Samford University+School of Business Graduate Studies Schedule of Courses+++Summer Term 2011 Banner Term (201150)+++

Summer

Mondays 6/6/11 – 8/8/11	Tuesdays 6/7/11 – 8/9/11	Wednesdays 6/1/11 - 8/3/11	Thursdays 6/2/11 – 8/4/11	Special Offerings
MARK-515-01g	BUSA-533-01g	BUSA-595-01g	ACCT-521-01g	ACCT-555-01g
Foundations of Marketing	Management Information Systems and	Elective: Topics in Information	Fraud Examination	Accounting Internship
Professor David Loudon	Communications Technology	Systems – Web Businesses	Professor Doug Smith	Professor Lowell Broom
Room 204	Professor Cynthia Lohrke	Professor Cynthia Lohrke	Room 213	Prerequisites: Permission of Instructor
Prerequisites: None	Room 204	Room 204	Prerequisites: MAcc Students or Permission of	CRN 50333
CRN 50323	Prerequisites: Four foundation courses.	Prerequisites: None	Instructor	
No Class 7/4/11- Make-up class	CRN 50326	CRN 50328	CRN 50331	
will be 7/8/11.				
MNGT-598-01g	BUSA-597-01g	MARK-592-01g	BUSA-597-02g	
Elective: Topics in Organizational	Elective: Entrepreneurship - New	Elective: Topics in Marketing -	Elective: Entrepreneurship – Concepts and	
Leadership: Strategy and Technology	Venture Processes	International Marketing	Consulting	
Professor Franz Lohrke	Professor Franz Lohrke	Professor Darin White	Professor Chad Carson	
Room 216	Room 216	Room 216	Room 216	
Prerequisites: MNGT 516 or exemption.	Prerequisites: BUSA 597-02g or	Prerequisites: MARK 515 or exemption.	Prerequisites: ACCT 511, FINC 514, and	
CRN 50324	Permission of Instructor.	CRN50330	MARK 515.	
No Class 7/4/11- Make-up class	CRN 50335		CRN 50336	
will be 7/8/11.				

All courses meet from 5:30p.m.-9:30p.m. unless otherwise noted. For Mid-Term and Final Exam Schedule see note 2 on reverse.

Elective Course Descriptions for Summer 2011

Topics in Organizational Leadership – Strategy and Technology (Monday) To follow. Prerequisites: MNGT 516 or exemption.

Entrepreneurship – New Venture Processes (Tuesday) Examination of entrepreneurs and their activities. Critical course objective is the development of an entrepreneurial perspective, helping students to understand and evaluate diverse entrepreneurial situations while providing practice responding to those situations. Secondary course objective includes preparation of a first-cut business plan for a new business.

Prerequisite: BUSA 597-02g or Permission of Instructor.

Topics in Information Systems - Web Businesses (Wednesday) This course includes steps for planning and implementing an e-commerce site. Students will learn how to create a custom business model; select hardware, software, and a hosting service to meet business needs; choose appropriate type of site by researching alternatives; choose correct vendors to match needs; and build an impressive website. Because students will need to have a preliminary business plan from which to build their website, they are encouraged (but not required) to take this course concurrently with or after taking BUSA 597-01g.

Prerequisites: None.

Topics in Marketing – International Marketing (Wednesday) This course provides a global approach to the study of current marketing management issues faced by both goods and service-producing industries. The course focuses on understanding myriad economic, social, and cultural differences among countries today. It addresses the economic and political implications of international trade, foreign investment, and ethical issues faced by companies operating globally. *Prerequisites: MARK 515 or exemption.*

Entrepreneurship – Concepts and Consulting (Thursday) Study of critical concepts in new ventures and small businesses. Key topics will include management, marketing, and financial issues related to successfully starting a new business or operating a small or family business. Students must take this course prior to taking the capstone Entrepreneurship course, BUSA 597-01g. *Prerequisites: ACCT 511, FINC 514, and MARK 515.*

Registration Notes

- 1. Summer tuition is due before May 31st. A late payment penalty will apply and classes will be dropped from the system for non-payment on June 1st, the first day of the term.
- 2. A few classes may use the Mid-term exam schedule please check the syllabus carefully for exam dates and times.

MID-TERM	Monday night classes:	Exam on the Friday of the 4 th week of class 5:30 pm – 7:30 pm.
	Tuesday night classes:	Exam on the Friday of the 4 th week of class 8:00 pm – 10:00 pm.
		Exam on the Saturday of the 4 th week of class 8:00 am – 10:00 am
	Thursday night classes:	Exam on the Saturday of the 4 th week of class 10:30 am – 12:30 pm

3. Students who need Foundations Courses must take them at the first available offering.