Managerial Business Statistics. 3(3-0)
Selected statistical methods involving quality control, forecasting, sampling and other business applications using SAS software. Prerequisite: BUAD 5150 or equivalent.

5340. Organizational Development. 3(3-0)
This course focuses on planning for organizational change with emphasis on workforce engagement. Students are introduced to contemporary thinking in organization development and change theory, concepts and applications. Students will learn the process of planning for change through optimizing an organization’s architecture. The course emphasizes a process for organization query through collecting and analyzing data, diagnosing workflows, and changing work group behavior. Students will learn to design and implement work group interventions for leading and managing change.

5343. Performance Management. 3(3-0)
This course emphasizes measuring and managing performance for the high performing enterprise. The key competitive advantage in today’s globalized world lies, not in technology and products, but in its people and their collective performance. Students will learn the process for operational excellence by examining the design and implementation of a results-driven work structure. The course discusses the importance of efficient workflow, control of operational standards, alignment with key performance metrics, rewarding results, and engaging workforce behavior to achieve high-performance.

5344. Organizational Leadership. 3(3-0)
This foundational course will help students develop an understanding of leadership theory while acquiring the necessary skills and insights to become effective leaders. The course blends theory and application, and integrates contemporary ideas and practices with established scholarly research. Students will examine the roles of self leadership, and the binding relationships between leader and followers. The course considers how power, courage, vision, and morality influence leadership.

5346. Seminar in Human Resources. 3(3-0)
Advanced course permitting students to engage in independent reading and research on contemporary issues in Human Resources. Course offers students an opportunity to research recent developments to
examine underlying forces contributing to the current dialogue, legislative debate, and legal precedence in developing policy affecting the workplace.

5351. International Business Management. 3(3-0)
Strategic and management issues that arise in international management including culture, corporate strategy and structure, cross-cultural communication, behavioral, negotiation, ethical, corporate social responsibility, risk, government relations, and other management issues.

5353. Business Study Abroad. 3(3-0)
Study abroad experience in a host country/world region. Activities consist of pre-travel background studies, such as reading and discussion of host country/region; pre-travel orientation and approval of research project; host country observation of business firms; discussions with host country business executives, professors and government officials; and concludes with post-travel reports (e.g., project and/or journal of experiences).

5355. Channel Distribution. 3(3-0)
This course deals with the design and management of marketing channels. A marketing channel is viewed as an inter-organizational flow system designed to deliver products and services from manufacturers to end consumers as well as reverse flows. This course specifically covers channel design, supply chain management and strategy including alliances and other collaborative relationships in a global environment. Special focus will be placed on trust between firms and its role in establishing a competitive advantage.

5361. Healthcare Management & Marketing. 3(3-0)
Introduction to the principles of management in the healthcare environment. Role of a manager in a healthcare organization and the various skills and knowledge required of a healthcare manager and how it differs from other managers. Management principles to perform three roles of hospital manager, physician practice manager and manager of a health insurance company. Difference between for-profit systems and non-profit systems and differences in management styles as a result of varying missions.

5362. Health Policy Analysis. 3(3-0)
Introduction to the core elements of health policy analysis: problem definition; background; political, economic, and social landscape; development of policy options; and recommendations. In-depth historical background related to the health policy issues. Policy analysis in the context of topical issues in federal health policy with a focus on the federal policy-making process and key issues in health policy.

5363. Health Insurance System. 3(3-0)
Principles of health insurance systems in the United States and comparison of the US systems to other countries. History of health insurance and the difference between a variety of systems such as HMOs, PPOs, Self-funded programs, Medicare, Medicaid, Medicare Advantage, VA, and other systems. Determination of insurance company premiums. Difference between for-profit systems and non-profit systems.

5364. Public Health & Epidemiology. 3(3-0)
Introduction to the principles of epidemiology as a diagnostic discipline of population health. Emphasis on understanding epidemiological information, the concept of risk, and the tools used to evaluate health problems and policies at a population level. Prerequisite: BUAD 5150 or equivalent.
MARKETING (MKTG)

5150. Foundations of Marketing. 1.5(1.5-0)
An introduction to the principles of marketing for graduate students with limited background in marketing or business. The course will include the study of marketing goods and services by organizations and individuals in a free enterprise economy.

5314. Strategic Logistics Management. 3(3-0)
Integration of transportation, inventory, facility location, informational flow, materials handling and protective packaging activities into a system for managing physical flow of inbound and outbound products and materials.

5361. Seminar in Marketing. 3(3-0)
Marketing theory and strategy emphasizing the utilization of marketing concepts in the organization. Prerequisite: MKTG 5150 or equivalent.

5355. Brand Management. 3(3-0)
This course examines the importance of developing, supporting, and positioning a brand in an effort to develop a sustainable competitive advantage. Students will learn how brand elements (e.g. slogans, jingles, and logos) can be used to reinforce a brand’s image.

5356. Integrated Marketing Communications. 3(3-0)
To familiarize students with the various methods of marketing communication in an effort to develop a comprehensive, relevant brand image.

5357. Marketing Strategy. 3(3-0)
Examines the role of the strategic marketing process in developing sound marketing strategy. Covers the development of solid marketing plans reflective of the various marketing environments. Considers marketing both as a department and as an organizational philosophy.

5363. International Marketing Management. 3(3-0)
Study of the competitive need to globalize marketing efforts by coordinating domestic and foreign marketing programs. Covers topics from strategic formulation through implementation of marketing programs.

5369. Special Problems in Marketing. 3(3-0)
Special studies or internship in marketing. May be repeated once for credit.
MBA Program Concentrations

**Information Assurance and Security**
- CISA 5321: Information Security
  And, any three of the following courses:
  - CISA 5322: Information Policy Assurance
  - CISA 5323: Computer Forensics
  - CISA 5324: Risk Analysis
  - CISA 5325: Network Security

**Enterprise Resource Planning Systems**
- ACCT 5307/CISA 5331: Enterprise Resource Planning System
- CISA 5332: Business Intelligence/Data Mining
- CISA 5334: Business Process Integration
  And, any one of the following course:
  - CISA 5333/MGMT 5333: Supply Chain Integration
  - CISA 5311/MGMT 5311: Project Management

**Project Management**
- CISA 5311/MGMT 5311: Project Management
- CISA 5312/MGMT 5312: Risk Management
- MGMT 5344: Organizational Leadership
- MGMT 5324: Total Quality & Lean Management

**Finance**
- FINC 5336: Investment Analysis
  And, any three of the following courses:
  - FINC 5341: Financial Markets and Institutions
  - FINC 5342: International Financial Management
  - FINC 5360: Financial Derivatives
  - FINC 5362: Corporate Valuation and Strategy

**Supply Chain Management**
- MGMT 5333/CISA 5333: Supply Chain Integration
- MGMT 5311/CISA 5311: Project Management
- MGMT 5330: Purchasing and Supply Chain Management
- MGMT 5355: Channel Distribution

**Human Resources Management**
- MGMT 5340: Organizational Development
- MGMT 5343: Performance Management
- MGMT 5344: Organizational Leadership
- MGMT 5346: Seminar in Human Resources

**Healthcare Management**
- MGMT 5361: Healthcare Management & Marketing
- MGMT 5362: Health Policy Analysis
- MGMT 5363: Health Insurance System
- MGMT 5364: Population Health & Epidemiology
**International Business Management**

- ECON 5334: International Economics
- MGMT 5351: International Business Management

And, any three of the following courses with a strong emphasis on the Business Study Abroad:

- ACCT 5337: International Accounting
- FINC 5342: International Financial Management
- MKTG 5356: International Marketing Management
- MGMT 5333: Supply Chain Integration
- MGMT 5353: Business Study Abroad

**Marketing**

- MKTG 5363: International Marketing
- MKTG 5356: Integrated Marketing Communication
- MKTG 5357: Marketing Strategy
- MKTG 5369: Special Topic: Brand Management

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**GMAT Testing Information**

The Graduate Management Admissions Test (GMAT) is required for the Master of Business Administration (MBA) program at Texas A&M University-San Antonio. The GMAT exam is a computer adaptive aptitude test. For more information regarding the exam please visit [http://www.mba.com](http://www.mba.com).

To schedule your testing appointment to take the GMAT exam, please visit [http://www.mba.com](http://www.mba.com) or you can call their toll free number 1-800-717-5428.

After you complete the exam, you will receive a copy of your unofficial scores. The unofficial score report will only reflect your Verbal, Quantitative, and overall score. The Analytical Writing section is scored separately and it will not affect your overall score. Please make sure you request an official copy of your GMAT scores to be sent to Texas A&M University San Antonio MBA Part Time (school code: 7B7-9D-05).

The Pearson Professional Center is the only testing site in San Antonio which administers the exam.

**Pearson Professional Center**

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