

# MANAGEMENT

## Program Information

### Master of Science degree with a major in Management, non-thesis

**option:** This M.S. program is designed to afford general business competency to students who possess little or no educational business background. The M.S. with a major in management program is only open to non-business majors. Students must complete the 32-credit curriculum, which consists of 22 core credits and 10 elective credits, with a grade point average (major and overall) of 3.0 or higher.

**Combination Degree Program:** The M.S. with a major in management offers a combination bachelor's/master's degree option.

For more information, please see our website: <http://warrington.ufl.edu/graduate/academics/msm> (<http://warrington.ufl.edu/graduate/academics/msm/>).

### Degrees Offered

## Degrees Offered with a Major in Management

- Master of Science
  - without a concentration
  - with a concentration in Human Resources

Requirements for these degrees are given in the Graduate Degrees (<http://gradcatalog.ufl.edu/graduate/degrees/>) section of this catalog.

### Courses

## Management Program Core Courses

| Code     | Title  | Credits |
|----------|--|---------|
| ACG 5005 | Financial Accounting                         | 2       |
| ACG 5075 | Managerial Accounting                        | 2       |
| BUL 5811 | Law, Ethics, and Organizations               | 2       |
| ECO 5715 | Open Economy Macroeconomics                  | 2       |
| ECO 6409 | Game Theory Applied to Business Decisions    | 2       |
| ECP 5702 | Managerial Economics                         | 2       |
| ECP 6708 | Cases in Competitive Strategy                | 2       |
| FIN 5437 | Finance I: Asset Valuation, Risk, and Return | 2       |
| GEB 5212 | Professional Writing in Business             | 1-3     |
| GEB 5215 | Professional Communication in Business       | 1-3     |
| MAN 5246 | Organizational Behavior                      | 2       |
| MAN 5502 | Production and Operations Management         | 2       |
| MAN 6636 | Global Strategic Management                  | 2       |
| MAR 5806 | Problems and Methods in Marketing Management | 2       |
| QMB 5304 | Introduction to Managerial Statistics        | 2       |

## Management Departmental Courses

| Code     | Title   | Credits |
|----------|---|---------|
| BUL 5810 | Legal Environment of Business                       | 3       |
| BUL 5811 | Law, Ethics, and Organizations                      | 2       |
| BUL 5832 | Commercial Law for Accountants                      | 2       |
| BUL 6441 | Business Ethics and Corporate Social Responsibility | 2       |
| BUL 6516 | Law of Real Estate Transactions                     | 2       |
| BUL 6841 | Employment Law                                      | 2       |
| BUL 6852 | International Business Law                          | 2       |

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|----------|--|------|
| BUL 6905 | Individual Work  | 1-5  |
| BUL 6930 | Special Topics   | 1-3  |
| ENT 6006 | Entrepreneurship   | 2    |
| ENT 6008 | Entrepreneurial Opportunity  | 2    |
| ENT 6116 | Business Plan Formation  | 2    |
| ENT 6416 | Venture Finance  | 2    |
| ENT 6506 | Social Entrepreneurship  | 2    |
| ENT 6616 | Creativity in Entrepreneurship   | 2    |
| ENT 6621 | Strategy and Disruption in Technology Industries                         | 2    |
| ENT 6905 | Individual Work in Entrepreneurship                                      | 1-4  |
| ENT 6930 | Special Topics   | 1-4  |
| ENT 6933 | Entrepreneurship Lecture Series  | 1-4  |
| ENT 6946 | Entrepreneurial Consulting Project                                       | 2    |
| ENT 6950 | Integrated Technology Ventures   | 1-4  |
| ENT 7932 | Entrepreneurship   | 3    |
| GEB 5114 | Entrepreneurship and Venture Finance                                     | 3    |
| GEB 6366 | Fundamentals of International Business                                   | 2    |
| MAN 5245 | Organizational Behavior  | 3    |
| MAN 5246 | Organizational Behavior  | 2    |
| MAN 6149 | Developing Leadership Skills   | 2    |
| MAN 6266 | Managing Groups and Teams in Organizations                               | 2    |
| MAN 6331 | Compensation in Organizations  | 2    |
| MAN 6365 | Organizational Staffing  | 3    |
| MAN 6366 | Organizational Staffing  | 2    |
| MAN 6375 | Human Capital Analytics  | 2    |
| MAN 6446 | Negotiations   | 3    |
| MAN 6447 | Art and Science of Negotiation   | 2    |
| MAN 6635 | International Aspects of Human Resource Management                       | 2    |
| MAN 6636 | Global Strategic Management  | 2    |
| MAN 6637 | Global Strategic Management  | 3    |
| MAN 6721 | Business Policy  | 3    |
| MAN 6724 | Strategic Management   | 2    |
| MAN 6900 | Capstone Project   | 2    |
| MAN 6905 | Individual Work in Management  | 1-5  |
| MAN 6910 | Supervised Research  | 1-5  |
| MAN 6930 | Special Topics   | 1-3  |
| MAN 6940 | Supervised Teaching  | 1-5  |
| MAN 6973 | Project in Lieu of Thesis  | 1-4  |
| MAN 7058 | Affect, Cognition, and Organizational Decision Making                    | 1-4  |
| MAN 7108 | Seminar in Research Concepts and Methods in Management                   | 1-4  |
| MAN 7109 | Seminar in Motivation, Attitudes and Leadership                          | 1-4  |
| MAN 7208 | Seminar in Contemporary Approaches to Entrepreneurship and Organizations | 1-2  |
| MAN 7249 | Org Behavior   | 3    |
| MAN 7267 | Seminar on Groups and Teams Research                                     | 1-2  |
| MAN 7328 | Seminar on Staffing and Selection  | 1-3  |
| MAN 7778 | Seminar in Behavioral Approaches to Strategy                             | 1-2  |
| MAN 7779 | Seminar in Strategic Processes, Innovation, and Entrepreneurship         | 1-2  |
| MAN 7934 | Org Res Methods Sem  | 4    |
| MAN 7935 | Strategic Management   | 3    |
| MAN 7979 | Advanced Research  | 1-12 |
| MAN 7980 | Research for Doctoral Dissertation                                       | 1-15 |

## Accounting Departmental Courses

| Code     | Title                                   | Credits |
|----------|---|---------|
| ACG 5005 | Financial Accounting                    | 2       |
| ACG 5025 | Financial Accounting                    | 3       |
| ACG 5065 | Financial and Managerial Accounting     | 3       |
| ACG 5075 | Managerial Accounting                   | 2       |
| ACG 5076 | Managerial Accounting                   | 3       |
| ACG 5226 | Advanced Accounting                     | 2       |
| ACG 5505 | Governmental Accounting                 | 2       |
| ACG 5637 | Auditing I                              | 2       |
| ACG 5647 | Auditing II                             | 2       |
| ACG 5815 | Accounting Regulation                   | 2       |
| ACG 6107 | Accounting for Income Taxes             | 2       |
| ACG 6136 | Accounting Theory                       | 2       |
| ACG 6175 | Financial Reporting and Analysis        | 2       |
| ACG 6207 | Accounting for Risk                     | 2       |
| ACG 6635 | Issues in Audit Practice                | 2       |
| ACG 6685 | Forensic Accounting                     | 2       |
| ACG 6691 | International Auditing                  | 2       |
| ACG 6697 | Information Systems Assurance           | 2       |
| ACG 6841 | Data Analytics for Accounting           | 2       |
| ACG 6905 | Individual Work in Accounting           | 1-4     |
| ACG 6935 | Special Topics in Accounting            | 1-4     |
| ACG 6940 | Supervised Teaching                     | 1-5     |
| ACG 7399 | Accounting Research and Analysis        | 3       |
| ACG 7848 | Data Analysis Skills                    | 2       |
| ACG 7849 | Web Crawling and Textual Analysis       | 2       |
| ACG 7850 | Advanced Data and Regression Techniques | 3       |
| ACG 7885 | Overview of Accounting Research         | 4       |
| ACG 7886 | Accounting Research II                  | 4       |
| ACG 7887 | Research Analysis in Accounting         | 3       |
| ACG 7939 | Theoretical Constructs in Accounting    | 3       |
| ACG 7979 | Advanced Research                       | 1-12    |
| ACG 7980 | Research for Doctoral Dissertation      | 1-15    |
| TAX 5025 | Federal Income Tax I                    | 2       |
| TAX 5027 | Federal Income Tax II                   | 2       |
| TAX 5065 | Tax Professional Research               | 2       |
| TAX 6105 | Corporate Taxation                      | 2       |
| TAX 6115 | Advanced Corporate Taxation             | 2       |
| TAX 6205 | Partnership Taxation                    | 2       |
| TAX 6526 | International Taxation                  | 2       |
| TAX 6877 | State and Local Taxation                | 2       |

## Finance, Insurance, and Real Estate Departmental Courses

| Code     | Title  | Credits |
|----------|--|---------|
| FIN 5405 | Business Financial Management                            | 3       |
| FIN 5437 | Finance I: Asset Valuation, Risk, and Return             | 2       |
| FIN 5439 | Finance II: Capital Structure and Risk Management Issues | 2       |
| FIN 6108 | Personal Financial Management                            | 1       |
| FIN 6246 | Money and Capital Markets                                | 3       |
| FIN 6296 | Capitalism   | 2       |
| FIN 6306 | Investment Banking                                       | 2       |
| FIN 6425 | Corporation Finance                                      | 3       |
| FIN 6427 | Measuring and Managing Value                             | 2       |
| FIN 6429 | Financial Decision Making                                | 2       |
| FIN 6432 | Asset Valuation and Corporate Finance                    | 2       |
| FIN 6438 | Study in Valuation                                       | 2       |
| FIN 6465 | Financial Statement Analysis                             | 2       |

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|----------|---|------|
| FIN 6477 | Entrepreneurial Finance   | 2    |
| FIN 6489 | Financial Risk Management   | 2    |
| FIN 6496 | Mergers & Acquisitions  | 2    |
| FIN 6518 | Investment Concepts   | 2    |
| FIN 6525 | Asset Management Project  | 1    |
| FIN 6526 | Portfolio Theory  | 2    |
| FIN 6528 | Asset Allocation and Investment Strategy                                      | 2    |
| FIN 6537 | Derivative Securities   | 2    |
| FIN 6545 | Fixed Income Security Valuation   | 2    |
| FIN 6547 | Interest Rate Risk Management   | 2    |
| FIN 6549 | Special Topics in Fixed Income Securities                                     | 2    |
| FIN 6575 | Emerging Markets Finance I  | 2    |
| FIN 6576 | Emerging Markets Finance II   | 2    |
| FIN 6585 | Securities Trading  | 2    |
| FIN 6596 | Introduction to Computational Methods & Derivative Pricing                    | 2    |
| FIN 6608 | Financial Management of the Multinational Corporation                         | 2    |
| FIN 6626 | International Finance   | 3    |
| FIN 6636 | Open Economy Macroeconomics   | 2    |
| FIN 6638 | International Finance   | 2    |
| FIN 6728 | Capitalism and Regulation   | 2    |
| FIN 6729 | Economics Organizations and Markets   | 3    |
| FIN 6779 | Artificial Intelligence & Machine Learning Applications for Finance & FINTECH | 2    |
| FIN 6785 | Investment Banking and Corporate Financial Modeling I                         | 2    |
| FIN 6786 | Investment Banking and Corporate Financial Modeling II                        | 2    |
| FIN 6905 | Individual Work in Finance  | 1-4  |
| FIN 6930 | Special Topics in Finance   | 1-4  |
| FIN 6935 | Finance Professional Speaker Series   | 1    |
| FIN 6936 | Special Topics In Investment Finance  | 2    |
| FIN 6957 | International Studies in Finance  | 1-4  |
| FIN 6958 | International Finance Study Tour  | 2    |
| FIN 7446 | Financial Theory I  | 4    |
| FIN 7447 | Financial Theory II   | 4    |
| FIN 7808 | Corporate Finance   | 4    |
| FIN 7809 | Investments   | 4    |
| FIN 7938 | Finance Research Workshop   | 1-4  |
| FIN 7979 | Advanced Research   | 1-12 |
| FIN 7980 | Research for Doctoral Dissertation  | 1-15 |
| REE 6007 | Fundamentals of Real Estate Development                                       | 2    |
| REE 6045 | Introduction to Real Estate   | 2    |
| REE 6058 | Real Estate Research and Technology   | 1    |
| REE 6105 | Real Estate Appraisal   | 2    |
| REE 6206 | Primary Mortgage Markets and Institutions                                     | 2    |
| REE 6208 | Secondary Mortgage Markets and Securitization                                 | 2    |
| REE 6315 | Real Estate Market and Transaction Analysis                                   | 2    |
| REE 6395 | Real Estate Private Equity  | 2    |
| REE 6397 | Real Estate Securities and Portfolios   | 2    |
| REE 6455 | Law of Real Estate Transactions   | 2    |
| REE 6705 | Geographic Information Systems and Location Analysis                          | 2    |
| REE 6737 | Real Estate Development   | 2    |
| REE 6905 | Individual Work in Real Estate  | 1-6  |
| REE 6930 | Special Topics in Real Estate   | 1-4  |
| REE 6935 | Real Estate Case Studies  | 1-2  |
| REE 6948 | Capstone Seminar and Applied Project  | 2    |

## Information Systems and Operations Management Departmental Courses

| Code     | Title   | Credits |
|----------|---|---------|
| ISM 5021 | Information Systems in Organizations                | 3       |
| ISM 6022 | Management Information Systems                      | 2       |
| ISM 6128 | Advanced Business Systems Design and Development I  | 2       |
| ISM 6129 | Advanced Business Systems Design and Development II | 2       |
| ISM 6215 | Business Database Systems I                         | 2       |
| ISM 6216 | Business Database Systems II                        | 2       |
| ISM 6222 | Business Telecom Strategy and Applications I        | 2       |
| ISM 6223 | Business Telecom Strategy and Applications II       | 2       |
| ISM 6224 | Business Telecom Strategy and Applications III      | 2       |
| ISM 6226 | Business Telecom Strategy and Applications          | 3       |
| ISM 6236 | Business Objects I                                  | 2       |
| ISM 6239 | Business Objects II                                 | 2       |
| ISM 6251 | Programming for Business Analytics                  | 2       |
| ISM 6257 | Intermediate Business Programming                   | 2       |
| ISM 6258 | Advanced Business Programming                       | 2       |
| ISM 6259 | Business Programming                                | 2       |
| ISM 6405 | Business Intelligence                               | 2       |
| ISM 6413 | Introduction to Python                              | 2       |
| ISM 6423 | Data Analysis for Decision Support                  | 2       |
| ISM 6485 | Electronic Commerce and Logistics                   | 2       |
| ISM 6486 | eCommerce Technologies                              | 2       |
| ISM 6487 | Risks and Controls in eCommerce                     | 2       |
| ISM 6562 | Business Data Presentation and Visualization        | 2       |
| ISM 6942 | Electronic Commerce Practicum                       | 2       |
| MAN 5501 | Management  | 3       |
| MAN 5502 | Production and Operations Management                | 2       |
| MAN 6508 | Management of Service Operations                    | 2       |
| MAN 6511 | Contemporary Issues in Supply Chain Analytics       | 2       |
| MAN 6528 | Principles of Logistics/Transportation Systems      | 2       |
| MAN 6573 | Purchasing and Materials Management                 | 2       |
| MAN 6575 | Purchasing and Supplier Relationship Management     | 3       |
| MAN 6581 | Project Management                                  | 2       |
| MAN 6598 | Logistics and Distribution Management               | 3       |
| MAN 6617 | International Operations/Logistics                  | 2       |
| MAN 6619 | International Logistics                             | 3       |
| QMB 5303 | Managerial Statistics                               | 3       |
| QMB 5304 | Introduction to Managerial Statistics               | 2       |
| QMB 5305 | Advanced Managerial Statistics                      | 2       |
| QMB 6317 | Artificial Intelligence Methods in Business         | 2       |
| QMB 6358 | Statistical Analysis for Managerial Decisions I     | 2       |
| QMB 6359 | Statistical Analysis for Managerial Decisions II    | 2       |
| QMB 6616 | Business Process Analysis                           | 3       |
| QMB 6693 | Quality Management and Control Systems              | 2       |
| QMB 6755 | Managerial Quantitative Analysis I                  | 2       |
| QMB 6756 | Managerial Quantitative Analysis II                 | 2       |
| QMB 6845 | Supply Chain Analytics: Gaming the Supply Chain     | 2       |

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|----------|--|------|
| QMB 6905 | Individual Work in Information Systems and Operations Management | 1-5  |
| QMB 6910 | Supervised Research  | 1-5  |
| QMB 6930 | Special Topics in Information Systems and Operations Management  | 1-4  |
| QMB 6938 | Analytics Processes for Business – Bootcamp                      | 1    |
| QMB 6940 | Supervised Teaching  | 1-5  |
| QMB 6941 | Internship   | 1-4  |
| QMB 6942 | Analytics Projects Practicum 1                                   | 1    |
| QMB 6943 | Analytics Practicum 2  | 1    |
| QMB 6944 | Analytics Practicum 3  | 1    |
| QMB 6945 | ISOM Department Business Practicum                               | 2    |
| QMB 6957 | International Studies in Quantitative Methods                    | 1-4  |
| QMB 6971 | Research for Master's Thesis                                     | 1-15 |
| QMB 7565 | Stat Research Methods  | 3    |
| QMB 7931 | Special Topics in Information Systems and Operations Management  | 1-4  |
| QMB 7933 | Seminar in Information Systems and Operations Management         | 1-4  |
| QMB 7979 | Advanced Research  | 1-12 |
| QMB 7980 | Research for Doctoral Dissertation                               | 1-15 |

## Marketing Departmental Courses

| Code     | Title   | Credits |
|----------|---|---------|
| MAR 5805 | Problems and Methods in Marketing Management      | 3       |
| MAR 5806 | Problems and Methods in Marketing Management      | 2       |
| MAR 6105 | Marketing Ethics                                  | 2       |
| MAR 6157 | International Marketing                           | 2       |
| MAR 6158 | International Marketing                           | 3       |
| MAR 6237 | The Art and Science of Pricing                    | 2       |
| MAR 6256 | Strategy and Tactics of Pricing                   | 3       |
| MAR 6335 | Building and Managing Brand Equity                | 2       |
| MAR 6456 | Business-to-Business Marketing                    | 2       |
| MAR 6457 | Business to Business Marketing                    | 3       |
| MAR 6479 | Professional Selling                              | 2       |
| MAR 6508 | Customer Analysis                                 | 2       |
| MAR 6509 | Customer Insights and Analysis                    | 3       |
| MAR 6590 | Managerial and Consumer Decision Making           | 3       |
| MAR 6591 | Consumer and Managerial Decision-Making           | 2       |
| MAR 6646 | Marketing Research for Managerial Decision Making | 3       |
| MAR 6648 | Marketing Research for Managerial Decision Making | 2       |
| MAR 6667 | Marketing Analytics Methods                       | 2       |
| MAR 6668 | Marketing Analytics 1                             | 2       |
| MAR 6669 | Marketing Analytics 2                             | 2       |
| MAR 6722 | Web-Based Marketing                               | 2       |
| MAR 6816 | Advanced Marketing Management (MBA)               | 3       |
| MAR 6818 | Advanced Marketing Management                     | 2       |
| MAR 6833 | Product Development and Management                | 2       |
| MAR 6838 | Brand Management                                  | 3       |
| MAR 6839 | Product Development and Management                | 3       |
| MAR 6861 | Customer Relationship Management                  | 2       |
| MAR 6862 | Customer Relationship Management                  | 3       |
| MAR 6905 | Individual Work                                   | 1-4     |
| MAR 6910 | Supervised Research                               | 1-5     |
| MAR 6930 | Special Topics in Marketing                       | 1-4     |
| MAR 6940 | Supervised Teaching                               | 1-5     |

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|----------|---|------|
| MAR 6957 | International Studies in Marketing                  | 1-4  |
| MAR 6971 | Research for Master's Thesis                        | 1-15 |
| MAR 7507 | Perspectives on Consumer Behavior                   | 3    |
| MAR 7588 | Consumer Information Processing and Decision Making | 3    |
| MAR 7589 | Judgment and Decision Making                        | 3    |
| MAR 7626 | Multivariate Statistical Methods in Marketing       | 3    |
| MAR 7636 | Research Methods in Marketing                       | 3    |
| MAR 7666 | Marketing Decision Models                           | 3    |
| MAR 7671 | Artificial Intelligence and Machine Learning        | 3    |
| MAR 7925 | Workshop in Marketing Research                      | 3    |
| MAR 7979 | Advanced Research                                   | 1-12 |
| MAR 7980 | Research for Doctoral Dissertation                  | 1-15 |

## Warrington College of Business Courses

| Code     | Title                                      | Credits |
|----------|--|---------|
| BTE 7171 | Preparing to Teach in Business             | 2       |
| GEB 5212 | Professional Writing in Business           | 1-3     |
| GEB 5215 | Professional Communication in Business     | 1-3     |
| GEB 5929 | Foundations Review                         | 1-3     |
| GEB 6229 | Professional Communication for Accountants | 2       |
| GEB 6365 | International Business                     | 3       |
| GEB 6905 | Individual Work                            | 1-4     |
| GEB 6930 | Special Topics                             | 1-3     |
| GEB 6941 | Internship                                 | 1-4     |
| GEB 6957 | International Studies in Business          | 1-4     |

### Student Learning Outcomes

## Management (MS)

#### SLO 1 Knowledge

Produce a significant business knowledge gain compared to knowledge at program entry.

#### SLO 2 Skills

Identify the essential elements of core business principles to examine and evaluate problems and to construct and implement solutions in the business environment.

#### SLO 3 Skills

Identify appropriate analytical models and critical reasoning processes to evaluate evidence, select among alternatives, and generate creative options to advance effective decision making.

#### SLO 4 Professional Behavior

Write business documents clearly, concisely, and analytically.

#### SLO 5 Professional Behavior

Speak in groups and in public clearly, concisely, and analytically, with appropriate use of visual aids.