The College of Business prepares students for careers by providing quality education in business disciplines, creating and disseminating knowledge, and assisting in Wyoming's economic development. The College of Business expects the highest level of integrity from our administration, faculty, staff, students, and alumni.

The College of Business grew from roots established in 1899 when the UW School of Commerce was founded. While the programs offered have changed over the years, the college remains firmly committed to academic excellence and positive student experiences.

The college has three academic departments: accounting; economics and finance; and management and marketing. The college also houses the College of Business Peter M. and Paula Green Johnson Career Center and Online Programs Office which are instrumental in maintaining the college's link with the business world.

The business degree programs offered by the College of Business are accredited by AACSB-International. AACSB standards ensure that College of Business students are provided comprehensive, high-quality, well-rounded degree programs. The “Common Course Work” and the “Advanced Business Standing Prerequisites” (ABS) described on the following pages have been developed to meet the AACSB accreditation standards. Per accreditation guidelines, non-College of Business majors are limited to 30 hours of business courses.

A minimum of 50% of COB courses required for the major must be taken from the degree-awarding institution.

Programs of Study
Undergraduate Degrees

Bachelor of Science
Accounting
Business administration
Business economics
Economics
Finance
Management
Marketing

Graduate Degrees
Master of Science
Accounting
Economics
Finance

Master of Business Administration
Doctor of Philosophy
Economics
Marketing with emphasis on sustainability

Student Advising
Academic Advising

All College of Business undergraduate students, except economics majors, are advised by professional academic advisers in the College of Business Academic Advising Office (COB/AAO) in room 175, Business Building. Economics students are advised by David Finnoff, room 229, Business Building. CBEC majors will be advised by COB/AAO.

Career Advising

All career advising is conducted by College of Business faculty members, and the Peter M. and Paula Green Johnson Career Center. Students are encouraged to request career advice from their assigned faculty mentor. The COB/AAO assigns students to an appropriate faculty member for career advising.

The Peter M. and Paula Green Johnson Career Center
Jo Chytka, Director

The College of Business Peter M. and Paula Green Johnson Career Center offers business students comprehensive career planning services.

Services include job search strategies, resume and interview preparation, networking, internship resources, and self-marketing skills development. Individual appointments may be scheduled by e-mail (sfarkas@uwyo.edu) or by phone, (307) 766-6271.

Student Responsibilities

College of Business students are responsible for knowing and meeting requirements for graduation. In addition to degree requirements, all College of Business students must complete the advanced business standing requirements prior to enrollment in most upper-division (3000/4000-level) College of Business courses (see Advanced Business Standing Prerequisites section).

All students must have already completed any prerequisites listed (in addition to ABS for COB students), including having the appropriate class standing. Class standing means for a 2000-level course, the student has earned a minimum of 30 hours; 3000-4000-level, the student has earned a minimum of 60 hours. Students not meeting the prerequisites are identified and administratively dropped from those courses each semester.

Requirements for the Bachelor of Science Degree

Candidates for the Bachelor of Science degree in the College of Business must meet university, college, and departmental requirements. In addition to the university requirement that degree candidates hold a minimum cumulative grade point average of 2.00, degree candidates for the B.S. degree in the College of Business also must have a minimum 2.50 cumulative grade point average and a 2.50 grade point average in College of Business courses at the time of graduation. In addition, economics majors also must hold a minimum 2.50 grade point average for all economics courses.

A minimum of fifty percent of the students’ four year program must be in non-business coursework. Up to nine hours of economics may be included in the non-business component.

College of Business degree candidates must earn a minimum of 120 semester hours depending on major including:
I. University Studies Requirements:

All first year students who enter the University of Wyoming (UW) and students who enter a Wyoming Community College (CC) are required to meet the USP 2003 requirements for graduation. Wyoming CC students transferring to UW with an Associate of Arts or Associate of Science degree will have course work evaluated per the General Education Articulation Agreement between the University of Wyoming and Wyoming Community Colleges. Non-resident transfer students and Wyoming CC transfer students without an associate’s degree will have course work evaluated on a course-by-course basis, based on all approved USP courses.

Academic advisers will help students select the appropriate courses to satisfy university studies requirements. Some College of Business requirements also meet university studies requirements.

A. Basic skills (USP 2003) Hrs.

1. Writing
   a. USP Writing I course (WA) .................3
   b. USP Writing II course—Mid-level writing or 2000-4000-level writing intensive course—Choose from list of approved courses (WB) ...............3
   c. USP Writing III course—Upper-level writing or 3000-4000-level writing intensive course—choose from list of approved courses (WC) .......3

2. Mathematics and quantitative reasoning
   a. USP Math Placement Exam at level
   b. MATH 1400 (QA) 3
   c. MATH 2350 or 2200 (QB) ....................4

3. Oral Communications
   a. COJO 1010 (O) ................................3

B. Science: Two approved courses from one or more of the following categories (one must include a lab):

1. Biological science— (SB)
   Choose from list of approved courses
2. Integrated science— (S)
   LIFE 1002
3. Physical science— (SP)
   Choose from list of approved courses
4. Earth science— (SE)
   Choose from list of approved courses
Total hours of science ........................................6

C. Intellectual Community and Information Literacy

1. ACCT 1010 (I) ........................................3
2. ACCT 1020 (I) ........................................3

D. Cultural Context: Four courses required. Must include one course from each area.

1. Humanities—Choose from list of approved courses (CH) .........................3
2. ECON 1010 & 1020 (CS) .......................6
3. Arts (CA) ...............................................3
4. Earth science— (SE)
5. Physical science— (SP)
6. Integrated science— (S)

E. U.S. & Wyoming Constitutions (V) 3

F. Diversity in US: One course required.

Choose from list of approved courses (D) ...3

G. Global Awareness:

One Course Required (G) .........................3

H. Physical Activity and Health (P) ............1

The number of hours of elective credit varies by department, and there is a limit on the number of military science courses that may be taken. ROTC courses will not count as upper division electives. Students should consult their academic advisers.

Students may not take courses for S/U (satisfactory/unsatisfactory) credit to satisfy university studies or college requirements, course requirements in the major, or courses outside the college required by the major department curriculum.

Advanced Business Standing Prerequisites

College of Business students must satisfy the following advanced business prerequisites prior to enrolling in most upper-division (3000/4000-level) College of Business courses:

1. Achieve junior standing by completing a minimum of 60 semester hours;
2. Complete 10 specific courses with a grade of C or better in each. These ten courses are: ECON 1010 and 1020, USP Writing I and II courses, ACCT 1010 and 1020, IMGT 2400, MATH 2200 and 2205 or MATH 2350 and 2355 and STAT 2050 or 2070.
3. Achieve a cumulative grade point average of at least 2.50.

Common Course Work

College of Business majors take a common set of courses that expose them to the basic concepts, processes and technical skills necessary to complete a well-rounded high quality business education. The common course work includes FIN 3250, MGT 1040, DSCI 3210, IMGT 2400, MGT 3210, 4800, MKT 3210, ACCT 1010, and 1020.

Requirements for Non-College of Business Majors

Students in non-College of Business majors who wish to enroll in College of Business upper-division courses need not meet the advanced business standing prerequisites. However, they are required to meet individual course prerequisites listed in the bulletin, including class standing. This means for 2000-level courses, they must have earned a minimum of 30 hours. For 3000-4000-level courses, they must have earned a minimum of 60 hours.

In accordance with AACSB standards, students in non-College of Business majors may take no more than 25 percent of courses (30 hours) required for their degree programs in the College of Business.

Acceptance of Transfer Credit

The College of Business complies with UW policies regarding transfer credit discussed in the front section of this bulletin. The college has special course transfer arrangements with Wyoming community colleges that allow some courses taken at community colleges at the lower-division (freshman-sophomore) level to transfer for upper-division (junior) credit. Wyoming community college transfer students should contact the College of Business Academic Advising Office for details.

Students transferring to the College of Business from community colleges outside Wyoming and non-AACSB accredited colleges and universities may validate some courses for which upper-division business credit is sought. Students transferring from other AACSB accredited colleges and universities will have their courses reviewed for transfer on a case-by-case basis.

The College of Business does not accept transfer credits for COB courses with equivalents at UW when the grade earned was less than a C.

Beginning fall 2004, students must have a minimum 2.50 grade point average to transfer into the College of Business from across campus.

Business Administration Online Program

The College of Business offers students a business administration degree accredited by AACSB International and delivered through Online UW, the university’s Internet campus. The program is designed to help students maximize their flexibility in the business world as it focuses on all functional areas in business.
After completing UW approved general education courses and business administration prerequisites at a community college or university, students are eligible to apply for admission into the online undergraduate business administration degree program.

Students will be required to apply to UW, have a 2.50 cumulative grade point average, and advanced business standing before being considered for admission into the business administration online program. The application for admission into the business administration degree program must be completed on or before March 15 for fall enrollment, October 15 for spring enrollment, and March 1 for summer enrollment. Students must also attain a 2.50 GPA for graduation for both College of Business and UW courses, and must take the ETS exam to graduate.

To ensure you the availability of required courses in this program, enrollment into courses is managed and approved by the College of Business Academic Advising office.

College of Business Minors

Minors are available to on-campus students through the College of Business in the areas of accounting, banking and financial services, business (not available to College of Business majors), decision science, economics, entrepreneurship, finance, international business, management, marketing, marketing communication, real estate finance, and sustainable business practices. Minors requirements may often be met by simply focusing the elective credits available in a student’s major.

The minors program consists of course requirements ranging from 18 to 24 hours of study. A minimum grade of C must be earned in each course. Certification of a successful minor program completion occurs as part of the CAPP progress report, and the registrar notes the completion of the minor on student transcripts. Minors must be approved by the appropriate department chair prior to graduating semester.

To earn a College of Business minor, students must first apply for admission to the minors program in the College of Business Academic Advising Office in 175 Business Building no later than the first semester of their senior year. To be admitted to College of Business minors program, students must have a minimum 2.50 cumulative UW GPA. Students must maintain a cumulative 2.50 GPA in the required College of Business courses for the minor to be awarded. Non-College of Business students must meet the individual course prerequisites listed in this Catalog, although they need not meet the advanced business standing requirements.

College of Business Student Intern Program

Local, regional, national and international internship opportunities are available to College of Business majors through the Student Intern Program located in the Peter M. and Paula Green Johnson Career Center (181 Business Building).

Internships match the needs of students for early experiences in business with the needs of participating organizations for managerial talent.

Cooperative Undergraduate Programs

The Concentration in Environment and Natural Resources

College of Business majors may earn a cross major in Environment and Natural Resources (ENR) in cooperation with the UW School of Environment and Natural Resources. The appropriate use of natural resources and awareness of environmental consequences of decisions have become major issues for business. Exposure to ideas, skills and sensibilities in these areas is critical to future business people. Students majoring in economics may elect an environment and natural resources concentration in which an economics approach to problem solving is stressed. For more information call the ENR office at (307) 766-5089.

Graduate Study

The College of Business is comprised of three academic departments: accounting, economics and finance, and management and marketing.

The faculty of these departments cooperate in the presentation of graduate work leading to the following degrees:

- Master of Business Administration
- Master of Science in Accounting
- Master of Science in Economics
- Master of Science in Economics and Finance
- Master of Science in Finance
- Doctor of Philosophy in Economics
- Doctor of Philosophy in Marketing

with an emphasis on sustainability

The College of Business faculty is firmly committed to the excellence of its graduate programs. The graduate programs in the College of Business are accredited by AACSB-International.

The three academic departments coordinate course offerings to support all of the graduate degree programs; the M.B.A. program in particular is a college-wide effort.

Minor in Environment and Natural Resources

College of Business graduate students may earn an interdisciplinary minor in environment and natural resources (ENR) in cooperation with the UW School of Environment and Natural Resources. The appropriate use of natural resources and awareness of environmental consequences of decisions have become major issues for all areas of business and economics. The School of Environment and Natural Resources is designed to move beyond the strictly disciplinary design and management of their long-term solutions. The school seeks to attract outstanding graduate students from a variety of disciplines, who are eager to pursue careers that engage other professionals, policymakers, and the public in finding innovative ways to resolve complex environmental and natural resource issues. To pursue a minor in ENR, students must first be admitted to another master's or doctoral degree program offered at the University of Wyoming. For more information call the ENR office at (307) 766-5080.

Business (BUSN)

USP Codes are listed in brackets by the 1991 USP code followed by the 2003 USP code (e.g. [M2\QB]).

2000. Introduction to International Business. 3. [G1\G] A broad survey of the field of international business which introduces basic concepts of international business activity and theory and reviews major foreign environmental forces--financial, economic and socioeconomic, physical, sociocultural, political, legal, labor, competitive and distributive--within the context of strategic management issues. Cross listed with INST 2000. Prerequisite: ECON 1010.

4540 [BADM 4540]. Global Business Issues. 1-6 (Max. 6). [G1\(none)] Designed to give students a broad overview of current issues in international business. Includes classroom instruction and may include travel to a foreign country and visits to major foreign firms. A written assignment is required. Dual listed with BUSN 5540. Prerequisite: consent of instructor. (Offered once a year)
4900. Problems in International Business. 1-4 (Max. 4). Individual projects of a research nature, under direct supervision of a professor. Written report required. Prerequisite: consent of instructor.

4910. Selected Topics in International Business. 3. For advanced students; consists of an in-depth study of a selected area of international business. Specific area(s) to be considered in any given semester are printed in the class schedule. Topics may include globalization and business, international accounting, international management and negotiation, international issues in business ethics, or topics to doing business in a specific country or region. Prerequisites: junior standing and other courses, as appropriate, for specific area/topic being covered.

4920. International Business: Study Abroad. 1-6 (Max. 6). Credit for course work related to international business undertaken at foreign institutions. Students are responsible for submitting course materials for evaluation for credit by College of Business faculty prior to enrollment. Students arrange for the foreign institutions to send performance evaluations to the College of Business Academic Advising Office. Prerequisite: consent of department head.

Department of Accounting
252 East Business Building, 766-3136
FAX: (307) 766-4028
Web site: www.uwyo.edu/accounting
Department Chair: Kenton Walker

Professors:
PENNE AINSWORTH, B.S. Kansas State University 1983; M.Acc. 1984; Ph.D. University of Nebraska 1988; Susie McMurry Excellence in Teaching Professor 2010; Professor of Accounting 2001, 1997.

ERIC N. JOHNSON, B.A. Whittier College 1978; M.B.A. Arizona State University 1982; Ph.D. 1989; Clara R. Toppan Professor of Accounting 2011; Professor of Accounting 2013, 2011.


Emeriti:
Richard G. Elmendorf
George R. McGrail
Suzanne S. Roe
Stuart K. Webster

Please Note:
Students who anticipate preparing themselves for the CPA examination following completion of their degree should be aware of the Wyoming statute governing eligibility to sit for the exam. Please see the state board’s web site for information: cpaboard.state.wy.us. The current combined curricula (B.S. and M.S.) enable students to satisfy the educational requirements to sit for the CPA exam in Wyoming and other jurisdictions.

The basic objectives of the accounting program are twofold: to provide students who do not intend to major in accounting with the basis for understanding the role accounting plays in business today; and to provide those students who desire to major in accounting with the educational background necessary for lifelong learning and a rewarding career in the accounting profession. The curriculum offered by the department attempts to blend the conceptual with the practical. Exposure to the underlying conceptual framework of accounting provides a basis for dealing with emerging accounting issues, while examination of technical pronouncements enables students to gain insight into practical issues encountered in an accounting environment.

Accounting majors may enter the professional world of accounting from a variety of directions. Choices available in the form of elective courses enable students to chart a course which leads them toward public accounting, private accounting, governmental or not-for-profit accounting, as well as other specialties that rely on a strong accounting background. Those students seeking professional certification such as the CMA or CIA are able to satisfy requirements to sit for these professional examinations by completing the undergraduate accounting degree.

All accounting majors must comply with requirements of the advanced business prerequisites for enrollment in upper-division courses, and must complete the common body of knowledge courses as listed previously. All accounting courses for the major require a minimum grade of C.

In addition to university, college, and departmental requirements cited previously, requirements for accounting majors include:

Accounting courses.................................................27
ACCT 2240, 2230, 3430, 3070, 3830, 3610, 4060, 4050, 4600
Accounting electives (select one).................3
ACCT 4830, 4010, 4540

Total ..............................30

Complete curriculum sheets as well as anticipated changes in course numbering are available from the College of Business Academic Advising Office in Room 175 West of the College of Business building.

Graduate Study

Accounting is an integral part of the College of Business degree programs. The department offers courses in support of college graduate degree programs as well as a master of science in accounting (MS in Accounting) degree. The MS in Accounting degree was developed in response to emerging needs of the accounting profession. Those students who wish to become professional accountants, whether that be in a corporate setting, a not-for-profit setting, or public accounting, will find the MS in Accounting degree to be one that enables them to develop both the personal and professional skills needed to enjoy a productive career.
The MS in Accounting program satisfies the state requirements for individuals to take the Certified Public Accountant (CPA) exam and it further develops students' professional skills. The MS in Accounting program focuses on the two main areas of development: 1) advanced accounting and business education, and 2) professional skills development—including written, oral, interpersonal communication, computer applications, critical thinking, and adaptability.

The MS in Accounting degree is designed for students who have completed an undergraduate degree in accounting in the United States. However it is possible to be admitted to the program once deficiency courses are successfully completed. Those holding a bachelor’s degree from within the U.S., but not in accounting, and international applicants can still apply for admission once the deficiency courses are successfully completed.

Program Specific Admission Requirements

To be admitted to the MS in Accounting program, a student must have a bachelor’s degree in accounting or meet requirements listed previously and must have completed courses in the following core areas: accounting (U.S. GAAP, U.S. tax code, U.S. auditing, managerial accounting), finance, management, and marketing. Coverage in these courses must include: ethical and global issues; political, social, legal, and environmental issues; technological issues; and the impact of diversity on organizations.

Completed M.S. in Accounting application (submit online at www.uwyo.edu/accounting).

Completed University of Wyoming Admissions Graduate Application and required application fee (complete online at: www.uwyo.edu/admissions/graduate/application.html).

An undergraduate GPA of 3.0/4.0.

Official transcripts from all previous post-secondary institutions attended (not necessary if UW is the most recent institution attended). Official transcripts should be sent directly from the issuing institution to the MS in Accounting Program.

GMAT total score of 550 or better, or combined GRE score of 300 or better. Official test scores must be sent directly to the MS in Accounting Program by the sponsoring test provider (UW school code: 4855).

Three (3) work- or school-related letters of recommendation sent by the reference directly to the MS in Accounting Program.

International applicants (from non-English speaking countries) must complete the TOEFL (Test of English as a Foreign Language). Applicants must score 540 on the Paper-based test (TOEFL PBT) or 76 on the Internet-based test (TOEFL IBT). Official test scores must be sent directly from the Educational Testing Service. TOEFL scores are valid for two years after the test date.

International applicants must also have sufficient financial resources as established by the University of Wyoming.

Summer/fall admittance requires all completed application materials to be submitted on or before March 15 if applying for a graduate assistantship, or May 1 if not applying for an assistantship or if applying for a scholarship. Spring admittance requires all completed application materials to be submitted on or before October 15.

GMAT or GRE scores, TOEFL scores, transcripts, and letters of recommendation should be sent to:

M.S. in Accounting Program  
College of Business  
Dept. 3275  
1000 East University Avenue  
Laramie, WY 82071 USA

Program Specific Degree Requirements

Master of Science in Accounting

The objectives of the master of science in accounting are:

To provide students with an advanced understanding of the field of accounting,

To provide students with specific advanced knowledge of the sub-topics within accounting,

To provide students with professional skills that will enable them to enjoy productive and rewarding careers in accounting and other accounting-related areas.

The program consists of a minimum of 30 semester hours of graduate coursework. Students must complete coursework in accounting and elective business and/or non-business areas. Eighty percent of the student’s total coursework must consist of 5000-level courses; the remaining 20 percent may be 4000-level non-accounting courses (approximately six hours). Non-accounting courses should be selected in consultation with the student’s graduate adviser. Courses at the 4000-level may be taken during the senior year of undergraduate study and applied to the master’s program, but they must be reserved for graduate credit and approved by the graduate program director, prior to the first day of such classes.

Students must take at least these 5 required accounting courses (minimum 15 credit hours):

- ACCT 5030. Advanced Financial Accounting
- ACCT 5040. Seminar in Managerial Accounting
- ACCT 5060. Audit II
- ACCT 5070. Tax II
- ACCT 5065. Fraud Examination

Students may take up to 9 additional credit hours of coursework from the following:

- ACCT 5500. Seminar in Accounting Information Systems
- ACCT 5075. Individual and Estate Tax Planning
- ACCT 5580. Seminar in Contemporary Topics in Account (as needed)
- ACCT 5580. Survey of International Accounting
- ACCT 5585. Advanced Problems in Accounting (as needed)

The remaining hours will come from 4000- or 5000-level courses offered in the College of Business or in other colleges at the University of Wyoming.

The student must complete the required coursework (both graduate and prerequisite) with a minimum GPA of 3.0 (on a 4.0 scale).

A student may have only one C in his or her program of study.

Any student falling below a cumulative GPA of 3.0 is automatically placed on probation for the following semester and must raise their GPA to 3.0 to avoid dismissal.

Students earning a grade lower than a C or a second C will be dismissed.

Accounting (ACCT)

USP Codes are listed in brackets by the 1991 USP code followed by the 2003 USP code (e.g. [M24]{Q}B{1}).

1010 [2010]. Principles of Accounting I.

[none]{Q}I] Provides a basic understanding of the financial accounting information role in business and society. Focuses on the recording and reporting of business operating, financing, and investing events. Provides insights on business and enables students to become familiar with shareholder/external party reporting conventions. Prerequisite: none. (Offered fall, spring and summer)
1020. [2020]. Principles of Accounting II. 3. (none)\*L\*P Provides a basic understanding of the managerial accounting information role in business decision-making. Provides insights on how businesses operate and enables students to become familiar with the conventions used by business to make decisions and how accounting information is reported to managers. Prerequisite: ACCT 1010. (Offered fall and spring)

2110 [3110]. Managerial Accounting. 3. [M3P\*\(none\)] An introductory course concerned with the use of accounting information by nonaccountants for planning, product costing, performance assessment and non-routine decision making. Not available for credit for accounting majors. Prerequisite: ACCT 1010 and 1020 (or equivalents); non-accounting majors. (Offered fall, spring and summer)

2230. Intermediate Accounting I. 3. First of three courses studying financial reporting. Topics include recording and reporting events in the expenditure and revenue cycles. Prerequisites: ACCT 1010, 1020 and MATH 1400 with grades of C or better in each.

2240. Cost Accounting I. 3. Organizational uses of information to plan, make decisions, and evaluate performance. Specific topics include job order and process costing, cost estimation and CVP analysis, budgeting and variance analysis. Prerequisites: ACCT 1010, 1020 and MATH 1400 with grades of C or better in each.

3070. Tax I. 3. Introduction to a broad range of tax concepts applicable to corporations, partnerships, and individuals. Emphasis is on the role of taxation in the business decision-making process. Students are exposed to basic tax research and planning techniques. Prerequisites: ACCT 2240 and ACCT 2230 (or equivalents) with grades of C or better in each; advanced business standing.

3100 [4100, 2000, 3000]. Financial Statement Analysis. 3. Advanced study of financial statements and how to analyze those statements from both an internal and external perspective. Prerequisites: FIN 3250 (or equivalent) with a grade of C or better; advanced business standing; non-accounting majors.

3430. Intermediate Accounting II. 3. Second of three courses studying financial reporting. Topics include recording and reporting events in the investing and financing cycles. Prerequisites: ACCT 2230 with grade of C or better; advanced business standing.

3610 [2040, 3010]. Accounting Information Systems I. 3. Provides an understanding of accounting information systems and internal controls. Emphasis on the use of current accounting technology, accounting software and internal control systems. Prerequisites: ACCT 2240 and ACCT 3430 (or equivalents) with grades of C or better in each; advanced business standing.

3700. Accounting Internship. 1-6 (Max. 6). Allows students to obtain college credit for experience in an approved accounting work situation. The general objectives are to increase students’ understanding of business, specific types of accounting tasks and types of accounting employment through work experience. For credit, the job description and credit hours must be approved in advance and job performance must be reported and evaluated. Does not apply toward required 30 hours of accounting. Prerequisites: advanced business standing; junior standing and consent of instructor. (Offered based on sufficient demand and resources)

3830. Intermediate Accounting III. 3. Third of three courses studying financial reporting. Topics include full disclosure and special issues in expense and liability recognition. Prerequisites: ACCT 3430 with grade of C or better; advanced business standing.

4010. Accounting Information Systems II. 3. Advanced topics in accounting information systems. Focuses on a database approach to accounting system design and also explores special topics in accounting system technology. May be partially taught in a lab setting. Prerequisites: ACCT 3610 and 3830 (or equivalents) with grades of C or better in each; advanced business standing. (Normally offered fall semester)

4020. Information Security. 3. Investigation, prevention and control surrounding the protection of business related data, information and technology resources. Includes the use of industry supported frameworks aimed at the evaluation of threats; design of information security architectures; implementation processes; reporting and monitoring, along with ongoing maintenance, intrusion detection, security log analysis, and contingency planning. Cross listed with IMGT 4020. Prerequisite: IMGT 3400 or ACCT 3610.

4050. Governmental and Nonprofit Accounting. 3. Designed to introduce students to accounting for state and local governmental entities and nonprofit organizations. Students learn about the entity structure, accounting practice, accounting systems and reporting practices for these organizations. Prerequisites: ACCT 3830 and 3610 (or equivalents) with a grade of C or better in each; advanced business standing.

4060. Auditing I. 3. A study of the scope, activities, and responsibilities of professional auditors. Topics include assurance services by public accountants, operational and compliance auditing by internal and governmental auditors, fraud auditing, and the role of internal control in all audits. Prerequisites: ACCT 3070, 3610, and 3830 (or equivalents) with grades of C or better in each; concurrent enrollment in ACCT 4600; advanced business standing.

4540. Cost Accounting II. 3. Advanced topics in cost accounting concerning the organizational uses of information to plan, make decisions, and evaluate performance. Prerequisites: ACCT 2240 with a grade of C or better.

4600. Professionalism and Ethics. 3. (none)\*PWC Examines professional ethics for accountants from both a philosophical and business perspective. Moral development, ethical reasoning, and ethical decision making provides a framework for examining the importance of ethics in the accounting profession. Professional guidance on ethics in accounting is also examined, including the AICPA Code of Professional Conduct, the Sarbanes-Oxley Act, and the codes for other professional accounting organizations. Prerequisites: ACCT 3070, 3610, and 3830 (or equivalents) with grades of C or better in each; concurrent enrollment in ACCT 4060; advanced business standing.

4830. Survey of International Accounting. 3. Introduction to international accounting practices and current developments. Includes an exploration of cultural, historical, and political reasons for international accounting practice diversity; an introduction to International Accounting Standards; tracking current developments in the process of convergence; and an introduction to international auditing standards and ethical expectations of accountants world-wide. Dual listed with ACCT 5830. Prerequisites: ACCT 3430 (or equivalent) with a grade of C or better; advanced business standing.

4900. Problems in Accounting. 1-4 (Max. 4). An arrangement whereby students may investigate a particular problem area in accounting on an individual basis. Prerequisites: 6 hours in accounting; advanced business standing; junior standing; and written consent of instructor. (Offered based on sufficient demand and resources)

NOTE: ACCT 4010, 4050, 4060, 4100, 4600, 4900, and 5000 are not applicable for M.S. accounting students’ programs of study.

5030. Advanced Financial Accounting. 3. Advanced topics in financial reporting for students planning careers as professional accountants. Topics may include: business combinations, consolidated financial reporting, segment and interim reporting, SEC reporting, multinational accounting and reporting, and...
other emerging topics. Prerequisite: ACCT 3830 (or equivalent) with a grade of C or better; graduate standing.

5040. Seminar in Managerial Accounting. 3. Organizational development of financial and nonfinancial budgets, interaction between performance measurement systems and human behavior, and advanced topics in uses of information for decision making. Prerequisite: ACCT 2240 (or equivalent) with a grade of C or better; graduate standing.

5060. Auditing II. 3. An in-depth study of the financial statement audit and the professional responsibilities of public accountants. Covers professional standards, audit services, planning, internal control, audit testing including sampling, audit reports, the code of professional conduct, and the legal liability of auditors. Prerequisite: ACCT 4060 (or equivalent) with a grade of C or better; graduate standing.

5065. Fraud Examination. 3. Gives consideration to the methodology for resolving allegations of fraud from inception to disposition. Topics covered include: gathering evidence, taking statements, writing reports, and assisting in the detection and deterrence of fraud. Coverage may also include emerging topics germane to fraud and ethics. Prerequisite: ACCT 4060 (or equivalent) with a grade of C or better; graduate standing.

5070. Tax II. 3. Choice of entity and special tax subjects. Emphasis will be placed on the importance of ethical considerations, competent tax research, and thoughtful tax planning. Prerequisite: ACCT 3070 (or equivalent) with a grade of C or better; graduate standing.

5075. Tax Planning. 3. Focuses on tax planning strategies and techniques. Investigates a wide variety of topics, ranging from individual issues to estate, gift, trust, and small business tax planning. Prerequisite: ACCT 3070 (or equivalent) with a grade of C or better; graduate standing.

5503. Fundamentals of Accounting in the Energy Industry. 3. Introduces students to basic financial accounting and reporting issues related to energy producing activities. Specifically, the course will investigate current accounting practices of energy producing companies related to exploration, acquisition, development, and delivery of energy products. The course will also cover financial requirements of the Financial Accounting Standards Board (FASB), the International Accounting Standards Board (IASB), and the Securities and Exchange Commission (SEC). Cross listed with MBAM 5503. Prerequisite: Permission of MBA Program Director, or student’s graduate program coordinator in consultation with MBA Program Director.

5650. Seminar in Accounting Information Systems. 3. An advanced study of the implications of information systems for accountants with emphasis upon accounting application as well as the body of knowledge required for the accountant who is expected to provide relevant, significant data for an increasingly wide range of purposes. Prerequisite: ACCT 3610 (or equivalent) with a grade of C or better; graduate standing.

5800. Seminar in Contemporary Accounting Topics. 1-3 (Max. 6). An in-depth investigation of selected issues in accounting. Course is offered on an infrequent basis. Prerequisite: consent of instructor; graduate standing.

5830. Survey of International Accounting. 3. Introduction to international accounting practices and current developments. Includes an exploration of cultural, historical, and political reasons for international accounting practice diversity; an introduction to International Accounting Standards; tracking current developments in the process of convergence; and an introduction to international auditing standards and ethical expectations of accountants world-wide. Dual listed with ACCT 4830. Prerequisites: ACCT 3430 (or equivalent) with a grade of C or better; graduate standing and admission to the Master of Science in Accounting Program.

5850. Advanced Problems in Accounting. 1-8 (Max. 8). An arrangement whereby students may investigate a more advanced problem area in accounting on an individual basis. Prerequisite: consent of instructor; graduate standing.

5900. Practicum in College Teaching. 1-3 (Max. 3). Work in classroom with a major professor. Expected to give some lectures and gain classroom experience. Prerequisite: graduate status.

5920. Continuing Registration: On Campus. 1-2 (Max. 16). Prerequisite: advanced degree candidacy.

5940. Continuing Registration: Off Campus. 1-2 (Max. 16). Prerequisite: advanced degree candidacy.

5959. Enrichment Studies. 1-3 (Max. 99). Designed to provide an enrichment experience in a variety of topics. Note: Credit in this course may not be included in a graduate program of study for degree purposes.

5960. Thesis Research. 1-12 (Max. 24). Graduate level course designed for students who are involved in research for their thesis project. Also used for students whose coursework is complete and are writing their thesis. Prerequisites: enrollment in a graduate degree program.

5990. Internship. 1-12 (Max. 24). Prerequisite: graduate standing.

Information Management (IMGT)

USP Codes are listed in brackets by the 1991 USP code followed by the 2003 USP code (e.g. [M2•QB]).

2400. Introduction to Information Management. 3. Concerned with the role of information systems in managing organizations to make them more competitive and efficient. Specific topics include organizational and technical foundation of information systems and building and managing systems. Prerequisite: ACCT 1020 or concurrent enrollment.

3400. Database Management Systems. 3. Concerned with the fundamentals of modern database information systems. Specific topics include database systems design, entity-relationship models, relational, hierarchical, and network database models, query languages, and data warehousing. Prerequisite: IMGT 2400.

4020. Information Security. 3. Investigation, prevention and control surrounding the protection of business related data, information and technology resources. Includes the use of industry supported frameworks aimed at the evaluation of threats; design of information security architectures; implementation processes; reporting and monitoring, along with ongoing maintenance, intrusion detection, security log analysis, and contingency planning. Cross listed with ACCT 4020. Prerequisite: IMGT 3400 or ACCT 3610.

4455 [3450]. Systems Analysis and Design. 3. Concerned with the analysis, management, and conceptual design of information systems. Specific topics include systems planning, requirements analysis, business process modeling and redesign, flexibility analysis, alternative analysis, and architectural selection and design focused on supporting an organization’s business requirements through various system design methodologies. Cross listed with MGT 4455. Prerequisite: IMGT 2400 and Advanced Business Standing.

4990. Contemporary Topics in Information Management. 1-3 (Max. 6). Concerned with contemporary topics in information management and serves as elective credits for a minor in information management. A variety of subjects may be considered for this course including corporate information systems, object oriented technology, management of information technology, decision support systems, and data communication and network. Prerequisites: IMGT 3400 or concurrent enrollment. (Offered based on sufficient demand and resources).
Department of Economics and Finance
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FAX: (307) 766-5090
Web site: business.uwyo.edu/EconFin
Department Chairman: Frederic P. Sterbenz

John S. Bugas Professor of Economics:
EDWARD B. BARBIER, B.A. Yale College, Yale University 1979; M.Sc. London School of Economics 1980; Ph.D. Birkbeck College, University of London 1986; Professor of Economics 1980; Ph.D. Yale University 1979; M.Sc. London School


J. (Dave) True, Jr. Chair in Petroleum and Natural Gas Economics:

John A. Guthrie, Sr. Distinguished Professor of Banking and Financial Services:
SHERRILL SHAFFER, B.A. Rice University 1974; Ph.D. Stanford University 1981; Professor of Finance 1997.

Strock Professor of Natural Resource and Environmental Economics:
JASON F. SHOGREN, B.A. University of Minnesota-Duluth 1980; Ph.D. University of Wyoming 1986; Professor of Economics 1995.

Professors:
TIMOTHY J. CONSIDINE, B.A. Loyola University 1975; M.S. Purdue University 1977; Ph.D. Cornell University 1981; Professor of Economics 2008.


Associate Professors:


ROBERT GODBY, B.S. Trent University 1990; M.A. University of Guelph 1992; Ph.D. McMaster University 1997; Associate Professor of Economics 2003, 1997.

THORSTEN M. JANUS, B.A. University of Copenhagen 2000; M.A. University of California at Santa Cruz 2003; Ph.D. 2006; Associate Professor of Economics 2012.


Assistant Professors:
ELI BERACHA, B.S. University of Kansas 2002; M.A. University of Kansas 2005; Ph.D. University of Kansas 2007; Assistant Professor of Finance 2012.


BENJAMIN T. GILBERT, B.A. Whitman College 1999; Ph.D. University of California, San Diego 2011; Assistant Professor of Economics 2011.

SRIDHAR GOGINENI, Management Studies Birla Institute of Technology and Science 2002; M.A. Ohio University 2005; Ph.D. University of Oklahoma 2011; Assistant Professor of Finance 2011.

ALEXANDRE SKIBA, Specialist Diploma Rivne State Technical University 1999; M.S. Purdue University 2001; Ph.D. 2003; Assistant Professor of Economics 2008, 2012.

HILLA SKIBA, B.A. University of Kansas 2002; M.A. 2004; Ph.D. 2008; Assistant Professor of Finance 2008, 2012.

LINDA THUNSTROM, M.S. Umea University, Sweden 1999; Ph.D. Umea University Sweden 2008; Assistant Professor of Economics 2011.

Professors Emeriti:
John W. Birch, Curtis A. Cramer, Thomas D. Crocker, Ralph C. d’Arge, William E. Morgan, John T. Tschirhart

Business Economics Major

The science of efficient allocation, economics has much to offer students in the way of general and specialized preparation for positions in business, as well as government and the academic profession.

In addition to university and college requirements cited previously, requirements for business economics majors include:

1. ECON 3010,3020, 4240 or 4250 9
2. Economics electives 15
3. Common business course work 18
4. IGMT 2400 3
5. Electives 26

Total Hours 17-18

All economics majors must comply with the requirements of the advanced business prerequisites for enrollment in upper-division courses.

Economics majors must hold a 2.50 cumulative grade point average in all economics courses at graduation, as well as a minimum 2.50 cumulative UW grade point average and a minimum 2.50 grade point average in all College of Business courses.

With approval of the department chair, students may substitute work in certain areas of accounting, agricultural economics, business administration, history, political science, finance, mathematics, statistics or law for 6 hours of 4000-level economics courses.

Students who intend to continue on to graduate work are urged to give special attention to courses in economics theory, statistics and mathematics. Those planning a career in econometrics or mathematical economics should consult the department head as to mathematics and statistics requirements in these fields of study.

The Department of Economics offers programs leading to the Master of Science degree and Ph.D. degree.

Suggested Course Sequence

FRESHMAN YEAR: Fall

<table>
<thead>
<tr>
<th>Course</th>
<th>Hrs.</th>
</tr>
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<tbody>
<tr>
<td>ENGL 1010</td>
<td>3</td>
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<tr>
<td>ECON 1010</td>
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<tr>
<td>MATH 2350</td>
<td>4</td>
</tr>
<tr>
<td>University Studies Writing I course</td>
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FRESHMAN YEAR: Spring

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<th>Hrs.</th>
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<tr>
<td>ENGL 1010</td>
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</tr>
<tr>
<td>ECON 1200</td>
<td>3</td>
</tr>
<tr>
<td>ENGL 2350</td>
<td>4</td>
</tr>
<tr>
<td>University Studies Global Awareness course</td>
<td>3</td>
</tr>
<tr>
<td>University Studies Science course</td>
<td>3</td>
</tr>
<tr>
<td>Total Hours</td>
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SOHOF MORE YEAR: Fall

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<th>Course</th>
<th>Hrs.</th>
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<tbody>
<tr>
<td>ACCT 1010</td>
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<tr>
<td>ECON 1200</td>
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<tr>
<td>IGMT 2400</td>
<td>3</td>
</tr>
<tr>
<td>University Studies Writing II course</td>
<td>3</td>
</tr>
<tr>
<td>Economics Elective</td>
<td>3</td>
</tr>
<tr>
<td>Total Hours</td>
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SOHOF MORE YEAR: Spring

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<tr>
<th>Course</th>
<th>Hrs.</th>
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<tbody>
<tr>
<td>ACCT 1010</td>
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<tr>
<td>COJO 1010</td>
<td>3</td>
</tr>
<tr>
<td>Total Hours</td>
<td>17</td>
</tr>
</tbody>
</table>

Total Hours 17-18
STAT 2010 ..................................................3
University Studies Cultural Context
(Humanities) ..................................................3
Electives ..................................................3-4
Total Hours 15-16

JUNIOR YEAR: Fall Hrs.
BADM 1040 ..................................................3
ECON 3010 ..................................................3
ECON 4240 ..................................................3
ENGL 4010 ..................................................3
Elective ..................................................3
Total Hours 15

JUNIOR YEAR: Spring Hrs.
ECON 3020 ..................................................3
FIN 3250 ..................................................3
MKT 3210 ..................................................3
Electives ................................................ 12
Total Hours 16

SENIOR YEAR: Fall Hrs.
DSCI 3210 ..................................................3
MGT 3210 ..................................................3
Economics electives ........................................6
Electives ..................................................4
Total Hours 16

SENIOR YEAR: Spring Hrs.
MGT 4520 ..................................................3
Electives—upper level ......................................9
Electives—upper level ......................................9
Total Hours 12

Credits for degree 120

Economics Undergraduate Major

The economics major in the College of Business must complete 30 semester hours in economics courses.

Basic requirements for the B.S. degree include: ECON 1010, 1020, 3010, 3020, 4240 or 4250, and 15 hours of upper level economics electives; STAT 2010 or 2070 and one year of calculus sequence, MATH 2200 and 2205, or 2350 and 2355. Upon securing the approval of the department head, a student may substitute work in certain areas of accounting, agricultural economics, business administration, history, political science, finance, mathematics, statistics or law for 6 hours of the 4000-level economics electives.

This program allows considerable flexibility for the student to specialize in interdisciplinary study. For example, the student can be advised on selecting upper level division courses for pre-law study, political economy, environmental and natural resources, women’s studies, and international studies.

Students who intend to continue in graduate work are urged to give special attention to courses in economic theory, statistics and mathematics. Those planning a career in mathematical economics or econometrics should consult the department head regarding the mathematics and statistics requirements in these fields of study.

Graduate Work

The College of Business Department of Economics and Finance offers programs leading to the Master of Science degree, and to the Ph.D. degree.

Suggested B.S. Program in Economics
Suggested Course Sequence

FRESHMAN YEAR: Fall Hrs.
ECON 1010 ..................................................3
ENGL 1010 ..................................................3
MATH 1400 or 1450 ...................................3
University Studies Cultural Context
(Humanities/Arts) ..............................................1
Electives ..................................................3-4
Total Hours 13

FRESHMAN YEAR: Spring Hrs.
ECON 1020 ..................................................3
University Studies Cultural Context
(Humanities/Arts) ..............................................3
Physical education .........................................1
University Studies ..........................................3
Total Hours 16

SOPHOMORE YEAR: Fall Hrs.
Biological, physical, or earth sciences.............4
STAT 2010, 2050 or 2070 ........................3
ECON 3010 ..................................................3
MATH 2205 or 2355 ..................................4
Total Hours 14

SOPHOMORE YEAR: Spring Hrs.
Biological, physical, or earth sciences.............4
ECON 3200 ..................................................3
University Studies Writing II course ...............3
University Studies Diversity ..........................3
Elective ..................................................3
Total Hours 16

JUNIOR YEAR: Fall Hrs.
University Studies Writing III course ..............3
Economics electives—upper level ..................6
Electives—upper level ..................................6
Total Hours 15

JUNIOR YEAR: Spring Hrs.
Economics electives—upper level ..................6
Electives—upper level ..................................9
Total Hours 15

SENIOR YEAR: Fall Hrs.
ECON 4240 or 4250 ..................................3
Economics elective—upper level ....................3
Electives—upper level ..................................9
Total Hours 15

SENIOR YEAR: Spring Hrs.
Electives—upper level ..................................3
Total Hours 12

Credits for degree 120

Graduate Study

The Department of Economics and Finance offers programs leading to a master of science degree in economics, a master of science degree in finance, a dual master of science, and the doctor of philosophy degree in economics.

Program Specific Admission Requirements

Economics Program

Admission to the economics program is granted to students who show high promise of success. Candidates of high promise generally have a cumulative grade point average of 3.0 or better (A=4) and score at or about the 65th percentile or better on both the verbal and quantitative sections of the GRE. It should be noted that attainment of the minimal GPA and GRE does not necessarily constitute automatic admission.

The TOEFL is required for international students. See the department web site for minimum scores required.

In addition to the minimum requirements, the Department of Economics and Finance requires that students have completed courses in intermediate micro and macro theory (ECON 3010, 3020 or equivalent) and 6 hours of introductory calculus (MATH 2200, 2205 or equivalent). A course in linear algebra (MATH 2050) is recommended but not required. No graduate credit is given for making up these deficiencies. In addition, an entering student may be required to take an examination to aid in planning his or her course of study.

Finance Program

All candidates for the master of science in finance must complete or have previously completed, for a letter grade (no S/U grades), courses which satisfy the master of science in finance prerequisite course requirements. Students admitted to the M.S. finance program may take graduate courses in conjunction with their prerequisite courses once the prerequisites for those graduate courses have been met. A minimum 3.0 GPA (on a 4.0 scale) must be maintained in a student’s finance prerequisite courses. The prerequisite courses include:

- Accounting (6 hours): ACCT 1010 and 1020
- Principles of Accounting I and II.
- Economics (6 hours): ECON 3010 (2010,
4010) Intermediate Macroeconomics and ECON 3020 (2020, 4020) Intermediate Microeconomics, or ECON 4030 Managerial Economics.

Finance (3 hours): FIN 4520 Financial Markets.

Mathematics (4 hours): MATH 2350 Business Calculus I or MATH 2200 Calculus I.

Statistics (4 hours): STAT 2010 Statistical Concepts for Business and Management Science or STAT 2070 Introductory Statistics for the Social Sciences meets this requirement.

**Program Specific Degree Requirements**

**Master of Science in Economics**

A minimum of 18 hours in economics is required; at least 15 of these must be at the 5000 level. A basic core sequence of ECON 5010, 5020, and 5330 (math econ) must be taken and is credited toward the 15 hours of 5000-level courses required. Also, ECON 5340 is required.

The student must complete 26 hours of coursework and 4 hours of FIN 5960 Thesis Research for the Plan A option. The student must complete 30 hours of coursework and a shorter paper for the Plan B option.

Students may take 4000-level courses for graduate credit up to 12 hours.

A maximum of 6 semester hours of graduate coursework not used toward any other degree from another institution may be applied to the M.S. finance program subject to regulations regarding transfer of credit listed in this bulletin and with the approval of the director of graduate studies.

At the beginning of the second semester, the student selects a major professor who directs the Plan A or Plan B research. A graduate committee, nominated by the major professor, the student, and the department chair, conducts an oral examination of the student on the paper or thesis and area he/she has studied in the program. A favorable report by the committee and approval by the Office of the Registrar complete the degree requirements.

The majority of students complete the M.S. degree within two years.

**Master of Science with a Dual Major in Economics and Finance**

This program is designed for students who wish to have a more quantitative background suitable for research, including study at the Ph.D. level or analysis as a financial market researcher. The program includes heavy emphasis in the areas of research and quantitative methodologies not usually emphasized at the master’s level. The dual major will prepare a student for research or future graduate studies at the Ph.D. level in both finance and economics.

A program like this is offered at few other schools. We are able to offer this dual major at the University of Wyoming because our economics and finance programs reside in the same department. Several of our faculty members have expertise in financial economics, allowing students to study topics in finance from an economics perspective.

The master’s with a dual major in economics and finance offers two different plans to the students, both of which require 39 credits to be completed. Plan A consists of 33 credits of coursework and a master’s thesis, which completes the final 6 credits for the degree. Plan B consists of completing 36 credits of coursework and writing a Plan B paper, worth 3 credits.

Students will start their course of study with three courses in economics theory (ECON 5010, 5020, and 5330). The students will then complete courses in econometrics (ECON 5340 or 5350), investment management (FIN 5310), and finance theory (FIN 5520). Students will also take a two semester series of financial economics (ECON 5640 and ECON 5650) and a course in corporate governance (FIN 5520). The students are also offered a variety of electives to fulfill their 39 credits.

A maximum of 6 semester hours of graduate coursework not used toward any other degree from another institution may be applied to the M.S. degree subject to regulations regarding transfer of credit listed in this bulletin and with the approval of the director of graduate studies.

At the beginning of the second semester, the student selects a major professor who directs the Plan A or Plan B research. A graduate committee, nominated by the major professor, the student, and the department chair, conducts an oral examination of the student on the paper or thesis and area he/she has studied in the program. A favorable report by the committee and approval by the Office of the Registrar complete the degree requirements.

The majority of students complete the M.S. degree within two years.

**Doctoral Program**

**Doctor of Philosophy in Economics**

To earn a doctor of philosophy degree in the field of economics, students are required to specialize in two of four complementary areas: resource and environmental economics, financial economics, international trade and development, and industrial organization. A third optional field in applied econometrics may be available. These four areas compose a unified field of study adapted to faculty research and to the unique opportunities for study of Wyoming’s resource and environmental problems.
During the third year, or no later than the fall semester of the fourth year, a graduate committee nominated by the major professor and the director of graduate studies, will conduct an oral examination of the student following successful completion of the field examinations. The purpose of the oral examination is to determine whether the student has formulated a workable dissertation project and has the necessary skills to complete it.

Following successful completion of the dissertation, and completion of 30 hours of dissertation research, the student presents an oral defense to the graduate committee. The doctor of philosophy degree is granted upon recommendation of the committee and approval by the Office of the Registrar, providing all other requirements have been satisfactorily fulfilled.

**Economics (ECON)**

USP Codes are listed in brackets by the 1991 USP code followed by the 2003 USP code (e.g. [M2\(\triangleright\)QB]).

1000. Global Economic Issues. 3. [C2, G1\(\triangleright\)CS, G] Incoming students are introduced to basic principles of economics through the examination of contemporary global economic problems. Issues include sustainable development, economic causes of wars, global energy dependence, patterns of international capital flows, foreign aid, the brain drain and the emerging global business community. Topics selected will define the set and level of economic principles introduced. Prerequisites: none.

1010. Principles of Macroeconomics. 3. [C2\(\triangleright\)CS] A beginning study of how economic society is organized and uses scarce resources to provide for its material wants. National income analysis; business cycles; the banking system; monetary and fiscal policy. Inflation and unemployment. Cross listed with AGEC 1010. Prerequisites: none.

1020. Principles of Microeconomics. 3. [C2\(\triangleright\)CS] A basic study of value and price theory, monopoly and public policy; markets for productive goods and services; alternative forms of economic organization; international trade. Cross listed with AGEC 1020. Prerequisites: none.

1200. Economics, Law and Government. 3. [V1\(\triangleright\)V] Markets and free enterprise depend on supportive legal and political institutions. The course exposes students to the U.S. political economy. Important relationships between market development, the legal framework and the political system are presented. The U.S. and Wyoming constitutions are studied to show their importance to free enterprise. Topics deal with public choice, cost-benefit analysis in policy, the importance of property rights and regulation. Prerequisites: none. (Offered fall and spring semesters)

1300. Oil: Business, Culture, and Power. 3. [(none)\(\triangleright\)CS, G] A multi-disciplinary approach to understanding how oil affects the international relations and commerce. The relationships between oil technology, social and political institutions, the unique cultures in oil-producing regions will be investigated in case studies. Cross listed with ERS 1300. Prerequisites: none.

1400. Sports Economics. 3. [(none)\(\triangleright\)CS] Examines economic issues pertaining to professional and collegiate sports. Topics include: determinants of player salaries, owner profits and team values; effects of salary caps, revenue sharing, etc. on competitive balance; labor markets and discrimination; antitrust issues, and the impact of franchises on local economies. Prerequisites: none.

2100. Introduction to Money and Banking. 3. [C2\(\triangleright\)(none)] An introduction to the entire area of money and public finance. Oriented towards students wishing to obtain a broad general understanding of importance of money and public finance upon economic activity. Covers money and private financial institutions, monetary theory and policy, as well as public finance and fiscal policy. Credit will not be allowed for more than one of: ECON 2100 or FIN 4520. Prerequisites: ECON 1010, 1020.

2300. Economics of the Environment. 3. [C2, W2\(\triangleright\)WB, G] This introductory course examines in detail the relationship between the economy and the natural environment. Primary attention is given to efficient environmental management and policies. Current environmental issues are studied and evaluated from an economic perspective. Prerequisites: ECON 1010, 1020. (Offered based on sufficient demand and resources)

2500. The Impact of the Union Pacific on Wyoming History. 3. [W2, C2\(\triangleright\)(none)] Students will experience and interpret the impact of the building of the Union Pacific Railroad on the history and culture of Wyoming through the lens of three disciplinary perspectives. Students will explore how the railroad impacted Wyoming geography, economic development and the people of the state through personal research projects. Cross listed with GEOG 2500 and HIST 2500.

3010 [2010, 4010]. Intermediate Macroeconomics. 3. [M3\(\triangleright\)(none)] A presentation and study of national income aggregates and accounting; equilibrium analysis of output, employment and the price level; general equilibrium analysis; and an introduction to economic
Economics and Finance

Prerequisites: ECON 1010 and 1020, QA and MATH 2200/2350. (Offered fall and spring semesters)

3020 [2020, 4020]. Intermediate Microeconomics. 3. [M3] (none) Relative to a beginning course, this is a more advanced course on the theory of demand, production, cost and supply; and the theory of the firm, including market price under monopoly, monopolistic competition and oligopoly. Attention is given to the theory of factor prices and topics on welfare economics. Prerequisites: ECON 1010 and 1020, QA, and MATH 2200/2350. (Offered fall and spring semesters)

4000. Conference. 1-4 (Max. 4). A tutorial-conference course intended to give economics majors an opportunity to engage in extensive research in some aspect of economics. Specific topics vary with students' needs and interests. Prerequisites: ECON 3010, 3020. (Offered fall, spring and summer)

4030. Managerial Economics. 3. An advanced course on the theory of demand, production, cost, and supply; the theory of the firm, including market price under monopoly, monopolistic competition and oligopoly. Attention is given to the theory of factor prices and topics on welfare economics. Prerequisite: senior standing or above. Credit cannot be earned for this course and ECON 3020.

4115 [4110, 611]. Time Series Analysis and Forecasting. 3. [M3] (none) Designed to have an applied orientation in a number of estimation procedures, such as exponential smoothing and forecasting with and without the presence of trends and seasonal repetitive patterns. The Box-Jenkins procedure will be covered in detail. Students become proficient in the application of statistical tools used in time series analysis of economic data. Cross listed with STAT 4115. Prerequisites: STAT 3050 or equivalent; STAT 4015/5015 recommended. (Offered based on sufficient demand and resources)

4230 [4340]. Intermediate Econometric Theory. 3. [M3] (none) Covers simple and multiple regression models, problems of estimation, hypothesis and diagnostic testing, dummy variable, autoregressive and distributed lag models, and time-series analysis. The objective is to understand the underlying theory of econometric modeling and obtain operational ability to construct, estimate, and test econometric models. Cross Listed with AGEC 4230. Prerequisites: ECON 3020, STAT 2050 and MATH 2350. (Normally offered spring semester)

4240. History of Economic Thought. 3. [(none)] [WC] Focuses on the most influential economists who have shaped the evolution of economic thinking throughout history. Emphasis is on tracing the evolution of economic thought into the modern intellectual foundation of economics. Traces changing economic thought from mercantilism through modern paradigms. Prerequisites: ECON 3010 and 3020.

4320. Mathematical Economics. 3. [M2] (none) A study of the principal mathematical techniques as used in economic theory and modeling. Topics include fundamental concepts underlying marginal analysis, linear programming and comparative statics. Prerequisites: ECON 3010, 3020, MATH 2205 or 2355. (Normally offered fall semester)

4350. Game Theory. 3. Discusses a variety of important concepts from game theory – the study of how individuals interact strategically. The course focuses on the development of students' ability to think strategically. To that end the course covers basic concepts in game theory; notions related to credibility; and notions related to forming and evaluating strategies. Prerequisites: ECON 3010 and 3020.

4360. Seminar in Economics. 1-3 (Max. 6). An analysis of selected problems of economics theory. Topics vary with student interest and with current stress in economics theory. Prerequisites: ECON 3010, 3020. (Offered based on sufficient demand and resources)

4400. Environmental Economics. 3. [M3] (none) The study of economic issues involved in development and maintenance of human environment. Problems of resource allocation, social cost, pollution (water and air) and policy issues involved in these areas. Major emphasis is directed toward evaluating welfare implications of these environmental issues. Prerequisites: ECON 3020 and junior standing. (Offered based on sufficient demand and resources)

4410. Natural Resource Economics. 3. A study of the economic issues associated with renewable and nonrenewable resources. Special emphasis is directed toward hard rock minerals, fossil fuels, fisheries and forestry resources. Issues of optimal extraction and depletion, effect of alternative market structures, and role of uncertainty are addressed with regard to efficient management and allocation of these resources. Prerequisite: ECON 3020 and junior standing. (Offered based on sufficient demand and resources)

4420. Seminar: Economics for ENR. 2-4. For students with little or no background in economics interested in economic perspectives on ENR. Emphasis is on integrated ecology-economics approach to investigate the economics environmental services, biological resources, and the ecosystems that contain them. CBEC and ECON majors cannot earn upper-division economics credit for this course. Prerequisites: successful completion of QB and senior standing.

4430. Energy Economics. 3. Economics of energy, particularly oil and gas. Includes a discussion of the history of the oil industry, as well as aspects of contemporary markets. Apply a variety of concepts from microeconomics, particularly related to industrial economics. Prerequisites: ECON 3020, MATH 2200 or 2350.

4450. Monetary Theory. 3. [M3] (none) Topics in this course center on theories of the value of money and price levels; central banking theory and policy; international exchange; world monetary institutions. Prerequisite: ECON 3010, MATH 2200 or 2350. (Offered based on sufficient demand and resources)

4520. Public Economics. 3. [M3] (none) Studies the role of government within a market economy. The focus is on how governments fund and provide non-market goods demanded by society, e.g., health care, military, education. Examines public goods, taxation, environmental challenges, affects on economic growth and stability, benefit-cost analysis, and state/local finance. Prerequisites: ECON 3010, 3020.

4530. State and Local Finance. 3. [M3] (none) The study of state and local revenues, expenditures, fiscal administration and policies, with special emphasis on Wyoming problems. Prerequisites: ECON 1010 and 1020; QA. (Offered based on sufficient demand and resources)

4700. Economic Development. 3. Encompasses the study of institutional and social, as well as economic, mechanisms for modernizing an economy while eliminating absolute poverty. Covers the economic concepts that help us explain why some countries are poor and how economic policies can assist those countries in becoming more developed. Case studies of specific country experiences are presented along with the economic theories in an integrated manner. Prerequisite: ECON 3010.

4710. Comparative Systems. 3. [G1] (none) The study of the origins and characteristics of modern economic systems; similarities and differences in the systems of the U.S., Great Britain, Soviet Union, Germany, India and China. Cross listed with INST 4710. Prerequisites: ECON 3010; QA. (Offered based on sufficient demand and resources)

4720. International Trade. 3. [G1, M3] (none) The gains from specialization and trade are studied, as are explanations of trade patterns among countries, policies affecting trade such as tariffs, quotas, tax breaks, subsidies, cartels and price stabilization plans. Topics on labor migration and multinational
corporations are covered. Prerequisites: ECON 3020 and junior standing. (Normally offered fall semester)

4740. International Finance. 3. [G1, M34( none)] The focus is on foreign exchange markets, balance of payments analysis and effects of international trade and capital flows on the domestic economy. Policies to correct payment deficits, gold, international liquidity and international financial institutions are studied. Prerequisites: ECON 3010 and 3020; QA.

4800. Labor Economics. 3. [C2( none)] The study of labor supply, labor demand, wage determination, resource allocation and income distribution. Emphasis is on public policy. Prerequisites: ECON 3010 and 3020; QA. (Offered based on sufficient demand and resources)

4820. Industrial Organization and Public Policy. 3. The conduct and performance of market structures is analyzed. Structures include perfect competition, monopolistic competition, oligopoly and monopoly. Special attention is given to the study of strategic behavior in industry. Game theory is introduced. Public policy against monopoly practices is reviewed. Prerequisite: ECON 3020. (Offered based on sufficient demand and resources)

4830. Telecommunications Policy and Regulation. 3. Deals with telecommunications policy and regulation. Major emphasis is placed on specific contemporary issues in telecommunications policy such as the emergence of competition, the states and federal mix of regulations, alternative forms of regulation and technology and competitive industrial structure. Prerequisites: ECON 1010 and 1020.

4840. Public Utility Economics. 3. The economic foundations of the public utility industries; the theory of public utility rate making; pricing and resource allocation; and the effectiveness of utility regulation. Prerequisites: ECON 1010 and 1020; QA. (Offered based on sufficient demand and resources)

5010. Advanced Macroeconomic Analysis. 3. An advanced application of economic theory to complex macroeconomics problems facing the economy of the state and nation, such as inflation, unemployment, and fiscal and monetary policies. Prerequisite: ECON 3010, 3020, or equivalent.

5020. Advanced Microeconomic Analysis. 3. A rigorous course in the analysis of demand and the theory of consumer behavior, supply and the theory of the firm, market equilibrium and stability, and income distribution. Prerequisite: ECON 3010, 3020, or equivalent.

5110. Advanced Topics in Economic Theory. 3. A study of selected topics in modern economic theory. Topics include growth theory, optimal control, dynamics, uncertainty, and game theory. Prerequisites: ECON 5010, 5020.

5115. Time Series Analysis and Forecasting. 3. An applied introduction to time series and forecasting. Brief coverage of time series regression, decomposition methods, and smoothing will lead into a more detailed coverage of Box-Jenkins (ARIMA) modeling. Computer analysis using MINITAB and SAS will be an important part of the course. Dual listed with ECON 4115; cross listed with STAT 5115. Prerequisites: STAT 3050 or equivalent, STAT 4015/5015 recommended.

5120. Advanced Analysis II-Microeconomics. 3. Part of a sequence with ECON 5020. It is advanced microeconomic analysis covering general equilibrium and welfare economics, and advanced topics in consumption and production theory. Prerequisites: ECON 5010, 5020.

5130. Dynamic Optimization. 3. Covers methods for obtaining the optimal choice for economic variables that change over time, including calculus of variations and optimal control. These methods are applied to various dynamic economic problems, including optimal resource extraction, optimal capital allocation, and optimal growth. Prerequisites: ECON 5020, 5370.

5300. Game Theory. 3. Discusses a variety of important concepts in the application of game theory to modern microeconomics, including Nash equilibrium, subgame perfect equilibrium, and Bayesian Nash equilibrium. Time permitting, the class will also explore some relatively new uses of game theory, including evolutionary games and differential games. Prerequisites: admission to the graduate program in Economics and Finance.

5310. Research Methods. 3. A variety of topics of importance to the advanced student who is preparing to write his or her dissertation are discussed. Prerequisite: admission to the graduate program in Economics and Finance.

5320. Experimental Methods in Economics. 3. Accepted experimental techniques in behavioral economics are studied. Critical review of previous experimental work is used to learn proper procedure. The value of subject control and creative construction is stressed. Prerequisites: ECON 3010, 3020.

5330. Advanced Mathematical Economics. 3. Study of the principal mathematical techniques used in economic theory and modeling. Taught jointly with ECON 5020. Prerequisite: graduate standing.

5340. Applied Econometrics. 3. Presents a thorough coverage of the general and normal linear regression models. Then proceeds to deal with the standard methodologies for estimating variations of this model including autocorrelation and hetero-skedasticity, extreme multicolinearity, disturbance-related sets of regression equations, simultaneous equation bias, and simultaneous equation models. Prerequisites: ECON 3010, 3020 and STAT 2010.

5350. Advanced Economic Theory I. 3. Review topics in probability theory and mathematical statistics. Also provides an introduction to the classical linear regression model, estimation, hypothesis testing, and prediction. Prerequisites: Calculus and Basic Statistics.

5360. Advanced Economic Theory II. 3. Continue the analysis in ECON 5350 and cover topics such as panel data, limited-dependent variables, simultaneous systems, nonlinear models, Bayesian analysis, and time series methods. Prerequisites: ECON 5350.

5370. Advanced Econometric Theory III. 1-3 (Max 9). More in-depth coverage of topics in ECON 5350 and 5360. Topics are selected based on current advancements in econometrics and students’ research interests and may include generalized method of moments (GMM), nonparametric estimation, state-space models and the Kalman filter, mixed and nested logit models, multinomial discrete-choice models, and simulated maximum likelihood. Prerequisite: ECON 5360.

5400. Advanced Resource and Environmental Economics. 3. An analysis of resource development projects and environmental change. Included are cost-effectiveness analysis and other quantitative techniques used in evaluating resource projects and public policy issues concerning the environment. Prerequisite: ECON 3020, 4400 or consent of instructor.

5410. Seminar in Resource and Environmental Economics. 1-3 (Max. 6). An analysis of resource development projects and environmental change. Included are cost-effectiveness analysis and other quantitative techniques used in evaluating resource projects and public policy issues concerning the environment. Prerequisite: ECON 3020 or 4400.

5520. Theory of Public Finance. 3. A survey course covering welfare foundations of public finance, theory of public goods, benefit-cost analysis, fiscal federalism, the economics of taxation (incidence analysis, excess burden and optimal taxes), the U.S. tax system, and tax issues in open economics. Prerequisite: ECON 5010, 5020 or equivalent.
5640. Financial Economics I. 3. Focuses on theoretical topics. Covers optimal portfolio selection under uncertainty and differential information as well as fundamental theoretical issues in banking and financial intermediation. In the latter part of the semester, students have an opportunity to present one of the assigned articles in class and lead a discussion on it, with active participation by the entire class. *Prerequisite:* PhD-level microeconomics class (5020) and at least one 4000-level finance class.

5650. Financial Economics II. 1-3 (Max. 6). Topics include corporate finance, capital structure and the theoretical valuation of financial securities; also, asset pricing and financial econometrics. *Prerequisite:* ECON 5640.

5700. Advanced Economic Development. 3. Explores basic growth theory, “economic history” models of economic expansion, theories of natural resource based development and trade-resource models, the role of institutions and public policy in influencing development, and the effects of population, trade and finance on development. *Prerequisite:* ECON 5010, 5020.

5720. Advanced International Economics. 3. Studies the economics of trade between nations. Important trade theories are studied along with their empirical evaluation. Time is devoted to the importance of international trade growth. Government trade policies are given theoretical and empirical evaluation. *Prerequisite:* ECON 5020.

5730. Advanced Regional Analysis. 3. An advanced study or regional economic models. Included are structural and simulation models, regional growth models, and income estimation models. Emphasis is placed on quantitative analysis of regional growth and development. *Prerequisite:* ECON 3010, 3020 and 4600 or equivalents.

5820. Advanced Industrial Organization and Public Policy. 3. An application of market and price theory to concentration, size, competition; antitrust; close-knit and loose-knit combinations; business practices; price leadership and discrimination; delivered pricing; fair trade; unfair competition; and public policy. *Prerequisite:* ECON 5010, 5020, or equivalent.

5830. Empirical Industrial Organization. 3. Focuses on methods of analyzing data and testing hypotheses arising in the field of industrial organization. Much of the material builds on concepts introduced in ECON 5020 along with concepts presented in econometrics classes. Although many of the relevant concepts are primarily covered in ECON 5820, this course can be taken before or without taking ECON 5820. *Prerequisite:* admission to the graduate program in Economics and Finance.

5840. Advanced Public Utility Economics. 3. Explores the competition that economics can make to government regulation of business. Regulation theory is concerned with defining the goal of economic efficiency and providing rules for achieving it. Specifically covers market structures, systems of incentives, laws and administrative procedures, and economic performance in the field of regulation. *Prerequisite:* ECON 4840 or equivalent.

5890. Seminar in Advanced Economics. 1-3 (Max. 9). An advanced tutorial-conference course intended to give graduate students experience in research in economic problems. *Prerequisite:* consent of instructor.

5900. Practicum in College Teaching. 1-3 (Max. 3). Work in classroom with a major professor. Expected to give some lectures and gain classroom experience. *Prerequisite:* graduate standing.

5920. Continuing Registration: On Campus. 1-2 (Max. 16). *Prerequisite:* advanced degree candidacy.

5940. Continuing Registration: Off Campus. 1-2 (Max. 16). *Prerequisite:* advanced degree candidacy.

5959. Enrichment Studies. 1-3 (Max. 99). Designed to provide an enrichment experience in a variety of topics. Note: credit in this course may not be included in a graduate program of study for degree purposes.

5960. Thesis Research. 1-12 (Max. 24). Designed for students who are involved in research for their thesis project. Also used for students whose coursework is complete and are writing their thesis. *Prerequisite:* enrolled in a graduate degree program.

5990. Internship. 1-12 (Max. 24). *Prerequisite:* graduate standing.

Finance Major

Modern Business is characterized by its emphasis upon finance. The application of sound financial management principles often will be the difference between success and failure in business.

Courses prescribed for those who wish to major in finance are designed to provide a background for financial management of business concerns and, if students desire, to specialize in bank management, corporation finances, investment management and real estate. Since financial policies of business enterprises are subject to economic principles which make all businesses financially inter-dependent and sensitive to disturbances in the economic structure, students in this field should study the economic, as well as the technical, administrative aspects of finance and accounting. Prescribed work in this area attempts to emphasize all three phases of the subject.

All finance majors must comply with requirements of the advanced business prerequisite for enrollment in upper-division courses.

Finance majors must hold a 2.5 cumulative grade point average in all finance courses at graduation, as well as a minimum 2.50 cumulative grade point average and a minimum 2.50 grade point average in all College of Business courses.

In addition to university, college and departmental requirements cited previously, requirements for finance majors include:

| Hrs. | 1. FIN 3520 | 3 |
| 2. Finance electives | 12 |
| 3. Accounting elective | 3 (junior/senior level) |
| 4. Economics electives | 6 |
| 5. Restricted electives | 3 (Must be junior/senior level FIN, ACCT or ECON courses) |

**Suggested Course Sequence**

**FRESHMAN YEAR: Fall**

| Hrs. | ACCT 1010 | 3 |
| ECON 1010 | 3 |
| ENGL 1010 | 3 |
| MATH 1400/1405/2350/2200 | 3-4 |
| University Studies Global Awareness | 3 |
| Physical education | 1 |

**Total Hours** 16-17

**FRESHMAN YEAR: Spring**

| Hrs. | ACCT 1020 | 3 |
| ECON 1200 | 3 |
| MATH 2355/2205 | 3-4 |
| University Studies Science course | 3 |

**Total Hours** 16-17

**SOPHOMORE YEAR: Fall**

| Hrs. | IMGT 2400 | 3 |
| University Studies Writing II course | 3 |
| University Studies Diversity course | 3 |
| University Studies Science course | 3-4 |
| University Studies Cultural Context (Humanities) | 3 |

**Total Hours** 15-16

**SOPHOMORE YEAR: Spring**

| Hrs. | COJO 1010 | 3 |
| STAT 2010 | 4 |
| BADM 1040 | 3 |
| ACCT 2000 | 3 |
| University Studies Cultural Context (Arts) | 3 |

**Total Hours** 16
### Finance (FIN)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 1010</td>
<td>Principles of Financial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 3100</td>
<td>Financial Institutions</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 3250</td>
<td>Intermediate Accounting</td>
<td>3</td>
</tr>
<tr>
<td>DSCI 3210</td>
<td>Real Estate Development</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3310</td>
<td>Financial Markets and Institutions</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3320</td>
<td>Portfolio Management I</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3330</td>
<td>Portfolio Management II</td>
<td>3</td>
</tr>
<tr>
<td>FIN 4510</td>
<td>Bank Management</td>
<td>3</td>
</tr>
<tr>
<td>FIN 4520</td>
<td>Entrepreneurial Finance</td>
<td>3</td>
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<tr>
<td>FIN 4540</td>
<td>Banking Policy</td>
<td>3</td>
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<tr>
<td>FIN 4550</td>
<td>Empirical Finance</td>
<td>3</td>
</tr>
<tr>
<td>FIN 4560</td>
<td>Multinational Finance</td>
<td>3</td>
</tr>
</tbody>
</table>

### Course Descriptions

- **FIN 3250**: Corporate Finance. 3. [M3\(\leq\)none] Deals with management of capital in a business firm. It treats policies and actions relating to asset structure, risk, income and cash flows. Operating and financial analysis is introduced. Prerequisites: ACCT 1010; STAT 2010.

- **FIN 3310**: Investment Management. 3. [M3\(\leq\)none] Fundamental principles of investments and practical implications of financial theory. Students acquire a framework for understanding returns on financial assets, risk and return, fundamentals of portfolio theory, efficient market hypothesis, and asset pricing models. Other topics include financial statement analysis, behavioral finance, and introduction to options and futures. Prerequisites: FIN 3250 and advanced business standing.

### University of Wyoming College of Business

- **Junior Year**: Fall Hrs.
  - Economics elective
  - FIN 3250
  - MGT 3210
  - Electives
  - Total Hours: 15

- **Junior Year**: Spring Hrs.
  - MKT 3210
  - DSCI 3210
  - Economics elective
  - FIN 3520
  - FIN 3310
  - Total Hours: 15

- **Senior Year**: Fall Hrs.
  - Finance electives
  - ENGL 4010
  - Restricted Elective
  - Electives
  - ACCT 3100
  - Total Hours: 15

- **Senior Year**: Spring Hrs.
  - MGT 4520
  - Finance electives
  - Electives
  - Total Hours: 15

### Credits for Degree

- Total Credits for Degree: 122
4610. Real Estate and Urban Economics. 3. Discusses the physical, legal and economic fundamentals of real estate using an integration of real estate markets, mortgage financing, appraisal principles, and investment analysis. Topics include basic property and contract law, leases, financing, taxation, and the fields of property management, finance, appraisal, brokerage, and investments. Prerequisite: Adv. business student.

4710. Risk Management. 3. [M3* (none)] Analyzes the risk management and insurance problem in the business enterprise with emphasis on methodology for risk analysis; techniques for risk and loss control; and models for risk management decision-making. Prerequisites: FIN 3250, FIN 3310, IMGT 2400 and advanced business standing.

4800. Real Estate Finance. 3. Exposes students to the fundamentals of real estate finance such as mortgage financing, commercial leases, pro-forma analysis, financial modeling, tax implications, leveraged real estate and valuation of income producing properties. While the theory of each topic will be presented, the focus is on the applications of the material. Prerequisites: FIN 3250 and advanced business standing.

4810. Real Estate Investment. 3. Covers advanced real estate investment topics such as investments risk and valuation sensitivity analysis, futures and real options, liquid real estate investments, analysis of development projects, and commercial mortgage backed securities. While the theory the topics will be presented, the course focus is on the applications of the material. Prerequisite: FIN 4800 and advanced business standing.

4900. Problems in Finance. 1-4 (Max. 4). Students register on an individual basis to study any phase of finance not included in organized courses. Written report required. Prerequisite: FIN 3250, IMGT 2400, advanced business standing, senior standing and written consent of instructor.

4910. Selected Topics in Finance. 3 (Max. 6 seniors and M.S.; Max. 9 Ph.D.). The material covered involves extensive in-depth investigations into topics which are specialty areas of the instructor in charge in any given term. Prerequisite: 9 hours in finance including FIN 3250, IMGT 2400 and advanced business standing.

5000. Macroeconomics and Management Finance. 3. Introduction to macroeconomics and management finance. Macroeconomics helps define the environment in which firms make financial decisions. Prerequisite: ACCT 2010, STAT 2010, MATH 2350 or 2355.

5310. Investment Management and Analysis. 3. The theory of investment management and security values, portfolio management including the analysis of investment policies and objectives, the analysis and use of investment information, and the development and application of the tools for determining values. Prerequisite: FIN 5510 and graduate standing.

5320. Corporate Finance and Governance. 3. Designed to provide a framework to analyze issues in corporate finance and governance. The firm is viewed as a nexus of contracts designed to reduce the costs of trade-and corporate finance is regarded as an investigation of the incomplete contracts that involve the providers of capital. Prerequisite: FIN 3250 (or equivalent); admission to the Master of finance, Graduate Program in Economics and Finance or Master of Accounting.

5400. Empirical Finance. 3. Involves the application of basic econometric methods to the analysis of financial data. The course is focused on empirical estimation and analysis of theoretical financial models. The study of market microstructure models and other characteristics of financial data are included. Dual listed with FIN 4400. Prerequisite: FIN 3250, IMGT 2400 and advanced business standing; graduate standing.

5500. Financial Management. 3. Studies of environmental influences on corporate financial decision making and measurement devices useful in corporate financial management. Prerequisite: MATH 2220, STAT 2020, ACCT 2020, COSC 1200 or equivalent; accepted in graduate program.

5520. Seminar in Finance Theory. 3. Deals with the theory and application of security analysis and portfolio management. Prerequisite: FIN 5510 or equivalent; accepted in a graduate program.

5810. Real Estate Appraisal. 3. Covers the basics of appraisal, the three main approaches to valuation, reconciliation, and report. Topics of mass appraisal and multiple regression analysis are also considered. Deals with elements of real estate appraisal as they apply to residential, commercial/industrial and rural real property. Dual listed with FIN 4810. Prerequisite: FIN 3250 and advanced business student.

5890. Advanced Problems in Finance. 1-9 (Max. 9). An arrangement whereby a student is permitted to develop an advanced phase of finance not offered in the formally structured courses or to investigate a finance problem, a written report is required. Prerequisite: 9 hours in finance and consent of instructor.

5900. Practicum in College Teaching. 1-3 (Max. 3). Work in classroom with a major professor. Expected to give some lectures and gain classroom experience. Prerequisite: advanced business standing.

5920. Continuing Registration: On Campus. 1-2 (Max. 16). Prerequisite: advanced degree candidacy.

5940. Continuing Registration: Off Campus. 1-2 (Max. 16). Prerequisite: advanced degree candidacy.

5959. Enrichment Studies. 1-3 (Max. 99). Designed to provide an enrichment experience in a variety of topics. Note: credit in this course may not be included in a graduate program of study for degree purposes.

5960. Thesis Research. 1-24 (Max. 24). Graduate level course designed for students who are involved in research for their thesis project. Also used for students whose coursework is complete and are writing their thesis. Prerequisite: enrolled in a graduate degree program.

5990. Internship. 1-12 (Max. 24). Prerequisite: graduate standing.

Department of Management and Marketing
College of Business 354, 766-3124
FAX: (307) 766-3488
Web site: business.uwyo.edu/mgtmkt
Department Chairman: John Mittelstaedt
Professors:
BRENT A. HATHAWAY, B.S. Utah State University 1987; M.S. Purdue University 1993; Ph.D. University of Illinois 1997; Professor of Marketing 2006, 2001.
JOHN MITTELSTAEDT, B.A. Saint Olaf College 1986; M.T.S. Harvard University 1989; Ph.D. University of Iowa 1995; Professor of Marketing 2011.

KELLY TIAN, B.S. University of Alabama 1982; M.A. University of Alabama 1985; Ph.D. Georgia State University 1991; Professor of Marketing 2012.


Associate Professors:


KENT G. DRUMMOND, B.A. Stanford 1980; M.B.A. Northwestern University 1982; Ph.D. The University of Texas, Austin 1990; Associate Professor of Marketing 2002.


C. MARK PETERSON, B.A. University of Virginia 1978; M.S. Georgia Institute of Technology 1989; Ph.D. 1994; Associate Professor of Marketing 2007.


Assistant Professors:

ANDREW ARNETTE, B.S. Virginia Polytechnic Institute & State University 2000; M.B.A. Virginia Polytechnic Institute & State University 2002; Ph.D Virginia Polytechnic Institute & State University 2010; Assistant Professor of Decision Science 2012.


JOSEPH T. COOPER, B.S. Case Western Reserve University 1997; M.B.A. 2003; Ph.D. Ohio State University 2009; Assistant Professor of Management 2009, 2012.

JARON HARVEY, B.S. Utah Valley University 2006; Ph.D. University of Oklahoma 2010; Assistant Professor of Management 2012.


JASON MYROWITZ, B.A. Brandeis University 2001; M.B.A. University of Alabama 2004; ABD Arizona State University 2010; Lecturer of Management 2010.

STEPHANIE A. ONETO, B.S. University of Nebraska-Lincoln 1999; M.A. University of Houston 2001; Ph.D. 2007; Assistant Professor of Marketing 2007, 2012.

CHARLES E. STEVENS, B.S. The Ohio State University 2005; B.A. 2005; Ph.D. 2010; Assistant Professor of Management 2010, 2012.

Academic Professionals:


Professors Emeriti:


The Department of Management and Marketing offers programs of study leading to the Bachelor of Science degree in (1) business administration, (2) management, or (3) marketing. The departmental requirements for each of these degree programs are listed below.

All majors in the Department of Management and Marketing must meet requirements of the advanced business prerequisite for enrollment in upper-division courses, must complete the common body of knowledge courses as listed previously and require a minimum grade of C for courses in their major and MGT 4800.

Students outside the business major may take business courses, and are not held to advanced business standing requirements, but they should first check with course instructors to see if they meet other prerequisites. The College of Business Academic Advising Office (COB/AAO) oversees the formal petition process that provides non-majors permission to take business courses, and COB/AAO should be the next step in getting permission after getting consent of the instructor.

Business and accounting 3000- and 4000-level courses are reserved for those with junior or senior level standing whether majors or non-majors.

Entrepreneurship Emphasis

The College recommends entrepreneurship as an area of study for business students, and others as well. Entrepreneurship focuses on starting businesses and is useful for all those students who think they might want to own and run their own business someday. It is formally available as a minor.

A minor in entrepreneurship features business courses likely to be important to the creator of a new venture and/or the owner-operator of a growing business or family business. The minor includes exposure to entrepreneurs and entrepreneurship, creation of a new business concept, and formulation of a business plan that can serve as a springboard for a new venture.

Graduate Study

The Department of Management and Marketing staffs most of the MBA classes (on-campus and eMBA) although the degree is a college-wide degree. Further, the department offers a Ph.D. in Marketing with an emphasis in Sustainable Business Practices. Some 4000- and 5000-level classes may be counted as graduate classes in other programs.

Business Administration

Students who elect to major in the business administration curriculum acquire a comprehensive understanding of business as a whole. Through exposure to all functional areas in business, students are afforded the opportunity to develop broad skills and knowledge. The business administration degree prepares students for a wide variety of career opportunities in business and government.

In addition to university, college and departmental requirements cited previously, requirements for business administration majors include:

Core Requirements

1. Accounting/Finance

   ACCT 2110, FIN 4XXX (choice of 4000-level finance course) ..........................6

2. Management/Decision sciences

   MGT 3110, 4340, 4410, DSCI 4240 ..........................12

3. Marketing

   MKT 4430 ..........................3

4. Restricted electives

   Chosen in consultation with adviser. ..........................6

A complete curriculum sheet is available from the College of Business Academic Advising Office.
Decision Sciences

The decision sciences curriculum is designed to serve students with a variety of majors. A minor in decision sciences is available for students wishing to augment their major with quantitative and computer-based decision-making tools. Decision sciences courses emphasize applications to operations management.

Decision Sciences (DSCI)

USP Codes are listed in brackets by the 1991 USP code followed by the 2003 USP code (e.g. [M2QB]).

3210 [OM 3210]. Production and Operations Management. 3. An introductory course in production and operations management. Typical topics include operations strategy, quality management, facilities location, facilities layout, forecasting, inventory management, production planning, scheduling and project management. Prerequisites: IMGT 2400 or equivalent, DSCI 3210, STAT 2050 or equivalent and advanced business standing.

4240. Computer Applications in Decision Sciences. 3. A study of decision science topics such as mathematical programming, Monte Carlo simulation, forecasting, project management and decision theory. The applications of computer techniques is emphasized. Prerequisites: IMGT 2400 or equivalent, DSCI 3210, STAT 2010 or equivalent and advanced business standing.

4250. Revenue Management. 3. Examines the tools used by many industries in the service sector to maximize revenue, including forecasting demand, overbooking customers, group decision making, how to allocate fixed assets, and control of the overall network. Prerequisites: DSCI 3210, advanced business standing.

4260. Project Management. 3. Examines the coordination project management activities. This includes the initiation, planning, implementation, control and evaluation of projects. Prerequisites: (DSCI 3210 and advanced business standing), or ES 1060 and junior standing.

4280. Supply Chain Management. 3. Examines the coordination of material flows and information through networks of suppliers, producers, warehouses, and customers that are linked by transportation modes. Prerequisites: DSCI 3210, advanced business standing. 4900 [OM 4900]. Problems in Decision Sciences. 1-4 (Max. 4). Studies, on an individual basis, any decision science topic not included in currently offered courses. Prerequisites: DSCI 3210, advanced business standing, senior standing and written consent of instructor.

4910 [OM 4910]. Selected Topics in Decision Sciences. 3. For advanced students treating contemporary problems in decision science related areas. Specific area(s) to be considered in a given semester will be printed in class schedule. Prerequisite: junior class standing and other courses, as appropriate, for specific area/topic being covered. Obtain permission and specific listing of prerequisites for enrollment from the College of Business Academic Advising Office before registering.

5890. Advanced Problems in Decision Science. 1-8 (Max. 8). An arrangement whereby a student is permitted to develop some advanced phase of decision sciences not offered in the formally structured courses or to investigate a particular decision sciences problem. A written report is required. Prerequisite: consent of instructor and acceptance into a graduate program.

Management

Successful management requires the effective use of an organization’s resources. Planning, organizing, leading, measuring, and controlling what goes on in the organization are critical management jobs. To do them successfully, managers need understanding/skills in dealing with behavior and leadership at work, changing organizations, supervising others, designing human resource systems, promoting innovation, managing risk and information, negotiating, and decision making.

The curriculum leading to a degree in management is designed to provide the perspectives and tools necessary to help a motivated student move into a career in management.

<table>
<thead>
<tr>
<th>Hrs.</th>
<th>Management core</th>
<th>Management specialization</th>
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<tbody>
<tr>
<td></td>
<td>MGT 3110, 4410, 4420, 4425, 4430, 4465</td>
<td>MGT 4340, 4440, 4445, 4455, 4470, 4510, 4560, 4800, 4600, 4910</td>
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<td>DSCI 4240, 4250, 4260, 4280</td>
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Management (MGT)

USP Codes are listed in brackets by the 1991 USP code followed by the 2003 USP code (e.g. [M2QB]).

1040 [2010, BADM 1040]. Legal Environment of Business. 3. Provides a broad overview of business-related legal topics. Students are familiarized with courts and alternative dispute resolution, constitutional law, torts, contracts, intellectual law, criminal law, and cyber law. Prerequisites: none.

2000 [BADM 2005]. Introduction to Business. 3. Designed to provide an overview of today’s business system and how it works. Significant business activities are covered including: accounting, management, marketing, production, finance, decision making, economic markets, and world business. Recommended for those who might have an interest in business, but no real background. Prerequisite: freshman or sophomore standing only.

2600 [BADM 2600]. Internship in Business. 1-4. Provides students with practical business knowledge and a perceptual basis for later coursework. Students work as interns in operating organizations. Prerequisites: COB Majors only and written consent of instructor.

3110 [BADM 3210]. Business Ethics. 3. Studies the cognitive, social, behavioral, and corporate processes affecting individual, group, and organizational judgments in morally questionable situations. Through analysis students understand what factors give rise to and influence ethical issues and how organization values precipitate ethical behavior among employees. Prerequisite: sophomore standing.

3210. Management and Organization. 3. An introduction to the theory and practice of management with emphasis on individual and small group behavior, design and structure of organizations, relationship between the organization and its environment and statistical and quantitative skills used in examination of management processes. Also covers interpersonal communications, ethics and international management. Prerequisite: junior standing.

3340 [BADM 3000]. Real Estate Law. 3. Covers all major areas of real estate law, including the nature of real property, types of ownership, real estate contracts, title and insurance, financing, landlord and tenant, land use, environmental law and regulation. An understanding of real estate law is important in both the personal and professional lives of students. Prerequisite: Advanced business standing.

4340 [BADM 4340]. Law for Managers. 3. Provides an overview of laws and legal issues associated with managing a business, incor-
porating aspects of sustainable business practices. Topics include agency and employment, business organizations, including securities laws and corporate governance standards, government regulation of businesses, including environmental/sustainability regulations, and an introduction to international law and global economy. Prerequisite: MGT 1040 or equivalent.

4350 [BADM 4350]. Commercial Law. 3. A study of the basic principles of commercial law, including property, sales, negotiable instruments, secured transactions, creditors’ rights and bankruptcy. Prerequisites: MGT 1040 or equivalent.

4360. Business Law for Entrepreneurs. 3. A survey of the various legal issues confronted by entrepreneurs, particularly related to new ventures. Prerequisite: MGT 1040.

4410. Human Resources Management. 3. A study of the formal systems used to manage people at work. Emphasis is on concepts and procedures of EEO, diversity, job analysis, job evaluation, wage and salary administration, performance evaluation, safety, employee services and fringe benefits. Prerequisites: MGT 3210 and advanced business standing.

4420. Organizational Behavior and Leadership. 3. An interdisciplinary study of individual, group, and organizational processes that affect employee behavior at work. Prepares students for various managerial roles by synthesizing successful leadership practices in both domestic and international settings and by examining critical areas such as individual differences, organizational politics and culture. Prerequisite: MGT 3210 and advanced business standing.

4425. Supervision. 3. Focuses on interactions with direct report employees. Influence, work maturity, integrity, work standards, communication skills, team management, doing performance appraisal, managing customer service, training, and interviewing are among the supervisory topics. Prerequisites: MGT 3210, MGT 4410 or MGT 4410 concurrently; advanced business standing.

4430. Organization Design and Change. 3. Examines organizations, what they are, how they operate and are structured and how they can be changed. Focus is on macro managerial issues in the design and change of work organizations. Prerequisites: MGT 3210 and advanced business standing.

4440. Managing Innovation and Problem Solving. 3. Focuses on individual creativity and the resulting issues of intellectual property in organizations. Further considers making decisions and solving problems in modern organizations. Examines individual, group, and organizational influences and decisions. Topics include problem solving models, human information processing, creativity, leader decision style, managing decision teams. Prerequisites: MGT 3210 and advanced business standing.

4445. Managing Risk and Knowledge. 3. Focuses on the assessment and mitigation of property, liability, human resources, and income risks. Knowledge management explores strategies for profiting from technology assets and technological innovation. Includes the role of strategy, core competencies, product development, strategic partnerships, and more. Prerequisites: MGT 3210 and advanced business standing.

4455. Systems Analysis and Design. 3. Concerned with the analysis, management, and conceptual design of information systems. Specific topics include systems planning, requirements analysis, business process modeling and redesign, flexibility analysis, alternative analysis, and architectural selection and design focused on supporting an organization’s business requirements through various system design methodologies. Cross listed with IMGT 4455. Prerequisite: IMGT 2400.

4465. Managerial Tools. 3. Supply commonly used tools for managers, including those for controlling operations – budgeting, financial forecasting and analysis using ratios, risk assessment and control, management audits, monitoring, clan control, and employee discipline systems. Planning tools include strategic and operational plans, goals, MBO, succession, disaster, contingency and scenario planning. Prerequisites: MGT 3210, MGT 4420 or MGT 4420 concurrently; advanced business standing.

4470. Managerial Negotiation and Conflict Resolution. 3. Focuses on all aspects of formal managerial negotiation including dealings with suppliers, buyers, unions and etc. Also examined are the theory and practice of interpersonal negotiation. Conflict resolution is approached by identifying types and sources of conflict, organizational parameters of conflict, as well as resolution skills and behavior. Prerequisites: MGT 3210 and advanced business standing.

4500 [BADM 4500]. Employee to Entrepreneur. 3. Investigates considerations relating to leaving current employment, ethical dilemmas, skills needed to launch a new business, importance of cash flow and financing start-up, personal rewards and costs of entrepreneurship, and an overview of business plan context. Prerequisite: Sophomore standing.

4510 [BADM 4510]. New Entrepreneurial Venture. 3. Focus is on creating a successful business concept and determining its feasibility in the context of a rapidly changing global business environment. Students research, analyze and present a new business concept, which may evolve into a comprehensive business plan. Prerequisites: MGT 3210, ACCT 1010, junior standing.

4530 [BADM 4620]. Business Plan Development. 3. Explores and evaluates various intrapreneural and entrepreneurial opportunities, including business plans. Students demonstrate how to research, analyze, and present new business ventures. Students will analyze a business opportunity and make a presentation to potential investors. Prerequisite: MGT 4510 and junior standing.

4550. Family Business and Corporate Venturing. 3. Investigates the organizational life cycle using a dual focus of family business and new ventures within established organizations. Topics include start-up considerations, organizational form, cash flow and financing, family dynamics, and identifying appropriate ventures for enhanced organizational growth. Ownership succession and exit strategies are also discussed. Prerequisites: advanced business standing and junior standing.

4560. Entrepreneurial Accounting and Finance. 3. Expand business knowledge by focusing attention on accounting and finance concerns that are vital to new ventures. Focuses on issues that must be addressed to assist these businesses in meeting their objectives of growth, preparation for a public offering, and exit strategies. Prerequisites: ACCT 1010, FIN 3250, MGT 3210.

4600. Advanced Internship in Business. 1-4. Provides students with practical business knowledge, policy, procedure, and decision making. Students work as interns in operating organizations. Prerequisites: MKT 3210, MGT 3210, FIN 3250, ACCT 1020, Advanced Business standing, written consent of instructor.

4800. Business Strategy and Policy. 3. A capstone course designed to integrate prior courses into a general manager’s overall organization perspective. Coverage will emphasize strategic management models which provide frameworks that assist in this task and integrate those internal organization factors with the firm’s environment. Prerequisites: ACCT 1010, 1020, MGT 1040, DSCI 3210, FIN 3250, MGT 3210, MKT 3210, STAT 2010, advanced business standing, and senior standing.

4900. Problems in Management. 1-4 (Max. 4). Studies, on an individual basis, any phase of management not included in the organized course. Written report required. Prerequisites: senior standing, advanced business standing, and written consent of instructor.
4910. Selected Topics in Management. 3 (Max. 6 seniors; M.S. and Ph.D. 9). A course for advanced students treating contemporary problems in management and administration. Specific area(s) to be considered in a given semester will be printed in the class schedule. **Prerequisites:** junior standing and other courses, as appropriate, for specific area/topic being covered. Obtain permission and specific listing of prerequisites for enrollment from the College of Business Academic Advising Office before registering.

5600. Graduate Internship in Business. 1-4 (Max. 6). Provides student with practical business knowledge, policy, procedure and decision making. Student works as intern in operating organization. **Prerequisite:** 12 hours of graduate preparatory courses and consent of instructor; accepted in a graduate program.

5890. Advanced Problems in Management. 1-8 (Max. 8). An arrangement whereby a student is permitted to develop some advanced phase of management not offered in the formally structured courses, or to investigate a management problem. A written report is required. **Prerequisite:** 9 hours in management including one 5000-level course, accepted in a graduate program and consent of instructor.

5920. Continuing Registration: On Campus. 1-2. **Prerequisite:** advanced degree candidacy.

5940. Continuing Registration: Off Campus. 1-2. **Prerequisite:** advanced degree candidacy.

## Marketing

Marketing is a societal process and a set of organizational functions for creating, communicating, and delivering value to customers and for managing relationships in ways to benefit local and global stakeholders. Marketing majors are employed in a wide variety of industries and governmental agencies where understanding and managing customer relationships are critical. Students find jobs in market research, advertising, public relations, professional selling, non-profit marketing, product management, retailing, and brand management.

Marketing courses are designed so that students gain an understanding of how to gather, manage, and use information; how to analyze customers; and how to develop marketing strategy and design a marketing mix. At the same time, students gain skills in ethical decision-making, developing creative solutions to solve problems, communicating effectively, and working in teams. They also learn how to form intelligent judgments and opinions relating to economic, social, and environmental factors which vitally affect every day living for both present and future generations.

### Doctoral Program
**Doctor of Philosophy in Marketing**

The Department of Management and Marketing offers a program leading to a Doctor of Philosophy in Marketing, with an emphasis in sustainability. The program of study draws from extant marketing theory, primarily in consumer behavior, combined with studies in the basic sciences (e.g., anthropology, psychology, sociology) and other applied sciences (e.g., environmental sciences) to create a base of knowledge acceptable for marketing scholarship in higher education, and a depth of knowledge conducive to a stream of publishable research in a specific topic area. Theoretical development is supplemented with course work in the gathering and analysis of qualitative and quantitative data, which prepares the student for rigorous exploration of marketing phenomena related to sustainable business and consumption. Students are required to complete 72 semester hours and a scholarly dissertation that contributes to the knowledge foundations in marketing and contributes to the basic sciences that informed the inquiry. Semester hours will include core marketing classes, outside elective courses in statistics, basic social sciences, and/or interdisciplinary studies in environmental and natural resources, and dissertation work. First and second year research projects are also required, aimed at the student having published articles in respected marketing and social science journals before program completion. Comprehensive exam is completed in the fifth semester. A teaching component is also incorporated into the curriculum. The program is designed to give students a strong research background and intensive teaching experience.

### Marketing (MKT)

**USP Codes are listed in brackets by the 1991 USP code followed by the 2003 USP code (e.g. [M2♣Q8]).**

3210. Introduction to Marketing. 3. An investigation of the marketing discipline with emphasis on vocabulary; principles; functional interrelationships; marketing strategies, practices and problems in national and international environments. **Prerequisite:** junior standing.

4210. Sales Management and Professional Selling. 3. Concerns the process of professional selling; planning and presentation; approach; interview and closing; and analysis of te management function of administering to an operating sales force. **Prerequisites:** MKT 3210 and advanced business standing.

4230. Integrated Marketing Communication. 3. Introduction to integrated marketing communication, the coordination of an organization’s advertising and promotion efforts. Emphasis on how marketing communication is used by organizations to further their marketing objectives. Among the tools available to the integration process are advertising, sales promotion, personal selling, sponsorship marketing, and public relations. **Prerequisites:** MKT 3210, advanced business standing.

4240. Consumer Behavior. 3. A study of the dimensions of the consumer market and decision-making processes of consumers through analyzing economic, personal, social and situational influences on the consumer market and on buying behavior. **Prerequisites:** MKT 3210, STAT 2010 and advanced business standing.

4430. Marketing Management. 3. Analysis of policy-making and operating decisions of the marketing manager and the tools available to aid in solving marketing problems. **Prerequisites:** MKT 3210, MGT 3210, STAT 2010.

4450. Advanced Marketing Management. 3. Capstone course for marketing majors and minors designed to integrate prior marketing courses. Primary focus is on utilizing marketing concepts and tools in a strategic marketing decision-making context. **Prerequisites:** MKT 4240, MKT 4520, advanced business standing, to be taken in senior year.

4520. Marketing Research and Analysis. 3. Investigation of the systematic procedures and tools of research available to the marketing researcher, including a survey of contemporary practices. **Prerequisites:** MKT 3210, STAT 2010 and advanced business standing.

4540. International Marketing. 3. [G1, W3♣(none)] Approaches the topic of international marketing from a managerial
perspective. Exposure to world environmental characteristics and interdependencies, as well as objectives, strategies and tactics of marketing goods and services to various countries and cultures. Cross listed with INST 4540. 

Prerequisite: MKT 3210 and junior standing.

4590. Sustainable Business Practices. 3.
A close look at what is happening in business practice today through the ‘lens’ of sustainability. Business models and systems will be discussed and a framework proposed for assessing the ways in which principles of sustainability may be embedded within corporate strategy. Cross listed with INST 5590; dual listed with MKT 4590. Prerequisite: advanced business standing.

5600. Campus Sustainability. 3.
Uses campus as a setting to explore long-term environmental, economic, and social sustainability theory and practice. Students design and implement a semester-long project to improve sustainability of the UW campus. Interdisciplinary and appropriate for students of all disciplines. Dual listed with MKT 4600; cross listed with ENR 5600. Prerequisite: advanced business standing for COB majors, junior standing for non-COB majors.

5890. Advanced Problems in Marketing. 1-8 (Max. 8).
An arrangement whereby a student is permitted to develop some advanced phase of marketing not offered in formally structured courses, or to investigate a marketing problem. A written report is required. Prerequisite: 9 hours in marketing including one 5000-level course, written consent of instructor, accepted in a graduate program.

5920. Continuing Registration: On Campus. 1-2 (Max. 12).
5940. Continuing Registration: Off Campus. 1-2 (Max. 12).
5980. Dissertation Research. 1-12 (Max. 59).
A Faculty Admissions Committee, chaired by the Director of the MBA program, will review all applications. Application to the program is open to students who have a four-year baccalaureate degree from an accredited university or college. Admissions preference will be extended to candidates who are interested in dual-degree programs from other UW schools and colleges, to candidates who have completed a baccalaureate degree in a professional technical field (e.g., engineering) in the preceding semester, and candidates with 2 or more years of post-baccalaureate work experience. Students with a baccalaureate degree in a business discipline or business administration are eligible for the program, but will not be allowed to waive any of the core courses.

Applicants must provide official academic transcripts, GMAT or GRE test results, three letters of recommendation, and a current resume. In the case of dual degree and professional technical field applicants one letter of reference from an active research faculty member is requested.

Students whose native language is not English must submit TOEFL results. No exceptions for students from other UW colleges and schools seeking dual degrees. Please be advised that our program includes significant class discussion, substantial daily reading, and many written assignments.

Attainment of minimum requirements does not guarantee admission

- Bachelor’s degree from an accredited university or college
- Undergraduate GPA greater than 3.0, preferred
- GMAT or GRE exam scores
- Letters of recommendation (official recommendation form) sent by the reference to the MBA Program Office
- Resume
- Participate in an interview, either on-campus (preferred) or by telephone (the MBA Programs office will call international applicants)
- Official transcripts from each institution attended. Transcripts should be sent directly to the MBA Program Office.

Master of Business Administration - Full Time (MBAM)

Program Overview

The UW Full-Time MBA Program delivers professional management education that connects principles, concepts, and intense case analysis (classroom) with real world experience (Friday Executive Leadership Program and Summer Experiential Project) as tools for making business decisions. Students will develop leadership and managerial skills. UW MBAs will possess the education and training to compete in today’s rapidly changing global business world.

Class sizes are small and diverse with respect to age, gender, experience, and nationality. Courses are taught by a select group of business faculty members. The total pro-
Additional International Student Admission Requirements:
- Sufficient financial resources as established by the University of Wyoming.
- A minimum TOEFL score of 105 on the Internet-based exam. TOEFL scores are valid for two years.

Degree Requirements
- 44 credit hours of graduate credit (35 hours of required Core MBA courses plus 9 hours of elective tracks at equivalent MBA level), including participation in all MBA program activities (Orientation, MBA Executive Leadership Program, Personal Development, NOLS Leadership Program, and case competitions).
- This is a cohort based program. The course sequence is highly-structured and all course requirements must be completed in their prescribed manner. Course sequence is subject to change, in extremely rare circumstances, at the discretion of the MBA Director.
- All students are required to pass a Comprehensive Examination at the conclusion of the Fall 1 semester to continue in the program.

Course of Study
(sequence subject to change only at the direction of the MBA Program Director)

Pre-Term 1
Students participate in a 3 day orientation and may receive pre-work from the Fall 1 Core faculty.

Fall 1: MBA Core (15 credit hours)
- Financial Accounting
- Business Research Methods
- Decision Making
- Organization Behavior/Human Resources
- Operations Management
- Professional Development I

Spring 1: MBA Core (17 credit hours)
- Managerial Accounting
- Managerial Finance
- Marketing Management
- Innovation and Entrepreneurial Management
- Decision Sciences and Systems Analysis
- Professional Development II
- Managerial Economics

Summer: MBA Core (3 credit hours)
- Experiential Learning Project (May – July)

Pre-Term 2
Students will participate in a 4-7 day outdoor program building leadership and team skills.

Fall 2: Core (3 credits)
- MBA Capstone

Fall 2: Electives (9 credits) - General Management or Energy Management Concentration
- General Management Track
  - International Business (includes a one-week global business experience)
  - Employment Law
  - Energy Management
  - Elective (Choose one)
- Energy Management Concentration (will be denoted on the student's transcript)-Choose 3
  - Energy Accounting
  - Energy Finance 1: Project Evaluation
  - Energy Supply Chain Management
  - Energy Economics

Dual Degree Programs
The following dual degree programs are available:
- MS in Engineering / MBA - first year in MBA program; second year MS studies
- Pharm. D. / MBA - first year in MBA program; four years Pharmacy studies
- J.D. / MBA - first year in law studies; second year in MBA program; final two years law studies

Students will need to be admitted to both degree programs. The MBA Core courses are required of all students, including the Capstone course. At the completion of all graduate studies, students will receive two degrees.

Energy Management Major (59 credit hours) - Designation will appear on MBA Degree
- MBA Core (35 credit hours) - Fall 1, Spring 1, and Summer Experiential Project
- Fall 2 (12 credit hours)
  - Energy Accounting
  - Energy Finance 1: Project Evaluation
  - Energy Supply Chain Management
  - Energy Economics
- Spring 2 (12 credit hours)
  - Energy Regulatory and Policy
  - Energy Finance 2: Energy Trading, Hedging and Securities
  - Energy Marketing
  - Energy Strategy (Capstone)

Additional Information

Tuition & Fees
Tuition and fee charges will include all course materials program events, experiential learning project, outdoor program, international experience, MBA Leadership Program, UW MBA sponsored conferences, and case competitions. Textbooks are not included.

MBA Executive Leadership Program
Students participate in weekly meetings (primarily on Fridays) with business leaders from a wide variety of industries (for profit and tax exempt) and political leaders. The program takes place mostly on campus, but does include some travel. This program supplements the class work (Monday – Thursday), provides discussion and learnings of business challenges (including crisis management), opens the students’ horizons on career opportunities, and provides long-term networking opportunities. Students will have private meetings with over 60 leaders during their MBA studies.

Experiential Learning Project
The required summer experiential learning project will give students the opportunity to address real-world strategic issues for business, government, and non-profit entities. The project will be administered from the UW campus and students will have access to COB facilities to perform analyses, develop recommendations, and prepare a written and oral presentation to management. Students will travel to company sites and other locations for data collection and interviews, as appropriate. College faculty will participate in these projects as mentors. Students cannot take any other courses during the summer experiential project.

Track Courses
Nine credit hours of graduate-level coursework in the College of Business are required during the final semester of study for the General Management track and Energy Management Concentration track. Students must receive approval from the MBA Program Director prior to enrolling in other tracks of study.
Executive MBA Program

Students enrolled in the Full-Time MBA Program may not apply credits from the Executive MBA Program (courses with a MBAX prefix) to their degree, and vice versa.

Academic Requirements

Students must maintain a cumulative GPA of 3.0 in the MBA program to remain in “good standing”. If a student's GPA falls below 3.0, he or she is automatically placed on academic probation; the student must raise their cumulative GPA to 3.0 the following semester to avoid dismissal from the program. Other requirements involving program dismissal include:

- A student who earns a grade lower than a “C” in any course is dismissed from the program.
- A student earning more than one “C” will be dismissed from the program.
- A student earning less than a “B” in the Summer Experiential Project or the Capstone course will be dismissed from the program.
- A student failing the Comprehensive exam will be dismissed from the program.

Transfer Credit

A maximum of nine credit hours of MBA graduate course work taken at another institution and not applied toward any other degree may be applied to the Full Time MBA program subject to regulations regarding transfer of credit and the approval of the MBA Program Director.

Master of Business Administration (MBAM)

5102. MBA Operations Management. 3. Production and operations management. Topics include operations strategy, quality management, facilities location, facilities layout, forecasting, inventory management, production planning, and scheduling. Prerequisite: Admission to the MBAM program.

5103. Research Methods. 3. Introduce the characteristics and various approaches to designing and conducting qualitative research projects in business research. Gain hands-on experience in various qualitative methods and analysis techniques. Skills covered are applicable to business problems encountered in both consumer and business-to-business markets, and public and private sectors. Prerequisite: Admission to the MBAM program.

5104. Organization Behavior and Human Resource Management. 3. Enables students to recognize psychological phenomena influencing individual, group & organizational behavior and helps them understand different HRM functions and how HRM fits within the overall organization’s strategy. Prerequisite: Admission to the MBAM program.

5106. Professional Development I. 0. First course is a sequence of courses focused on professional development. This course will provide “a real world” format where students must express their ideas in every class through verbal presentations, as well as developing written products such as handouts, PowerPoint presentations, white papers and email correspondence. Prerequisite: Admission to the MBAM program.

5107. Decision Making. 3. Overview of (i) business decision making within (ii) its competitive, economic, legal and organizational contexts. Prerequisite: Admission to the MBAM program.

5108. MBA Financial Accounting. 3. Provide you with the necessary tools to read, understand, and use information that emanates from the accounting system within most organizations. Prerequisite: Admission to the MBAM program.

5202. Decision Modeling. 3. A graduate course in decision modeling. Topics include linear programming, optimization modeling, and monte carlo simulation modeling. Prerequisite: Admission to the MBAM program.

5203. Entrepreneurial Management. 3. Explores organizations – theories and practical applications of those theories concerning how organizations operate strategically, i.e. in relation to the external environment. Prerequisite: Admission to the MBAM program.

5204. Financial Management. 3. Provide an in-depth understanding of the job of a financial manager in a corporate setting. Exposure to other aspects of finance in the economy, such as capital markets and investments. Prerequisite: Admission to the MBAM program.

5206. Professional Development II. 0. Second part of a sequence of courses designed to help students advance their professional skills (written, oral, and interpersonal) and achieve success in career planning, career preparation, and career development. Prerequisite: Admission to the MBAM program.

5207. Marketing Management. 3. Provide an in-depth understanding of marketing management. Marketing managers are responsible for co-creating customer value for a sustained competitive advantage. Prerequisite: Admission to the MBAM program.

5208. MBA Managerial Accounting. 3. Use of accounting information for internal decision making purposes. Prerequisite: Admission to the MBAM program.

5301. MBA Summer Project. 3. Serves as an externship for individual MBA students or MBA teams to work with a client on a business issue under the supervision of a qualified faculty member in the College of Business. Prerequisite: Completion of the first-year (Fall & Spring semester) on campus MBA courses.

5303. Global Business. 3. Focus on the topics of culture, effects of the macroenvironment on business, and regional economic integration, with predominant themes of leadership and sustainability in business. Prerequisite: Admission to the MBAM program.

5304. MBA Business Law. 3. Broad perspective of the various legal issues associated with managing a business enterprise. Prerequisite: Admission to the MBAM program.

5305. Sustainable Management Strategy (Capstone). 3. Presents general principles of sustainable strategic management, relying heavily on case analysis. Course material will be managerially relevant, with an analytical and decision-oriented approach. Prerequisite: Successful completion of Fall 1, Spring MBAMsemesters and a B or better in MBAM 5301.

5309. MBA Managerial Economics. 2. Discuss a variety of tools and concepts intended to give you the background in economics and decision-making you will need to be an effective manager in a world where economic circumstances are uncertain and changing constantly. Prerequisite: Admission to the MBAM program.

5501. Energy Economics and Policy. 3. Applies the tools of economic analysis to attain and understanding of energy markets and energy policy analysis. Sec. 1 Overviews the major energy and environmental policy issues facing the United States and the word. Sec 2 Determinants of energy demand. Sec. 3 Technologies and costs to produce and deliver energy. Sec. 4 Determinants of energy price. Prerequisite: Permission of MBA Program Director, or student's graduate program coordinator in consultation with MBA Program Director.

5502. Energy Finance: Project Evaluation. 3. Introduction (i) to traditional engineering cost methods to evaluate investments in energy and mineral projects and (ii) to modern techniques to make these decisions under uncertainty given the technical and economic risk facing minerals industries. Prerequisite: Permission of MBA Program Director.

5503. Fundamentals of Accounting in the Energy Industry. 3. Introduces students to basic financial accounting and reporting issues related to energy producing activities. Specifically, the course will investigate current accounting practices of energy producing
companies related to exploration, acquisition, development, and delivery of energy products. The course will also cover financial requirements of the Financial Accounting Standards Board (FASB), the International Accounting Standards Board (IASB), and the Securities and Exchange Commission (SEC). Crosslisted with ACCT 5503. Prerequisite: Permission of MBA Program Director, or student’s graduate program coordinator in consultation with MBA Program Director.

5504. Supply Chain Management in the Energy Industry. 3. Examines the field of supply chain management in an energy context. Study procurement and distribution strategies, concepts, tools and techniques that support energy operations. Course activities and case studies will address effective execution of these strategies and the appropriate supporting activities. Prerequisite: Permission of MBA Program Director, or student’s graduate program coordinator in consultation with MBA Program Director.

5506. Energy Finance: Securities, Hedging, and Trading. 3. Overview of security analysis applied to energy firms, hedging strategies, and trading activities in energy markets. Trading activities covered include the use of forward and futures contracts, swaps, options, and related derivatives. Prerequisite: Permission of MBA Program Director.

5507. Energy Business Strategy (Capstone). 3. Improving an organization’s competitiveness in changing global energy environments. Includes an overview of the geopolitics of global energy, and the risks involved. Emphasizes skills development for formulating and implementing business-level, corporate, and global strategies in dynamic environments. Prerequisite: Permission of MBA Program Director, or student’s graduate program coordinator in consultation with MBA Program Director.

5508. Marketing and Sustainable Consumption. 3. Focuses on understanding household and business energy consumption. Emphasizes the environmental, economic, social, and psychological influences on consumer decision making and sustainable consumption. Course deals with developing customer value propositions, and for marketing strategy development in branding, product-line offerings, pricing, retailing and distribution, and public policy. Prerequisite: Permission of MBA Program Director, or student’s graduate program coordinator in consultation with MBA Program Director.

Executive Master of Business Administration - Online (MBAX)

MBA Programs Office
1000 E. University Ave., Dept. 3275
Laramie, WY 82071
Phone: (307)766-2449
Email: mba@uwyo.edu
Web site: www.business.uwyo.edu/mba

The University of Wyoming offers a part-time Executive MBA (EMBA). The EMBA Program is specifically designed for experienced business professionals interested in an AACSB accredited, 100% online program that fits their busy schedules. This two-year program is for professionals interested in enhancing their understanding of business disciplines and applying them to making decisions. Beginning each fall, the cohort-based Executive MBA program consists of 30 credit hours of coursework:

- Quality instruction by experienced tenured faculty who work together to instruct and support students
- An online program that holds accreditation from the Association to Advance Colleges of Business (AACSB) International - an accreditation achieved by less than 5 percent of business schools worldwide (www.aacsb.edu).
- Courses designed to build on one another in a cohort-based program in which students proceed through the entire program with the same group of classmates
- Innovative curriculum, high integration of theory and application, and significant emphasis on teamwork and leadership skills
- No requirement to come to class on-campus with 100% online instruction
- Part-time program, lasting two years and consisting of 30 credit hours
- Access to networking events on and off campus
- A UW Executive MBA viewed as a valuable asset in the eyes of current and future employers

Program Admission Requirements

A Faculty Admissions Committee, chaired by the Director of the MBA Program, will review all applications. Admission to the Executive MBA program is competitive, and only top candidates will be considered. (These requirements represent minimum applicant qualifications.) The committee will review admission documents to determine if the applicant can successfully complete the program. The EMBA admission requirements include:

- Bachelor’s degree from an accredited university or college
- Note: There is no minimum undergraduate grade point average (GPA) requirement; however, GPA may be a consideration for admission.
- 3 or more years of professional work experience preferred
- A grade of ‘B’ or better in any required prerequisite courses*
- GMAT score of 550 or better* (GRE may substitute for GMAT)
- Three letters of recommendation, preferably from superiors or business professionals, accompanied by an official recommendation form and sent directly to the MBA Program Office by the author of the reference
- Professional resume
- Official transcripts from all institutions attended sent directly to the MBA Office. The MBA Program Office will perform a transcript analysis once all transcripts are received in order to determine if the applicant has fulfilled all prerequisites.

*Note: Prerequisite coursework and the GMAT may be waived based on experience at the discretion of the MBA Program Director. Please contact the MBA Program Office for transcript analysis and resume evaluation prior to beginning any prerequisite course work.

Important: Attainment of these requirements does not guarantee admission.

Prerequisite Courses

Prerequisite coursework may be waived based on experience at the discretion of the MBA Program Director. Please contact the MBA Program office for transcript analysis and resume evaluation prior to beginning any prerequisite course work.

- MGT 3210: Management and Organization
- MKT 3210: Introduction to Marketing
- FIN 3250: Managerial Finance
- ECON 4030: Managerial Economics
- DSCI 3210: Production and Operations Management

All prerequisite courses are offered online through the University of Wyoming Outreach School. For information on what semester these courses are offered, contact the MBA...
Executive Master of Business Administration (MBAX)

5108. MBA Financial Accounting. 3. Provide you with the necessary tools to read, understand, and use information that emulates from the accounting system within most organizations. Prerequisite: Admission to the MBA online program.

5208. MBA Managerial Accounting. 3. Turn our attention to the use of accounting information for internal decision making purposes. Prerequisite: Admission to the MBA online program.

5151. New Ventures. 3. Explores and evaluates various intrapreneural and entrepreneurial opportunities, including business plans. Also considers the dynamic business environment characterized by technology diversity and global enterprise. Students analyze a business opportunity and make a presentation to potential investors. Prerequisite: admission into MBAX program.

5200. Business Research Methods. 3. Provides methods and applications of business research. Quantitative data analysis and interpretation. SPSS is the primary software applied. Prerequisite: admission into MBAX program.

5225. Decision Science Modeling for Managers. 3. Students study selected computer-based models for solving problems in the areas of operations, finance, and marketing. Tools include mathematical programming, Monte Carlo simulation and project management networks. Based on Excel and its tools and covers some of the models necessary to develop and manage successful supply chains. Prerequisite: admission into MBAX Program.

5235. Marketing Analysis and Strategy. 3. Understanding market orientation and the strategic marketing process is the goal of this course. Uses various tools and secondary data sources to assess current market opportunities/threats. Discusses customer targeting and relationship development, as well as strategic issues of branding, integrated marketing communications, product management, pricing, and distribution in various business exchanges. Prerequisite: admission into MBAX Program.

5300. Organizational Behavior & Human Resource Mgmt 3. Enables students to recognize psychological phenomena influencing individual, group & organizational behavior and helps them understand different HRM functions and how HRM fits within the overall organization's strategy. Prerequisite: admission into MBAX Program.


5321. Measuring and Evaluating Business Performance. 1.5. Concerned with the coordination of business activities to achieve strategic objectives. Topics include performance models, balanced scorecard reporting, concepts in efficiency and effectiveness, and financial and non-financial performance measures. Additionally, linkages between financial and process measures of performance are considered. Prerequisite: admission into MBAX Program.

5330. The Global Business Environment. 1.5. Introduction to global macroeconomics and the environment in which global business takes place. Focuses on interest and exchange rates; business cycles; fiscal and monetary policy; budget and trade balances; international organizations central to the functioning of the global economy; and global legal and ethical issues. Prerequisite: admission into MABX Program.

5331. International Business Practices. 1.5. Introduces students to various aspects of international business. Areas covered include international business activity, theory, and organizations and the effects of culture on the customer and organizational environments, product and information flows, management for demand creation and fulfillment, the international monetary system, and other business functions. Prerequisite: admission into MBAX Program, MBAX 5330.

5345. Strategic Management in Dynamic Environments. 3. Helps students develop the skills for formulating and implementing business-level, corporate, and global strategies in dynamic environments. Students master analytical and integrative tools to perform in-depth analyses of industries, firms, and competitors, predict competitive behavior, and develop and implement strategies to achieve and sustain competitive advantage. Prerequisite: admission into MBAX Program.

5350. Marketing, Markets, and Society. 3. Introduction to the interplay between marketing, markets and society. Issues and controversies for business persons are discussed in an online environment; these are analyzed and synthesized. Developing a wide, long, and integrative viewpoint for forming plans and actions are a principle objective. Prerequisite: admission to EMBA program.

5400. Enterprise Information Systems. 3. Employs various formats to examine the relationship between an organization's resources, events, and agents to create databases that form the centerpiece of ERP systems. Topics include enterprise system integration, representation, and patterns, value system and value chain modeling, information retrieval implementation, and controls. Prerequisite: admission into MBAX Program.

5510. Financial Management. 3. Studies of environmental influences on corporate financial decision-making and measurement devices useful in corporate financial management. Cross listed with FIN 5510 and MBAM 5510. Prerequisite: admission into MBAX Program.