Cox School of Business

Graduate Programs

Southern Methodist University

2009–2010

C

C C B

AD A A

2009 2010 ACAD C CA DA

A 2009

August 21, Fri.,

A A 2009

August 24, Mon.,
August 31, Mon.,
September 1, Tues.,
September 5, Sat.,
September 7, Mon.,
September 8, Tues.,
September 11, Fri.,
October 9, Fri.,
October 10, Sat.,
October 12–17, Mon.–Sat.,

B A 2009

October 19, Mon.,
October 26, Mon.,
November 13, Fri., (14((514(()-32)4- ( )-22 0)-12.1)11())23( ) 6( )-2

B 2010

March 15, Mon.,
March 22, Mon.,
March (date TBA),
April 2, Fri.,
April 3, Sat.,
April 30, Fri.,
May 1, Sat.,
May 3–8, Mon.–Sat.,
May 15, Sat.,

2010

May 7, Fri.,

A 2010

May 10, Mon.,
May 17, Mon.,
May 25, Tues.,
May 29, Sat.,
May 31, Mon.,
June 1, Tues.,
June 4, Fri.,
June 18, Fri.,
June 19, Sat.,
June 21–26, Mon.–Sat.,

B 2010

June 28, Mon.,
June 29, Tues.,
July 3, Sat.,
July 5, Mon.,
July 6, Tues.,
July 6, Tues.,
July 9, Fri.,
August 6, Fri.,
August 7, Sat.,

[illegible] A

T [illegible] -T [illegible] T [illegible]

E [illegible] 16- [illegible] (4) [illegible] (2) [illegible] E [illegible] S [illegible] S [illegible] T [illegible]

T [illegible] L [illegible] S [illegible] T [illegible] T [illegible] T [illegible] E [illegible] L [illegible] T [illegible] 214- 6 -1214 [illegible] 1- 00-4 2-3622, [illegible] 214- 6 -3 56, [illegible]

[illegible]		[illegible]
Module A Courses		
ACCT 6201	[illegible]	2
FINA 6201	[illegible]	2
ITOM 6201	[illegible]	2
MKTG 6201	[illegible]	2
MNGT 6101	[illegible]	1
Module B Courses		
ACCT 2[illegible]	[illegible]	2
BUSE 6202	[illegible]	2
ITOM 6202	[illegible]	2
MNGT 6103	[illegible]	1
	Term Total	**16**

[illegible]		
Module A Courses		
ITOM 6203	[illegible]	2
MNO 6201	[illegible]	2
[illegible]		4
Module B Courses		
MNGT 6210	[illegible]	2
STRA 6201	[illegible]	2
MNGT 6020	[illegible] *	0
[illegible]		4

* T 6020 r r r r f f - J. ./ . . . r r. T f f ( ). r r r r r f . T S - v r y r f r y r f . . . r r.

** f , **complete one concentration.** E r r r 12 14 f r . (S r .)

.A./ .B.A.

ARAD 6321. Law and the Arts. [illegible]

ARAD 6331, 6332, 6333, 6334. International Arts Exchange Bocconi.

Courses: 0 Credit Hours Each

ARAD 6051. Practica. 10 [illegible]
ARAD 6053. Practica. 10 [illegible]
ARAD 6054. Practica. 10 [illegible]

[illegible] A

[illegible] (6) [illegible] 24 [illegible] S [illegible] E [illegible] 16- [illegible] (2) [illegible] S [illegible] S [illegible] S [illegible]

Module B Courses

FINA 6201		2
MKTG 6201		2
MNGT 6001		0
	Term Total	**8**

Module A Courses

ITOM 6203		2
STRA 6201		2

Module B Courses

		4
	Term Total	**8**

Modules A and B Courses

	Term Total	**8**

Modules A and B Courses

	Term Total	**8**

Modules A and B Courses

	Term Total	**8**

Spring Entry Curriculum

P.M.B.A. Class 66: Entry January 2010, Graduate December 2011
P.M.B.A. Class 64: Entry January 2009, Graduate December 2010
P.M.B.A. Class 62: Entry January 2008, Graduate December 2009

Total Credit Hours: 48

[illegible]

Module A Courses

ITOM 6203	[illegible]	2
STRA 6201	[illegible]	2
MNGT 6003	[illegible]	0

Module B Courses

E [illegible] 2 [illegible]		4
	Term Total	**8**

[illegible]

Modules A and B Courses

E [illegible] 4 [illegible]		
	Term Total	**8**

[illegible]

Modules A and B Courses

E [illegible] 4 [illegible]		
	Term Total	**8**

[illegible]

Modules A and B Courses

E [illegible] 4 [illegible]		
	Term Total	**8**

Credit Hours Summary for P.M.B.A. Program Classes 62, 63, 64, 65 and 66

20 [illegible]

2 [illegible] **

48 credit hours total for Cox M.B.A. degree

[illegible] T 6202 [illegible] T 6205 [illegible]

#

A -

T 6003 [illegible]

** [illegible], **students complete one concentration.** E [illegible] 12 [illegible] 14 [illegible]. ([illegible].) **One elective must be an international business course.**

[illegible] A

T [illegible] E [illegible]

[illegible]

E. [illegible]

[illegible]		[illegible]
Module 5		
BA 6050	[illegible]	1.5
BA 6077	[illegible]	1.5
BA 6323	[illegible]	1.5
Module 6		
BA 6015	[illegible]	1.5
BA 6030	[illegible]	1.5
BA 6323	[illegible]	1.5
	Term Total	**9**

[illegible]		
Module 7		
BA 6331	[illegible]	1.5
BA 6352	[illegible]	1.5
BA 6375	[illegible]	1.5
Module 8		
BA 6331	[illegible]	1.5

Required: 1.5 Credit Hours Each

BA 6005. Strategic Human Resources. [illegible]

BA 6015. Executive Leadership. [illegible]

BA 6030. Operations Management. [illegible]

BA 6039. Macroeconomics. [illegible]

BA 6050. Decision Modeling. [illegible]

BA 6073. Negotiations. [illegible]

BA 6079. Microeconomics. [illegible]

Required: 3 Credit Hours Each

BA 6303. Managerial Accounting. [illegible]

BA 6310. Global Business Environments. [illegible]

BA 6322. Financial Accounting. [illegible]

BA 6323. Business Finance. [illegible]

[illegible]

BA 6375. Case Studies in Financial Management. [illegible]

[illegible] A [illegible]

[illegible]

Academic performance standards. T [illegible] E. [illegible] 3.0 [illegible] 3.0 ([illegible]) [illegible] 4 [illegible] ( ) [illegible] T [illegible] ( ) [illegible]). T [illegible]

[illegible] A

T [illegible] S [illegible] f 32 [illegible] f 32 r [illegible] r, 16 [illegible] S [illegible] E [illegible] 16- [illegible] (2) [illegible] T [illegible] T [illegible] (6) S [illegible] S [illegible] (6) [illegible] (3) [illegible] (3) [illegible]

T [illegible] S [illegible] T [illegible] T [illegible]

[illegible] A

T [illegible] f [illegible] E [illegible] S [illegible] T [illegible]

[illegible]	[illegible]
Module A Courses	
ITOM 6203 [illegible]	2
STRA 6201 [illegible]	2
Module B Courses	
CISB [illegible]	2
STRA 6224 [illegible]	2
Term Total	**8**

[illegible]	
Module A Courses	
CISB [illegible]	2
CISB [illegible] **STRA** [illegible]	2
Module B Courses	
MNO 6201 [illegible]	2
[illegible] *	2
Term Total	**8**

Credit Hours Summary for M.S.E. Program

14 [illegible]
10 [illegible]
[illegible]

32 credit hours total for Cox M.S. in entrepreneurship degree

* [illegible]

[illegible] A

T [illegible] S [illegible] S [illegible] T [illegible] S [illegible] 30 [illegible] S r 12 [illegible] E [illegible] 16- [illegible] (2) [illegible] T [illegible] T [illegible] S [illegible]

[illegible]		[illegible]
Module A Courses		
ITOM 6203	[illegible]	2
STRA 6201	[illegible]	2
E[illegible] 1 [illegible]		2
Module B Courses		
E[illegible] 3 [illegible]		6
	Term Total	**12**

Credit Hours Summary for M.S.M. Program

20 [illegible]
10 [illegible]

30 credit hours total for Cox M.S. in management degree

[illegible]

D A A D C

[illegible]

ACCT 6206. Managerial Accounting II. [illegible] T 6205. E [illegible]

FINA 6211. Valuation and Analysis.

FINA 6212. Corporate Financial Policies.

FINA 6213. Corporate Restructuring and Value Creation.

FINA 6214. International Financial Markets.

FINA 6215. Emerging Markets Finance.

[illegible]

FINA 6221. Risk Management in Depository Institutions. [illegible]

FINA 6222. Financial Markets and Monetary Policy.

FINA 6230. Practicum in Portfolio Management I (fall term).

[illegible]

ITOM 6225. Project Management. [illegible]

ITOM 6226. Operations Management Strategy. [illegible]

MNO 6212. Introduction to Consulting.

MNO 6214. Strategic Human Resources Management.

MNO 6215. Master Negotiation.

MNO 6216. Advanced Master Negotiation.

MNO 6218. Organizational Leadership.

[illegible] **Assistant Professors:** [illegible] **Senior Lecturers:** [illegible]

[illegible]

MKTG 6201. Marketing Management. [illegible]

[illegible]

MKTG 6202. Advanced Marketing Management. [illegible]

[illegible]

MKTG 6211. Retailer Behavior and Sales Promotion. [illegible] 1) [illegible] 2) [illegible]

MKTG 6212. Analytic Methods for New Product Development. [illegible] 40 [illegible]

MKTG 6213. Analytic Methods for Understanding What Customers Value. [illegible]

MKTG 6214. Consumer Behavior. [illegible]

RE 6213. Real Estate Finance and Development. [illegible]

RE 6215. Real Estate Transactions. [illegible]

Business Law (BL)

[illegible]

BL 6220. Corporate Responsibility and the Law. [illegible]

Strategy, Entrepreneurship and Business Economics

Professor [illegible]**, Department Chair**

Professor: [illegible]. **Associate Professors:** [illegible], [illegible]. **Assistant Professor:** [illegible]. **Visiting Assistant Professor:** [illegible]. **Scholars in Residence:** [illegible], [illegible].

Strategy (STRA)

[illegible]

STRA 6201. Strategic Management. [illegible]

[illegible]

CISB 6211. Enhancing Operational Performance for Entrepreneurial Companies. [illegible]

CISB 6212. International Entrepreneurship. [illegible]

[illegible]

CISB 6224. Venture Financing. [illegible]

CISB 6225. Entrepreneurial Exit Strategies. [illegible]

CISB 6226. Evaluating Entrepreneurial Opportunities. [illegible] 1) [illegible], 2) [illegible], 3) [illegible], 4) [illegible], 5) [illegible], 6) [illegible]

C C

FINA 6220 [illegible]
FINA 6221 [illegible]
FINA 6222 [illegible]
FINA 6223 [illegible]
FINA 6224 [illegible]
FINA 6226 [illegible]
FINA 6227 [illegible]
FINA 6228 [illegible]
FINA 6230 [illegible]
FINA 6231 [illegible]

[illegible]

1. Alternative Assets – 14 credit hours

Requirements

ACCT 6202 [illegible] **ACCT 6205** [illegible]
FINA 6205 [illegible]
FINA 6206 [illegible]
FINA 6226 [illegible]
FINA 6227 [illegible]

ITOM 6224 [illegible]
ITOM 6225 [illegible]
ITOM 6226 [illegible]
ITOM 6230 [illegible]
ITOM 6231 [illegible]

Secondary Concentration Options

[illegible]

- **MNO 6214**
- **MNO 6215**
- **MNO 6216**
- **MNO 6218**
- **MNO 6220**
- **MNO 6226**
- **MNO 6232**
- **BL 6224**
- **MKTG 6228**
- **STRA 6202**

Concentration in Marketing – 14 credit hours

Requirements

- **ACCT 6205**
- **MKTG 6202**

- **MKTG 6211**
- **MKTG 6212**
- **MKTG 6213**
- **MKTG 6214**
- **MKTG 6215**
- **MKTG 6216**
- **MKTG 6217**
- **MKTG 6221**
- **MKTG 6223**
- **MKTG 6224**
- **MKTG 6226**
- **MKTG 622**
- **MKTG 6229**
- **MKTG 6231**
- **MKTG 6232**
- **MKTG 6233**

1. Marketing Consulting – 14 credit hours

Requirements

- **ACCT 6205**
- **MKTG 6202**

- **MKTG 6211**
- **MKTG 6212**
- **MKTG 6213**
- **MKTG 6216**
- **MKTG 6224**
- **MKTG 6226**
- **MKTG 6228**
- **MKTG 6229**
- **FINA 6223**
- **ITOM 6205**
- **ITOM 6217**

EMERGENCY CONTACT:

Full-Time M.B.A.

M.A./M.B.A. and J.D./M.B.A. students will be dismissed if they achieve:

2.0	14	
2.5	24	
2. 5	34	
2. 5	46	

2. 5	46	
2.	4	(+ 2).
2.	50	(+ 4).
2.	52	(+ 6).
3.0	54	(+).

M.A./M.B.A. and J.D./M.B.A. students MUST have a cumulative 3.0 GPA at the end of 54 GPA hours.

Professional M.B.A. students will be dismissed if they achieve:

2.0		
2.25	16	
2.5	24	
2. 5	32	
2.	40	
2. 5	4	

2. 5	4	
2.	50	(+ 2).
2.	52	(+ 4).
2.	54	(+ 6).
3.0	56	(+).

Professional M.B.A. students MUST have a cumulative 3.0 GPA at the end of 56 GPA hours.

Part-Time J.D./Professional M.B.A. students will be dismissed if they achieve:

2.0		
2.25	16	
2.5	24	
2. 5	32	
2.	40	
2. 5	4	

2. 5	4	
2.	50	(+ 2).
2.	52	(+ 4).

- 2. f 54 r (+6 r).
- 3.0 f 56 r (+ r).

Part-Time J.D./Professional M.B.A. students MUST have a cumulative 3.0 GPA at the end of 56 GPA hours.

M.S. in Accounting students will be dismissed if they achieve:

- 2.5 f 16 r r f r r.
- 2. 5 f 32 r r + r.

[illegible]

- 2. 5 f 32 r r + r.
- 2. f 34 r (+2 r).
- 3.0 f 36 r (+4 r).

M.S. in Accounting students MUST have a cumulative 3.0 GPA at the end of 36 GPA hours.

M.S. in Entrepreneurship students will be dismissed if they achieve:

- 2.5 f r r f r r.
- 2. 5 f 16 r r + r.
- 2. f 24 r r r.
- 2. 5 f 32 r r f r r.

[illegible]

- 2. 5 f 32 r r f r r.
- 2. f 34 r (+2 r).
- 3.0 f 36 r (+4 r).

M.S. in Entrepreneurship students MUST have a cumulative 3.0 GPA at the end of
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[illegible] 5 [illegible]

[illegible] 1 [illegible] 1 20 [illegible]

1 21, [illegible] 1 41, [illegible]

[illegible] 1 4 [illegible]

1 65, [illegible]

[illegible]

The Business Information Center

[illegible], Director

[illegible]

The Caruth Institute for Entrepreneurship

[illegible], Director for Entrepreneurship, Institute Director

[illegible]

[illegible]

The Center for Marketing Management Studies

[illegible], Executive Director

[illegible] 214- 6 -341 [illegible].

[illegible] (50 [illegible]) [illegible].

[illegible]

[illegible]

[illegible]

1. Academic Programs

21

214- 6 -321

[illegible]

4. Student Financials

[illegible] 212
214- 6 -341

[illegible]

5. Services for Students With Disabilities

220 [illegible]
214- 6 -455

[illegible]

6. Athletics

[illegible] 316 [illegible]
214- 6 -1650

[illegible]

7. CampGit5(i)-22(c)s.

[illegible] A [illegible]

r[illegible] T r r, [illegible]
T [illegible] E. rry, [illegible]
r [illegible] y, [illegible]
r[illegible] E. [illegible]
[illegible]
[illegible]
J. L[illegible], [illegible]
L r S [illegible]

[illegible] B [illegible] A [illegible] A [illegible]

r [illegible], Jr., [illegible]
ry [illegible] v [illegible]
[illegible]
r [illegible] r [illegible]
r [illegible] y[illegible], [illegible]
ry T. L [illegible] v [illegible]
[illegible], J. [illegible]
r S [illegible]
r [illegible] J [illegible]
[illegible]
L [illegible]
[illegible]
L y[illegible] r, [illegible]
T [illegible] r v [illegible]
[illegible] r vr [illegible]
[illegible] y, [illegible]
S [illegible] r[illegible], S [illegible]
S r r, S [illegible]

D