

**ILLINOIS STATE UNIVERSITY
MBA TENTATIVE COURSE OFFERINGS
SUMMER 2009 - SPRING 2013**

| DEPT | COURSE | TITLE | PREREQUISITE(S) | SUMMER 2009 | FALL 2009 | SPRING 2010 | SUMMER 2010 | FALL 2010 | SPRING 2011 | SUMMER 2011 | FALL 2011 | SPRING 2012 | SUMMER 2012 | FALL 2012 | SPRING 2013 |
|------|--------|--|--|----------------|--------------|----------------|----------------|--------------|----------------|----------------|--------------|----------------|----------------|--------------|----------------|
| ECO | 401 | *Survey of Economic Principles | | | W | | | W | | | W | | | W | |
| FIL | 404 | *Theory of Managerial Finance | ACC 401, (ECO 401, MQM 406) | | W(b) | R(b) | | W(b) | R(b) | | W(b) | R(b) | | W(b) | R(b) |
| | 405 | *Legal Aspects of Business Decisions | | | W(a) | R(a) | | W(a) | R(a) | | W(a) | R(a) | | W(a) | R(a) |
| | 440 | Financial Management | FIL 404, MQM 406 | 1(MW) | W | W | 1(MW) | W | W | 1(MW) | W | W | 1(MW) | W | W |
| | 442 | **Investment Management | FIL 440 | | T | | | T | | | T | | | T | |
| | 449.06 | **Derivatives | FIL 440 | | | M | | | M | | | M | | | M |
| | 454.02 | **Financial Planning | FIL 440 or consent of instructor | | M | | | R | | | R | | | M | |
| | 454.06 | **Convergence of Financial Services | FIL 440 or consent of instructor | | | | | | | | | | | W | |
| | 454.07 | **Insurance Law and Regulation | FIL 405 | | W | | | T | | | T | | | T | |
| | 454.08 | **Risk Management | FIL 440 or consent of instructor | | M | | | M | | | M | | | M | |
| ACC | 401 | *Accounting Principles | | | M | | | M | | | M | | | M | |
| | 450 | Management Accounting | ACC 401 | 2(MW) | T | M | 2(MW) | T | M | 2(MW) | T | M | 2(MW) | T | M |
| | 468 | Management Information Systems | demonstrated proficiency in micro computer tools or consent of instr | 2(TR) | M | M | 2(TR) | M | M | 2(TR) | M | M | 2(TR) | M | M |
| | 434 | **Fed. Taxes & Mgmt. Decisions | FIL 440, ACC 450 | | | | | | W | | | W | | | W |
| | 482 | **Business Info Systems Consulting | BIS Major or consent of instructor | | | R | | | R | | | R | | | R |
| MBA | 412 | Contemporary Business Perspectives & Leadership Skills | MQM 402, MKT 403 | 1(MW) | M | R | 1(TR) | R | R | 1(TR) | R | R | 1(TR) | R | R |
| MQM | 402 | *Management Fundamentals | (ECO 401) | | | W(a) | | | W(b) | | | W(a) | | | W(b) |
| | 406 | *Quantitative Methods | | | T | | | T | | | T | | | T | |
| | 420 | **Organizational Theory | MQM 402 | | | R | | | | | R | | | | |
| | 421 | Analysis of Organizational Behavior | MQM 402 | 1(MW) | M | M | 1(TR) | M | M | 1(TR) | M | M | 1(TR) | M | M |
| | 423 | **Advanced Human Resources Mgmt | MQM 421 | | | | | W | | | | | | | W |
| | 426.13 | **New Venture Creation | MQM 421 | | | | | M | | | | | | M | |
| | 426.15 | **HRM: Seminar in Employee Relations | MQM 421 | | | T | | | | | | | | T | |
| | 426.16 | **Project Management Fundamentals | MQM 421 or consent of instructor | | M | | | M | | | M | | | M | |
| | 426.17 | **Advanced Project Management | MQM 426.16 or consent of instructor | | | T | | | | | T | | | | |
| | 427 | Operations/Quality Management | MQM 406 (ECO 401) | 1(TR) | T | R | 1(MW) | T | R | 1(MW) | T | R | 1(MW) | T | R |
| | 485 | Advanced Organizational Strategy | FIL 440, MQM 421, MKT 430 and MQM 427, the latter can be concurrent | 2(MW) | W | W | 2(MW) | W | W | 2(MW) | W | W | 2(MW) | W | W |
| | 497 | Research Methodology | MQM 406 | | R | T | | R | M,T | | R | T | | R | T |
| MKT | 403 | *Marketing Concepts | (ECO 401, MQM 406) | | | W(b) | | | W(a) | | | W(b) | | | W(a) |
| | 430 | Advanced Marketing Management | MKT 403, MQM 406 | 1(TR) | R | R | 1(MW) | R | R | 1(MW) | R | R | 1(MW) | R | R |
| | 431 | **Advanced Consumer Behavior | MKT 430 | | T | | | T | | | T | | | | |
| | 432 | **Marketing Research | MKT 430 | | | | | | T | | | | | | M |
| | 433 | **Adv Integrated Mktg Communication | MKT 430 | | | | | | M | | | | | | T |
| | 438 | **International Marketing | MKT 430 | | R | | | | | | R | | | | |
| | 439.05 | **Selling and Sales Management | MKT 430 | | | | | | | | | M | | | |
| | 439.06 | **Product Development Management | MKT 430 | | | T | | | | | | | | | |

*Foundation Course

**Elective Course

(a) = Meets entire semester 6:00 - 7:50

(b) = Meets entire semester 8:00 - 9:50

D = Daytime section is available

M = Monday

T = Tuesday

W = Wednesday

R = Thursday

Unless otherwise specified, MBA courses meet from 6:00 pm - 8:50 pm

1 = First Summer Session (May-June / 6:00 - 9:50 p.m.)

2 = Second Summer Session (July-August / 6:00 - 9:50 p.m.)

() = Recommended Prerequisite