

BUSINESS ADMINISTRATION (BA)

BA 605 Mgrl Dec Making 3 Credit Hours

This course covers the findings of research on behavioral decision making as they apply to managerial decision making. You will learn how the human mind works, what it is particularly good at and not so good at, and what the implications of this are for managerial decision making. The course will help you make better decisions and understand the potential shortcomings of the decisions made by your colleagues, competitors, collaborators, and customers. Topics include human cognition, overconfidence, heuristics and biases in decision making, bounded awareness, framing, preference reversal, motivational and emotional influences on decision making, escalation of commitment, expertise in decision making, and fairness and ethics in decision making. We will apply the research on behavioral decision making to a wide variety of problems in various domains of business, study how applications of information systems can mitigate limitations of the human mind, and apply our knowledge of the way the human mind works to develop an understanding of ways to improve managerial decision making. Students interested in careers in a wide variety of business professions will find the knowledge and skills gained in this course to be useful in their professional endeavors.

Prerequisite(s): BE 530 and MIS 525 and OB 510 and (DS 520 or IMSE 510 or IMSE 514)

BA 611 Organizational Economics 3 Credit Hours

This course focuses on the transactions and contracts that occur within and between organizations. You will learn economic frameworks that can inform decisions about a firm's scope, internal hierarchies, and incentive structures. You will apply these frameworks to readings and cases about organizational failures (e.g., oil spills, rocket explosions, corruption cases), successes (e.g., initial iPhone commercialization), and contracting dilemmas (e.g., incomplete contracts, hold-up, asymmetric information, regulations and certifying organizations). Students interested in a wide variety of business professions will find the expertise gained in this course to be useful for decisions about structuring complex projects and company-wide initiatives, allocating scarce resources, and fostering organizational change. (YR)

Prerequisite(s): ACC 505 and BE 530 and OB 510

Restriction(s):

Can enroll if Degree is Master of Business Admin

Can enroll if College is Business

BA 690 Graduate Research 1 to 3 Credit Hours

To provide masters candidates with the opportunity to undertake a research project under the supervision of a faculty member. The research topic is chosen by the student, in consultation with a faculty member in the appropriate discipline. Written approval must be obtained at least two weeks prior to registration on a form available in the Graduate Office. The request must include a comprehensive description of the proposed research project, as well as a time line for the project's completion.

Restriction(s):

Can enroll if Class is Graduate

Can enroll if College is Business

BA 691 Graduate Seminar 1 to 3 Credit Hours

Topics Course. To provide masters candidates with an opportunity for study of selected advanced topics in particular fields. Topics vary. See Schedule of Classes for current offerings. May be elected more than once if topics differ.

Prerequisite(s): (MIS 525 or MIS 502) and (MKT 515 or MKT 610)

Restriction(s):

Can enroll if Class is Graduate

BA 691A Graduate Seminar 3 Credit Hours

Topic: The Internal Revenue Service. This course introduces the student to the structure, organization, practices and procedures of the Internal Revenue Service. The course is intended to give students an understanding of the organizational makeup of the Internal Revenue Service and the authority of its various employees. The different approaches to resolving tax controversies will be explored through the study of assigned readings and in-depth class discussions. The course will be conducted in a seminar-like fashion with each student expected to make significant contributions to class discussions. Attentiveness to news items affecting the area of federal tax procedures is expected, as well as conveyance to class of these newsworthy developments. This course is appropriate for MSA? Tax Concentration students.

* An asterisk denotes that a course may be taken concurrently.

Frequency of Offering

The following abbreviations are used to denote the frequency of offering: (F) fall term; (W) winter term; (S) summer term; (F, W) fall and winter terms; (YR) once a year; (AY) alternating years; (OC) offered occasionally