



# UNIVERSITY OF FLORIDA

Graduate Programs in Business  
 Warrington College of Business Administration  
 Fisher School of Accounting  
 John Kraft, Dean

100 Bryan Hall \* P.O. Box 117150  
 Gainesville, Florida 32611-7150  
 E-Mail Address: kraftj@notes.cba.ufl.edu  
 Tele: (352) 392-2397 Ext. 1217 \* Fax (352) 392-2086

**GENERAL FACULTY MEETING AGENDA**  
**OCTOBER 22, 1998 — 3:30 - 5:00 P.M. — 101BUS**

**1. MINUTES:**

August 27, 1998 General Faculty Meeting (*attachment 1*)

**Curriculum change items are available  
 for review in the dean's office.**

**2. UNDERGRADUATE COMMITTEE:**

The Undergraduate Committee has approved the following curriculum changes and they have requested that they be presented at the next Warrington College of Business Administration Faculty Meeting for approval.

**Change credits & contact hours:**

ISM 4220

- \* Title: Introduction to Business Data Communications
- \* Credits: Old - 4 New - 2
- \* Contact: Old - 4 New - 2

**DIS Curriculum Changes:**

- Drop QMB 4703 as a DIS major requirement
- Drop 8 credit hours of DIS electives as a major requirement
- Add ISM 4220 as a DIS major requirement

**3. INFORMATIONAL ITEM:**

The Department of Finance, Insurance and Real Estate has voted unanimously to focus the Real Estate curriculum on their graduate program. The undergraduate major in Real Estate will no longer be staffed and it will be deleted as a major in the BSBA degree effective immediately.

**GRADUATE FACULTY MEETING  
 AGENDA**

**4. MINUTES:**

August 27, 1998 Graduate Faculty Meeting (*attachment 1*)

**5. GRADUATE COMMITTEE:**

**Informational Item: (attachment 2)**

Proposal for New Concentration under an Existing Graduate Degree Program MA in Business Administration - International Business

**New courses:** The Graduate Committee has approved the following new courses and they have requested that these be presented at the College of Business Administration Graduate Faculty Meeting for approval.

MAR 6930

- \* Title: Special Topics in Marketing
- \* Credits: Variable (1 to 4; max 16)
- \* Contact: Base hours
- \* Description: Selected topics in marketing management, research, or theory
- \* Prereq: Consent of Instructor
- \* Coreq: None

FIN 6930

- \* Title: Special Topics in Finance
- \* Credits: Variable (1 to 4; max 16)
- \* Contact: Base hours
- \* Description: Selected topics in financial research, theory or of special current significance
- \* Prereq: Consent of Instructor
- \* Coreq: None

MAN ~~6-XXX~~ 6118

\* Title: International Operations/Logistics  
\* Credits: 2  
\* Contact: Base  
\* Description: The primary focus of this course is on the management of global operations and logistics. Planning and operating in the global arena requires the development of new managerial skills related to developing global delivery/distribution channels, coordinating production/delivery operations in international markets, optimizing the use of transportation networks and designing information/communications systems that span the entire supply chain.  
\* Prereq: None  
\* Coreq: None

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**6. MBA COMMITTEE:**

New Courses: The MBA Committee has approved the following new courses and request they be presented at the College of Business Administration Graduate Faculty Meeting for approval.

FIN 5108

\* Title: Personal Financial Management  
\* Credits: 2  
\* Contact: Base  
\* Description: Development of personal financial strategies needed to accumulate and retain wealth. Life style investing. Study of financial products, markets and institutions used for retirement planning.  
\* Prereq: None  
\* Coreq: None

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GEB ~~5XXX~~ 591A

\* Title: Foundations Review  
\* Credits: Variable (1 to 3; max 3)  
\* Contact: Base  
\* Grade: S/U  
\* Description: Broad overview of topics covered during first-year MBA courses. Required for all  
\* Prereq: None  
\* Coreq: None

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September 8, 1998

Page 2

ECO 7272 passed  
ECO 7273 passed  
FIN 5244 passed  
FIN 5504 passed

MBA: FIN 5108 deleted

3. Dr. McCollough discussed Alumni Fellowships.
4. Dean Kraft discussed the TIP and PEP awards, renaming of the Business Building, the Accounting Building, a new MBA Building, and renovation of Matherly Hall.
5. Motion made and seconded to adjourn. Passed

eligible for the MBA program and yet may feel under-prepared for the global business environment. This program might be attractive, for example, to a liberal arts student with a business minor, who has attended closely to international affairs and languages, or to the B.A.B.A. student who has concentrated in such areas. In admissions, we will prefer students with a demonstrated interest and commitment to a career in the international economy.

The curriculum is designed to reinforce the basic foundations of the business core curriculum and to expand and apply the concepts of these disciplines to global business, through extensive use of case analysis and examples.

The Program is responsive to the recommendations of the College's Graduate Enrollment Task Force, which identified an M.A. concentration in International Business as its first recommendation.

### **Assessment of Current and Anticipated Faculty for the Proposed Concentration**

The following faculty members of the Warrington College of Business Administration and the Fisher School of Accounting are expected to teach in the program:

- Roy Crum, Professor of Finance and Director, Center for International Economics and Business Studies
- Asoo Vakharia, Professor of Decision and Information Systems
- Andrew Naranja, Assistant Professor of Finance
- David Jamison, Assistant Professor of Marketing
- Virginia G. Maurer, Hurst Professor of Business Law and Legal Studies
- John Hall, Lecturer in Management and Director of the IB Program
- Massimo Pilati, Professor of Human Resource Management, SDA Bocconi University, Milan, Italy
- Bin Xu, Assistant Professor of Economics
- Charles McDonald, Associate Professor of Accounting and Director, Center for Accounting Research and Professional Education
- Gary McGill, Associate Professor of Accounting
- Arnold Heggstad, Holloway Professor of Finance and Director, Center for Entrepreneurship and Innovation
- Henry Tosi, McGriff Family Professor of Management
- Judith Scully, Assistant Professor of Management

### **Supervising**

The Chair of the Management Department will certify the students' completion of the concentration requirements.

programs the Warrington College maintains with English-speaking business schools throughout the world, and they may substitute hours through the regular program of course substitution. If their language skills so warrant, they may attend non-English speaking business programs. Since the courses on campus are offered as half-semester modular courses, a wide range of possibilities for international study will be available to these students. Participation in an exchange will be encouraged but not required.

Project in Lieu of Thesis (MAN 6973). The program will require four (4) credits of supervised project. This requires the student to investigate a global industry or company and create an extensive case study of the industry or a specific issue related to its global operation. The case study will be a substantive written document but it may also include software and other media. The program will teach the investigative skills to conduct such a study and, where possible, arrange for on-site visits and interviews for the students. The work product must be of high quality, appropriate for a graduate degree program at a research university.

Examinations. The courses will be taken for a grade, except for the study tour and exchange programs. The degree will not require a comprehensive examination, but it will require a comprehensive integrative project.

### **Approvals**

John Kraft, Dean  
Warrington College of Business

Virginia G. Maurer, Chair  
Department of Management

Michael Ryngaert, Chair  
Department of Finance

Selcuk Erenguc, Chair  
Department of Decision and Information Sciences

*Masters Program in International Business  
(MAIB)  
Proposed Curriculum*

Term	Course Numbers	Hours	Titles
Summer B	GEB 6366	2	International Business*
	MAN XXXX	2	Global Strategy*
	GEB 5215	2	Professional Communications*
Fall - Module 1	ECO 6906	2	Managing International Trade and Investment*
	FIN 6638	2	International Finance*
	MAR 6157	2	International Marketing*
Fall Break	MAN 6951	2	Study Tour*
Fall - Module 2	BUL 6851	2	International Business Law
	FIN 6608	2	Financial Management of the Multinational Corporation
	MAN 6973	2	Special Project
Spring - Module 1	MAN XXXX	2	International Human Resource Management
	MAN XXXX	2	International Operations Management
	TAX XXXX	2	International Taxation
Spring - Module 2	FIN XXXX	2	International Entrepreneurship
	MAN 6973	2	Special Project

\* Core classes

*Logged from file*

Florida Department of Education  
Statewide Course Numbering System  
**Course Termination or Change Transmittal Form**  
(See instructions on reverse side)

Form UC  
OAA #

**Part I: To Be Completed By the Institution or School District**

Institution/District <b>University of Florida</b>	District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department: <b>Decision &amp; Info Sciences</b>
Terminate Current Course: Effective term (month/year):			<i>CONTACT: SHARON HAUGHTON</i>
Current SCNS Course Identification:			
Discipline (SMA) _____ Prefix <u>ISM</u> Level <u>4</u> Course Number <u>220</u> Lab Code _____ Contact Hour Base <u>4</u> or Head Count _____			
Institution's Course Title: <b>Introduction to Business Data Communications</b>			

**Change Course As Indicated Below:**

Item to Change	Change From	Change To
Reclassify: Pref, No., Lab Code	(See above)	
Level	(See above)	
Amount of Credit	4	2
Contact Hour Base or Head Count	4	2
Prerequisites/Corequisites		

Change Course Title: \_\_\_\_\_

Change Course Description (Course syllabus must be attached.): \_\_\_\_\_

Intended Students (Mark all that apply.):

Undergraduate Nonmajors       Graduate Students       Other (specify): \_\_\_\_\_

Undergraduate Majors       Honors Students       Advanced Undergraduate

Category of Instruction:     Introductory                       Intermediate                       Advanced

Effective Term (month/year):  
**Spring 1999**

Department Contact and Telephone Number:  
**Pat Brawner 392-9600**

Signature, Department Chair: *S Selcuk Erenguc*      9/9/98      (Date)

Signature, College Dean: \_\_\_\_\_ (Date)

Signature, Graduate Dean (if applicable): \_\_\_\_\_ (Date)

Signature, Institutional Contact: \_\_\_\_\_ (Date)

**Part II: Faculty Discipline Committee Representative Use Only**

Approved Course Classification (Prefix, Number, Lab Code): \_\_\_\_\_

If not the same as recommended by institution, please explain: \_\_\_\_\_

SCNS Course Title (if new): \_\_\_\_\_

Decade Title (if new): \_\_\_\_\_

Century Title (if new): \_\_\_\_\_

Signature, Faculty Discipline Committee Representative \_\_\_\_\_ Date \_\_\_\_\_

**Part III: SCNS Staff Use Only**

Signature \_\_\_\_\_ Date Entered \_\_\_\_\_ Correspondence Number \_\_\_\_\_

## ISM 4220

### Introduction to Business Data Communications

**Justification for credit hour change:** To focus on core concepts in data communications. Related topics that are currently being taught in this course will be covered in other courses. Such topics include electronic commerce and policy and strategy issues related to the convergence of different modes of electronic communication.



*Logged from*



# UNIVERSITY OF FLORIDA

Graduate Programs in Business  
Warrington College of Business Administration  
Department of Decision and Information Sciences

351 BUS  
PO Box 117169  
Gainesville, FL 32611-7169  
(352) 392-9600 Fax (352) 392-5438

September 10, 1998

TO: Joel Houston  
FROM: S. Selcuk Erenguc *[Signature]*  
RE: DIS curriculum changes

The DIS faculty has approved the following changes. They need to be reviewed/approved by the Undergraduate Committee before they go to the College Faculty. I will appreciate it very much if your committee can review these before the October 8 deadline so that they can be placed on the agenda for the October 22 faculty meeting.

**Credit hour change:**

	<u>Current</u>	<u>Change to</u>
ISM 4220	4	2

**Curriculum changes:**

1. Drop QMB 4703 from being a DIS major requirement.
2. Drop 8 credit hours of DIS electives from being a major requirement.
3. Make ISM 4220 ( the new 2 credit hour version) a DIS major requirement.

As a result of these changes the DIS major will consist of the following courses:

<u>Course</u>	<u>credit-hours</u>
CGS 3403	3
CGS 3460	3
QMB 4701	4
ISM 4113	4
ISM 4220	2
ISM 4330	2
<b>Total</b>	<b>18</b>

We would like these changes to be effective starting with the Spring 1999 semester. For your information I am enclosing a statement which details the differences between the current and the proposed DIS curricula.

Credit hour change form for ISM 4220 is attached.

# **The Proposed Undergraduate Major In DIS**

(Effective Starting Spring 1999)

Students may join the DIS undergraduate program by being admitted to the Warrington College of Business Administration for study in the BSBA program, and by having at least a 3.0 grade point average in the preprofessional courses.

The DIS major consists of the following required courses:

<u>Course #</u>	<u>Hrs</u>	<u>Course Title</u>
CGS 3403	3	COBOL for Non-CIS Majors
CGS 3460	3	Programming in C for Non-CIS Majors
QMB 4701	4	Managerial Operations Analysis I
ISM 4113	4	Business Systems Design and Applications
ISM 4220	2	Introduction to Business Data Communications
ISM 4330	2	Information Systems and Operations Strategy

Normally the two programming courses are taken during the junior year and the 4000-level DIS courses the senior year.

### Effect on current DIS undergraduate students

The current (through Fall 1998) DIS major consists of the following:

<u>Course #</u>	<u>Hrs</u>	<u>Course #</u>	<u>Hrs</u>
CGS 3403	3	ISM 4113	4
CGS 3460	3	ISM 4330	2
QMB 4701	4	electives	8
QMB 4703	2		

Because ISM 4220 is not currently required (the 4-hour version of this course is one of the electives), students who have already taken at least one 4000-level DIS course prior to Spring Semester 1999 may substitute another DIS major field course taught at the 4000-level or higher for the ISM 4220 requirement.

### Students desiring further study in DIS

DIS undergraduate students may enroll in graduate-level DIS courses (6000-level) on a space-available basis. Departmental approval is required, and this advanced study should be limited. Students wanting a substantially-enhanced program of study are invited to apply to the Accelerated MA program in DIS.



# UNIVERSITY OF FLORIDA

Graduate Programs in Business  
Warrington College of Business Administration  
Department of Finance, Insurance, & Real Estate

321 Stuzin Hall - PO Box 117168  
Gainesville, Florida 32611-7168  
Tel: (352) 392-0153  
Fax: (352) 392-0301

October 8, 1998

## MEMORANDUM

TO: Joel Houston, Chair, Undergraduate Committee

FROM: Mike Ryngaert, Chairman *MR*

SUBJECT: Undergraduate Real Estate Major

The Department of Finance, Insurance and Real Estate has voted unanimously to focus our Real Estate curriculum on our graduate program. To that end, we will no longer staff an undergraduate major in Real Estate and would like it deleted as a major in the BSBA degree. We would like this change to be effective immediately.

Let me know if you need further information.

MR/pk

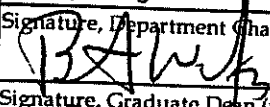
cc: ✓ Sharon Haughton

Suggested Fee  
199

Form UCC:  
OAA # \_\_\_\_\_

Florida Department of Education  
Statewide Course Numbering System  
**New Course Transmittal Form**  
(see instructions on reverse side)

**Part I: To Be Completed By the Institution or School District**

Institution/District: <b>University of Florida</b>	District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department: <b>MARKETING</b>
Add Course As Indicated Below:			
Recommended SCNS Course Identification: <span style="float: right;">CONTACT: SHARON HAUGHTON</span>			
Discipline (SMA) _____ Prefix <b>MAR</b> Level <b>6</b> Course Number <b>930</b> Lab Code _____ Contact Hour Base <b>1-4</b> or Head Count _____			
Institution's Course Title: <b>Special Topics in Marketing</b>			
Amount of Credit: <b>variable</b>		If Repeatable Credit or Variable Credit: <b>16</b> total repeatable credit allowed	
Instructor: <b>variable</b>		<b>1</b> minimum / <b>4</b> maximum credit within a semester	
Course Description (Course syllabus, grading criteria, and reading list must be attached.): <b>Selected topics in marketing management, research, or theory</b>			
Prerequisites: <b>consent of instructor</b>			
Corequisites:			
Intended Students (Mark all that apply.):			
<input type="checkbox"/> Undergraduate Nonmajors		<input checked="" type="checkbox"/> Graduate Students	
<input type="checkbox"/> Undergraduate Majors		<input type="checkbox"/> Honors Students	
<input type="checkbox"/> Advanced Undergraduates		<input type="checkbox"/> Other (specify):	
Category of Instruction: <input type="checkbox"/> Introductory <input type="checkbox"/> Intermediate <input checked="" type="checkbox"/> Advanced			
List the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement by this course. Each such chair must either sign the syllabus requested, indicate no concern over possible infringement, or make comments. Any lack of comments or signatures must be indicated.			
Effective Term (first term/year course will be offered): <b>Spring 1999</b>		Department Contact and Telephone Number: <b>Cathy Quincey 392-0161 ext 1241</b>	
Signature, Department Chair: 		Signature, College Dean:	
(Date) <b>9/17/98</b>		(Date)	
Signature, Graduate Dean (if applicable):		Signature, Institutional Contact:	
(Date)		(Date)	

**Part II: Faculty Discipline Committee Representative Use Only**

Approved Course Classification (Prefix, Number, Lab Code):	
If not the same as recommended by institution, please explain:	
SCNS Course Title (if new):	
Decade Title (if new):	
Century Title (if new):	
Signature, Faculty Discipline Committee Representative	Date

**Part III: SCNS Staff Use Only**

Signature	Date Entered	Correspondence Number
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MAR 6930 Special Topics in Marketing

CATALOG DESCRIPTION

Selected topics in marketing management, theory, and research.

RATIONAL FOR THE COURSE:

This course number will be used to initially offer a course we are considering adding to the curriculum. Some courses that we have offered using this course number are: Data Based Marketing, Approaches for Improving Managerial Decision-Making, Marketing and the Internet, and Building and Exploiting Brand Equity.

This course number might also be used if we have a visiting faculty member with unique knowledge in a specialized area of interest to students. We would ask the visitor to teach a course in her or her area of interest using this course number.

Logged Dept

Florida Department of Education  
Statewide Course Numbering System  
New Course Transmittal Form  
(see instructions on reverse side)

Form UCC  
OAA #

Part I: To Be Completed By the Institution or School District *CONTACT: SHARON HAUGHTY*

Institution/District: <b>University of Florida</b>	District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department: <b>Finance, Insurance &amp; Real Estate</b>
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Add Course As Indicated Below:

Recommended SCNS Course Identification:  
 Discipline (SMA) \_\_\_\_\_ Prefix FIN Level 6 Course Number 930 Lab Code \_\_\_\_\_ Contact Hour Base VAR or Head Count \_\_\_\_\_

Institution's Course Title:  
**Special Topics in Finance**

Amount of Credit: Var (1 - 4) If Repeatable Credit or Variable Credit: 16 total repeatable credit allowed  
 Instructor: \_\_\_\_\_ minimum / \_\_\_\_\_ maximum credit within a semester

Course Description (Course syllabus, grading criteria, and reading list must be attached.):  
**Selected topics in financial research, theory or of special current significance.**

Prerequisites: **Consent of instructor.**

Corequisites:

Intended Students (Mark all that apply.):  
 Undergraduate Nonmajors  Graduate Students  Other (specify):  
 Undergraduate Majors  Honors Students  
 Advanced Undergraduates

Category of Instruction:  Introductory  Intermediate  Advanced

List the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement by this course. Each such chair must either sign the syllabus requested, indicate no concern over possible infringement, or make comments. Any lack of comments or signatures must be indicated.

Effective Term (first term/year course will be offered): <b>Fall, 1999</b>	Department Contact and Telephone Number: <b>Priscilla Kenney, 2-0153</b>
Signature, Department Chair: <i>Michael D. Ryzant</i> (Date) <b>10/5/98</b>	Signature, College Dean: _____ (Date)
Signature, Graduate Dean (if applicable): _____ (Date)	Signature, Institutional Contact: _____ (Date)

Part II: Faculty Discipline Committee Representative Use Only

Approved Course Classification (Prefix, Number, Lab Code):  
 If not the same as recommended by institution, please explain:

SCNS Course Title (if new): \_\_\_\_\_  
 Decade Title (if new): \_\_\_\_\_  
 Century Title (if new): \_\_\_\_\_

Signature, Faculty Discipline Committee Representative \_\_\_\_\_ Date \_\_\_\_\_

Part III: SCNS Staff Use Only

Signature \_\_\_\_\_ Date Entered \_\_\_\_\_ Correspondence Number \_\_\_\_\_

## **FIN 6930**

Because this is a "Special Topics" course there is no pre-set grading criteria, textbooks, or reading list. These things would be determined at the time of offering depending on the subject content and instructor therefore, a syllabus is available.



*Original Dept*

Form UCC  
OAA # \_\_\_\_\_

Florida Department of Education  
Statewide Course Numbering System  
**New Course Transmittal Form**  
(see instructions on reverse side)

**Part I: To Be Completed By the Institution or School District**

*CONTACT: SHARON HAUGHTO*

Institution/District: <b>University of Florida</b>		District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department: <b>Finance, Insurance &amp; Real Estate</b>
Add Course As Indicated Below:				
Recommended SCNS Course Identification: Discipline (SMA) _____ Prefix <u>REE</u> Level <u>6</u> Course Number <u>930</u> Lab Code _____ Contact Hour Base <u>VAR</u> or Head Count _____				
Institution's Course Title: <b>Special Topics in Real Estate</b>				
Amount of Credit: <b>Var (1 - 4)</b>		If Repeatable Credit or Variable Credit: <u>16</u> total repeatable credit allowed _____ minimum / _____ maximum credit within a semester		
Instructor: _____				
Course Description (Course syllabus, grading criteria, and reading list must be attached.): <b>Selected topics in Real Estate research, theory or of special current significance.</b>				
Prerequisites:				
Corequisites:				
Intended Students (Mark all that apply.):				
<input type="checkbox"/> Undergraduate Nonmajors		<input checked="" type="checkbox"/> Graduate Students		<input type="checkbox"/> Other (specify):
<input type="checkbox"/> Undergraduate Majors		<input type="checkbox"/> Honors Students		
<input type="checkbox"/> Advanced Undergraduates				
Category of Instruction: <input type="checkbox"/> Introductory <input checked="" type="checkbox"/> Intermediate <input type="checkbox"/> Advanced				
List the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement by this course. Each such chair must either sign the syllabus requested, indicate no concern over possible infringement, or make comments. Any lack of comments or signatures must be indicated.				
Effective Term (first term/year course will be offered): <b>Fall, 1999</b>		Department Contact and Telephone Number: <b>Priscilla Kenney, 2-0153</b>		
Signature, Department Chair: <i>Michael S. Runt</i>		Signature, College Dean:		(Date)
Signature, Graduate Dean (if applicable):		Signature, Institutional Contact:		(Date)

**Part II: Faculty Discipline Committee Representative Use Only**

Approved Course Classification (Prefix, Number, Lab Code):	
If not the same as recommended by institution, please explain:	
SCNS Course Title (if new):	
Decade Title (if new):	
Century Title (if new):	
Signature, Faculty Discipline Committee Representative	Date

**Part III: SCNS Staff Use Only**

Signature	Date Entered	Correspondence Number
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**REE 6930**

Because this is a "Special Topics" course there is no pre-set grading criteria, textbooks, or reading list. These things would be determined at the time of offering depending on the subject content and instructor therefore, a syllabus is available.

Logged Dept

Florida Department of Education  
Statewide Course Numbering System  
New Course Transmittal Form  
(see instructions on reverse side)

Form UCC  
OAA #

Part I: To Be Completed By the Institution or School District *CONTACT: SHARON HAUGENT*

Institution/District: <b>University of Florida</b>		District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department: <b>Finance, Insurance &amp; Real Estate</b>
Add Course As Indicated Below:				
Recommended SCNS Course Identification: Discipline (SMA) _____ Prefix <u>RMI</u> Level <u>6</u> Course Number <u>930</u> Lab Code _____ Contact Hour Base <u>VAR</u> or Head Count _____				
Institution's Course Title: <b>Special Topics in Insurance</b>				
Amount of Credit: <b>Var (1 - 4)</b>		If Repeatable Credit or Variable Credit: <u>16</u> total repeatable credit allowed		
Instructor:		_____ minimum / _____ maximum credit within a semester		
Course Description (Course syllabus, grading criteria, and reading list must be attached.): <b>Selected topics in Insurance research, theory or of special current significance.</b>				
Prerequisites:				
Corequisites:				
Intended Students (Mark all that apply.):				
<input type="checkbox"/> Undergraduate Nonmajors		<input checked="" type="checkbox"/> Graduate Students		<input type="checkbox"/> Other (specify):
<input type="checkbox"/> Undergraduate Majors		<input type="checkbox"/> Honors Students		
<input type="checkbox"/> Advanced Undergraduates				
Category of Instruction: <input type="checkbox"/> Introductory <input checked="" type="checkbox"/> Intermediate <input type="checkbox"/> Advanced				
List the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement by this course. Each such chair must either sign the syllabus requested, indicate no concern over possible infringement, or make comments. Any lack of comments or signatures must be indicated.				
Effective Term (first term/year course will be offered): <b>Fall, 1999</b>		Department Contact and Telephone Number: <b>Priscilla Kenney 2-0153</b>		
Signature, Department Chair: <i>Michael D. Bryant</i>		Signature, College Dean:		
(Date) <b>10/5/98</b>		(Date)		
Signature, Graduate Dean (if applicable):		Signature, Institutional Contact:		
(Date)		(Date)		

Part II: Faculty Discipline Committee Representative Use Only

Approved Course Classification (Prefix, Number, Lab Code):	
If not the same as recommended by institution, please explain:	
SCNS Course Title (if new):	
Decade Title (if new):	
Century Title (if new):	
Signature, Faculty Discipline Committee Representative	Date

Part III: SCNS Staff Use Only

Signature	Date Entered	Correspondence Number
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## **RMI 6930**

Because this is a "Special Topics" course there is no pre-set grading criteria, textbooks, or reading list. These things would be determined at the time of offering depending on the subject content and instructor therefore, a syllabus is available.

(See instructions on reverse side)

**PART I: TO BE COMPLETED BY THE INSTITUTION OR SCHOOL DISTRICT**

Institution/District: <b>University of Florida</b>	District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department: <b>Decision &amp; Info Science</b>
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CONTACT: SHARON HAUGH

Add course as indicated below. Please note: This form does not update the catalog. Submit new courses on catalog edits.

Recommended SCNS Course Identification:  
 Discipline (SMA) \_\_\_\_\_ Prefix **QMB** Level **6** Course Number **930** Lab Code \_\_\_\_\_

Institution's Course Title: **Special Topics in Decision and Information Sciences**

Number of Credits: **VAR** Type of Credit:  College If Repeatable Credit or Variable Credit: **16** total repeatable credit allowed

Contact Hour Base **X** or head count \_\_\_\_\_ **1** minimum / **4** maximum credit within a semester

Course Description (Attach course syllabus, grading criteria and reading list.):  
**Variable content course providing an opportunity for in depth study of topics not offered in other courses and of topics of special current significance.**

Mark all that apply:  
 Rotating Topic  yes  no  
 S/U Only  yes  no  
 Repeatable for Credit  yes  no

Instructor: **S. Selcuk Erenguc**

Prerequisites: (This form does not update TeleGator prerequisite checking.)

Corequisites:

Intended Students (Mark all that apply.):  
 Undergraduate Majors  Graduate Students  Other (specify): \_\_\_\_\_  
 Undergraduate Minors  Certificate

Category of Instruction:  Introductory  Intermediate  Advanced

List the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement. Each chair must either sign the syllabus requested, indicate no concern over possible infringement or make comments. The lack of comments or signatures must be indicated.

Effective Term (All approvals must be completed prior to the first day of classes): <b>Spring 1999</b>	Last Date for Inclusion in Catalog (To be completed by the Registrar's Office):
Department Contact, Telephone Number and Address: <b>Pat Brawner 2-9600 351 BUS</b> (Date)	Signature, Department Chair: _____ <b>9/17/98</b> (Date)
College Contact, Telephone Number and Address: _____ (Date)	Signature, College Dean: <i>[Signature]</i> <b>S. Selcuk Erenguc</b> (Date)
Signature, Graduate Dean (if applicable): _____ (Date)	Signature, Registrar (Institutional Contact): _____ (Date)

**PART II: FACULTY DISCIPLINE COMMITTEE REPRESENTATIVE USE ONLY**

Approved Course Classification (Prefix, Number, Lab Code): \_\_\_\_\_

If not the same as recommended by institution, please explain: \_\_\_\_\_

SCNS Course Title (if new): \_\_\_\_\_

Decade Title (if new): \_\_\_\_\_

Century Title (if new): \_\_\_\_\_

Signature, Faculty Discipline Committee Representative: \_\_\_\_\_ Date: \_\_\_\_\_

**PART III: SCNS STAFF USE ONLY**

Signature, SCNS Staff \_\_\_\_\_ Date Entered \_\_\_\_\_ Correspondence Number \_\_\_\_\_

**PART I: TO BE COMPLETED BY THE INSTITUTION OR SCHOOL DISTRICT**

Institution/District: <b>University of Florida</b>	District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department: <b>Economics</b>
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Add course as indicated below. Please note: This form does not update the catalog. Submit new courses on catalog edits.

Recommended SCNS Course Identification:  
 Discipline (SMA) \_\_\_\_\_ Prefix ECO Level 6 Course Number 930 Lab Code \_\_\_\_\_

Institution's Course Title: **Special Topics**

Number of Credits: <b>VAR</b>	Type of Credit: <input checked="" type="checkbox"/> College	If Repeatable Credit or Variable Credit: <u>16</u> total repeatable credit allowed
Contact Hour Base <u>X</u> or head count _____	<u>1</u> minimum / <u>4</u> maximum credit within a semester	

Course Description (Attach course syllabus, grading criteria and reading list.):  
**Special topics for graduate students in economics.**

Mark all that apply:  
 Rotating Topic  yes  no  
 S/U Only  yes  no  
 Repeatable for Credit  yes  no

Instructor: **Staff**

Prerequisites: (This form does not update TeleGator prerequisite checking.)  
**Consent of instructor**

Corequisites: **None**

Intended Students (Mark all that apply.):

Undergraduate Majors  Graduate Students  Other (specify): \_\_\_\_\_

Undergraduate Minors  Certificate

Category of Instruction:  Introductory  Intermediate  Advanced

List the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement. Each chair must either sign the syllabus requested, indicate no concern over possible infringement or make comments. The lack of comments or signatures must be indicated.

Effective Term (All approvals must be completed prior to the first day of classes): <b>Fall 1999</b>	Last Date for Inclusion in Catalog (To be completed by the Registrar's Office):
Department Contact, Telephone Number and Address: <b>Carol T. West</b>	(Date) <b>10/6/98</b> Signature, Department Chair: <i>Carol T. West</i> (Date)
College Contact, Telephone Number and Address:	(Date) Signature, College Dean: (Date)
Signature, Graduate Dean (if applicable):	(Date) Signature, Registrar (Institutional Contact): (Date)

**PART II: FACULTY DISCIPLINE COMMITTEE REPRESENTATIVE USE ONLY**

Approved Course Classification (Prefix, Number, Lab Code): \_\_\_\_\_

If not the same as recommended by institution, please explain: \_\_\_\_\_

SCNS Course Title (if new): \_\_\_\_\_

Decade Title (if new): \_\_\_\_\_

Century Title (if new): \_\_\_\_\_

Signature, Faculty Discipline Committee Representative: \_\_\_\_\_ Date: \_\_\_\_\_

**PART III: SCNS STAFF USE ONLY**

Signature, SCNS Staff: \_\_\_\_\_ Date Entered: \_\_\_\_\_ Correspondence Number: \_\_\_\_\_

(See instructions on reverse side)

**PART I: TO BE COMPLETED BY THE INSTITUTION OR SCHOOL DISTRICT**

Institution/District: <b>University of Florida</b>	District Code: <b>00</b>	Institutional Code: <b>001535</b>	CONTACT: <b>SHARON HAUGHTON</b> Instructional Unit or Department: <b>Finance, Insurance &amp; Real Estate</b>
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Add course as indicated below. Please note: This form does not update the catalog. Submit new courses on catalog edits.

Recommended SCNS Course Identification:  
 Discipline (SMA) 131 Prefix FIN Level 6 Course Number 622 Lab Code \_\_\_\_\_

Institution's Course Title:  
Global Entrepreneurship

Number of Credits: <u>2</u>	Type of Credit: <input checked="" type="checkbox"/> College	If Repeatable Credit or Variable Credit: _____ total repeatable credit allowed
Contact Hour Base <u>X</u> or head count _____	_____ minimum / _____ maximum credit within a semester	

Course Description (Attach course syllabus, grading criteria and reading list.):  
 Consideration of the global market context in starting entrepreneurial ventures internationally. Designed for masters students in business.

Mark all that apply:	<input type="checkbox"/> yes	<input type="checkbox"/> no
Rotating Topic	<input type="checkbox"/> yes	<input type="checkbox"/> no
S/U Only	<input type="checkbox"/> yes	<input type="checkbox"/> no
Repeatable for Credit	<input type="checkbox"/> yes	<input type="checkbox"/> no

Instructor: Heggestad

Prerequisites: (This form does not update TeleGator prerequisite checking.)  
None

Corequisites: None

Intended Students (Mark all that apply.):

<input type="checkbox"/> Undergraduate Majors	<input checked="" type="checkbox"/> Graduate Students	<input type="checkbox"/> Other (specify): _____
<input type="checkbox"/> Undergraduate Minors	<input type="checkbox"/> Certificate	

Category of Instruction:  Introductory  Intermediate  Advanced

List the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement. Each chair must either sign the syllabus requested, indicate no concern over possible infringement or make comments. The lack of comments or signatures must be indicated.

Effective Term (All approvals must be completed prior to the first day of classes): <u>Spring 2000</u>	Last Date for Inclusion in Catalog (To be completed by the Registrar's Office):
Department Contact, Telephone Number and Address: (Date) <u>Priscilla Kenney, 2-0153, Box 117168</u>	Signature, Department Chair: (Date) <u>Michael D. Reed</u> 10/6/98
College Contact, Telephone Number and Address: (Date) <u>Sharon Haughton, 2-8436 X1225, Box 117150</u>	Signature, College Dean: (Date)
Signature, Graduate Dean (if applicable): (Date)	Signature, Registrar (Institutional Contact): (Date)

**PART II: FACULTY DISCIPLINE COMMITTEE REPRESENTATIVE USE ONLY**

Approved Course Classification (Prefix, Number, Lab Code):  
 If not the same as recommended by institution, please explain:

SCNS Course Title (if new): \_\_\_\_\_  
 Decade Title (if new): \_\_\_\_\_  
 Century Title (if new): \_\_\_\_\_  
 Signature, Faculty Discipline Committee Representative: \_\_\_\_\_ Date: \_\_\_\_\_

**PART III: SCNS STAFF USE ONLY**

Signature, SCNS Staff \_\_\_\_\_ Date Entered \_\_\_\_\_ Correspondence Number \_\_\_\_\_

Dr. Arnold Heggestad  
FIN 6622 Global Entrepreneurship  
Spring 2000, module four  
Office Phone: 352-392-2610

## Global Entrepreneurship Course Syllabus

**1. Course Materials.** You should have the following course materials:

William Bygrave, *The Portable MBA in Entrepreneurship*, 2d edition.

Coursepak, available at local copy center

**2. Course Description.** This course considers the nature of the global market contexts in starting entrepreneurial ventures internationally. It is designed for students in masters programs in business.

**3. Course Objectives.** The course seek to achieve the following objectives:

- To provide students a basic understanding of the entrepreneurial process from the development of an idea to the creation and management of an organization to implement the idea.
- To explore the entrepreneurial boom in the global economic environment.
- To provide a basic understanding of the nature of governmental and institutional support and regulatory barriers throughout the world.
- To consider specific issues the global entrepreneur must face in bringing a product to market, including capital formation, intellectual property formation and protection, distribution strategies, and alliances with investors and suppliers.

**4. What to Expect.** The coursework will include reading assignments and case preparation, lectures, case analysis and discussion, and guest speakers who will be invited to share their experiences in starting ventures throughout the world. In addition, each student will create and evaluate a business plan involving a multinational project. The final grade will be based on the following:

- A. Three Group Cases (45%). There will be three case analyzes to be submitted as a group. These cases must be submitted electronically by midnight of the day before the case is to be discussed in class; late



papers will be docked a whole grade, and no papers may be submitted more than a week past the due date.

- B. Final Business Plan and Analysis (30%).
- C. Class Contribution (10%)
- D. Final Exam (15%)

## 6. Course Outline

- I. The Entrepreneurial Process
  - A. Creativity and the Process of Idea Generation
  - B. Sources of Ideas
  - C. Evaluation of Ideas – Feasibility Analysis
  - D. The Business Plan Process
  - E. Management of the fast growth entrepreneurial firm
  - F. Issues in valuation of private companies
  - G. Exit strategies
- II. The Global Context of Entrepreneurial Strategies
  - A. Consideration of world markets in technology and product based ventures
  - B. Intellectual property formation and protection
  - C. Outsourcing of manufacturing and distribution
  - D. Strategic alliances with investors, venture capitalists, and suppliers
- III. Entrepreneurial Activity
  - A. The role of entrepreneurial firms in economic growth and job creation in developed countries and emerging markets
  - B. An overview of sources of start up and venture capital

**C. Exit opportunities**

- 1. Sales and joint ventures**
- 2. Initial public offerings in the US, the EC, and Asian markets**

**PART I: TO BE COMPLETED BY THE INSTITUTION OR SCHOOL DISTRICT**

Institution/District: <b>University of Florida</b>	District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department <b>Management</b>
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Add course as indicated below. Please note: This form does not update the catalog. Submit new courses on catalog edits.

Recommended SCNS Course Identification:  
 Discipline (SMA) **139** Prefix **MAN** Level **6** Course Number **636** Lab Code \_\_\_\_\_

Institution's Course Title:  
**Global Strategic Management**

Number of Credits: **2** Type of Credit:  College If Repeatable Credit or Variable Credit: \_\_\_\_\_ total repeatable credit allowed  
 Contact Hour Base **X** or head count \_\_\_\_\_ minimum / \_\_\_\_\_ maximum credit within a semester

Course Description (Attach course syllabus, grading criteria and reading list.):  
**Strategic issues facing global and multinational organizations. Designed for masters students in business.**

Mark all that apply:  
 Rotating Topic  yes  no  
 S/U Only  yes  no  
 Repeatable for Credit  yes  no

Instructor: **Hall, Elms, Tosi**

Prerequisites: (This form does not update TeleGator prerequisite checking.)  
**None**

Corequisites: **None**

Intended Students (Mark all that apply.):  
 Undergraduate Majors  Graduate Students  Other (specify): \_\_\_\_\_  
 Undergraduate Minors  Certificate

Category of Instruction:  Introductory  Intermediate  Advanced

List the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement. Each chair must either sign the syllabus requested, indicate no concern over possible infringement or make comments. The lack of comments or signatures must be indicated.

Effective Term (All approvals must be completed prior to the first day of classes): <b>Summer 1999</b>	Last Date for Inclusion in Catalog (To be completed by the Registrar's Office):
Department Contact, Telephone Number and Address: <b>Ms. Lea King 352 392-0163 201 Stuzin 10/98</b> (Date)	Signature, Department Chair: <i>Lea King</i> (Date) <b>Oct. 8, 1998</b>
College Contact, Telephone Number and Address: <b>Sharon Haughton 392 8436 x1225 P.O. Box 117150</b> (Date)	Signature, College Dean: _____ (Date)
Signature, Graduate Dean (if applicable): _____ (Date)	Signature, Registrar (Institutional Contact): _____ (Date)

**PART II: FACULTY DISCIPLINE COMMITTEE REPRESENTATIVE USE ONLY**

Approved Course Classification (Prefix, Number, Lab Code):  
 If not the same as recommended by institution, please explain:

SCNS Course Title (if new): \_\_\_\_\_  
 Decade Title (if new): \_\_\_\_\_  
 Century Title (if new): \_\_\_\_\_

Signature, Faculty Discipline Committee Representative: \_\_\_\_\_ Date: \_\_\_\_\_

**PART III: SCNS STAFF USE ONLY**

Signature, SCNS Staff: \_\_\_\_\_ Date Entered: \_\_\_\_\_ Correspondence Number: \_\_\_\_\_

**Global Strategy**  
**MAN XXXX - Summer 1999**

**Instructor:**  
**Office:**  
**Home:**  
**E-mail:**  
**Fax: 352-392-6020**

**Department Chair: V. Maurer**  
**Department of Management**  
**Stuzin 201, 352-392-0163**  
**P.O. Box 117160**  
**Gainesville, FL 32611-2017**

Required Text: 1) *Strategic Management in a Global Economy* (3rd edition) by H. Vernon-Wortzel and L. Wortzel, John A. Wiley, 1997; 2) Instructor case packet.

**COURSE OBJECTIVES:**

The purpose of this course is to provide an overview and analysis of the ways in which firms compete in a multinational and global environment. With this in mind, there are two objectives I want to accomplish this semester:

1. Knowledge of global strategy tools and techniques. The primary objective of this course is to help you learn and apply some of the tools and techniques and view organizational situations from a senior management perspective.. This will be accomplished through readings, lectures and case analysis.

2. Integration of prior knowledge. You have completed course work in all the fundamental areas of business: accounting, finance, management, operations management, and marketing. The primary objective of this course is to help you integrate what you learned in those courses. This will be accomplished through case analysis and discussion.

**ASSIGNMENTS:**

Individual Case Analysis (20%)  
 Requirement: Written case analysis  
 Due date:

We will discuss how to analyze cases in class, and you will have the opportunity to practice through class discussions. The first case is Parris-Rogers International (PRI).

Group Case Analysis (20% each)  
 Requirement: Written case analysis  
 Due dates:

These assignments will give you the opportunity to work in teams of five. The first case is Blockbuster Video; the second is LSI Logic Corp.

**Group Presentation (20%)**

Each group will select one of the remaining cases. A short summary of the group's analysis/recommendations should be submitted before the presentation. Well in advance, I also need recommended readings for the class.

**Class Discussion (20%)**

Requirement: Active discussion throughout the term. The format for this class relies on quality discussion from many participants. This requires a more active form of class preparation than you have previously experienced. Rather than you sitting passively, soaking up material and regurgitating it on a test, class discussion is your test. This requires that you read and analyze the case before class and closely follow the class discussion. As always, quality is more important than quantity. No single type of discussion is favored; penetrating questions are as valuable as detailed analysis or insightful problem identification. The key is to speak regularly and well.

**FINAL GRADES:**

Grades will be earned as follows:

A	--	90%
B+	--	87%
B	--	80%
C+	--	77%
C	--	70%
D+	--	67%
D	--	60%
E	--	below 60%

**PHILOSOPHY OF TEACHING:**

I know full well that life is not fair. However, I do my best to ensure that the small corner of life I have control over is as fair as I can possibly make it. Performance standards and requirements for the class are spelled out explicitly in the syllabus, and they apply to all. Grades are non-negotiable: I will not give anyone extra credit, special dispensation, etc., unless it is something I can make available to all.

I also recognize that grading in this class is very subjective. What most students do not realize is that all grading is subjective: on a standardized test, someone is still selecting the questions. Even on a math test, there are subjective decisions (e.g., show all work; partial credit). I promise to do my best in assigning grades as fairly as I can. That doesn't mean you will always like or agree with the grades, but I will work hard to bring equity to the grading process.

\*\*\*\*\*

Course Outline

Date	Topics	Case	Readings
Week 1	Globalization Process	Foreign Direct in China Bridgestone Tire Co.	pp. 1-45; 71-92
Week 2	Competitive Analysis	Ford Motor Co. EuroDisney	pp. 125-185
Week 3	Ethical Dilemmas & Social Responsibility	Nestle Dow-Corning	pp. 186-244
Week 4	Collaborative Strategies	Nintendo & Sega Grupo Industrial Alfa	pp. 245-300
Week 5	Control Strategies	GE's Tungsum Acquisition Saudi Aramco	pp. 301-319; 353-380
Week 6	Export and Import Strategies	Grieve Corporation Sunset Flowers	pp. 541-575

## PART I: TO BE COMPLETED BY THE INSTITUTION OR SCHOOL DISTRICT

Institution/District: <b>University of Florida</b>	District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department: <b>Management</b>
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Add course as indicated below. Please note: This form does not update the catalog. Submit new courses on catalog edits.

Recommended SCNS Course Identification:  
 Discipline (SMA) 139 Prefix MAN Level 6 Course Number 635 Lab Code XXX

Institution's Course Title:  
International Aspects of Human Resource Management

Number of Credits: <u>2</u>	Type of Credit: <input checked="" type="checkbox"/> College	If Repeatable Credit or Variable Credit: _____ total repeatable credit allowed
Contact Hour Base <u>X</u> or head count _____		_____ minimum / _____ maximum credit within a semester

Course Description (Attach course syllabus, grading criteria and reading list.): <b>An examination of human resource management concerns from the perspective of a multinational firm. Designed for masters students in business.</b>	Mark all that apply: Rotating Topic <input type="checkbox"/> yes <input checked="" type="checkbox"/> no S/U Only <input type="checkbox"/> yes <input checked="" type="checkbox"/> no Repeatable for Credit <input type="checkbox"/> yes <input checked="" type="checkbox"/> no
--	---

Instructor: **Scully, Erez, Tosi, Motowidlo, LePine**

Prerequisites: (This form does not update TeleGator prerequisite checking.)  
**None**

Corequisites: **None**

Intended Students (Mark all that apply.):

<input type="checkbox"/> Undergraduate Majors	<input checked="" type="checkbox"/> Graduate Students	<input type="checkbox"/> Other (specify): _____
<input type="checkbox"/> Undergraduate Minors	<input type="checkbox"/> Certificate	

Category of Instruction:  Introductory  Intermediate  Advanced

List the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement. Each chair must either sign the syllabus requested, indicate no concern over possible infringement or make comments. The lack of comments or signatures must be indicated.

Effective Term (All approvals must be completed prior to the first day of classes): <b>Fall 1999</b>	Last Date for Inclusion in Catalog (To be completed by the Registrar's Office)
Department Contact, Telephone Number and Address: <b>Ms. Lea King, 352-392-0163 201 Stuzin</b>	Signature, Department Chair: <i>William G. M...</i>
College Contact, Telephone Number and Address: <b>Sharon Haughton, 392-8436 x1225</b> <b>109 Bryan P O Box 117150</b>	Signature, College Dean: _____
Signature, Graduate Dean (if applicable): _____	Signature, Registrar (Institutional Contact): _____

## PART II: FACULTY DISCIPLINE COMMITTEE REPRESENTATIVE USE ONLY

Approved Course Classification (Prefix, Number, Lab Code):  
 If not the same as recommended by institution, please explain:

SCNS Course Title (if new): \_\_\_\_\_  
 Decade Title (if new): \_\_\_\_\_  
 Century Title (if new): \_\_\_\_\_  
 Signature, Faculty Discipline Committee Representative: \_\_\_\_\_ Date: \_\_\_\_\_

## PART III: SCNS STAFF USE ONLY

Signature, SCNS Staff: \_\_\_\_\_ Date Entered: \_\_\_\_\_ Correspondence Number: \_\_\_\_\_

## International Aspects of Human Resources Management

MAN 6930  
Spring 1998

Meeting Room: MAT 107  
Time: M, W 5:10-7:05 p.m.  
Instructor: Francesco Paoletti  
Office: 211J Business Building  
Office hours: W 12:00-14:00 p.m. or by appointment  
Phone: 392-0373  
E-Mail: Paoletfg@dale.cba.ufl.edu

### Overview of the Course:

In this course, HRM concerns are examined from the perspective of a multinational firm. Special attention will be paid to issues such as: the correct proportion between host country nationals, third country nationals and expatriates; the selection and the management of these individuals; the uniformity Vs differentiation of human resources practices across all locations.

To deal with these issues, we have to:

- understand the complexity of the multinational organizational structures;
- develop a broader knowledge about the HRM practices across different countries;
- consider the impact of cross cultural differences on the individual reactions to different management systems.

### Course Format:

The format will emphasize class discussion and student interaction. You are expected to show awareness of the importance and value of in-depth preparation, active participation and team work. Readings assignments must be prepared in advance to facilitate this process. You are also encouraged to draw on your own work and non-work experiences, as well as newspapers or journal readings that might add relevant examples and materials to the current topic.

### Course Requirements:

*Attendance.* Most of the work will be done in class and throughout the interactions among students and with the instructor. Constant attendance is then an explicit requirement, even if not accounted for your grade. Nevertheless, if you are absent the class will miss your participation. Do not miss class unless it is urgent that you do so.

*Class participation.* You will show your preparation by asking questions whenever necessary, adding spontaneous remarks and examples, voluntarily answering to other student's and instructor's questions. You will understand when to speak and when to allowing others to speak. You will also identify the strengths and the weaknesses of the theoretical issues we will be discussing. Class participation will account for the 20% of your final grade.

*Group projects.* The students will form small groups of 4-6 people (depending upon the overall size of the class). Each group will be assigned the development of a written report about a single country. The goal for this job is to develop an in depth understanding of a national context, and offer to an hypothetical



multinational which is developing a Division in this country some recommendations on the design of its HRMS. This group project will account for the 40% of your final grade. Additional information on this subject is provided in the attached document "The Analysis of Country Specificity: Guideline for the Group Project"

*Final examination.* Will be held Wednesday, February 25, and will account for the 40% of your final grade.

**Required Text and Materials:**

Peter J. Dowling, Randall S. Schuler, Denice E. Welch. (1994). International dimensions of human resource management. 2nd ed. Belmont, Calif.: Wadsworth Pub. Co. (DSW)  
Coursepack available at University Books and Supply

**Tentative Schedule:**

#	Date	Topic	Readings assignments
1	Jan 7	Globalization and Human Resources Strategy: an introduction	DSW CHP. 1 (this is a reference reading, not an assignment)
2	Jan 12	The multinational firm: structure and control	DSW CHP. 2
3	Jan 14	Matrix organizations	Case Study: Bull Worldwide Information Systems
4	Jan 21	Recruitment and selection of employees for foreign assignments	DSW CHP. 3
5	Jan 26	Performance appraisal	DSW CHP. 4
6	Jan 28	Training and development of expatriates	DSW CHP. 5
7	Feb 2	Compensation	DSW CHP. 6
8	Feb 4	Labor relations	DSW CHP. 7
9	Feb 9	The concept of culture	Reading: Introduction to culture
10	Feb 11	The understanding of national differences	Reading: Hofstede Reading: Trompenaars
11	Feb 16	The impact of culture on organizational behavior	Reading: Laurent
12	Feb 18	Group presentations	

**PART I: TO BE COMPLETED BY THE INSTITUTION OR SCHOOL DISTRICT**

Institution/District: <b>University of Florida</b>	District Code: <b>00</b>	Institutional Code: <b>001535</b>	Institutional Unit or Department: <b>Decision and Information Sciences</b>
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Add course as indicated below. Please note: This form does not update the catalog. Submit new courses on catalog edits.

Recommended SCNS Course Identification:  
 Discipline (SMA) \_\_\_\_\_ Prefix **MAN** Level **6** Course Number **610XXX** Lab Code \_\_\_\_\_

Institution's Course Title: **International Operations/Logistics**

Number of Credits: <b>2</b>	Type of Credit: <input checked="" type="checkbox"/> College	If Repeatable Credit or Variable Credit: _____ total repeatable credit allowed
Contact Hour Base <b>2</b> or head count _____	_____ minimum / _____ maximum credit within a semester	

Course Description (Attach course syllabus, grading criteria and reading list): **The primary focus of this course is on the management of global operations and logistics. Planning and operating in the global arena requires the development of new managerial skills related to developing global delivery/distribution channels, coordinating production/delivery operations in international markets, optimizing the use of transportation networks, and designing information/communications systems that span the entire supply chain.**

Mark all that apply:  
 Rotating Topic  yes  no  
 S/U Only  yes  no  
 Repeatable for Credit  yes  no

Instructor: \_\_\_\_\_

Prerequisites: (This form does not update TeleGator prerequisite checking.) \_\_\_\_\_

Corequisites: \_\_\_\_\_

Intended Students (Mark all that apply.):  
 Undergraduate Majors  Graduate Students  Other (specify): \_\_\_\_\_  
 Undergraduate Minors  Certificate

Category of Instruction:  Introductory  Intermediate  Advanced

List the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement. Each chair must either sign the syllabus requested, indicate no concern over possible infringement or make comments. The lack of comments or signatures must be indicated.

Effective Term (All approvals must be completed prior to the first day of classes): <b>Fall 1999</b>	Last Date for Inclusion in Catalog (To be completed by the Registrar's Office)
Department Contact, Telephone Number and Address: <b>10/8/98 (Date)</b> <b>S. Selcuk Erenguc</b>	Signature, Department Chair: _____ (Date)
College Contact, Telephone Number and Address: _____ (Date) <b>SHARON HAUGHTON, III BRY (284361725) 10/8/98</b>	Signature, College Dean: _____ (Date)
Signature, Graduate Dean (if applicable): _____ (Date)	Signature, Registrar (Institutional Contact): _____ (Date)

**PART II: FACULTY DISCIPLINE COMMITTEE REPRESENTATIVE USE ONLY**

Approved Course Classification (Prefix, Number, Lab Code): \_\_\_\_\_

If not the same as recommended by institution, please explain: \_\_\_\_\_

SCNS Course Title (if new): \_\_\_\_\_

Decade Title (if new): \_\_\_\_\_

Century Title (if new): \_\_\_\_\_

Signature, Faculty Discipline Committee Representative: \_\_\_\_\_ Date: \_\_\_\_\_

**PART III: SCNS STAFF USE ONLY**

Signature, SCNS Staff _____	Date Entered _____	Correspondence Number _____
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University of Florida  
Warrington College of Business Administration  
Decision and Information Sciences Department

MAN 6XXX - INTERNATIONAL OPERATIONS/LOGISTICS

Course Description and Objectives

The trend towards an integrated world economy is forcing companies to design products and services for an international market and simultaneously maximize the effective and efficient use of a firm's resources in producing and delivering such products and services. Planning and operating in the global arena requires the development of new managerial skills related to developing global delivery/distribution channels, coordinating production/delivery operations in international markets, optimizing the use of transportation networks, and designing information/communications systems that span the entire supply chain. The primary focus of this course is on the management of global operations and logistics. More specifically, the objectives of this course are for students to:

- Develop an understanding of the state of the art strategic thinking as it applies to firms with global operations and logistics functions;
- Develop a capacity for analyzing operations and logistics problems on a functional, company, and industry-wide basis;
- Develop an understanding of the key criteria utilized in multinational location site selection, global facilities configurations, and international sourcing networks; and
- Understand the trade-offs in managing different types of production and distribution networks.

Required Materials

**Text:** Dornier, P., R. Ernst, M. Fender, and P. Kouvelis, *Global Operations and Logistics: Text and Cases*, John Wiley and Sons, New York, 1998.

**Course Transparencies.** Available from the MBA Website. If you are a UFMBA student, you should already know how to access this website and download materials. For other graduate students, the url is: <http://www.cba.ufl.edu/mba/students>. You will be prompted for username. Enter MBA Guest. You will then be prompted for password. Enter UFMBA. Then follow instructions and download the relevant files for the course.

## Exams and Cases

*Two* exams will be scheduled during the semester. In addition, students working in teams will be required to present one case and submit a written report on 4 of the 9 cases which will be discussed during the course. For the remaining 4 cases (i.e., those not presented or assigned for a report), each student is expected to be prepared to discuss the cases during class. Since a portion of the course grade is based on peer evaluations of team members, all students are encouraged to contribute equally to the case analysis.

## Grading Policy

The course grades will be determined ON A CURVE. The final grade will be determined by assigning the following weights to the exams and case presentation, and case reports:

Exam 1	20%
Exam 2	20%
Case Reports (4 @ 9%)	36%
Case Presentation	9%
Class Participation	10%
Peer Evaluation	5%

## Approximate Course Schedule

This course schedule has been developed based on the current structure of the EMBA Program where the instructor meets with the students for twelve 2½ hour sessions.

Session	Topic	Assignment
1	Introduction to the Course Global Operations and Logistics	Chapter 1
2	The Globalization of Operations Strategies Case 1: Guangzhou Machine Tool	Chapter 3
3	Supplier Network Development Case 2: Rank Xerox France	Chapter 5
4	Physical Distribution Case 3: Laura Ashley and Federal Express Strategic Alliance	Chapter 6
5	Global Supply Chain Management I Case 4: Eurofood	Chapter 7
6	Global Supply Chain Management II Case 5: The Marmitou Case	Chapter 7
7	Exam 1	
8	Logistics Network Design for Global Operations I Case 6: The Logistics Impact of the Chunnel	Chapter 8
9	Logistics Network Design for Global Operations II Case 7: General Appliance Co., Inc.	Chapter 8
10	Risk Management in Global Operations Case 8: BMW - Globalizing Manufacturing Operations	Chapter 9
11	Information Management for Global Logistics Case 9: Manugistics	Chapter 10
12	Exam 2	

(See instructions on reverse side.)

**PART I: TO BE COMPLETED BY THE INSTITUTION OR SCHOOL DISTRICT**

Institution/District: <b>University of Florida</b>	District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department: <b>998X1435 Management</b>
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Add course as indicated below. Please note: This form does not update the catalog. Submit new courses on catalog edits.

Recommended SCNS Course Identification:  
 Discipline (SMA) 139 Prefix MAN Level 6 Course Number 243 Lab Code MAN 6974

Institution's Course Title: Project in Lieu of Thesis

Number of Credits: VAR Type of Credit:  College If Repeatable Credit or Variable Credit: 4 total repeatable credit allowed  
 Contact Hour Base X or head count \_\_\_\_\_ 1 minimum / 4 maximum credit within a semester

Course Description (Attach course syllabus, grading criteria and reading list.):  
**Project in lieu of Masters Thesis. Intended for Masters level students in business.**

Mark all that apply:  
 Rotating Topic  yes  no  
 S/U Only  yes  no  
 Repeatable for Credit  yes  no

Instructor: Department Faculty

Prerequisites: (This form does not update TeleGator prerequisite checking.)  
None

Corequisites: None

Intended Students (Mark all that apply.):  
 Undergraduate Majors  Graduate Students  Other (specify): \_\_\_\_\_  
 Undergraduate Minors  Certificate

Category of Instruction:  Introductory  Intermediate  Advanced

List the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement. Each chair must either sign the syllabus requested, indicate no concern over possible infringement or make comments. The lack of comments or signatures must be indicated.

Effective Term (All approvals must be completed prior to the first day of classes): <b>Fall 1999</b>	Last Date for Inclusion in Catalog (To be completed by the Registrar's Office):
Department Contact, Telephone Number and Address: <b>Ms. Lea King, 352-392-0163, 201 Stuzin</b> (Date) <b>10/98</b>	Signature, Department Chair: <i>[Signature]</i> (Date) <b>10/8/98</b>
College Contact, Telephone Number and Address: <b>Sharon Haughton, 352-392-8436x1225</b> (Date) <b>10/98</b>	Signature, College Dean: <i>[Signature]</i> (Date)
Signature, Graduate Dean (if applicable): <i>[Signature]</i> (Date) <b>11/1/99</b>	Signature, Registrar (Institutional Contact): <i>[Signature]</i> (Date) <b>JAN 19 1999</b>

**PART II: FACULTY DISCIPLINE COMMITTEE REPRESENTATIVE USE ONLY**

Approved Course Classification (Prefix, Number, Lab Code): MAN 6974  
 If not the same as recommended by institution, please explain: \_\_\_\_\_  
 Approved by SCNS **MAY 28 1999**  
 (date)

SCNS Course Title (if new): \_\_\_\_\_  
 Decade Title (if new): \_\_\_\_\_  
 Century Title (if new): \_\_\_\_\_  
 Signature, Faculty Discipline Committee Representative: \_\_\_\_\_ Date: \_\_\_\_\_

**PART III: SCNS STAFF USE ONLY**

Signature, SCNS Staff \_\_\_\_\_ Date Entered \_\_\_\_\_ Correspondence Number \_\_\_\_\_

Local form report

Form UCC  
OAA # \_\_\_\_\_

Florida Department of Education  
Statewide Course Numbering System  
**New Course Transmittal Form**  
(see instructions on reverse side)

**Part I: To Be Completed By the Institution or School District**

Institution/District: <b>University of Florida</b>		District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department: <b>Finance, Insurance &amp; Real Estate</b>
Add Course As Indicated Below: <i>(CONTACT - SHARON HAUGHTON)</i>				
Recommended SCNS Course Identification: Discipline (SMA) _____ Prefix <b>FIN</b> Level <b>5</b> Course Number <b>108</b> Lab Code _____ Contact Hour Base <b>02</b> or Head Count _____				
Institution's Course Title: <b>Personal Financial Management</b>				
Amount of Credit: <b>02</b>	If Repeatable Credit or Variable Credit: _____ total repeatable credit allowed _____ minimum / _____ maximum credit within a semester			
Instructor:				
Course Description (Course syllabus, grading criteria, and reading list must be attached.): Development of personal financial strategies needed to accumulate and retain wealth. Life style investing. Study of financial products, markets and institutions used for retirement planning.				
Prerequisites:				
Corequisites:				
Intended Students (Mark all that apply.):				
<input type="checkbox"/> Undergraduate Nonmajors		<input checked="" type="checkbox"/> Graduate Students		<input type="checkbox"/> Other (specify):
<input type="checkbox"/> Undergraduate Majors		<input type="checkbox"/> Honors Students		
<input type="checkbox"/> Advanced Undergraduates				
Category of Instruction: <input type="checkbox"/> Introductory <input checked="" type="checkbox"/> Intermediate <input type="checkbox"/> Advanced				
List the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement by this course. Each such chair must either sign the syllabus requested, indicate no concern over possible infringement, or make comments. Any lack of comments or signatures must be indicated.				
Effective Term (first term/year course will be offered): <b>Fall 1999</b>		Department Contact and Telephone Number: <b>Priscilla Kenney 2-0153</b>		
Signature, Department Chair: <i>Michelle D. R...</i> (Date) <b>8-13-98</b>		Signature, College Dean: _____ (Date)		
Signature, Graduate Dean (if applicable): _____ (Date)		Signature, Institutional Contact: _____ (Date)		

**Part II: Faculty Discipline Committee Representative Use Only**

Approved Course Classification (Prefix, Number, Lab Code): \_\_\_\_\_

If not the same as recommended by institution, please explain: \_\_\_\_\_

SCNS Course Title (if new): \_\_\_\_\_

Decade Title (if new): \_\_\_\_\_

Century Title (if new): \_\_\_\_\_

Signature, Faculty Discipline Committee Representative \_\_\_\_\_ Date \_\_\_\_\_

**Part III: SCNS Staff Use Only**

Signature \_\_\_\_\_ Date Entered \_\_\_\_\_ Correspondence Number \_\_\_\_\_

UNIVERSITY OF FLORIDA  
COLLEGE OF BUSINESS ADMINISTRATION

FIN 5108  
PERSONAL FINANCIAL MANAGEMENT

**INSTRUCTOR:** David Nye  
**OFFICE:** 329 Business Building  
**COMMUNICATION:** EMAIL: djnye@yahoo.com  
VOICE: 392-6649 (Office); 375-4166 (Home)  
FAX: 392-0301 (Office); 375-3179 (Home)

**CLASS MEETING TIMES:**

**OFFICE HOURS:**

**PERSPECTIVE:** Personal financial management is growing in complexity, as is its importance to one's long term financial success. The scope and size of benefits under government programs is constrained for the foreseeable future. Benefit programs at corporations are carefully scrutinized for cost control purposes in order to preserve or enhance the entities competitive situation. For example, employees more frequently have a fixed benefit budget to "spend" on a menu of financial services products so informed decision making is important. Also, the shift from defined benefit pension plans to defined contribution plans represents one of the largest transfers of risk from the organization to the individual. Many individuals are unprepared to develop and implement long-term investment plans required to properly manage defined contribution pension plans.

Simultaneously, the variety and sophistication of insurance and financial products has increased dramatically. These developments have taken place against the backdrop of a tax code that, despite politician's promises to simplify it, has grown increasingly arcane. Thus, it seems clear that effective personal financial planning is both timely and necessary.

**COURSE DESCRIPTION:** Personal financial strategies needed to accumulate and retain wealth are developed. Wealth accumulation involves goal setting from which strategic and tactical investment decisions involving securities and insurance products can be made. Wealth retention involves an introduction to income, gift and estate tax rules as well as tax reduction strategies. Life cycle investing will be an integral part of the course whereby students will study how financial products, markets and institutions can be used to carry out effective retirement planning.



**GOAL:** The goal of Personal Financial Management is to provide instruction in how to accumulate and preserve personal wealth. Students will learn how to apply this material by completing a self-study personal financial management project.<sup>1</sup>

**FORMAT:** A lecture and discussion format is followed.

**REQUIRED READINGS:** A number of articles from the Wall Street Journal and other financial trade press are assigned for each course section. In addition, students will complete Personal Financial Fact Finding, The American College, 1992

**OTHER READINGS:** Students who wish to do some background reading should look at both an investment text and a risk management and insurance text. For starters, I suggest: Bodie, Kane and Marcus, Essentials of Investments, 3rd Edition and Rejda, Principles of Risk Management and Insurance, 6<sup>th</sup> edition

**GRADING:** The course grade will depend upon completion of the Personal Financial Fact Finding book and the preparation of a comprehensive personal financial plan based upon the responses contained in the Fact Finding book.

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<sup>1</sup> Individual privacy concerns will be addressed by permitting students to transform sensitive personal data if they so desire. The transformation will alter the absolute value of the data but preserve the mathematical relationships.

## **DISCUSSION OUTLINE**

- A. A snapshot of the "Sandwich Generation"**
  - 1. Demographics of the Sample
  - 2. Survey Results
  - 3. Conclusions
  
- B. Wealth Accumulation**
  - 1. Development of Financial Goals
  - 2. Concepts in Risk and Return
  - 3. Sources of Investment Information
  - 4. Drags on Wealth Accumulation
  - 5. Portfolio Construction Approaches
  - 6. Performance Measurement
  
- C. Wealth Preservation**
  - 1. Property Exposures
  - 2. Personal Exposures
  - 3. Techniques for Managing Exposures
  - 4. Asset Protection Techniques/Products
  - 5. Risk Management Rules
  - 6. Insurance Suppliers
  - 7. Estate Planning
  
- D. Capstone Summary - General Life Cycle Strategies**

**NOTE:** Course materials are retained for one week after the end of the semester. If you wish to extend this retention period, you must inform me in writing by the last day of class.

**CHAIRMAN:** The F.I.R.E. Department Chairman is Dr. Michael Ryngaert, 321 Business Building, 392-0153

**Attachment A**  
**Evaluation of the Comprehensive Personal Financial Plan**

Students will submit two documents for grading. First, the Fact Finding book will be submitted and it will be evaluated on the basis of completeness and reasonableness of responses. Second, each student will prepare a comprehensive personal financial plan based upon the information contained in the Fact Finding book. The format of the Plan will be as follows:

- A. **Executive Summary (one page limit)** Summary of the individual's current financial situation and a projected outcome if no change is made. The outcome will be expressed in terms of the probability the individual's goals can be realized. This will be followed by recommended changes in the plan in the areas of savings rates, asset allocation, insurance portfolio, estate plans and tax status.
- B. **Statement of Goals and Assumptions** Include a statement of each goal arranged in order of priority - be specific in the goal statement. Economic assumptions should be explicit (e.g. long run inflation will be x%, long run return on the recommended portfolio will be y%).
- C. **Cash Flow Analysis (pro forma)**
- D. **Income Tax Analysis (2 or 3 most recent years)** Examine earned and unearned income including the breakdown between interest, dividends, capital gains (short and long)
- E. **Balance Sheet Analysis** Apply usual techniques such as the breakdown between real or financial assets and liquidity. Classify liabilities as long or short term and their APR.
- F. **Investment Portfolio Allocation** Breakdown the portfolio according to real or financial assets. The latter should be further broken down by cash or c.e.'s, bonds, equities, etc. Be sure to include both after-tax accounts as well as all retirement accounts.
- G. **Risk Management** Evaluate asset and insurance adequacy in the event of premature death, disability and sickness. Look at property-liability coverage for catastrophic occurrences such as hurricane, flood, liability (personal and business).
- H. **Retirement Planning** Examine wealth levels at projected ages. Integrate the effects of social security, pensions, and retirement accounts.
- I. **Estate Planning** This should deal with asset ownership, estate taxes, asset distribution (e.g. beneficiary selection) as well as the order in which assets are liquidated.

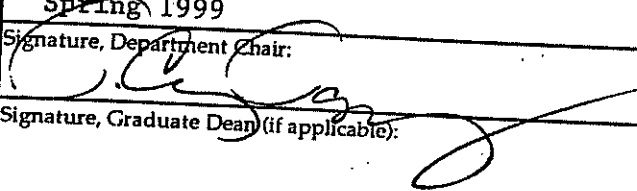
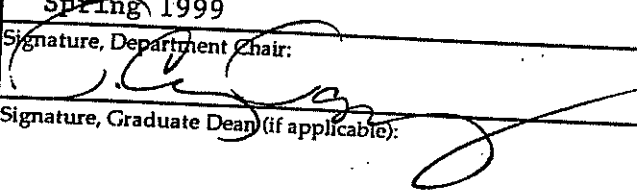
Note. It is recommended that financial planning software be used to complete this analysis. Many financial institutions provide this software over the Internet at no cost. Output from these programs can be attached as an Appendix to elaborate on and support the narrative in the above sections.

7-20-92

Form UCC  
OAA # \_\_\_\_\_

Florida Department of Education  
Statewide Course Numbering System  
**New Course Transmittal Form**  
(see instructions on reverse side)

**Part I: To Be Completed By the Institution or School District**

Institution/District: <b>University of Florida</b>		District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department: <b>Florida MBA Program</b>
Add Course As Indicated Below:				
Recommended SCNS Course Identification: Discipline (SMA) _____ Prefix <b>GEB</b> Level <b>5</b> Course Number <b>929</b> Lab Code _____ Contact Hour Base _____ or Head Count _____				
Institution's Course Title: <b>Foundations Review</b>				
Amount of Credit: <b>Variable</b>		If Repeatable Credit or Variable Credit: <b>03</b> total repeatable credit allowed <b>01</b> minimum / <b>03</b> maximum credit within a semester		
Instructor: <b>STAFF</b>		CONTACT: SHARON HAUGH		
Course Description (Course syllabus, grading criteria, and reading list must be attached.): <b>Overview of MBA core courses to be used in the working professional programs. Pass/Fail (S/U)</b>				
Prerequisites: <b>None</b>				
Corequisites: <b>None</b>				
Intended Students (Mark all that apply.):				
<input type="checkbox"/> Undergraduate Nonmajors		<input checked="" type="checkbox"/> Graduate Students		<input type="checkbox"/> Other (specify):
<input type="checkbox"/> Undergraduate Majors		<input type="checkbox"/> Honors Students		
<input type="checkbox"/> Advanced Undergraduates				
Category of Instruction: <input type="checkbox"/> Introductory <input checked="" type="checkbox"/> Intermediate <input type="checkbox"/> Advanced				
List the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement by this course. Each such chair must either sign the syllabus requested, indicate no concern over possible infringement, or make comments. Any lack of comments or signatures must be indicated.				
Effective Term (first term/year course will be offered): <b>Spring 1999</b>		Department Contact and Telephone Number: <b>T. Craig Tapley (352) 392-7992</b>		
Signature, Department Chair: 		Signature, College Dean: _____ (Date)		
Signature, Graduate Dean (if applicable): 		Signature, Institutional Contact: _____ (Date)		

**Part II: Faculty Discipline Committee Representative Use Only**

Approved Course Classification (Prefix, Number, Lab Code): If not the same as recommended by institution, please explain:	
SCNS Course Title (if new): _____	
Decade Title (if new): _____	
Century Title (if new): _____	
Signature, Faculty Discipline Committee Representative	Date

**Part III: SCNS Staff Use Only**

Signature	Date Entered	Correspondence Number
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# MBA Foundations Review: GEB 5000-Level Proposed Syllabus

## Purpose

The MBA Foundations Review course is designed to provide a broad overview of topics covered during first-year MBA courses. The academic disciplines covered in the course include economics, accounting, finance, management, marketing, and statistics. This course is required for all students who enroll in the Managers MBA Program.

## Grading and Credit Hours

The course will be offered pass/fail for variable credit (1-3 credit hours).

## Course Content

**Economics:** The objective is to review fundamental principles of managerial economics and international macroeconomics. Specific topics include international interest rates, exchange rates, inflation rates, and the effects of macroeconomic events on the international business environment.

**Accounting:** Specific topics include financial statement and accounting processes, financial reporting, management control systems, and financial statement analysis.

**Statistics:** Specifically, the classes will cover the use of data and statistical methods in making optimal business decisions.

**Management and Organizational Behavior:** Class topics include organizational structure and design, organizational culture, learning and personality, motivation in organizations, and groups in organizations.

**Marketing:** Topics in these classes include market/customer orientation, the marketing mix, marketing competencies, jobs and careers, market growth strategies, market segmentation, product strategy, product mix decisions, the product life-cycle concept, product positioning, product branding strategies, pricing strategy, and financial aspects of marketing management.

**Finance:** Topics in these classes include corporate financial objectives, maximization of shareholder wealth, net cash flows versus accounting profit, financial ratios, debt management, measuring financial performance, economic value added, portfolio risk and return, and internal rate of return.



Graduate Programs in Business  
Warrington College of Business Administration  
Fisher School of Accounting  
John Kraft, Dean

100 Bryan Hall \* P.O. Box 117150  
Gainesville, Florida 32611-7150  
E-Mail Address: kraftj@notes.cba.ufl.edu  
Tele: (352) 392-2397, Ext. 1217 \* Fax (352) 392-2086

GENERAL FACULTY MEETING  
THURSDAY, OCTOBER 22, 1989 1998  
3:30 PM - BUS 101  
MINUTES

1. Minutes of August 27, 1989 1998 General Faculty Meeting approved.
2. Credit change and contact hours for ISM 4220 were approved and passed.
3. DIS curriculum changes: QMB 4703 dropped as DIS major; Drop 8 credit hours of DIS electives as major requirement; add ISM 4220 as DIS major requirement. Approved & passed.
4. FIRE undergraduate major in Real Estate deleted as major in BSBA degree. Approved & passed.
5. Motion made and seconded to adjourn. Passed

GRADUATE FACULTY MEETING  
10/22/98 - BUS 101

1. A new Master of Arts concentration in International Business was discussed at length. This concentration and the new courses for it were passed by majority vote: MAN 6XXX, Global Strategic Management; MAN 6XXX, International Aspects of Human Resource Management; MAN 6XXX, Special Project; MAN 6XXX International Operations/Logistics; FIN 6622, Global Entrepreneurship.
2. Dr. McCollough noted that courses numbered 6905 & 4905 receive contact hours based on head count. New "Special Topics" courses which receive base contact hours were voted on and approved: MAR 6930, QMB 6930, ECO 6930, FIN 6930, REE 6930, RMI 6930.
3. Dr. Ryngaert discussed a new MBA course FIN 5108. Some faculty raised questions during a lengthy discussion. The course was withdrawn from consideration by Dr. Ryngaert.
4. A new course, Foundations Review (GEB 5xxx), was discussed and approved by majority vote.
5. Dean Kraft made the following announcements:

October 28, 1998

Page 2

- a) Stuzin Hall dedication will be Saturday, November 7<sup>th</sup> at 11:30 a.m. in the Business Triangle Courtyard.
  - b) The Capital Campaign goal has been increased both for the University and the College of Business.
6. Dr. McCollough announced the granting of Alumni Fellowships for graduate education. The college has received four worth \$15,000 plus fee waivers and two minority fellowships worth \$15,000 plus fee waivers.
7. DIS has recently received approval for a Master of Science rather than a Master of Arts program.
8. Motion was made to adjourn. Passed.