

# Richard A. Chaifetz School of Business

[www.slu.edu/business](http://www.slu.edu/business)

## LEADERSHIP

Mark Higgins, Ph.D.  
*Dean*

Heather Bednarek, Ph.D.  
*Associate Dean & Professor*

Brad Carlson, Ph.D.  
*Director of Ph.D. Program & Professor*

## DESCRIPTION

The School of Business was founded in 1910 as a distinct unit of Saint Louis University, one of the first schools in the American West to provide business education at the university level.

The instructional activities of the Richard A. Chaifetz School of Business are founded on certain fundamental principles. First, the school seeks to support the development of its students by means of selected disciplines which cultivate critical and analytical thinking, leadership, and written and oral communication skills. Second, the school encourages the development of intellectual, moral, and social habits, which distinguish its graduates as ethical leaders in their chosen fields of business and in their communities. Further, the school aids its graduates in the pursuit of their chosen professional objectives and guides its students in the selection of their business careers.

The Richard A. Chaifetz School of Business offers a Bachelor of Science (B.S.) with majors available in multiple business disciplines. The school continues to educate, in the unique Jesuit tradition, well rounded, knowledgeable, skilled, and ethical business graduates who are ready to assume leadership roles in a variety of organizations.

### **Undergraduate Majors (available only to business students):**

- + Accounting
- + Analytics and Enterprise Systems
- + Economics
- + Entrepreneurship
- + Finance
- + Information Technology Management
- + International Business
- + Leadership and Human Resource Management
- + Marketing

- + Sports Business

In addition to selecting a major, students may also pursue a minor in the following disciplines (detailed information can be found on the following pages):

### **Undergraduate Minors (available to business and non-business students unless otherwise indicated):**

- + Accounting
- + Business Administration (available only to non-business majors)
- + Business Analytics
- + Economics
- + Entrepreneurship
- + Finance
- + Globalization and Technology
- + Human Resource Management
- + Information Technology Management
- + International Business
- + Leadership and Change Management
- + Marketing
- + Service Leadership (available only to business majors)
- + Sports Business
- + Supply Chain Management

The business school's undergraduate curriculum is developed by the faculty and is guided by standards set by the premier business school accrediting body, the AACSB International. In addition, to assist in ensuring that the curriculum is up-to-date and relevant, the school and many of the departments have advisory boards that allow interaction with the business and professional communities.

The curriculum affords both important breadth and depth of knowledge necessary to prepare students for success in today's diverse and highly technical business world. The core curriculum provides a breadth of knowledge by combining a strong Arts and Sciences core (48 credits) with Business Common Body of Knowledge (CBK) coursework (45 credits), which includes studies in multiple business disciplines: accounting, economics, finance, information technology management, international business, management, marketing, and operations management.

Beyond the business CBK coursework and the Arts and Sciences core, a depth of knowledge is achieved through advanced courses in a business major (15-21 credits) of the student's choice: accounting, analytics and enterprise systems, economics, entrepreneurship, finance, information technology management, international business

(also requires 12 credits of foreign language), leadership and human resource management, marketing, and sports business.

Business students may supplement a chosen major with a second major and/or minor in a different business discipline. However, a double major within the business school is not considered a double undergraduate degree; students completing more than one major within the business school will receive one Bachelor of Science degree indicating the majors with the transcript indicating both the majors and minor(s). If a business course overlaps between two business majors, it may be counted only once and credited to one functional major, i.e. Sports Marketing may be used to satisfy a Marketing major requirement or a Sports Business major requirement, but not both.

Business majors may also elect to pursue minors and majors offered in fields outside of business (See those programs for specific requirements.).

### **Graduate Programs**

The Richard A. Chaifetz School of Business offers several master's degree programs designed for individuals with baccalaureate degrees in business or non-business fields: the Master of Business Administration (M.B.A.), the Master of Accounting (MACC.), the Master of Science in Applied Financial Economics (M.S.-AFE), the Master of Supply Chain Management (M.S.-SCM), and the Executive Master of International Business (EMIB) degrees. These programs provide a sound academic foundation for the professional practice of business and for continued advancement in executive and management responsibilities. Emphasis is placed on managerial principles and practical, functional business skills as well as theories of business-analysis and global decision-making, and strategy formulation. In conjunction with the School of Law, the College of Education and Public Service, the Center for Sustainability, the College for Public Health and Social Justice, and the School of Medicine, the School of Business also offers five dual degree programs: the Juris Doctor/Master of Business Administration (J.D./M.B.A.) the Master of Arts in Educational Leadership/Master of Business Administration (M.A./M.B.A.), the Master of Science in Sustainability/Master of Business Administration (M.S./M.B.A.), the Master of Health Administration/Master of Business Administration (M.H.A./M.B.A.), and the Doctor of Medicine/Master of Business Administration (M.D./M.B.A.) degrees.

## **SPECIAL PROGRAMS**

### **Business Scholars – 3-Year Degree Program**

This program is available only to entering freshmen with at least a 30 ACT or 1390 SAT and a 3.75 GPA. This program will allow students to complete the business degree in only three calendar years, including summer courses. The curriculum is the same as the traditional 4-year degree program; this is only a time-shortened, not content-shortened program. As a Chaifetz Scholar, students will have guaranteed enrollment in business courses (not particular sections) as long as the curriculum plan is followed. To remain in the program, students will need to maintain a minimum 3.5 cumulative GPA. In the 3rd year, Scholars will receive a \$2,000 scholarship.

### **Business Scholars 3+3 Accelerated Program with Law School**

Pre-professional study is a strength at Saint Louis University and business is a great foundation for the study of law. The Richard A. Chaifetz School of Business and Saint Louis University's School of Law offer a 3+3 combined bachelor's degree and law degree. This program allows students to earn a Bachelor of Science degree and a Juris Doctor degree in six years instead of the traditional seven years. Students with a minimum 3.7 undergraduate GPA at the time of application to the School of Law (during 3rd year of undergraduate program) will receive guaranteed admission to the law school. Students will need to submit an LSAT score at the time of application to the School of Law. This score will not be taken into consideration for admission into the School of Law but will be used for consideration in any merit-based scholarship decision.

### **CFA University Affiliated Program**

The Department of Finance is a CFA University Affiliated Program. This initiative is a relationship between the CFA (Chartered Financial Analyst) Institute and select colleges and universities around the world (only 86 U.S. schools are CFA University Affiliated Programs). Detailed information can be found on the following pages.

### **SAP University Alliance**

The Richard A. Chaifetz School of Business is a member of the SAP University Alliance, which allows the school to provide students in certain courses with hands-on experience with SAP (Systems Applications Products) software. This enables students to put classroom theory into practice. Students who possess a working

knowledge of enterprise resource planning (ERP) using SAP software have the opportunity to obtain an SAP Certificate awarded by SAP America, Inc. This requires the completion of three courses (with at least a B) that utilize SAP software. For more information go to:

[www.slu.edu/business/academic-departments/operations-and-information-technology-management](http://www.slu.edu/business/academic-departments/operations-and-information-technology-management)

### **The Nielsen Company Partnership**

The Marketing Department and The Nielsen Company have partnered to bring Nielsen's data and data analysis tools into the department's Marketing Analytics course as well as several other required and elective courses. Nielsen provides training to the faculty and student access to the same data and tools used by their support analysts. This partnership provides students with current industry concepts and tools that are especially useful and relevant in the burgeoning area of marketing analytics.

## **UNDERGRADUATE DEGREE-ENHANCING OPPORTUNITIES**

### **Internship Program**

In today's competitive business environment, it is imperative that students gain career-related experience prior to graduation. Recognizing this necessity, the School of Business provides an internship program that includes resources on finding an internship, resume review, cover letter writing assistance, and interview skill development. The school maintains relationships with employers in the St. Louis region and throughout the United States, representing a variety of industries including corporate, government, and non-profit organizations. These relationships provide juniors and seniors a wide range of choices for their internship experiences. An internship may provide up to three credits of course credit within the curriculum, allowing students opportunities to combine classroom learning with practical, career-related work experience under the supervision of practicing professionals. Whether or not a student receives course credit, the School of Business encourages all students to participate in an internship to enhance their academic studies, understand the business world, develop business relationships and build work experience.

For more information about the Internship program, go to [www.slu.edu/business/career-](http://www.slu.edu/business/career-)

[resources](http://www.slu.edu/business/career-)

### **Career Development**

The business school believes the future and success of its students are highly important; so important that the curriculum includes a one credit BIZ 3000 course, Career Foundations, as part of the Business Common Body of Knowledge requirements. This course is designed to help students pro-actively identify a potential career path, learn and practice skills that will help to secure internships and full-time opportunities upon graduation. Students will participate in workshops, career fairs, and networking events with employers, alumni and executives. For more information, contact the Career Resources Center (Davis-Shaughnessy Hall 150) or speak with an academic advisor.

### **Service Leadership Program**

Through the nationally recognized (The Templeton Guide: Colleges that Encourage Character Development) Service Leadership Program, students have the opportunity to bridge Ignatian philosophy with academic learning, personal experiences, and reflection. Detailed information regarding the Service Leadership Program can be found on the following pages.

### **Study Abroad/Short-Term Immersion Opportunities**

With the increasing globalization of business, it is important for graduates to possess sensitivity to the impact of cultural, social, economic, and political differences, which can be gained through a study abroad experience. While curriculum can provide exposure to these concepts, an overseas immersion experience will provide real-life learning. Options range from a large selection of full-semester destinations to shorter summer programs or even one- to two-week courses.

The Richard A. Chaifetz School of Business offers several exchange programs with international business schools, such as Belgium, China, Denmark, France, Germany, Hong Kong, Korea, and Sweden. Business students may also participate in shorter summer programs or even a one-week study abroad in January to Panama City, Panama, or a one-week study abroad during spring break to Budapest, Hungary. Additional destinations are under consideration to provide more selection. Through the Office of International Services, business students have access to a large number of study abroad destinations around the world—including the Madrid campus, which provides

students with an IB or Economics major that can be completed in Spain.

Due to the requirement that the last 30 of 36 credits be completed in residence at the St. Louis campus, students should begin planning their immersion experience early in their academic careers for travel in the sophomore year or early in the junior year. (Students selecting the option to pursue an IB or Economics major in Madrid will receive an exception to this residency requirement.)

For help identifying destinations, please contact the Department of International Business located in the Boeing Institute for International Business (Cook Hall 332) or attend one of the Study Abroad Information Sessions for Business Students held at the beginning of each semester. Once a potential study abroad site has been selected, a business school academic advisor will evaluate the courses to determine Saint Louis University equivalents. Note that all grades earned from approved study abroad locations will be included in student's GPA. If a student studies abroad at a non-approved study abroad, the coursework will be treated as transfer coursework; therefore, a minimum grade of a "C" is required to transfer but grades will not be included in students' GPA. Assistance with the application process is available through the Department of International Business as well as the International Services office.

For information on the web, visit [business.slu.edu/programs-of-study/undergraduate-business-programs/unique-educational-opportunities/study-abroad-opportunities/](http://business.slu.edu/programs-of-study/undergraduate-business-programs/unique-educational-opportunities/study-abroad-opportunities/)

## GRADUATE DUAL-DEGREES

All dual degree programs allow students to receive both degrees faster than if they pursued them separately.

### **Master of Arts in Education Administration & Master of Business Administration**

Graduates of the dual degree program earn both a Master of Arts in Education Administration and a Master of Business Administration (M.A.(Ed)/M.B.A.). The program provides an awareness of the functional relationships between the educational system, and business and administrative organizations. The increasing complexity of both educational organizations and non-profit institutions makes understanding important for students considering careers as administrators in educational institutions.

This program includes a study abroad component where students will study foreign-based business cases, visit local businesses, and attend guest lectures. Scheduled between the fall and spring semesters, this seven-day trip provides students with the opportunity to gain valuable hands-on international business experience.

### **Master of Health Administration & Master of Business Administration**

Graduates of the dual degree program earn both a Master of Health Administration and a Master of Business Administration (M.H.A./M.B.A.). The program provides students with the general management expertise within the context of dynamic healthcare environments. Graduates are prepared to hold diverse positions in the areas of health insurance, pharmaceuticals, public policy, or healthcare management consulting.

This program includes a study abroad component where students will study foreign-based business cases, visit local businesses, and attend guest lectures. Scheduled between the fall and spring semesters, this seven-day trip provides students with the opportunity to gain valuable hands-on international business experience.

### **Master of Science in Sustainability & Master of Business Administration**

Graduates of the dual degree program earn both a Master of Science in Sustainability and a Master of Business Administration (M.S./M.B.A.). The M.S. in Sustainability/M.B.A. dual degree program is designed for students who are interested in the critical link between business and sustainability. Through courses that bring the latest measurement and research in the field with key leadership skills, students will understand, anticipate and navigate the complex and evolving landscape of social, fiscal and environmental practices and policies in a low-carbon economy.

This program includes a study abroad component where students will study foreign-based business cases, visit local businesses, and attend guest lectures. Scheduled between the fall and spring semesters, this seven-day trip provides students with the opportunity to gain valuable hands-on international business experience.

### **Doctor of Medicine & Master of Business Administration**

Graduates of the dual degree program earn both a Doctor of Medicine and a Master of Business Administration degree (M.D./M.B.A.). The M.D./M.B.A. students can begin the MBA portion

of their degree upon the completion of either their second or third year of enrollment in the School of Medicine. Students will cultivate leadership and management skills to help them deliver optimal patient care with the rapidly changing healthcare environment.

This program includes a study abroad component where students will study foreign-based business cases, visit local businesses, and attend guest lectures. Scheduled between the fall and spring semesters, this seven-day trip provides students with the opportunity to gain valuable hands-on international business experience.

#### **Juris Doctor & Master of Business Administration**

Graduates of the dual degree program earn both a Juris Doctor and a Master of Business Administration (J.D./M.B.A.). Students of this program will be equipped with the skills and resources to pursue diverse careers at the convergence of the legal and business professions, including the fields of investment and commercial banking, management consulting, government regulation and business policy analysis.

This program includes a study abroad component where students will study foreign-based business cases, visit local businesses, and attend guest lectures. Scheduled between the fall and spring semesters, this seven-day trip provides students with the opportunity to gain valuable hands-on international business experience.

#### **Juris Doctor & Master of Accounting**

Graduates of the dual degree program earn both a Juris Doctor and a Master of Accounting (J.D./MACC). Exploring the functional relationship between law and accounting, students in the J.D./M.ACC program will develop the ability to analyze legal issue while gaining in-depth expertise in the areas of general accounting, taxation, and auditing.

## **ACCREDITATION**

Selecting a business school is one of the most important decisions a student makes; therefore, high standards should be set. The premier business school accrediting body, the **AACSB International (Association to Advance Collegiate Schools of Business)**, governs the standards by which business schools are evaluated.

Achieving **AACSB** accreditation in the field of business education ensures continuous quality improvement in the learning environment through enhancements to the curriculum, instructional

resources, student selection, career planning and placement, and the intellectual contributions and qualifications of the faculty.

The faculty and staff of the Richard A. Chaifetz School of Business are proud of the accreditation status and believe that it places us in a category of distinction among peers. Less than **10%** of business schools **worldwide** have achieved **AACSB** accreditation. Students who choose to attend an **AACSB** accredited business school join an environment where learning matters, and where a highly qualified faculty guides the students' study through a curriculum relevant to contemporary business needs and practices.

In addition, the Accounting program has received separate **AACSB** accreditation, making it one of 186 programs worldwide to achieve this recognition.

#### **Principles for Responsible Management Education**

In December 2008 as Wall Street was crumbling, a few blocks away a group of universities from across the globe had gathered at the United Nations to define actions that they should take to support a new approach for business in society. The Principles for Responsible Management Education, PRME, are a call to transform curricula, research and teaching methodologies based on the universal values of sustainability, social responsibility, and good corporate citizenship. The Richard A. Chaifetz School of Business was pleased to be a signatory since PRME reflects the institution's values and traditions.

## **POLICIES**

#### **Admission Requirements**

The minimum grade point average (GPA) requirement for admission to the School of Business is a 2.5 high school GPA for freshmen and a 2.5 cumulative GPA for transfer students from another institution. Students must be admitted to the business school no later than one semester prior to the semester in which they are applying to graduate.

#### **Advanced Placement Coursework/Dual Credit Coursework**

See section under University Academic Policies and Procedures.

#### **Academic Advising/Faculty Mentoring**

In their first semester, business school students are assigned an academic advisor who will assist students in sequencing the courses needed to

graduate. In addition, the academic advisors serve as the liaison between students and a number of student-centered services available on campus. Business school students also have faculty mentors who provide career advice, general guidance, and are available to discuss students' personal and educational goals.

### **Academic Integrity**

Students, faculty, and staff members share the responsibility to maintain a learning environment of mutual trust and integrity. Academic dishonesty violates this trust and may result in grade reduction and/or probation, suspension, or dismissal. Dishonest conduct includes, but is not limited to, plagiarism and soliciting, receiving, or providing any unauthorized assistance, including the use of technological devices, in the completion of any work submitted toward academic credit. It is the responsibility of any student who observes such dishonest conduct to call it to the attention of a faculty member or administrator.

For more information, see section under University Academic Policies and Procedures.

### **Honors, Pre-Law, and Pre-Professional Health Studies Programs**

The School of Business participates in the University's Honors, Pre-Law, and Pre-Professional Health Studies programs. Students in each of these programs have the opportunity to complete a major in business in addition to any required program courses. Information regarding these programs can be found elsewhere in the Undergraduate catalog.

### **Transfer Credit Guidelines/Concurrent Enrollment**

Students interested in transferring credit from another institution should contact Undergraduate Student Services in the School of Business to determine applicability of transfer coursework toward graduation requirements. Students must earn a grade of "C" or higher in any approved transfer courses. Continuing students must receive approval PRIOR to enrolling in courses away. Full-time, business degree-seeking students may NOT take courses concurrently at other institutions during the fall or spring semesters unless offered through an inter-university agreement. Students are limited to 9 credits of summer coursework; however, students with at least a 3.0 cumulative GPA may petition to take up to 12 credits of summer work.

### **Undergraduate Students taking Graduate Business Courses**

Undergraduate students are generally not permitted to enroll in graduate business courses; however, seniors with a minimum 3.0 cumulative GPA may petition to take up to six credits of graduate coursework in the last semester of their senior year. Approval by the assistant dean is required.

### **Pass/Fail Option**

The School of Business does NOT allow the pass/fail option to ANY undergraduate student enrolled in business courses. In addition, business students may NOT take ANY course on a pass/fail basis if the course is used to fulfill degree requirements.

### **Repeating Courses**

See section under University Academic Policies and Procedures.

### **Economics Program Probation**

Economics students (both major and minor) will be on program probation if the GPA in economics courses used to fulfill major or minor requirements falls below a 2.0. Students will have one semester to increase their major or minor GPA to a 2.0; if not, students will not be allowed to register for 3000 or 4000 level economics courses.

### **Minor Policies**

In addition to a chosen major, students may complete one or more minors in business. The requirements for the minors are listed below. Students are responsible for completing any prerequisites as required. A minimum 2.0 cumulative GPA is required in minor coursework.

A course may not be used to fulfill requirements in two major/minor), i.e. IB 3100 may not be used to fulfill the IB major and the Globalization and Technology minor; it may be used to fulfill the requirements in only one major/minor.

## **FACULTY**

The faculty is at the center of the efforts to provide a challenging, high-quality educational experience, with one of the major strengths being that the faculty members are academically prepared in their special field of accounting and have professional experience in a variety of work settings. Many classes include applying theory to real-world situations.

## MINOR IN BUSINESS ADMINISTRATION

### Overview

The Business Administration minor is **ONLY** available to non-business students

### Program Requirements

#### Required Courses (24 credits)

ACCT	2200	Financial Accounting	3
ACCT	2220	Accounting for Decision Making	3
ECON	1900	Principles of Economics	3
FIN	3010	Principles of Finance	3
ITM	2000	Information Technology with Supply Chains	3
MGT	3000	Management Theory and Practice	3
MKT	3000	Introduction to Marketing Management	3
OPM	2070	Introductory Business Statistics	3

#### Elective Courses (6 credits)

ECON	3120	Intermediate Macroeconomics	3
ECON	3140	Intermediate Microeconomics	3
IB	2000	Introduction to International Business	3
MGT	2000	Legal Environment of Business I	3
OPM	3050	Introduction to Management Sciences and Operations Management	3

**TOTAL CREDITS: 30**

### Continuation Standards

Students must earn a grade of "C" or higher in all courses used to fulfill the minor.

## SERVICE LEADERSHIP CO-CURRICULAR PROGRAM

[business.slu.edu/serviceleadership](http://business.slu.edu/serviceleadership)

### Overview

The Co-Curricular Program Service Leadership is **ONLY** available to business majors

Saint Louis University strives to develop leaders who demonstrate competence, conscience, compassion and commitment to community by integrating the strong traditions of Jesuit education with the fundamentals of leadership. The Richard A. Chaifetz School of Business serves the St. Louis community by educating business students who graduate ready to assume leadership roles in a variety of occupations. The Service Leadership Program is a key vehicle for accomplishing this. The Program provides students in the Richard A. Chaifetz School of Business the opportunity to develop and hone their leadership skills while serving the St. Louis community. Students completing the program will earn a **minor** in Service Leadership on their transcript.

### Program Requirements

- + 200 hours of Community Service
- + 12 Leadership Workshops
- + 15 credits of coursework, including three 1 credit leadership courses (BIZ 1200, BIZ 2200, BIZ 3200)

There are numerous, exciting opportunities for Service Leaders to complete their 200 hours of community service. The available service sites are diverse, and each one provides opportunities to gain meaningful leadership experience and make personal connections while serving the economically poor and marginalized of society.

Each year, several leadership workshops are offered through the Service Leadership Program with topics ranging from humor to ethical decision making and from personal reflection to professionalism. While Service Leaders are not expected to attend all of these workshops, they are expected to complete a total of 12 by the time they finish the program. Students are encouraged to select workshops that will be most helpful in promoting their individual growth as a leader.

The required 15 credits of coursework can be fulfilled through normal business degree requirements. In addition to the 3 required courses (BIZ 1200, BIZ 2200, BIZ 3200), courses may be selected from an array of disciplines including African American Studies, Communication, History, Philosophy, Psychology, Public Policy, Social Work, Sociology, and Theology.

Through the BIZ 1200, 2200, and 3200 courses, students learn the theory behind leadership and practice integrating their service experiences into their lives and professional careers.

### Continuation Standards

Students must earn a grade of "C" or higher in all courses used to fulfill the minor.

Students must have a minimum 2.7 cumulative GPA to enroll in 3000 or 4000-level accounting courses.

# ACCOUNTING

[www.slu.edu/business/departments/accounting.php](http://www.slu.edu/business/departments/accounting.php)

## LEADERSHIP

Scott Duellman, Ph.D.  
*Interim Chair*

## OVERVIEW

Accounting is the language of business. As organizations become more complex, accountants constantly improve the processing, reporting and interpreting of information about organizational activities. Accounting is a career that involves people, with accountants heavily interacting with others in decision-making and problem-solving in modern business. With the accounting major, students gain an understanding of how information is identified, measured, communicated and used. Essentially, accountants are trained in the area of information processing and analysis.

### Accounting Scholars Program

This program is available only to entering freshmen whose high school scholastic achievement and admission test scores demonstrate superior academic potential. Accounting Scholars who complete the program requirements are guaranteed a seat in the Integrated Accounting Program (see below) and will be given priority consideration for graduate level scholarships. Accounting Scholars will not be required to take the GMAT (Graduate Management Admission Test) but must formally submit application material to the Integrated Accounting Program to complete their admission.

#### Requirements:

- + Composite ACT score of at least 30 or a combined SAT score of at least 1390 (math and verbal);
- + High School GPA of at least 3.6 (weighted or unweighted);

#### To remain in the program, students must:

- + maintain a minimum 3.5 cumulative GPA at the end of each year.
- + complete select coursework and other activities as determined by the Accounting Department.

### Integrated Accounting Program

The Integrated Accounting Program allows students the opportunity to complete both the undergraduate and graduate degrees in accounting

simultaneously. This program is designed for students entering with:

1) a university scholarship AND 2) college credit earned prior to entering. There **may** be a financial aid advantage to this option. Unused undergraduate university scholarship may be applied while enrolled in master level coursework; for example, if a student has an 8-semester undergraduate scholarship but only needs 7 semesters to complete the bachelor's component of the integrated program, the student could apply the last semester of the scholarship to the first semester of the master's component of the integrated program. However, undergraduate federal aid would not apply for the master's component of the integrated program. In addition, **tuition remission** is **NOT** considered a university scholarship and therefore cannot be used for the master's component of the integrated program.

For admission into this program, a student's overall GPA and GMAT (Graduate Management Admission Test) score are very important. Historically, students with a GPA of at least 3.5 and GMAT score of at least 500 will be admissible into the program (GMAT will be waived for accounting undergraduates with a minimum 3.6 cumulative GPA at the end of 105 credits). Students may apply to be admitted to this program upon completion of (a) a minimum of 75 semester college credits (including a minimum of 15 credits with a minimum 3.0 cumulative grade point average); and (b) an upper level accounting course taken with a grade of "B" or higher.

## Faculty

Debbie Barbeau, MAcc, C.P.A.  
Scott Duellman, Ph.D.  
Denise Guithues-Amrhein, Ph.D., C.P.A.  
Mark Higgins, Ph.D., C.P.A.  
Helen Hurwitz, Ph.D., C.P.A.-China  
Neil Jansen, MAcc, C.P.A.  
John Keithley, Ph.D., emeritus  
John McGowan, Ph.D., C.P.A.  
Debbie Pike, MBA, C.P.A.  
Yan Sun, Ph.D.  
Weimin Wang, Ph.D.  
Xu (Frank) Wang, Ph.D.

## BACHELOR OF SCIENCE IN ACCOUNTING

### Program Highlights

Accounting is the language of business decision making and is a primary means of organizational communication. The accountant's role has changed



substantially over the past decade. Today, accountants are actively involved in the analysis and interpretation of financial data and work with other executives in decision-making and problem-solving activities.

The accounting major offered by the Richard A. Chaifetz School of Business will help students develop strong technical and professional accounting skills, including communication, problem-solving and analytical skills.

Graduates have a long history of success on the CPA exam. Many graduates have passed all parts of the CPA on their first attempt and have earned the Missouri gold medal on several occasions. A recent graduate ranked in the top 10 in the country of those achieving the CPA certification. In addition, the program has been consistently ranked as having CPA pass rates that are well above the national average. In 2014, graduates ranked 28th in the nation for pass rates of first-time candidates from medium-sized institutions.

### **Curriculum Overview**

Students may choose to graduate with the 120-credit bachelor's degree; however, students who plan to take the CPA examination will be required to complete 150 college credits as a prerequisite for taking the exam.

Students may accumulate the 150 required credits in several ways: complete 150 credits at the undergraduate level; complete the 120-credit bachelor's degree and complete the 30 credit Master of Accounting degree sequentially; or complete the Integrated Accounting Program (details below), which allows students the opportunity to complete both the undergraduate and graduate degrees in accounting simultaneously. The GMAT (Graduate Management Admission Test) requirement for entry into the Master of Accounting program will be waived for accounting undergraduates with a minimum 3.6 cumulative GPA. The Department of Accounting also offers an Accounting Scholars Program (details below) for qualified incoming freshmen.

Students may choose to pursue the accounting minor in addition to their chosen major.

### **Fieldwork and Research Opportunities**

Saint Louis' urban location provides many internship opportunities, which allow students to gain career-related work experience while applying classroom experiences to practice. Most are paid, and students may earn academic credit. Supervised

by both a representative from the organization and a faculty mentor, students have interned with entities such as public accounting firms, corporations, financial institutions and governmental agencies.

A chapter of Beta Alpha Psi, the national honor society for financial professionals, provides a link between students and the accounting profession, offering students opportunities to establish networking relationships with potential employers.

### **Careers**

In a survey of the most recent graduates, 100 percent reported they were satisfactorily occupied. Graduates join a global network of nearly 20,000 alumni from the Richard A. Chaifetz School of Business.

Possible career paths include:

- + Auditor
- + Budget analyst
- + Financial planner
- + IRS agent
- + FBI agent
- + Risk management consultant
- + Forensic accountant

### **Admission Requirements**

#### **Freshman**

All applications are thoroughly and carefully reviewed. Solid academic performance in college preparatory course work is a primary criterion in reviewing a freshman applicant's file. College admission test scores (ACT or SAT) are used as an additional indicator of the student's ability to meet the University's academic requirements and to qualify the student for certain University scholarship programs. To be considered for admission to any Saint Louis University undergraduate program, the applicant must be approaching graduation from an accredited high school or have an acceptable score on the General Education Development (GED) test.

#### **Transfer**

Applicants must be a graduate of an accredited high school or have an acceptable score on the GED. An official high school transcript and official test scores are required only of those students who have attempted fewer than 24 transferable semester credits (or 30 quarter credits) of college credit. Those having completed 24 credits or more of college credit need only submit a transcript from previously attended college(s). Transfer students

must have a cumulative 2.7 GPA to be admitted to the accounting program. In reviewing a transfer applicant's file, the office of admission holistically examines the student's academic performance in college-level coursework as an indicator of the student's ability to meet the academic rigors of Saint Louis University.

**Scholarships and Financial Aid**

There are two principal ways to help finance a Saint Louis University education:

- + Scholarships: awarded based on academic achievement, service, leadership and financial need.
- + Financial Aid: provided in the form of grants and loans, some of which require repayment.

For priority consideration for merit-based scholarships, applicants should apply for admission by Dec. 1 and complete a Free Application for Federal Student Aid (FAFSA) by March 1.

For information on other scholarships and financial aid, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

**Accreditation**

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

The accounting program is also separately accredited by the AACSB, one of only 186 schools to have earned this distinction.

**Bachelor of Science Requirements**

The academic requirements for a Bachelor of Science degree are as follows: (All courses are three credits unless otherwise indicated.)

**Business Common Body of Knowledge (CBK) Requirements: 45 credits**

ACCT	2200	Financial Accounting	3
ACCT	2220	Accounting for Decision Making	3
BIZ	1000/1001	Business Foundations	1
BIZ	1002	Excel lab	0
BIZ	3000	Career Foundations	1
BIZ	4000	Business Capstone*	1
ECON	1900	Principles of Economics	3
ECON	3120	Intermediate Macroeconomics	3
ECON	3140	Intermediate Microeconomics	3

FIN	3010	Principles of Finance	3
IB	2000	Introduction to International Business	3
ITM	2000	Information Technology with Supply Chains	3
MGT	2000	Legal Environment of Business I	3
MGT	3000	Management Theory and Practice	3
MGT	4000	Strategic Management and Policy*	3
MKT	3000	Introduction to Marketing Management	3
OPM	2070	Introductory Business Statistics	3
OPM	3050	Introduction to Management Science and Operations Management	3

**Arts and Sciences Core Requirements: 48 credits**

ENGL	1900	Advanced Strategies of Rhetoric & Research**	3
ENGL	2250, 2350, 2450, 2550, 2650, 2750, 2850	or Foreign Language Literature	3
ENGL	4000	(strongly recommended) Eng. Literature, or Fine Arts (Art, Art History, Dance, Film Studies, Music, Theatre)***	3
CMM	1200	Public Speaking**	3
HIST	1110 or 1120	Origins of the Modern World	3
PSY	1010	General Psychology	3
Two additional courses from: African American Studies, American Studies, History, Political Science, Psychology, Sociology, or Women's and Gender Studies			6
MATH	1200	College Algebra****	3
MATH	1320	Survey of Calculus**	3
One Natural Science course (Biology, Chemistry, Earth & Atmospheric Sciences, Physics, or SOC 2600)			3
One additional Math****or Natural Science course			3
PHIL	1050	Introduction to Philosophy: Self and Reality	3
PHIL	2050	Ethics	3
THEO	1000	Theological Foundations	3
THEO	2xxx	Theology course	3

**Business Major: 15-21 credits\*\*\*\*\***

**Electives in Business or Other Areas: 6-12 credits\*\*\*\*\***

**Total Required for Degree: 120 credits**

Special Notations

\*All other Business CBK courses must be completed prior to taking BIZ 4000 and MGT 4000.

\*\*Must be completed by the end of the sophomore year in order to enroll in business courses junior year. MATH 1510 (Calculus 1) or higher-level calculus course may be substituted for MATH 1320.

\*\*\*Upper division foreign language may be substituted; however, students for whom English is a second language may not complete this requirement in their native language.

\*\*\*\*Students who place out of MATH 1200 (based on a Math Index score) must replace it with another approved math course.

\*\*\*\*\* MATH course must be approved.

\*\*\*\*\*In addition to completing lower and upper division coursework in all areas of business, each student typically selects a business major before or during the first semester of the junior year.

Required credits vary between 15-21 credits and are determined by the appropriate department. To broaden their expertise, students may complete more than one major in business, or a major and a minor in business. However, where courses overlap between two business majors, the course may be counted only once and credited to one functional area, i.e. Sports Marketing may be used in either the Marketing major or the Sports Business major but not both.

\*\*\*\*\*Electives may be selected from any area of study within the University, giving the student the opportunity to diversify his/her background.

### Accounting Major Requirements

Twenty-one credits in addition to ACCT 2200 and ACCT 2220, which are taken as business CBK requirements. Accounting students must earn a grade of "C" or higher in all courses used to fulfill major requirements and a minimum 2.7 cumulative GPA is a prerequisite for all 3000 and 4000 level accounting courses. (All courses are three credits.)

#### Required Courses (21 credits)\*

ACCT	3110	Financial Reporting I	3
ACCT	3220	Cost Management	3
ACCT	4110	Financial Reporting II	3
ACCT	4250	Accounting Information Systems	3
ACCT	4300	Federal Income Tax I	3
ACCT	4400	Auditing	3
ITM	2500	Spreadsheet and Database Productivity	3

#### TOTAL CREDITS: 21

\*Students in the Integrated Accounting Program are required to take MGT 4500, Legal Environment of Business II, during the last semester of master's level coursework.

### Continuation Standards

Accounting students will be on program probation if the cumulative GPA falls below a 2.7. Students will have one semester to increase their cumulative GPA to a 2.7; if not, students will not be allowed to register for 3000 or 4000 level accounting courses.

During the probationary period, advisors help students achieve academic success by closely monitoring their academic performance. Students on probation may NOT register for more than 15 credits of coursework as defined by the terms of the probation.

The conditions under which a student is dismissed from the school include: 1) inability to eliminate probationary status within the two semesters subsequent to the assignment of probation OR 2) a total grade point deficit of more than 15 points.

For more information, see section under University Academic Policies and Procedures.

## Graduation Requirements

### Graduation Requirements

To be certified for graduation, a student must complete all course requirements and meet all of the following conditions:

- + apply to graduate;
- + earn a minimum 2.7 cumulative GPA in all coursework and earn grades of "C" or higher in all courses that fulfill the major requirements;
- + earn a minimum 2.0 cumulative GPA in all business coursework taken at Saint Louis University;
- + complete the Arts and Sciences core as specified in the business school curriculum;
- + complete 30 of the final 36 credits at the St. Louis campus or an approved Study Abroad program;
- + complete at least 50% of business coursework in residence at the St. Louis campus;
- + complete major course requirements in residence at the St. Louis campus;
- + Students transferring from the Madrid campus must complete a minimum of 40 credits of coursework, including a minimum of 30 credits of business coursework in residence at the St. Louis campus.

### Graduation Latin Honors

See section under University Academic Policies and Procedures.

## MINOR IN ACCOUNTING

### Program Requirements

#### Required Courses (9 credits)

ACCT	2200	Financial Accounting	3
ACCT	2220	Accounting for Decision Making	3
ACCT	3110	Financial Reporting I	3

#### Elective Courses (9 credits)

ACCT	3220	Cost Management	3
ACCT	4110	Financial Reporting II	3
ACCT	4250	Accounting Information Systems	3
ACCT	4300	Federal Income Tax I	3

### Continuation Standards

Students must earn a grade of "C" or higher in all courses used to fulfill the minor.

Students must have a minimum 2.7 cumulative GPA to enroll in 3000 or 4000-level accounting courses.

## MASTER OF BUSINESS ADMINISTRATION

### Overview

Students have the option to concentrate the electives of their coursework in the areas of emphasis of Accounting.

### Accounting Concentration

Any nine credits of graduate accounting coursework (ACCT 5010 is not eligible)

## MASTER OF ACCOUNTING

### Program Highlights

Students in the Richard A. Chaifetz School of Business Master of Accounting (M.Acc.) program enhance their professional accounting abilities while developing strong analytical, problem-solving and communication skills. Accounting graduates have a long history of success on the CPA exam, earning the Missouri gold medal on several occasions. In addition, the University recently had the highest Missouri pass rate for first-time candidates with advanced degrees.

The School of Business, with its continuing mission to provide excellence in business education, has developed this program to help students gain superior ethical, technical and professional accounting skills. The program provides in-depth expertise in general accounting, taxation and auditing.

### Curriculum Overview

The objective of the Master of Accounting (MAcc) degree program is to provide strong technical, ethical, and professional skills to students planning careers in accounting. The program consists of 30 credits of advanced coursework with up to 21 credits in accounting and the remaining credits in business electives determined in consultation with the Program Director. Pre-program requirements in economics, accounting, finance, mathematics, and statistics, may be required of students without sufficient functional background.

### Fieldwork and Research Opportunities

Saint Louis' central location within the greater St. Louis metropolitan area provides a distinct competitive business advantage and allows us to enhance internship and recruitment effectiveness by creating strong relationships in public accounting, private industry, nonprofit companies

and governmental entities.

Graduate accounting students have access to the Valerie A. Davisson Career Resources Center, conveniently located within the School of Business, which serves as the catalyst for creating meaningful connections and developing outstanding internships and employment opportunities and providing other valuable career management services for M.Acc. students.

The Saint Louis University chapter of Beta Alpha Psi, a national scholastic and professional accounting fraternity, provides a vital link between students and the accounting profession and presents numerous guest speakers from various disciplines and industries each semester. The chapter has been recognized nationally among all Beta Alpha Psi chapters for its continued excellence.

Students have the option for an international perspective on the accounting profession by participating in a week-long study abroad trip to Saint Louis University's Madrid campus.

### Careers

After graduating, students may take the CPA exam and pursue a career as an accountant. Accounting graduates have a long history of success on the CPA exam, regularly placing in the top 10 percent of test scores. In addition, the University recently had the highest Missouri pass rate for first-time CPA candidates with advanced degrees. The mean annual wage of accountants, according to the Bureau of Labor, is \$75,280.

### Admission Requirements

Applicants are reviewed for past undergraduate work, internship experience, and GMAT or GRE scores. While there is no minimum GMAT score required, the average GMAT score is 590. Average GRE scores are 150-153 on each section, quantitative and verbal. Successful applicants demonstrate a 3.0 grade point average in past academic programs.

### Application Requirements

- + Application form
- + Transcript(s)
- + Two letters of recommendation
- + Official GMAT score sent from ETS or Pearson VUE
- + Résumé
- + Personal goal statement of less than 500 words

### Requirements for International Students

- + A completed Declaration of Financial Support packet with all accompanying documents
- + TOEFL or PTE Academic score
- + Check the English Proficiency Policy page for specific TOEFL and PTE score requirements. Students may also visit the international prospects, applicants and students page for more information about international application requirements.

#### Application and Assistantship Deadlines

- + Applications for admission are considered on a rolling basis.
- + Applicants who want to be considered for assistantships for the fall semester should apply by March 31, and for the spring semester by Dec. 1.

#### Review Process

Applications are reviewed on a rolling basis once all application materials are received. Application files are reviewed holistically (undergraduate work, internship experience, test scores and personal goal statement). The average time for admissions decisions is two weeks.

#### Scholarships and Financial Aid

In addition to financial aid available to graduate students, the Master of Accounting program offers two types of scholarships: merit-based and competitive. A limited number of merit-based scholarships are available to admitted full-time students, and all admitted students are considered. Students who are awarded a merit-based scholarship will typically receive \$500 to \$3,000 per semester for two semesters total. The competitive scholarships vary in amount and are awarded in the spring to students entering their first or second semester of the master's program the following fall. Complete the application by April 1 to be considered for one of the externally sponsored competitive scholarships.

For more information, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

#### Accreditation

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The accounting program is also separately accredited by the AACSB, one of only 186 schools to have earned this distinction.

### Program Requirements

#### Required Courses (12 credits)

ACCT	4400	Auditing*	3
ACCT	6110	Financial Reporting III	3
ACCT	6340	Federal Income Tax: Corporate	3
MGT	4500	Legal Environment of Business II	3

\*If not taken as an undergraduate student

#### Elective Courses (18 credits)

ACCT	5901	MACC Study Abroad: Madrid	3
ACCT	5910	Accounting Internship	3
ACCT	5980	Graduate Reading Course	3
ACCT	6030	Contemporary Financial Reporting**	3
ACCT	6140	Seminar in Accounting and Social Responsibilities	3
ACCT	6160	International Accounting	3
ACCT	6190	Financial Statement Analysis	3
ACCT	6320	Federal Income Taxation: Flow-Through Entities	3
ACCT	6350	State and Local Taxation	3
ACCT	6360	Seminar in Tax Research	3
ACCT	6380	Wealth Preservation	3
ACCT	6390	International Taxation	3
ACCT	6425	Information Technology Audit	3
ACCT	6440	Advanced Audit	3
ACCT	6450	Accounting Ethics, Fraud and Forensic Accounting	3
ITM	6000	Managing Information Technology	3
ITM	6050	Project Management	3

\*\*ACCT 6030 satisfies the research requirement now mandatory for some states.

### Audit Concentration

#### Required Courses (12 credits)

ACCT	4400	Auditing*	3
ACCT	6110	Financial Reporting III	3
ACCT	6340	Federal Income Tax: Corporate	3
MGT	4500	Legal Environment of Business II	3

\*If not taken as an undergraduate student

#### Audit Concentration Courses (9 credits)

ACCT	6190	Financial Statement Analysis	3
ACCT	6425	Information Technology Audit	3
ACCT	6440	Advanced Audit	3
ACCT	6450	Accounting Ethics, Fraud and Forensic Accounting	3
ITM	6000	Managing Information Technology	3
ITM	6050	Project Management	3

#### Elective Courses (9 credits)

ACCT	5910	Accounting Internship	3
ACCT	5901	MACC Study Abroad: Madrid	3
ACCT	6140	Seminar in Accounting and Social Responsibilities	3
ACCT	6160	International Accounting	3
ACCT	6320	Federal Income Taxation: Flow-Through Entities	3
ACCT	6350	State and Local Taxation	3
ACCT	6360	Seminar in Tax Research	3
ACCT	6380	Wealth Preservation	3
ACCT	6390	International Taxation	3

\*\*ACCT 6030 satisfies the research requirement now mandatory for some states.

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## Financial Reporting Concentration

### Required Courses (12 credits)

ACCT 4400 Auditing*	3
ACCT 6110 Financial Reporting III	3
ACCT 6340 Federal Income Tax: Corporate	3
MGT 4500 Legal Environment of Business II	3

\*If not taken as an undergraduate student

### Financial Reporting Concentration Courses (9 credits)

ACCT 6030 Contemporary Financial Reporting**	3
ACCT 6140 Seminar in Accounting and Social Responsibilities	3
ACCT 6160 International Accounting	3
ACCT 6190 Financial Statement Analysis	3

### Elective Courses (9 credits)

ACCT 5910 Accounting Internship	3
ACCT 5980 Graduate Reading Course	3
ACCT 6320 Federal Income Taxation: Flow-Through Entities	3
ACCT 6350 State and Local Taxation	3
ACCT 6360 Seminar in Tax Research	3
ACCT 6380 Wealth Preservation	3
ACCT 6390 International Taxation	3
ACCT 6425 Information Technology Audit	3
ACCT 6440 Advanced Audit	3
ACCT 6450 Accounting Ethics, Fraud and Forensic Accounting	3
ITM 6000 Managing Information Technology	3
ITM 6050 Project Management	3

\*\*ACCT 6030 satisfies the research requirement now mandatory for some states.

## Taxation Concentration

### Required Courses (12 credits)

ACCT 4400 Auditing*	3
ACCT 6110 Financial Reporting III	3
ACCT 6340 Federal Income Tax: Corporate	3
MGT 4500 Legal Environment of Business II	3

\*If not taken as an undergraduate student

### Taxation Concentration Courses (9 credits)

ACCT 6320 Federal Income Taxation: Flow-Through Entities	3
ACCT 6350 State and Local Taxation	3
ACCT 6360 Seminar in Tax Research	3
ACCT 6380 Wealth Preservation	3
ACCT 6390 International Taxation	3

### Elective Courses (9 credits)

ACCT 5901 MACC Study Abroad: Madrid	3
ACCT 5910 Accounting Internship	3
ACCT 6030 Contemporary Financial Reporting**	3
ACCT 6140 Seminar in Accounting and Social Responsibilities	3
ACCT 6160 International Accounting	3
ACCT 6190 Financial Statement Analysis	3
ACCT 6425 Information Technology Audit	3
ACCT 6440 Advanced Audit	3
ACCT 6450 Accounting Ethics, Fraud and Forensic Accounting	3

\*\*ACCT 6030 satisfies the research requirement

## Continuation Standards

Students must maintain a cumulative GPA of 3.00 in all required graduate/professional courses.

# BUSINESS ADMINISTRATION

[www.slu.edu/business/degrees-programs/business-administration-mba.php](http://www.slu.edu/business/degrees-programs/business-administration-mba.php)

## MASTER OF BUSINESS ADMINISTRATION (EVENING)

### Program Highlights

There are two options for completing the business administration master's program: the evening option is designed for currently employed professionals, and the one-year option is for full-time students.

Students have the option to concentrate the electives of their coursework in one of the following areas of emphasis:

- + Accounting
- + Economics
- + Entrepreneurship
- + Finance
- + Information technology management
- + International business
- + Management
- + Marketing
- + Project management
- + Supply chain management

### Evening MBA

The part-time, evening MBA program is tailored to accommodate the schedules of working professionals. Courses are offered weekday evenings (Monday through Thursday), generally from 6:00 to 9:15 p.m. To increase flexibility, students can begin the program in January, May or August.

While most AACSB-accredited schools only allow students to transfer up to six credits if needed, the agreement with the Jesuit MBA network allows students to transfer more credits to partner Jesuit schools.

Both offer the option to concentrate their elective coursework in emphasis areas that include entrepreneurship, finance, marketing and supply chain management.

### Curriculum Overview

In the part-time evening MBA program, courses are offered in the evenings Monday through Thursday, allowing students to complete the program while working and maintaining their personal responsibilities. On average, evening MBA students

complete the program in two-and-a-half years but are allotted up to five years, if necessary, allowing students to maintain a balance between their personal and professional life.

The part-time evening program requirements range from 36-48 credits, depending on prior academic background. The part-time program consists of twelve credits of foundation coursework (economics, accounting, applied business statistics, and operations management; part or all of which may be waived for students demonstrating competency through previously completed coursework), twenty-one credits of advanced managerial core requirements, and nine credits of advanced course-electives. The advanced managerial core includes coursework in Finance, Information Technology, Global Business, Business Analytics, Management, Marketing, Legal/Ethical Environment of Business, courses in professional development, and a strategic practicum aimed at developing teamwork and integrated strategy. Electives may be taken in any business discipline or, with academic approval, several non-business disciplines.

### Fieldwork and Research Opportunities

Saint Louis' urban location provides many internship opportunities, which allow students to gain career-related work experience while applying classroom learning to practice. Students may also earn academic credit from internships. Supervised by a representative from the organization and a faculty mentor, students have interned with advertising agencies, sports teams, telecommunication firms and other companies.

The Marketing Club provides students with the opportunity to learn about the different career paths in marketing, along with the opportunity to network with marketing professionals. A wide range of opportunities exist for marketing graduates in fields such as advertising, market research, product management, public relations and sales.

### Careers

Advisers at the Richard A. Chaifetz School of Business Career Resources Center help MBA students define professional goals, build essential career skills, create a robust professional network, and develop a job search strategy. Through the Nexus Series courses, as well as individualized career advising, students will explore topics and skills related to effective professional development and career management. The center's

support, resources and advisement are available to students after graduation.

Graduates of the MBA program have been hired by Anheuser Busch, Ascension Health, Boeing, Brown Shoe, Edward Jones, Emerson, Express Scripts, Forest Pharmaceuticals, Netchemia, Parkside Financial, Prairie Farms, Scottrade, Spectrum Brands, UMB Bank, U.S. Bank and Yurbuds.

## Admission Requirements

Applicants are reviewed for past undergraduate work, internship experience, and GMAT or GRE scores. While there is no minimum GMAT score required, the average GMAT score is 590. Average GRE scores are 150-153 on each section, quantitative and verbal. Successful applicants demonstrate a 3.0 grade point average in past academic programs.

### Application Requirements

- + Completed online application
- + Transcript(s)
- + Two references
- + GRE or GMAT scores
- + Résumé
- + Personal goal statement of fewer than 500 words
- + Interview for one-year MBA, if necessary

### Requirements for International Students

- + Applicants who are not U.S. citizens or permanent residents will also need to submit:
- + Addendum form outlining certification of financial support for one year of study (if a student visa is required) submitted with necessary documentation.
- + For non-native speakers of English, an official TOEFL or IELTS score report is also required and must be sent directly from ETS or the British Council (The school code is 6629 for ETS). TOEFL and IELTS scores should be no more than two years old. This program requires a TOEFL score of 88 and an IELTS broadband of at least a 6.5.
- + The Pearson Test of English scores can be accepted as well.
- + A GPA on a 4.0 scale is required and should be reflected on official transcripts or documentation. All international transcripts must be calculated by the World Education Services (WES) or the Educational Credential Evaluators (ECE) and include a course-by-course evaluation, including GPA and course levels.
- + The graduate business programs office prefers WES but will accept ECE.

- + INTO SLU offers a pathway program for international students who are interested in this course but do not meet the direct entry requirements. Visit [intostudy.com/slu/programs](http://intostudy.com/slu/programs) for more information.

### Application Deadline

Applications for admission are considered on a rolling basis. For priority consideration for the one-year MBA program, apply by April 15.

### Review Process

Applications are reviewed on a rolling basis once all application materials are received. Application files are reviewed holistically (undergraduate work, internship experience, test scores and personal goal statement). The average time for admissions decisions is one week.

## Scholarships and Financial Aid

There are two principal ways to help finance a Saint Louis University education:

- + Scholarships: awarded based on academic achievement, service, leadership and financial need.
- + Financial Aid: provided in the form of grants and loans, some of which require repayment.

For priority consideration for merit-based scholarships, applicants should apply for admission by Dec. 1 and complete a Free Application for Federal Student Aid (FAFSA) by March 1.

For information on other scholarships and financial aid, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

## Accreditation

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

## Program Requirements

### Foundation Courses (12 credits)

ACCT	5010	Accounting for Managers	3
ECON	5010	Economics for Managers	3
OPM	5020	Applied Business Statistics	3
OPM	5050	Operations Management	3

### Breadth Courses (15 credits)



FIN	6000	Financial Management	3
IB	6000	Global Business Environment	3
ITM	6000	Managing Information Technology	3
MGT	6000	Management	3
MKT	6000	Advanced Marketing Management	3

**Required Courses (12 credits)**

ITM	6400	Business Analytics	3
MGT	6003	Legal, Ethical, and Professional Environment of Business	3
MGT	6006	Strategy and Practice	3
MBA	6500	Prof Effectiveness Series III	1

**Elective (9 credits)**

Students may choose 3 graduate business courses are chose from a concentration.

**Accounting Concentration**

Any nine credits of graduate accounting coursework (ACCT 5010 is not eligible)

**Economics Concentration**

Any nine credits of graduate economics coursework (ECON 5010 is not eligible)

**Entrepreneurship Concentration****Required Course (3 credits)**

MGT	6210	Advanced Business Planning for New Ventures	3
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**Entrepreneurship Course (3 credits)**

MGT	6200	New Venture Initiation	3
MGT	6201	Corporate Entrepreneurship	3

**Additional Course (3 credits)**

MGT	6202	Family Business	3
MGT	6204	Special Topics in Entrepreneurship	3
MGT	6350	Management of Change	3
FIN	6090	Real Estate Finance	3
FIN	6360	Private Equity and Venture Capital	3
MKT	6120	Marketing & Electronic Commerce	3
MKT	6150	New Product Management	3
MKT	6400	Social Media and Digital Marketing	3

**Finance Concentration**

Students must take FIN 6150 as required breadth course (in lieu of FIN 6000)

**Required Courses (6 credits).**

FIN	6160	Equity Securities and Markets	3
FIN	6210	Fixed Income Securities and Markets	3

**Elective Course (3 credits)**

One graduate finance course (FIN 6090 and FIN 6100 are not eligible)

**International Business Concentration**

Any nine credits of graduate international business focused courses (IB 6000 is not eligible)

**Information Technology Management Concentration**

Any nine credits of graduate information technology courses (ITM 6000 is not eligible)

**Management Concentration**

Any nine credits of graduate management courses (MGT 6000, MGT 6003 and MGT 6006 are not eligible)

**Marketing Concentration**

Any nine credits of graduate marketing courses (MKT 6000 is not eligible) or IB 6220

**Project Management Concentration****Required Course (3 credits)**

ITM	6050	Project Management	3
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**Supply Chain or Information Technology Course (3 credits)**

OPM	6050	Business Process and Operations Management	3
OPM	6430	Quality Improvement Through a Lean Six Sigma Approach	3
OPM	6440	Global Supply Chain Management Concepts, Design, and Strategies	3
ITM	6100	Systems Analysis and Design	3

**Management Course (3 credits)**

MGT	6200	New Venture Initiation	3
MGT	6201	Corporate Entrepreneurship	3
MGT	6105	Management of Change	3

**Supply Chain Management Concentration****Required Course (6 credits)**

OPM	6440	Global Supply Chain Management Concepts, Design, and Strategies	3
OPM	6460	Global Logistics and Operations Management	3

**Elective Course (3 credits)**

ITM	6000	Managing Information Technology	3
OPM	6000	Forecasting and Demand Management	3
OPM	6050	Business Process and Operations Management	3
ITM	6050	Project Management	3
ITM	6100	Systems Analysis and Design	3
ITM	6300	Database Management Systems	3
ITM	6400	Applied Business Analytics	3
ITM	6450	Business Strategy and Enterprise Systems	3
OPM	6430	Quality Improvement Through a Lean Six Sigma Approach	3
OPM	6440	Global Supply Chain Management	3
OPM	6460	Global Logistics and Operations Management	3
OPM	6480	Strategic Sourcing and Procurement	3
OPM	6520	Transportation and Warehouse Management	3
OPM	6550	Special Topics in Supply Chain Management	3

**Continuation Standards**

Students must maintain a cumulative GPA of 3.00 in all required graduate/professional courses.

**MASTER OF BUSINESS ADMINISTRATION**

## (ONE-YEAR)

### Program Highlights

There are two options for completing the business administration master's program: the evening option is designed for currently employed professionals, and the one-year option is for full-time students.

Students have the option to concentrate the electives of their coursework in one of the following areas of emphasis:

- + Accounting
- + Economics
- + Entrepreneurship
- + Finance
- + Information technology management
- + International business
- + Management
- + Marketing
- + Project management
- + Supply chain management

### One-year MBA

The one-year MBA is a cohort-based program that begins each summer and spans three terms — summer, fall and spring. Prior work experience is not necessary. The summer session is an accelerated schedule, where the fundamentals of the MBA program are met. The fall session builds on the summer courses and allows students to take electives in the evenings. The spring session has fewer courses allowing more time for internships and a focus on career development. During the final session students also complete the capstone course, a live consulting case where students work in teams, using the skills they have developed during the previous two semesters.

Between the fall and spring semesters, students will study abroad for one week in Hong Kong to gain valuable hands-on international business experience.

### Curriculum Overview

The one-year MBA spans three terms — summer, fall and spring. Students will start in the summer, taking MBA foundation courses during the weekdays from 9 a.m.–5 p.m., and then average 15 credits per semester in the fall and spring. Over winter break, students will go on a one-week travel abroad experience.

The one-year full-time program requires 50 credits over three semesters (Summer, Fall, and Spring), including a seven-day study abroad.

### Fieldwork and Research Opportunities

Saint Louis' urban location provides many internship opportunities, which allow students to gain career-related work experience while applying classroom learning to practice. Students may also earn academic credit from internships. Supervised by a representative from the organization and a faculty mentor, students have interned with advertising agencies, sports teams, telecommunication firms and other companies.

The Marketing Club provides students with the opportunity to learn about the different career paths in marketing, along with the opportunity to network with marketing professionals. A wide range of opportunities exist for marketing graduates in fields such as advertising, market research, product management, public relations and sales.

### Careers

Advisers at the Richard A. Chaifetz School of Business Career Resources Center help MBA students define professional goals, build essential career skills, create a robust professional network, and develop a job search strategy. Through the Nexus Series courses, as well as individualized career advising, students will explore topics and skills related to effective professional development and career management. The center's support, resources and advisement are available to students after graduation.

Graduates of the MBA program have been hired by Anheuser Busch, Ascension Health, Boeing, Brown Shoe, Edward Jones, Emerson, Express Scripts, Forest Pharmaceuticals, Netchemia, Parkside Financial, Prairie Farms, Scottrade, Spectrum Brands, UMB Bank, U.S. Bank and Yurbuds.

### Admission Requirements

Applicants are reviewed for past undergraduate work, internship experience, and GMAT or GRE scores. While there is no minimum GMAT score required, the average GMAT score is 590. Average GRE scores are 150-153 on each section, quantitative and verbal. Successful applicants demonstrate a 3.0 grade point average in past academic programs.

### Application Requirements

- + Completed online application
- + Transcript(s)
- + Two references
- + GRE or GMAT scores
- + Résumé

- + Personal goal statement of fewer than 500 words
- + Interview for one-year MBA, if necessary

#### Requirements for International Students

- + Applicants who are not U.S. citizens or permanent residents will also need to submit:
- + Addendum form outlining certification of financial support for one year of study (if a student visa is required) submitted with necessary documentation.
- + For non-native speakers of English, an official TOEFL or IELTS score report is also required and must be sent directly from ETS or the British Council (The school code is 6629 for ETS). TOEFL and IELTS scores should be no more than two years old. This program requires a TOEFL score of 88 and an IELTS broadband of at least a 6.5.
- + The Pearson Test of English scores can be accepted as well.
- + A GPA on a 4.0 scale is required and should be reflected on official transcripts or documentation. All international transcripts must be calculated by the World Education Services (WES) or the Educational Credential Evaluators (ECE) and include a course-by-course evaluation, including GPA and course levels.
- + The graduate business programs office prefers WES but will accept ECE.
- + INTO SLU offers a pathway program for international students who are interested this course but do not meet the direct entry requirements. Visit [intostudy.com/slu/programs](http://intostudy.com/slu/programs) for more information.

#### Application Deadline

Applications for admission are considered on a rolling basis. For priority consideration for the one-year MBA program, apply by April 15.

#### Review Process

Applications are reviewed on a rolling basis once all application materials are received. Application files are reviewed holistically (undergraduate work, internship experience, test scores and personal goal statement). The average time for admissions decisions is one week.

#### Scholarships and Financial Aid

There are two principal ways to help finance a Saint Louis University education:

- + Scholarships: awarded based on academic achievement, service, leadership and financial need.

- + Financial Aid: provided in the form of grants and loans, some of which require repayment.

For priority consideration for merit-based scholarships, applicants should apply for admission by Dec. 1 and complete a Free Application for Federal Student Aid (FAFSA) by March 1.

For information on other scholarships and financial aid, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

#### Accreditation

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

#### Program Requirements

##### Required Courses (38 credits)

MBA	6210	Information Technology in Organizations	1
MBA	6220	Operations Management	2
MBA	6230	Supply Chain Management	1
MBA	6250	Essentials of Marketing Strategy	2
MBA	6270	Foundations in Strategy and Management	2
MBA	6280	Integrated Decision Making	2
MBA	6300	Applied Statistics	2
MBA	6310	Legal Aspects of Business	1
MBA	6320	Financial Accounting	1
MBA	6330	Managerial Economics	2
MBA	6340	Nexus I	1
MBA	6370	Ethical Environment of Business	1
MBA	6380	Managerial Accounting	1
MBA	6360	Financial Management	3
MBA	6410	Global Business Integration	2
MBA	6420	Data and Decisions	3
MBA	6440	Nexus II	1
MBA	6430	The Organization: Governance, Compliance, and Strategy	3
MBA	6510	Study Abroad	3
MBA	6530	Integrated Consulting Module	3
MBA	6540	Nexus III	1

##### Elective (12 credits)

Students may choose 4 graduate business courses are chose from a concentration.

#### Accounting Concentration

Any nine credits of graduate accounting (ACCT subject code) coursework.

#### Economics Concentration

Any nine credits of graduate economics (ECON subject code) coursework.

## Entrepreneurship Concentration

### Required Course (3 credits)

MGT 6210 Advanced Business Planning for New Ventures 3

### Entrepreneurship Course (3 credits)

MGT 6200 New Venture Initiation 3  
MGT 6201 Corporate Entrepreneurship 3

### Additional Course (3 credits)

MGT 6202 Family Business 3  
MGT 6204 Special Topics in Entrepreneurship 3  
MGT 6350 Management of Change 3  
FIN 6090 Real Estate Finance 3  
FIN 6360 Private Equity and Venture Capital 3  
MKT 6120 Marketing & Electronic Commerce 3  
MKT 6150 New Product Management 3  
MKT 6400 Social Media and Digital Marketing 3

## Finance Concentration

### Required Courses (6 credits).

FIN 6160 Equity Securities and Markets 3  
FIN 6210 Fixed Income Securities and Markets 3

### Elective Course (3 credits)

One graduate finance (FIN subject code) course

## International Business Concentration

Any nine credits of graduate international business (IB subject code) focused courses.

## Information Technology Management Concentration

Any nine credits of graduate information technology (ITM subject code) courses.

## Management Concentration

Any nine credits of graduate management (MGT subject code) courses.

## Marketing Concentration

Any nine credits of graduate marketing (MKT subject code) courses.

## Project Management Concentration

### Required Course (3 credits)

ITM 6050 Project Management 3

### Supply Chain or Information Technology Course (3 credits)

OPM 6050 Business Process and Operations Management 3  
OPM 6430 Quality Improvement Through a Lean Six Sigma Approach 3  
OPM 6440 Global Supply Chain Management Concepts, Design, and Strategies 3  
ITM 6100 Systems Analysis and Design 3

### Management Course (3 credits)

MGT 6200 New Venture Initiation 3  
MGT 6201 Corporate Entrepreneurship 3

MGT 6105 Management of Change 3

## Supply Chain Management Concentration

### Required Course (6 credits)

OPM 6440 Global Supply Chain Management Concepts, Design, and Strategies 3  
OPM 6460 Global Logistics and Operations Management 3

### Elective Course (3 credits)

ITM 6000 Managing Information Technology 3  
OPM 6000 Forecasting and Demand Management 3  
OPM 6050 Business Process and Operations Management 3  
ITM 6050 Project Management 3  
ITM 6100 Systems Analysis and Design 3  
ITM 6300 Database Management Systems 3  
ITM 6400 Applied Business Analytics 3  
ITM 6450 Business Strategy and Enterprise Systems 3  
OPM 6430 Quality Improvement Through a Lean Six Sigma Approach 3  
OPM 6440 Global Supply Chain Management 3  
OPM 6460 Global Logistics and Operations Management 3  
OPM 6480 Strategic Sourcing and Procurement 3  
OPM 6520 Transportation and Warehouse Management 3  
OPM 6550 Special Topics in Supply Chain Management 3

## Continuation Standards

Students must maintain a cumulative GPA of 3.00 in all required graduate/professional courses.

## POST-BACCALAUREATE CERTIFICATE IN BUSINESS FOUNDATIONS

### Program Highlights

The Business Foundation Certificate focuses on candidates who are right out of undergraduate school with a non-business degree, as well as individuals who do not seek or want to commit to a full MBA program.

### Curriculum Overview

The certificate requirements consist of 12 credits of graduate foundation courses and six credits of breadth courses (chosen by the student in association with their advisor) for a total of 18 credits.

### Admission Requirements

- + Completed application (students may apply online or through the paper application submitted online or on paper)
- + Current resume
- + Two references
- + Official transcripts from all previously attended colleges and universities
- + Personal statement (This statement should include a personal and professional goals, a reasons for pursuing the graduate degree and

any additional insights into character or academic/employment history that will be helpful to the admissions committee. Limit to 500 words or less.)

- + Official GMAT score sent from ETS or Pearson VUE

## Scholarships and Financial Aid

For more information, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

## Accreditation

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

## Program Requirements

### Foundation Courses (12 credits)

ACCT	5010 Accounting for Managers	3
ECON	5010 Economics for Managers	3
OPM	5020 Applied Business Statistics	3
OPM	5050 Operations Management	3

### Elective Courses (6 credits)

FIN	6000 Financial Management	3
IB	6000 Global Business Environment	3
ITM	6000 Managing Information Technology	3
MGT	6000 Management	3
MKT	6000 Advanced Marketing Management	3

## Continuation Standards

Students must maintain a cumulative GPA of 3.00 in all required graduate/professional courses.

## ECONOMICS

[www.slu.edu/business/departments/economics.php](http://www.slu.edu/business/departments/economics.php)

### LEADERSHIP

Hailong Qian, Ph.D.  
*Interim Chair*

### OVERVIEW

Economics is the study of how individuals, firms, and nations make choices when confronted with limited resources. Students of economics learn the principles and methods that individuals and institutions, public or private, utilize to identify the costs and benefits associated with alternative decisions. In doing so, students of economics master a structured, pragmatic approach to solving problems. They analyze microeconomic issues that are relevant to decision-making in private business and in formulating public policy. Students also consider global macroeconomic issues such as the ramifications of the changes in the international economic environment on the growth and prosperity of nations.

The knowledge and skills that the student of economics acquires are useful in almost all professions and are highly desirable for employment requiring strong analytical and problem-solving skills. Students of economics find employment in both private business and in government service or pursue graduate degrees in business, economics, law, and public policy, among other areas.

The Richard A. Chaifetz School of Business currently offers two undergraduate options in economics: a Bachelor of Science; or, in cooperation with the College of Arts and Science, a Bachelor of Arts in economics.

In addition, students may complete an economics major at the Madrid campus.

Students may choose to pursue the economics minor in addition to their chosen major.

### Faculty

Nazmul Ahsan, Ph.D.  
Heather L. Bednarek, Ph.D.  
Muhammad Q. Islam, Ph.D.  
Fei Jia, Ph.D.  
Hailong Qian, Ph.D.  
David E. Rapach, Ph.D.  
David T. Sanders, M.A.  
Fei Tan, Ph.D.

Bonnie E. Wilson, Ph.D.

## BACHELOR OF ARTS IN ECONOMICS

### Program Highlights

The Economics Department offers a major through both the College of Arts and Sciences (B.A. in Economics) and the Richard A. Chaifetz School of Business (B.S.B.A. in Economics). Madrid students pursuing the B.A. in Economics may complete their degree requirements at the Madrid Campus of Saint Louis University.

### Curriculum Overview

the Richard A. Chaifetz School of Business, with its continuing mission to provide excellence in business education, has developed a program that is one of a kind in the region. Helping students develop strong ethical, technical and professional skills, the program provides in-depth knowledge and expertise in economics.

### Fieldwork and Research Opportunities

Saint Louis' urban location provides many internship opportunities, which allow students to gain career-related work experience while applying classroom learning to practice. Most are paid, and students may earn academic credit. Supervised by both a representative from the organization and a faculty mentor, students have interned with entities such as financial institutions and governmental agencies.

### Careers

The department has an excellent record of placing graduates in both graduate and professional programs, which lead to high-profile jobs. Graduates join a global network of nearly 20,000 alumni from the Richard A. Chaifetz School of Business.

### Admission Requirements

#### Freshman

All applications are thoroughly and carefully reviewed. Solid academic performance in college preparatory course work is a primary criterion in reviewing a freshman applicant's file. College admission test scores (ACT or SAT) are used as an additional indicator of the student's ability to meet the University's academic requirements and to qualify the student for certain University scholarship programs. To be considered for admission to any Saint Louis University undergraduate program, the applicant must be

approaching graduation from an accredited high school or have an acceptable score on the General Education Development (GED) test.

### Transfer

Applicants must be a graduate of an accredited high school or have an acceptable score on the GED. An official high school transcript and official test scores are required only of those students who have attempted fewer than 24 transferable semester credits (or 30 quarter credits) of college credit. Those having completed 24 credits or more of college credit need only submit a transcript from previously attended college(s). Transfer students must have a cumulative 2.7 GPA to be admitted to the accounting program. In reviewing a transfer applicant's file, the office of admission holistically examines the student's academic performance in college-level coursework as an indicator of the student's ability to meet the academic rigors of Saint Louis University.

### Scholarships and Financial Aid

There are two principal ways to help finance a Saint Louis University education:

- + Scholarships: awarded based on academic achievement, service, leadership and financial need.
- + Financial Aid: provided in the form of grants and loans, some of which require repayment.

For priority consideration for merit-based scholarships, applicants should apply for admission by Dec. 1 and complete a Free Application for Federal Student Aid (FAFSA) by March 1.

For information on other scholarships and financial aid, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

### Accreditation

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

### Bachelor of Arts Requirements

#### Bachelor's Degree Requirements

- + Complete a minimum of 120 credits (excluding

pre-college level courses [numbered below 1000]).

- + Complete College of Arts and Sciences Core Curriculum Requirements
- + Complete Major Requirements: minimum 30 credits required.
- + Complete remaining credits with a second major, minor, certificate, or related elective credits approved in consultation with the mentors/advisor to assist the student in reaching the minimum of 120 credits required for graduation.
- + Achieve at least a 2.00 cumulative grade point average, a 2.00 grade point average in the major(s) and a 2.00 grade point average in the minor/certificate, or related elective credits.
- + Complete Dept/Program specific academic and performance requirements.
- + Complete at least 50% of the coursework for the major and 75% for the minor/certificate through Saint Louis University or an approved study abroad program.
- + Complete 30 of the final 36 credits through Saint Louis University or an approved study abroad program.
- + Complete an online degree application by the required University deadline.

The Core requirements for a Bachelor of Arts degree include the following. Detailed information can be found at [www.slu.edu/arts-and-sciences/student-resources/core-curriculum](http://www.slu.edu/arts-and-sciences/student-resources/core-curriculum)

#### Core Component and Credits

Foundations of Discourse	3
Diversity in the U.S.	3
Global Citizenship	3
Foreign Language	0-9
Fine Arts	3
Literature	6
Science	6
Mathematics	3
World History	6
Philosophy	9
Theology	9
Social Science	6

#### Core Fulfillment Policies

A single course may not fulfill more than one Core requirement, except for Diversity in the US and Global Citizenship courses, which may do "Double Duty" by satisfying another Core, major, minor, or certificate requirement.

Courses that meet both requirements of the Core Curriculum and a department's or program's requirement for the major, minor, or certificate may be regarded as fulfilling both requirements simultaneously, provided departmental and

program policies are preserved. For example, English majors may not use Core literature courses to satisfy the major.

Neither cross-listed courses, nor courses meeting both a Core Curriculum and a department's or program's requirement for the major, minor, or certificate are counted twice for degree credit.

## Economics Major Requirements

### Required Courses (18 credits)

ECON 1900 Principles of Economics	3
ECON 3010 Introduction to Econometrics	3
ECON 3120 Intermediate Macroeconomics	3
ECON 3140 Intermediate Microeconomics	3
OPM 2070 Introductory Business Statistics	3
MATH 1320 Survey of Calculus	3
OR	
MATH 1510 Calculus I	3

### Elective Courses (15 credits)

ECON 3790 Economies of Latin America	3
ECON 4080 Industrial Org and Public Policy	3
ECON 4120 Law and Economics	3
ECON 4160 History of Economic Analysis	3
ECON 4200 Money and Banking	3
ECON 4300 International Trade	3
ECON 4310 Exchange Rates & the Global Econ	3
ECON 4400 Labor Economics	3
ECON 4450 Economics of International Migration	3
ECON 4500 Sports Economics	3
ECON 4560 Economic Development	3
ECON 4600 Public Finance	3
ECON 4650 Public Choice and Political Economy	3
ECON 4700 Health Economics	3
ECON 4770 Advanced Econometrics	3
ECON 4930 Special Topics in Economics	3

**TOTAL CREDITS: 33**

## Continuation Standards

Economics students must maintain a minimum 2.0 GPA in all economics courses used to fulfill major requirements.

Students whose cumulative grade point average falls below 2.0 are required to apply for probationary status, which allows for no more than two consecutive semesters to improve scholastically and to demonstrate the ability to make progress toward a degree.

During the probationary period, advisors help students achieve academic success by closely monitoring their academic performance. Students on probation may NOT register for more than 15 credits of coursework as defined by the terms of the probation.

The conditions under which a student is dismissed from the school include: 1) inability to eliminate probationary status within the two semesters

subsequent to the assignment of probation OR 2) a total grade point deficit of more than 15 points. For more information, see section under University Academic Policies and Procedures.

## Graduation Requirements

### Graduation Requirements

To be certified for graduation, a student must complete all course requirements and meet all of the following conditions:

- + apply to graduate;
- + earn a minimum 2.00 cumulative GPA in all coursework;
- + earn a minimum 2.00 cumulative GPA in all economic coursework that fulfill the major requirements;
- + earn a minimum 2.00 cumulative GPA in all business coursework taken at Saint Louis University;
- + complete the Arts and Sciences core as specified in the business school curriculum;
- + complete 30 of the final 36 credits at the St. Louis campus or an approved Study Abroad program\*;
- + complete at least 50% of business coursework in residence at the St. Louis campus\*;
- + Complete major course requirements in residence at the St. Louis campus\*;
- + Students transferring from the Madrid campus must complete a minimum of 40 credits of coursework, including a minimum of 30 credits of business coursework in residence at the St. Louis campus.\*

\*Students may pursue the International Business or Economics majors at the St. Louis campus and/or at the Madrid campus. The residency requirement then applies to courses taken at either campus.

### Graduation Latin Honors

See section under University Academic Policies and Procedures.

## BACHELOR OF SCIENCE IN ECONOMICS

### Program Highlights

Government and business agencies constantly allocate resources, analyze economic trends and forecast financial changes. Through the School of Business's economics curriculum, students will learn to apply theory and problem-solving skills while balancing public policy with the choices faced by today's society.



## Curriculum Overview

the Richard A. Chaifetz School of Business, with its continuing mission to provide excellence in business education, has developed a program that is one of a kind in the region. Helping students develop strong ethical, technical and professional skills, the program provides in-depth knowledge and expertise in economics.

## Fieldwork and Research Opportunities

Saint Louis' urban location provides many internship opportunities, which allow students to gain career-related work experience while applying classroom learning to practice. Most are paid, and students may earn academic credit. Supervised by both a representative from the organization and a faculty mentor, students have interned with entities such as financial institutions and governmental agencies.

## Careers

The department has an excellent record of placing graduates in both graduate and professional programs, which lead to high-profile jobs. Graduates join a global network of nearly 20,000 alumni from the Richard A. Chaifetz School of Business.

## Admission Requirements

### Freshman

All applications are thoroughly and carefully reviewed. Solid academic performance in college preparatory course work is a primary criterion in reviewing a freshman applicant's file. College admission test scores (ACT or SAT) are used as an additional indicator of the student's ability to meet the University's academic requirements and to qualify the student for certain University scholarship programs. To be considered for admission to any Saint Louis University undergraduate program, the applicant must be approaching graduation from an accredited high school or have an acceptable score on the General Education Development (GED) test.

### Transfer

Applicants must be a graduate of an accredited high school or have an acceptable score on the GED. An official high school transcript and official test scores are required only of those students who have attempted fewer than 24 transferable semester credits (or 30 quarter credits) of college credit. Those having completed 24 credits or more of college credit need only submit a transcript from previously attended college(s). Transfer students

must have a cumulative 2.7 GPA to be admitted to the accounting program. In reviewing a transfer applicant's file, the office of admission holistically examines the student's academic performance in college-level coursework as an indicator of the student's ability to meet the academic rigors of Saint Louis University.

## Scholarships and Financial Aid

There are two principal ways to help finance a Saint Louis University education:

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- + Financial Aid: provided in the form of grants and loans, some of which require repayment.

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## Bachelor of Science Requirements

The academic requirements for a Bachelor of Science degree are as follows: (All courses are three credits unless otherwise indicated.)

### Business Common Body of Knowledge (CBK) Requirements: 45 credits

ACCT	2200	Financial Accounting	3
ACCT	2220	Accounting for Decision Making	3
BIZ	1000/1001	Business Foundations	1
BIZ	1002	Excel lab	0
BIZ	3000	Career Foundations	1
BIZ	4000	Business Capstone*	1
ECON	1900	Principles of Economics	3
ECON	3120	Intermediate Macroeconomics	3
ECON	3140	Intermediate Microeconomics	3
FIN	3010	Principles of Finance	3
IB	2000	Introduction to International Business	3
ITM	2000	Information Technology with Supply Chains	3
MGT	2000	Legal Environment of Business I	3
MGT	3000	Management Theory and Practice	3

MGT	4000	Strategic Management and Policy*	3
MKT	3000	Introduction to Marketing Management	3
OPM	2070	Introductory Business Statistics	3
OPM	3050	Introduction to Management Science and Operations Management	3

**Arts and Sciences Core Requirements: 48 credits**

ENGL	1900	Advanced Strategies of Rhetoric & Research**	3
ENGL	2250, 2350, 2450, 2550, 2650, 2750, 2850	or Foreign Language Literature	3
ENGL	4000	(strongly recommended) Eng. Literature, or Fine Arts (Art, Art History, Dance, Film Studies, Music, Theatre)***	3
CMM	1200	Public Speaking**	3
HIST	1110	or 1120 Origins of the Modern World	3
PSY	1010	General Psychology	3
Two additional courses from: African American Studies, American Studies, History, Political Science, Psychology, Sociology, or Women's and Gender Studies			6
MATH	1200	College Algebra****	3
MATH	1320	Survey of Calculus**	3
One Natural Science course (Biology, Chemistry, Earth & Atmospheric Sciences, Physics, or SOC 2600)			3
One additional Math****or Natural Science course			3
PHIL	1050	Introduction to Philosophy: Self and Reality	3
PHIL	2050	Ethics	3
THEO	1000	Theological Foundations	3
THEO	2xxx	Theology course	3

**Business Major: 15-21 credits\*\*\*\*\***

**Electives in Business or Other Areas: 6-12 credits\*\*\*\*\***

**Total Required for Degree: 120 credits**

Special Notations

\*All other Business CBK courses must be completed prior to taking BIZ 4000 and MGT 4000.

\*\*Must be completed by the end of the sophomore year in order to enroll in business courses junior year. MATH 1510 (Calculus 1) or higher-level calculus course may be substituted for MATH 1320.

\*\*\*Upper division foreign language may be substituted; however, students for whom English is a second language may not complete this requirement in their native language.

\*\*\*\*Students who place out of MATH 1200 (based on a Math Index score) must replace it with another approved math course.

\*\*\*\*\* MATH course must be approved.

\*\*\*\*\*In addition to completing lower and upper division coursework in all areas of business, each student typically selects a business major before or during the first semester of the junior year. Required credits vary between 15-21 credits and are determined by the appropriate department. To broaden their expertise, students may complete more than one major in business, or a major and a

minor in business. However, where courses overlap between two business majors, the course may be counted only once and credited to one functional area, i.e. Sports Marketing may be used in either the Marketing major or the Sports Business major but not both.

\*\*\*\*\*Electives may be selected from any area of study within the University, giving the student the opportunity to diversify his/her background.

**Economics Major Requirements**

Eighteen credits in addition to ECON 1900, ECON 3120, and ECON 3140, which are taken as business CBK requirements.

**Required Course (3 credits)**

ECON	3010	Introduction to Econometrics	3
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**Elective Courses (15 credits)**

ECON	3790	Economies of Latin America	3
ECON	4080	Industrial Organization and Public Policy	3
ECON	4120	Law and Economics	3
ECON	4160	History of Economic Analysis	3
ECON	4200	Money and Banking	3
ECON	4300	International Trade	3
ECON	4310	Exchange Rates and the Global Economy	3
ECON	4400	Labor Economics	3
ECON	4450	Economics of International Migration	3
ECON	4500	Sports Economics	3
ECON	4560	Economic Development	3
ECON	4600	Public Finance	3
ECON	4650	Public Choice and Political Economy	3
ECON	4700	Health Economics	3
ECON	4770	Advanced Econometrics	3
ECON	4930	Special Topics in Economics	3

**TOTAL CREDITS: 18**

**Continuation Standards**

Economics students must maintain a minimum 2.0 GPA in all economics courses used to fulfill major requirements.

Students whose cumulative grade point average falls below 2.0 are required to apply for probationary status, which allows for no more than two consecutive semesters to improve scholastically and to demonstrate the ability to make progress toward a degree.

During the probationary period, advisors help students achieve academic success by closely monitoring their academic performance. Students on probation may NOT register for more than 15 credits of coursework as defined by the terms of the probation.

The conditions under which a student is dismissed from the school include: 1) inability to eliminate probationary status within the two semesters subsequent to the assignment of probation OR 2) a

total grade point deficit of more than 15 points. For more information, see section under University Academic Policies and Procedures.

## Graduation Requirements

### Graduation Requirements

To be certified for graduation, a student must complete all course requirements and meet all of the following conditions:

- + apply to graduate;
- + earn a minimum 2.00 cumulative GPA in all coursework;
- + earn a minimum 2.00 cumulative GPA in all economic coursework that fulfill the major requirements;
- + earn a minimum 2.00 cumulative GPA in all business coursework taken at Saint Louis University;
- + complete the Arts and Sciences core as specified in the business school curriculum;
- + complete 30 of the final 36 credits at the St. Louis campus or an approved Study Abroad program\*;
- + complete at least 50% of business coursework in residence at the St. Louis campus\*;
- + Complete major course requirements in residence at the St. Louis campus\*;
- + Students transferring from the Madrid campus must complete a minimum of 40 credits of coursework, including a minimum of 30 credits of business coursework in residence at the St. Louis campus.\*

\*Students may pursue the International Business or Economics majors at the St. Louis campus and/or at the Madrid campus. The residency requirement then applies to courses taken at either campus.

### Graduation Latin Honors

See section under University Academic Policies and Procedures.

## MINOR IN ECONOMICS

### Program Requirements

#### Required Courses (15 credits)

ECON 1900 Principles of Economics	3
ECON 3010 Introduction to Econometrics	3
ECON 3120 Intermediate Macroeconomics	3
ECON 3140 Intermediate Microeconomics	3
OPM 2070 Introductory Business Statistics	3

#### Elective Courses (9 credits)

ECON 3790 Economies of Latin America	3
ECON 4080 Industrial Organization and Public Policy	3

ECON 4120 Law and Economics	3
ECON 4160 History of Economic Analysis	3
ECON 4200 Money and Banking	3
ECON 4300 International Trade	3
ECON 4310 Exchange Rates and the Global Economy	3
ECON 4400 Labor Economics	3
ECON 4450 Economics of International Migration	3
ECON 4500 Sports Economics	3
ECON 4560 Economic Development	3
ECON 4600 Public Finance	3
ECON 4650 Public Choice and Political Economy	3
ECON 4700 Health Economics	3
ECON 4770 Advanced Econometrics	3
ECON 4930 Special Topics in Economics	3

**TOTAL CREDITS: 24**

### Continuation Standards

Students must maintain a minimum 2.0 GPA in all economics courses used to fulfill minor requirements.

If the minor GPA falls below a 2.0, students will have one semester to increase minor GPA to a 2.0 or students will not be allowed to enroll in 3000 and 4000 level economics courses.

## MASTER OF BUSINESS ADMINISTRATION

### Overview

Students have the option to concentrate the electives of their coursework in the areas of emphasis of Economics.

### Economics Concentration

Any nine credits of graduate economics coursework (ECON 5010 is not eligible)

## MASTER OF SCIENCE IN APPLIED FINANCIAL ECONOMICS

### Program Highlights

The Master of Science in applied financial economics (M.S.-A.F.E.) is a one-of-a-kind program in the region that responds to the market need for individuals to enter the labor market with a set of applied technical skills.

The M.S.-A.F.E. program consists of 30 credits that can be completed full-time in one calendar year. No work experience is required, which means that students can transition into the program upon achieving their undergraduate degree. The program can be pursued on a part-time basis for up to five years, which makes it ideal for working professionals.

This quantitatively-based, applied graduate

program in financial economics focuses on the analysis and forecasting of financial variables, such as interest rates and stock returns, and their effects on financial markets.

### Curriculum Overview

The Master of Science in Applied Financial Economics (M.S.AFE) is a quantitatively-based, applied program in financial economics that will focus on analysis and forecasting of financial variables such as interest rates, stock returns and their effects on financial markets. It is a one-of-a-kind program in the region that responds to the market need for individuals to enter the labor market with a set of applied technical skills. The M.S.-AFE program consists of 30-39 credits that can be completed full-time in as little as one calendar year (September - August). The program consists of nine credits of foundation coursework in economics, accounting, and applied business statistics, part or all of which may be waived for students demonstrating competency through previously completed coursework. Students needing foundation courses have the ability to complete the program full-time in four semesters. No work experience is required, which means that students can transition into the program upon achieving their undergraduate degree. In addition, the program can be pursued on a part-time basis for up to five years, which makes it suitable for working professionals.

The M.S.-A.F.E. program helps students develop strong ethical, technical and professional skills, and provides in-depth expertise in economics and finance. Students begin with foundational courses in accounting, economics and applied business statistics. Advanced courses cover econometrics, finance theory and advanced macro theory with electives available in monetary theory, international economics, equity securities and markets, fixed income securities, and derivative securities and markets.

### Fieldwork and Research Opportunities

Saint Louis' central location within the greater St. Louis metropolitan area provides a distinct competitive business advantage and allows us to enhance internship.

Graduate students have access to the Valerie A. Davisson Career Resources Center, conveniently located within the School of Business, which serves as the catalyst for creating meaningful connections and developing outstanding internships and employment opportunities and providing other

valuable career management services.

### Careers

According to the U.S. Bureau of Labor Statistics, the outlook is bright for individuals with graduate degrees who have skills in quantitative analysis and the ability to apply quantitative analysis to economic modeling and forecasting.

Graduates of the applied financial economics program will be qualified for a range of analysis-related jobs. Possible positions include:

- + Research analyst/associate/assistant
- + Policy analyst
- + Data analyst
- + Staff economist
- + Strategy analyst
- + Business economist
- + Securities analyst
- + Market forecaster
- + Instructor (e.g. university non-tenure track)
- + Doctoral student

### Admission Requirements

Applicants are reviewed for past undergraduate work, internship experience, and GMAT or GRE scores. While there is no minimum GMAT score required, the average GMAT score is 590. Average GRE scores are 150-153 on each section, quantitative and verbal. Successful applicants demonstrate a 3.0 grade point average in past academic programs.

### Application Requirements

- + Application form
- + Transcript(s)
- + Two letters of recommendation
- + Official GMAT or GRE score
- + Résumé
- + Personal goal statement of less than 500 words

### Requirements for International Students

- + A completed Declaration of Financial Support packet with all accompanying documents
- + TOEFL or PTE Academic score
- + Check the English Proficiency Policy page for specific TOEFL and PTE score requirements. Students may also visit the international prospects, applicants and students page for more information about international application requirements
- + INTO SLU offers the Pathway Program for international students who are interested in this course but do not meet the direct entry requirements. Visit [intostudy.com/slu/programs](http://intostudy.com/slu/programs)

for more information.

### Application Deadlines

Classes begin in the fall, and applications are accepted on a rolling basis. The preferred deadline is Aug. 1 — and July 15 for international students.

### Review Process

Applications are reviewed on a rolling basis once all application materials are received. Application files are reviewed holistically (undergraduate work, internship experience, test scores and personal goal statement). The average time for admissions decisions is two weeks.

### Scholarships and Financial Aid

A significant share of students in the master's program in applied financial economics are awarded merit-based scholarships. For consideration, please submit an application as early as possible.

For more information, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

### Accreditation

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

### Program Requirements

#### Foundation Courses (9 credits)

ACCT	5010	Accounting for Managers	3
ECON	5010	Economics for Managers	3
OPM	5020	Applied Business Statistics	3

#### Required Courses (18 credits)

ECON	6000	Microeconomic Theory	3
ECON	6050	Econometrics I	3
ECON	6060	Econometrics II	3
ECON	6520	Forecasting Macroeconomic and Financial Variables	3
ECON	6850	Applied Financial Economics Capstone	3
FIN	6150	Finance Theory and Applications	3

#### Elective Courses (12 credits)

ECON	6200	Monetary Theory	3
ECON	6310	International Economics	3
ECON	6550	Applied Optimization Methods for Financial Economics	3
FIN	6160	Equity Securities and Markets	3
FIN	6210	Fixed Income Securities and Markets	3
FIN	6380	Derivative Securities and Markets	3

### Continuation Standards

Students must maintain a cumulative GPA of 3.00 in all required graduate/professional courses.

## FINANCE

[www.slu.edu/business/departments/finance.php](http://www.slu.edu/business/departments/finance.php)

## LEADERSHIP

Brian L. Betker, Ph.D.

*Chair*

## OVERVIEW

Finance involves the study of financial markets and institutions, the valuation of financial assets, and the use of those assets to accumulate wealth and/or mitigate risk. Virtually every business activity requires the deployment of financial capital; thus, the field of finance is relevant across the spectrum of economic activity. Students obtaining a major in finance have opportunities in investment and risk management, capital acquisition and consulting.

The Department of Finance is a CFA University Affiliated Program. This initiative is a relationship between the CFA (Chartered Financial Analyst) Institute and select colleges and universities around the world (only 86 U.S. schools are CFA University Affiliated Programs) that have embedded a significant percentage (70%) of the CFA Program Candidate Body of Knowledge into their degree programs. In addition, these institutions have committed to covering CFA Institute ethical and professional standards in these degree programs. Recognition as a CFA University Affiliate provides a signal to potential students, current students, and the marketplace that the university curriculum is closely tied to professional practice and is well suited to preparing students to sit for the CFA exams.

## Faculty

Michael Alderson, Ph.D.

Naresh Bansal, Ph.D.

Brian Betker, Ph.D.

Bidisha Chakrabarty, Ph.D.

Thomas Doellman, Ph.D.

Alireza Nasseh, Ph.D.

Olgun Sahin, Ph.D.

Neil E. Seitz, Ph.D., emeritus

## BACHELOR OF SCIENCE IN FINANCE

### Program Highlights

The field of finance encompasses three closely related perspectives:

- + How businesses raise and invest capital.

- + How individuals allocate their savings among different investment alternatives.
- + How markets function to equate the demand for capital by firms and the supply of capital by investors.

The finance program offered by the Richard A. Chaifetz School of Business prepares students for successful careers in finance in the ever-increasing global economy. In addition to gaining professional finance knowledge, students will develop strong analytical, communication, problem-solving, decision-making and spreadsheet skills for success in today's environment. Through the management of \$1,000,000 in University endowment funds, senior-level students have the opportunity to gain hands-on experience in evaluating common stocks as investments and in the fiduciary management of investment assets.

Within the finance major, students may elect to pursue the financial analysis concentration, which helps prepare students to pass the CFA exam.

Students may choose to pursue a minor in finance in addition to their chosen major.

### Curriculum Overview

Entrepreneurship is the engine of local, national, and global economies and the program is designed to give students all the tools they need to be successful. Students interested in entrepreneurship learn and practice all aspects of the entrepreneurial process from developing an idea to pitching a business plan. Students also have the option to learn about and pursue social entrepreneurial ventures. Entrepreneurship courses integrate the classroom with the real world through a dynamic mix of leading-edge technology, involvement with successful entrepreneurs, and hands-on development of the key skills of creativity, market focus, and business planning that are essential to successful ventures.

The academics of the program draw on world-class resources, including the School of Business's Center for Entrepreneurship, an acknowledged national leader in entrepreneurship education.

In addition, students have the opportunity to participate in local and national competitions that not only hone their entrepreneurial skills but can also lead to external support for their business plans.

### Fieldwork and Research Opportunities

Saint Louis' urban location provides many

internship opportunities, which allow students to gain career-related work experience while applying classroom experiences to practice. Most are paid, and students may earn academic credit. Supervised by both a representative from the organization and a faculty mentor, students have interned with banks, securities firms and non-financial corporations.

## Careers

The department supports the Wall Street Club, which provides students with the opportunity to learn about the different career paths in finance as well as the opportunity to network with finance professionals from the area.

### Possible career paths include:

- + Public finance
- + Commercial loan officer
- + Corporate finance officer
- + Financial analyst
- + Financial planner
- + Real estate lender
- + Securities broker

Graduates have been extremely successful on the Series 7 exam and on other professional exams that are necessary for certain career paths in finance. Graduates join a global network of nearly 20,000 alumni from the Richard A. Chaifetz School of Business.

## Admission Requirements

### Freshman

All applications are thoroughly and carefully reviewed. Solid academic performance in college preparatory course work is a primary criterion in reviewing a freshman applicant's file. College admission test scores (ACT or SAT) are used as an additional indicator of the student's ability to meet the University's academic requirements and to qualify the student for certain University scholarship programs. To be considered for admission to any Saint Louis University undergraduate program, the applicant must be approaching graduation from an accredited high school or have an acceptable score on the General Education Development (GED) test.

### Transfer

Applicants must be a graduate of an accredited high school or have an acceptable score on the GED. An official high school transcript and official test scores are required only of those students who have attempted fewer than 24 transferable

semester credits (or 30 quarter credits) of college credit. Those having completed 24 credits or more of college credit need only submit a transcript from previously attended college(s). Transfer students must have a cumulative 2.7 GPA to be admitted to the accounting program. In reviewing a transfer applicant's file, the office of admission holistically examines the student's academic performance in college-level coursework as an indicator of the student's ability to meet the academic rigors of Saint Louis University.

## Scholarships and Financial Aid

There are two principal ways to help finance a Saint Louis University education:

- + Scholarships: awarded based on academic achievement, service, leadership and financial need.
- + Financial Aid: provided in the form of grants and loans, some of which require repayment.

For priority consideration for merit-based scholarships, applicants should apply for admission by Dec. 1 and complete a Free Application for Federal Student Aid (FAFSA) by March 1.

For information on other scholarships and financial aid, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

## Accreditation

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

## Bachelor of Science Requirements

The academic requirements for a Bachelor of Science degree are as follows: (All courses are three credits unless otherwise indicated.)

### Business Common Body of Knowledge (CBK) Requirements: 45 credits

ACCT	2200	Financial Accounting	3
ACCT	2220	Accounting for Decision Making	3
BIZ	1000/1001	Business Foundations	1
BIZ	1002	Excel lab	0
BIZ	3000	Career Foundations	1
BIZ	4000	Business Capstone*	1
ECON	1900	Principles of Economics	3
ECON	3120	Intermediate Macroeconomics	3
ECON	3140	Intermediate Microeconomics	3

FIN	3010	Principles of Finance	3
IB	2000	Introduction to International Business	3
ITM	2000	Information Technology with Supply Chains	3
MGT	2000	Legal Environment of Business I	3
MGT	3000	Management Theory and Practice	3
MGT	4000	Strategic Management and Policy*	3
MKT	3000	Introduction to Marketing Management	3
OPM	2070	Introductory Business Statistics	3
OPM	3050	Introduction to Management Science and Operations Management	3

**Arts and Sciences Core Requirements: 48 credits**

ENGL	1900	Advanced Strategies of Rhetoric & Research**	3	
ENGL	2250, 2350, 2450, 2550, 2650, 2750, 2850	or Foreign Language Literature	3	
ENGL	4000	(strongly recommended) Eng. Literature, or Fine Arts (Art, Art History, Dance, Film Studies, Music, Theatre)***	3	
CMM	1200	Public Speaking**	3	
HIST	1110	or 1120	Origins of the Modern World	3
PSY	1010	General Psychology	3	
Two additional courses from: African American Studies, American Studies, History, Political Science, Psychology, Sociology, or Women's and Gender Studies			6	
MATH	1200	College Algebra****	3	
MATH	1320	Survey of Calculus**	3	
One Natural Science course (Biology, Chemistry, Earth & Atmospheric Sciences, Physics, or SOC 2600)			3	
One additional Math****or Natural Science course			3	
PHIL	1050	Introduction to Philosophy: Self and Reality	3	
PHIL	2050	Ethics	3	
THEO	1000	Theological Foundations	3	
THEO	2xxx	Theology course	3	

**Business Major: 15-21 credits\*\*\*\*\***

**Electives in Business or Other Areas: 6-12 credits\*\*\*\*\***

**Total Required for Degree: 120 credits**

Special Notations

\*All other Business CBK courses must be completed prior to taking BIZ 4000 and MGT 4000.

\*\*Must be completed by the end of the sophomore year in order to enroll in business courses junior year. MATH 1510 (Calculus 1) or higher-level calculus course may be substituted for MATH 1320.

\*\*\*Upper division foreign language may be substituted; however, students for whom English is a second language may not complete this requirement in their native language.

\*\*\*\*Students who place out of MATH 1200 (based on a Math Index score) must replace it with another approved math course.

\*\*\*\*\* MATH course must be approved.

\*\*\*\*\*In addition to completing lower and upper division coursework in all areas of business, each student typically selects a business major before or during the first semester of the junior year.

Required credits vary between 15-21 credits and are determined by the appropriate department. To broaden their expertise, students may complete more than one major in business, or a major and a minor in business. However, where courses overlap between two business majors, the course may be counted only once and credited to one functional area, i.e. Sports Marketing may be used in either the Marketing major or the Sports Business major but not both.

\*\*\*\*\*Electives may be selected from any area of study within the University, giving the student the opportunity to diversify his/her background.

**Finance Major Requirements**

Eighteen (18) credits in addition to FIN 3010, which is taken as a business CBK requirement. A grade of at least a "B-" in FIN 3010 is a prerequisite for all other finance courses.

**Required Courses (12 credits)**

FIN	3330	Fixed Income Securities and Markets	3
FIN	3630	Equity Securities and Markets	3
FIN	4230	Financial Management	3
FIN	4650	Derivative Securities and Markets	3

**Elective Courses (6 credits)**

FIN	3140	Insurance	3
FIN	3160	Real Estate	3
FIN	4250	International Financial Management	3
FIN	4440	Financial Planning	3
FIN	4630	Applied Portfolio Management*	3
FIN	4910	Finance Internship	3

\*course enrollment is by application only

**TOTAL CREDITS: 18**

**Financial Analysis Track**

Twenty-four (24) credits in addition to FIN 3010, which is taken as a business CBK requirement. A grade of at least a "B-" in FIN 3010 is a prerequisite for all other finance courses.

**Required Courses (21 credits)**

FIN	3330	Fixed Income Securities and Markets	3
FIN	3630	Equity Securities and Markets	3
FIN	4230	Financial Management	3
FIN	4630	Applied Portfolio Management*	3
FIN	4650	Derivative Securities and Markets	3
ACCT	3110	Financial Reporting I**	3
ACCT	4110	Financial Reporting II**	3

\*course enrollment is by application only

\*\*A course may not be used to fulfill requirements in two areas, i.e. ACCT 3110 may be used in the financial analysis track or the Accounting major, but not both. In addition to course prerequisites, a minimum 2.7 cumulative GPA is a prerequisite for 3000 and 4000 level accounting courses.

**Elective Course (3 credits)**

FIN	3160	Real Estate	3
FIN	4250	International Financial Management	3
FIN	4911	Financial Analysis Internship	3



## Continuation Standards

Students whose cumulative grade point average falls below 2.0 are required to apply for probationary status, which allows for no more than two consecutive semesters to improve scholastically and to demonstrate the ability to make progress toward a degree.

During the probationary period, advisors help students achieve academic success by closely monitoring their academic performance. Students on probation may NOT register for more than 15 credits of coursework as defined by the terms of the probation.

The conditions under which a student is dismissed from the school include: 1) inability to eliminate probationary status within the two semesters subsequent to the assignment of probation OR 2) a total grade point deficit of more than 15 points. For more information, see section under University Academic Policies and Procedures.

## Graduation Requirements

### Graduation Requirements

To be certified for graduation, a student must complete all course requirements and meet all of the following conditions:

- + apply to graduate;
- + earn a minimum 2.0 cumulative GPA in all coursework;
- + earn a minimum 2.0 cumulative GPA in all business coursework taken at Saint Louis University;
- + complete the Arts and Sciences core as specified in the business school curriculum;
- + complete 30 of the final 36 credits at the St. Louis campus or an approved Study Abroad program;
- + complete at least 50% of business coursework in residence at the St. Louis campus;
- + complete major course requirements in residence at the St. Louis campus;
- + Students transferring from the Madrid campus must complete a minimum of 40 credits of coursework, including a minimum of 30 credits of business coursework in residence at the St. Louis campus.

### Graduation Latin Honors

See section under University Academic Policies and Procedures.

## MINOR IN FINANCE

## Program Requirements

### Required Courses (27 credits)

ECON 1900	Principles of Economics	3
OPM 2070	Introductory Business Statistics	3
ACCT 2200	Financial Accounting	3
ACCT 2220	Accounting for Decision Making	3
FIN 3010	Principles of Finance*	3
FIN 3330	Fixed Income Securities and Markets	3
FIN 3630	Equity Securities and Markets	3
FIN 4230	Financial Management	3
FIN 4650	Derivative Securities and Markets	3

\* A grade of at least a "B-" in FIN 3010 is a prerequisite for all other finance courses.

**TOTAL CREDITS: 27**

### Continuation Standards

Students must earn a grade of "C" or higher in all courses used to fulfill the minor.

## MASTER OF BUSINESS ADMINISTRATION

### Overview

Students have the option to concentrate the electives of their coursework in the areas of emphasis of Finance.

### Finance Concentration

Students must take FIN 6150 as required breadth course (in lieu of FIN 6000)

### Required Courses (6 credits).

FIN 6160	Equity Securities and Markets	3
FIN 6210	Fixed Income Securities and Markets	3

### Elective Course (3 credits)

One graduate finance course (FIN 6090 and FIN 6100 are not eligible)

## POST-BACCALAUREATE CERTIFICATE IN FINANCE

### Curriculum Overview

The Post-Baccalaureate Certificate in Finance requirements consist of 12 credits of advanced graduate courses in finance.

### Admission Requirements

- + Application
- + Current resume
- + Two references
- + Official transcripts from all previously attended colleges and universities
- + Personal statement (This statement should include a personal and professional goals, a reasons for pursuing the graduate degree and

any additional insights into character or academic/employment history that will be helpful to the admissions committee. Limit to 500 words or less.)

### **Scholarships and Financial Aid**

For more information, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

### **Accreditation**

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

### **Program Requirements**

#### **Required Courses (9 credits)**

FIN	6150	Finance Theory and Applications	3
FIN	6160	Equity Securities and Markets	3
FIN	6210	Fixed Income Securities and Markets	3

#### **Elective Course (3 credits)**

FIN	6200	Securities Analysis	3
FIN	6350	Advanced Corporate Finance	3
FIN	6360	Private Equity and Venture Capital	3
FIN	6380	Derivative Securities and Markets	3

### **Continuation Standards**

Students must maintain a cumulative GPA of 3.00 in all required graduate/professional courses.

## INTERNATIONAL BUSINESS

[www.slu.edu/business/departments/international-business.php](http://www.slu.edu/business/departments/international-business.php)

### LEADERSHIP

Hadi Alhorr, Ph.D.

*Chair*

### OVERVIEW

With the U.S. economy more global than ever, the importance of studying international business is at a peak. The Richard A. Chaifetz School of Business offers a comprehensive international business program with degree programs at the bachelor, master and doctoral levels.

The courses, taught by highly qualified degreed faculty and select successful global executives, integrate key principles of business practice with the impact created by different cultures, languages, political structures and economies.

International business students are supported with advising, an international business student club, scholarships for outstanding students, and assistance with mentors and internships via the alumni network and local-global professionals.

The department also manages a number of study abroad opportunities for business students. This immersion is essential for a well-rounded global education.

### Faculty

Hadi Alhorr, Ph.D.

Mamoun Benmamoun, Ph.D.

Seung Kim, Ph.D., *emertius*

Jase R. Ramsey, Ph.D.

Nitish Singh, Ph.D.

Hongxin (John) Zhao, Ph.D.

## BACHELOR OF SCIENCE IN INTERNATIONAL BUSINESS

### Program Highlights

Students in the international business program, offered through the Boeing Institute of International Business in the Richard A. Chaifetz School of Business, gain global business understanding and experience through courses, student activities, faculty mentors, special events and internships.

Students are also strongly encouraged to study abroad and gain firsthand experience through

immersion. Options range from a large selection of full-semester destinations to short-stay experiences of seven to 10 days.

Before engaging an overseas business associate, students must first understand how their language, communication style, social infrastructure, work attitudes, economy, politics, pace of life, geography and government policies impact their business practice. Students will also learn about exporting, importing, foreign direct investment, foreign licensing, international services and global transactions of products or services.

Since careers will be impacted in some way by international influences, it is critical that students understand business relationships with partners from around the world — whether during business conducted inside the U.S. or overseas. The School of Business prepares students to meet this challenge.

Students may choose to pursue the international business minor in addition to their chosen major.

### Curriculum Overview

The International Business major is designed to provide students with a holistic approach to understanding the interconnections of globalization and its implications on the company's performance. Students of international business learn about the impact and implementation of international business practices in the modern marketplace and examine various strategic options that managers consider in assessing international market potentials. Students learn the importance of analyzing the national differences in the political, economic, cultural and legal systems. The international business major prepares students to think in a multi-disciplinary fashion when analyzing and assessing the factors that can change the firm's global presence into global excellence. Students are introduced to the necessary tools to make decisions on foreign market selections, entry mode strategies, international products customization and global multi-point competitive strategies.

### Fieldwork and Research Opportunities

Benefits of the international business program also include internship opportunities. Internships are critical to gaining experience in day-to-day global tasks and operations. International business internships may be completed for credit (up to three academic credits can be approved) or without credit. They may be paid or unpaid. Internships are approached with a team model,

joining the School of Business Career Resources Center with a faculty advisor and site supervisor to ensure a meaningful experience. Sample internship sites in St. Louis include Boeing, World Trade Center St. Louis and Anheuser-Busch InBev. Internships outside St. Louis and overseas have also been approved. Many internships have led to job offers for full-time employment after graduation.

## Careers

The International Business department supports the International Business Club, which provides students with the opportunity to learn about the different career paths in international business as well as the opportunity to network with professionals from the area.

## Admission Requirements

### Freshman

All applications are thoroughly and carefully reviewed. Solid academic performance in college preparatory course work is a primary criterion in reviewing a freshman applicant's file. College admission test scores (ACT or SAT) are used as an additional indicator of the student's ability to meet the University's academic requirements and to qualify the student for certain University scholarship programs. To be considered for admission to any Saint Louis University undergraduate program, the applicant must be approaching graduation from an accredited high school or have an acceptable score on the General Education Development (GED) test.

### Transfer

Applicants must be a graduate of an accredited high school or have an acceptable score on the GED. An official high school transcript and official test scores are required only of those students who have attempted fewer than 24 transferable semester credits (or 30 quarter credits) of college credit. Those having completed 24 credits or more of college credit need only submit a transcript from previously attended college(s). Transfer students must have a cumulative 2.7 GPA to be admitted to the accounting program. In reviewing a transfer applicant's file, the office of admission holistically examines the student's academic performance in college-level coursework as an indicator of the student's ability to meet the academic rigors of Saint Louis University.

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Louis University education:

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The academic requirements for a Bachelor of Science degree are as follows: (All courses are three credits unless otherwise indicated.)

### Business Common Body of Knowledge (CBK) Requirements: 45 credits

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BIZ	1002	Excel lab	0
BIZ	3000	Career Foundations	1
BIZ	4000	Business Capstone*	1
ECON	1900	Principles of Economics	3
ECON	3120	Intermediate Macroeconomics	3
ECON	3140	Intermediate Microeconomics	3
FIN	3010	Principles of Finance	3
IB	2000	Introduction to International Business	3
ITM	2000	Information Technology with Supply Chains	3
MGT	2000	Legal Environment of Business I	3
MGT	3000	Management Theory and Practice	3
MGT	4000	Strategic Management and Policy*	3
MKT	3000	Introduction to Marketing Management	3
OPM	2070	Introductory Business Statistics	3
OPM	3050	Introduction to Management Science and Operations Management	3

### Arts and Sciences Core Requirements: 48 credits

ENGL	1900	Advanced Strategies of Rhetoric & Research**	3
ENGL	2250, 2350, 2450, 2550, 2650, 2750, 2850	or Foreign Language Literature	3
ENGL	4000	(strongly recommended) Eng. Literature, or	

	Fine Arts (Art, Art History, Dance, Film Studies, Music, Theatre)***	3
CMM 1200	Public Speaking**	3
HIST 1110	or 1120 Origins of the Modern World	3
PSY 1010	General Psychology	3
	Two additional courses from: African American Studies, American Studies, History, Political Science, Psychology, Sociology, or Women's and Gender Studies	6
MATH 1200	College Algebra****	3
MATH 1320	Survey of Calculus**	3
	One Natural Science course (Biology, Chemistry, Earth & Atmospheric Sciences, Physics, or SOC 2600)	3
	One additional Math*****or Natural Science course	3
PHIL 1050	Introduction to Philosophy: Self and Reality	3
PHIL 2050	Ethics	3
THEO 1000	Theological Foundations	3
THEO 2xxx	Theology course	3

**Business Major: 15-21 credits\*\*\*\*\***

**Electives in Business or Other Areas: 6-12 credits\*\*\*\*\***

**Total Required for Degree: 120 credits**

Special Notations

\*All other Business CBK courses must be completed prior to taking BIZ 4000 and MGT 4000.

\*\*Must be completed by the end of the sophomore year in order to enroll in business courses junior year. MATH 1510 (Calculus 1) or higher-level calculus course may be substituted for MATH 1320.

\*\*\*Upper division foreign language may be substituted; however, students for whom English is a second language may not complete this requirement in their native language.

\*\*\*\*Students who place out of MATH 1200 (based on a Math Index score) must replace it with another approved math course.

\*\*\*\*\* MATH course must be approved.

\*\*\*\*\*In addition to completing lower and upper division coursework in all areas of business, each student typically selects a business major before or during the first semester of the junior year. Required credits vary between 15-21 credits and are determined by the appropriate department. To broaden their expertise, students may complete more than one major in business, or a major and a minor in business. However, where courses overlap between two business majors, the course may be counted only once and credited to one functional area, i.e. Sports Marketing may be used in either the Marketing major or the Sports Business major but not both.

\*\*\*\*\*Electives may be selected from any area of study within the University, giving the student the opportunity to diversify his/her background.

**International Business Major**

Fifteen (15) credits of international business courses in addition to IB 2000, which is taken as a Business CBK requirement, and twelve foreign language credits\*.

\*Students may test out of up to six credits of foreign language.

**Required Courses (6 credits)**

IB 3100	Geopolitics of World Business	3
IB 3160	Cultural Differences in International Business	3

**Elective Courses (9 credits)**

IB 3020	Latin American Business	3
IB 3040	Asian Business	3
IB 3140	International e-Business	3
IB 3150	Middle Eastern Business	3
IB 4120	International Business Strategies	3
IB 4900	Global Immersion in International Business**	3
IB 4910	International Business Internship	3
IB 4930	Special Topics in International Business	3

\*\*Various immersion locations; only one may be used to satisfy IB major requirements.

**TOTAL CREDITS: 15**

**Continuation Standards**

Students whose cumulative grade point average falls below 2.0 are required to apply for probationary status, which allows for no more than two consecutive semesters to improve scholastically and to demonstrate the ability to make progress toward a degree.

During the probationary period, advisors help students achieve academic success by closely monitoring their academic performance. Students on probation may NOT register for more than 15 credits of coursework as defined by the terms of the probation.

The conditions under which a student is dismissed from the school include: 1) inability to eliminate probationary status within the two semesters subsequent to the assignment of probation OR 2) a total grade point deficit of more than 15 points. For more information, see section under University Academic Policies and Procedures.

**Graduation Requirements**

**Graduation Requirements**

To be certified for graduation, a student must complete all course requirements and meet all of the following conditions:

- + apply to graduate;
- + earn a minimum 2.0 cumulative GPA in all coursework;
- + earn a minimum 2.0 cumulative GPA in all

- business coursework taken at Saint Louis University;
- + complete the Arts and Sciences core as specified in the business school curriculum;
  - + complete 30 of the final 36 credits at the St. Louis campus or an approved Study Abroad program;
  - + complete at least 50% of business coursework in residence at the St. Louis campus;
  - + complete major course requirements in residence at the St. Louis campus;
  - + Students transferring from the Madrid campus must complete a minimum of 40 credits of coursework, including a minimum of 30 credits of business coursework in residence at the St. Louis campus.

#### Graduation Latin Honors

See section under University Academic Policies and Procedures.

## MINOR IN GLOBALIZATION AND TECHNOLOGY

### Program Requirements

#### Required Courses (15 credits)

ECON	1900 Principles of Economics	3
IB	2000 Introduction to International Business	3
ITM	2000 Information Technology with Supply Chains	3
ITM	3800 Project Management	3
IB	3140 International e-Business	3

#### IB Elective Courses (3 credits)

IB	3100 Geopolitics of World Business
IB	4120 International Business Strategies
Or other IB course approved by International Business Department Chair	

#### ITM Elective Courses (3 credits)

ITM	3450 Web Site Design and Development
Or other ITM course approved by OITM Department Chair	

**TOTAL CREDITS: 21**

### Continuation Standards

Students must earn a grade of "C" or higher in all courses used to fulfill the minor.

## MINOR IN INTERNATIONAL BUSINESS

### Program Requirements

#### Required Courses (12 credits)

ECON	1900 Principles of Economics	3
IB	2000 Introduction to International Business	3
IB	3100 Geopolitics of World Business	3
IB	3160 Cultural Differences in International Business	3

#### Elective Courses (6 credits)

IB	3020 Latin American Business	3
IB	3040 Asian Business	3
IB	3140 International e-Business	3
IB	3150 Middle Eastern Business	3
IB	4120 International Business Strategies	3
IB	4900 Global Immersion in International Business*	3

\*Various immersion locations; only one may be used to satisfy minor area requirements.

**TOTAL CREDITS: 18**

### Continuation Standards

Students must earn a grade of "C" or higher in all courses used to fulfill the minor.

## MASTER OF BUSINESS ADMINISTRATION

### Overview

Students have the option to concentrate the electives of their coursework in the areas of emphasis of International Business.

### International Business Concentration

Any nine credits of graduate international business focused courses (IB 6000 is not eligible)

## MASTER OF INTERNATIONAL BUSINESS

### Program Highlights

Established in 1990, the Master of International Business program, executive format, delivers an international focus for today's dynamic global business leaders.

### Curriculum Overview

The 21-month, 36-credit Executive Master of International Business degree (EMIB) combines business curriculum with international business issues and culture. It provides experienced business professionals with the skills needed to navigate the complex global business environment. Students move through the program as a cohort group fostering collaboration and networking, while a two-week study abroad trip to Asia or Latin America provides an immersive cultural and global business experience.

### Fieldwork and Research Opportunities

- + Two-week summer global immersion course required
- + Extensive networking opportunities
- + Emphasis on global strategic planning and regional expertise

Saint Louis' central location within the greater St. Louis metropolitan area provides a distinct competitive business advantage and allows us to enhance internship.

Graduate students have access to the Valerie A. Davisson Career Resources Center, conveniently located within the School of Business, which serves as the catalyst for creating meaningful connections and developing outstanding internships and employment opportunities and providing other valuable career management services.

## Careers

Salaries and bonus packages of recent graduates increased by 17.2 percent from program start to program end, according to 3,212 students from 102 programs who participated in the Executive MBA Council's 2012 Student Exit Benchmarking Survey. In addition, 37 percent of students reported receiving promotions during their time in the program. The majority of students receive promotions and new positions after graduating.

## Admission Requirements

Applicants are reviewed for past undergraduate work, internship experience, and GMAT or GRE scores. While there is no minimum GMAT score required, the average GMAT score is 590. Average GRE scores are 150-153 on each section, quantitative and verbal. Successful applicants demonstrate a 3.0 grade point average in past academic programs.

### Application Requirements

- + Application form
- + Transcript(s)
- + Two letters of recommendation
- + Official GMAT or GRE score
- + Résumé
- + Personal goal statement of fewer than 500 words

### Requirements for International Students

Applicants who are not U.S. citizens or permanent residents will also need to submit:

- + Addendum form outlining certification of financial support for one year of study (if a student visa is required) submitted with necessary documentation.
- + For non-native speakers of English, an official TOEFL or IELTS score report is also required and must be sent directly from ETS or the British Council (The school code is 6629 for ETS). TOEFL and IELTS scores should be no more than

two years old. This program requires a TOEFL score of 88 and an IELTS broadband of at least a 6.5.

- + The Pearson Test of English scores can be accepted as well.
- + A GPA on a 4.0 scale is required and should be reflected on official transcripts or documentation. All international transcripts must be calculated by the World Education Services (WES) or the Educational Credential Evaluators (ECE) and include a course-by-course evaluation, including GPA and course levels.
- + The graduate business programs office prefers WES but will accept ECE.
- + INTO SLU offers the Pathway Program for international students who are interested in this course but do not meet the direct entry requirements. Visit [intostudy.com/slu/programs](http://intostudy.com/slu/programs) for more information.

### Application Deadline

Students are admitted in fall and spring. Applications are considered on a rolling basis with a preferred deadline of Dec. 15 for spring and July 15 for fall.

### Review Process

Applications are reviewed on a rolling basis once all application materials are received. Application files are reviewed holistically (undergraduate work, internship experience, test scores and personal goal statement). The average time for admissions decisions is two weeks.

## Scholarships and Financial Aid

For more information, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

## Accreditation

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

## Program Requirements

IB	5010	Managerial Economics and Data Analysis	2
IB	5110	Financial Management Skills	2
IB	5050	Financial and Managerial Accounting Methods	2
IB	5140	International Business Environment	2
IB	5150	Management Skills	2
IB	5210	Marketing Skills	2

IB	5310 International Business Strategies	2
IB	5350 International Marketing Strategies	2
IB	5410 International Financial Strategies	2
IB	5430 International Negotiations	2
IB	5450 International Accounting	2
IB	5510 Asia Pacific Business Strategy	2
IB	5550 European Business Strategy	2
IB	5610 Latin America Business Strategy	2
IB	5620 International Marketing Research and Analysis	2
IB	5680 Managing Cultural Differences	2
IB	5900 International Study Abroad	2
IB	5990 Final Thesis/Capstone project	2

**TOTAL CREDITS: 36****Continuation Standards**

Students must maintain a cumulative GPA of 3.00 in all required graduate/professional courses.

## DOCTOR OF PHILOSOPHY IN INTERNATIONAL BUSINESS AND MARKETING

**Program Highlights**

The Ph.D. in International Business and Marketing through the Richard A. Chaifetz School of Business offers an intensive educational experience that is designed to prepare graduates for academic careers, typically as business school faculty.

In addition, students are encouraged to participate in academic and professional conferences and to work with faculty to further develop their individual research and teaching skills.

A primary objective of the program is the training of students in the design and conduct of rigorous research. A distinguishing feature of the School of Business is the focus on preparing students to be effective teachers and mentors for the academic profession. Theoretical and methodological sophistication are achieved through coursework and through research conducted both with faculty and individually.

The doctoral program is a full-time endeavor. Students are admitted once a year in the fall semester only. Students are expected to devote their entire effort to their studies until they formally complete the degree program. In addition, full-time residency is required throughout a student's time in the Ph.D. program. The maximum time to complete all doctoral degree requirements is five years.

**Curriculum Overview**

The program consists of 57 credits and the

curricular objective is the intellectual development of students through the advancement of research skills as well as the acquisition and application of knowledge. The combination of coursework, teaching, research seminar and dissertation experience is designed to provide students with a sound foundation for productive careers as business school academicians.

A primary objective of the program is the training of students in the design and conduct of rigorous research. A distinguishing feature of the School of Business is the focus on preparing students to be effective teachers and mentors for the academic profession. Theoretical and methodological sophistication are achieved through coursework and through research conducted both with faculty and individually.

The doctoral program is a full-time endeavor. Students are admitted once a year in the fall semester only. Students are expected to devote their entire effort to their studies until they formally complete the degree program. In addition, full-time residency is required throughout a student's time in the Ph.D. program. The maximum time to complete all doctoral degree requirements is five years.

**Fieldwork and Research Opportunities**

School of Business Ph.D. students are provided the opportunity to teach undergraduate courses as part of their graduate assistantship and are expected to complete the requirements for certification in University Teaching through the Reinert Center for Transformative Teaching and Learning.

Saint Louis' central location within the greater St. Louis metropolitan area provides a distinct competitive business advantage and allows us to enhance internship.

Graduate students have access to the Valerie A. Davisson Career Resources Center, conveniently located within the School of Business, which serves as the catalyst for creating meaningful connections and developing outstanding internships and employment opportunities and providing other valuable career management services.

**Careers**

The Ph.D. in international business and marketing offers students an intensive educational experience that is designed to prepare them for academic careers, typically as business school faculty.



## Admission Requirements

A master's degree in business or a related field and basic coursework in calculus and statistics.

New students with limited backgrounds in business may be required to take specific coursework to ensure sufficient preparation prior to progressing into required courses toward the doctorate.

Applications are reviewed on a rolling basis once all application materials are received. Application files are reviewed holistically (undergraduate work, internship experience, test scores and personal goal statement). The average time for admissions decisions is two weeks.

### Application Requirements

- + Application form
- + Transcript(s)
- + Three letters of recommendation
- + Official GRE scores
- + Résumé
- + Personal goal statement of fewer than 500 words

### Requirements for International Students

Applicants who are not U.S. citizens or permanent residents will also need to submit:

- + A completed Declaration of Financial Support packet with all accompanying documents
- + TOEFL or PTE Academic score
- + Check the English Proficiency Policy page for specific TOEFL and PTE score requirements. Students may also visit the international prospects, applicants and students page for more information about international application requirements.

### Assistantship Application Deadline

Students who want to be considered for an assistantship must submit their application by January 15.

### Review Process

Applications are reviewed by a committee of faculty members.

### Scholarships and Financial Aid

For more information, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

### Accreditation

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body

of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

### Program Requirements

IB	6800	Theory in International Business	3
IB	6820	Seminar in Global and Regional Business	3
IB	6840	Seminar in Global Strategy	3
IB	6990	Dissertation Research	6
MKT	6820	Seminar in Marketing Theory	3
MKT	6830	Seminar in International/Global Marketing	3
MKT	6840	Seminar in Consumer Behavior	3
MKT	6990	Dissertation Research	6
PSY	5790	Applied Univariate Statistics in Behavioral Science	3
PSY	6500	Applied Multivariable and Multivariate Statistics in Behavioral Science	3
		Two Approved Research Tool electives	6

### Continuation Standards

Students must maintain a cumulative GPA of 3.00 in all required graduate/professional courses.

## MANAGEMENT

[www.slu.edu/business/departments/marketing.php](http://www.slu.edu/business/departments/marketing.php)

### LEADERSHIP

David M. Kaplan, Ph.D.  
*Chair*

### OVERVIEW

The Department of Marketing provides a practical and career-driven education in the discipline of marketing to enhance students' prospects for meaningful employment and substantive contributions that further the mission of their employers.

The Richard A. Chaifetz School of Business is committed to providing an education of the highest quality, with an emphasis on preparing each student to compete effectively and face the challenges of a global marketplace.

The faculty focus on excellent teaching that includes personal attention to students and assisting with developing internship opportunities. This emphasis provides practical, real-world training that will enable students to excel in today's business world.

The department supports two student organizations, the Entrepreneurs' Club and the Society for Human Resource Management (SHRM). The Entrepreneurs' Club provides students the opportunity to help operate a small business, and SHRM provides networking opportunities for students as well as leadership and communication development opportunities.

### Faculty

Laurel Pope Boone, J.D.  
Rob Boyle, Ph.D.  
Robert Brockhaus, Ph.D., Emeritus  
Anastasios Kaburakis, J.D., Ph.D.  
David Kaplan, Ph.D.  
Jerome Katz, Ph.D.  
Carl Maertz, Ph.D.  
Elouise Mintz, Ph.D.  
Fred Niederman, Ph.D.  
Scott Safranski, Ph.D.  
Michael Shaner, Ph.D.  
Philip Stoeberl, Ph.D.  
Jintong Tang, Ph.D.  
Christopher H. Thomas, Ph.D.  
Vincent Volpe, CPA, M.B.A., J.D.

## BACHELOR OF SCIENCE IN ENTREPRENEURSHIP

### Program Highlights

Entrepreneurship focuses on preparing individuals for personal and financial success through the starting of their own firms or social ventures, taking their place in the management of the family firm or assuming a position of leadership as a corporate entrepreneur introducing new products/services or opening new markets.

The entrepreneurship major offers hands-on opportunities, experienced instructors and the development of creativity, market focus and business planning — all essential to successful ventures.

The program draws on world-class resources including the nationally recognized Center for Entrepreneurship and the Billiken Angels Network for funding student-started firms. Students also participate in campus-wide competitions for new ideas, elevator pitches, innovative decision making and social ventures. The program is further enhanced through cross-campus initiatives such as the Coleman Fellows program, a network for entrepreneurship-oriented faculty around the campus; the Diamond in the Rough program, designed for student business owners; and the Entrepreneurs Club, a University student club.

Students may choose to pursue the entrepreneurship minor in addition to their chosen major.

### Curriculum Overview

Entrepreneurship is the engine of local, national, and global economies and the program is designed to give students all the tools they need to be successful. Students interested in entrepreneurship learn and practice all aspects of the entrepreneurial process from developing an idea to pitching a business plan. Students also have the option to learn about and pursue social entrepreneurial ventures. Entrepreneurship courses integrate the classroom with the real world through a dynamic mix of leading-edge technology, involvement with successful entrepreneurs, and hands-on development of the key skills of creativity, market focus, and business planning that are essential to successful ventures.

The academics of the program draw on world-class resources, including the School of Business's Center for Entrepreneurship, an acknowledged national leader in entrepreneurship education.

In addition, students have the opportunity to participate in local and national competitions that not only hone their entrepreneurial skills but can also lead to external support for their business plans.

### Fieldwork and Research Opportunities

- + Students can get involved with the School of Business's Center for Entrepreneurship including programs like Diamond in the Rough as well as networking and pitch challenges like the Real Elevator Pitch, Billicon Valley and more.
- + Saint Louis University has been instructing students in entrepreneurship for more than 40 years.
- + Saint Louis University's entrepreneurship program is ranked No. 9 by U.S. News & World Report

Saint Louis' urban location provides many internship opportunities, which allow students to gain career-related work experience while applying classroom experiences to practice. Most are paid, and students may earn academic credit. Supervised by both a representative from the organization and a faculty mentor, students have interned with a large variety of entrepreneurial firms in the St. Louis area.

### Careers

Graduates join a global network of nearly 20,000 alumni from the Richard A. Chaifetz School of Business. Having careers in fields, such as:

- + Business founder
- + Venture capitalist
- + Strategic consultant
- + Business process re-engineering consultant
- + Project engineer

### Admission Requirements

#### Freshman

All applications are thoroughly and carefully reviewed. Solid academic performance in college preparatory course work is a primary criterion in reviewing a freshman applicant's file. College admission test scores (ACT or SAT) are used as an additional indicator of the student's ability to meet the University's academic requirements and to qualify the student for certain University scholarship programs. To be considered for admission to any Saint Louis University undergraduate program, the applicant must be approaching graduation from an accredited high school or have an acceptable score on the General

Education Development (GED) test.

#### Transfer

Applicants must be a graduate of an accredited high school or have an acceptable score on the GED. An official high school transcript and official test scores are required only of those students who have attempted fewer than 24 transferable semester credits (or 30 quarter credits) of college credit. Those having completed 24 credits or more of college credit need only submit a transcript from previously attended college(s). Transfer students must have a cumulative 2.7 GPA to be admitted to the accounting program. In reviewing a transfer applicant's file, the office of admission holistically examines the student's academic performance in college-level coursework as an indicator of the student's ability to meet the academic rigors of Saint Louis University.

### Scholarships and Financial Aid

There are two principal ways to help finance a Saint Louis University education:

- + Scholarships: awarded based on academic achievement, service, leadership and financial need.
- + Financial Aid: provided in the form of grants and loans, some of which require repayment.

For priority consideration for merit-based scholarships, applicants should apply for admission by Dec. 1 and complete a Free Application for Federal Student Aid (FAFSA) by March 1.

For information on other scholarships and financial aid, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

### Accreditation

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

### Bachelor of Science Requirements

The academic requirements for a Bachelor of Science degree are as follows: (All courses are three credits unless otherwise indicated.)

### Business Common Body of Knowledge (CBK)

**Requirements: 45 credits**

ACCT	2200	Financial Accounting	3
ACCT	2220	Accounting for Decision Making	3
BIZ	1000/1001	Business Foundations	1
BIZ	1002	Excel lab	0
BIZ	3000	Career Foundations	1
BIZ	4000	Business Capstone*	1
ECON	1900	Principles of Economics	3
ECON	3120	Intermediate Macroeconomics	3
ECON	3140	Intermediate Microeconomics	3
FIN	3010	Principles of Finance	3
IB	2000	Introduction to International Business	3
ITM	2000	Information Technology with Supply Chains	3
MGT	2000	Legal Environment of Business I	3
MGT	3000	Management Theory and Practice	3
MGT	4000	Strategic Management and Policy*	3
MKT	3000	Introduction to Marketing Management	3
OPM	2070	Introductory Business Statistics	3
OPM	3050	Introduction to Management Science and Operations Management	3

**Arts and Sciences Core Requirements: 48 credits**

ENGL	1900	Advanced Strategies of Rhetoric & Research**	3	
ENGL	2250, 2350, 2450, 2550, 2750, 2850	or Foreign Language Literature	3	
ENGL	4000	(strongly recommended) Eng. Literature, or Fine Arts (Art, Art History, Dance, Film Studies, Music, Theatre)***	3	
CMM	1200	Public Speaking**	3	
HIST	1110	or 1120	Origins of the Modern World	3
PSY	1010	General Psychology	3	
Two additional courses from: African American Studies, American Studies, History, Political Science, Psychology, Sociology, or Women's and Gender Studies				6
MATH	1200	College Algebra****	3	
MATH	1320	Survey of Calculus**	3	
One Natural Science course (Biology, Chemistry, Earth & Atmospheric Sciences, Physics, or SOC 2600)				3
One additional Math*****or Natural Science course				3
PHIL	1050	Introduction to Philosophy: Self and Reality	3	
PHIL	2050	Ethics	3	
THEO	1000	Theological Foundations	3	
THEO	2xxx	Theology course	3	

**Business Major: 15-21 credits\*\*\*\*\***

**Electives in Business or Other Areas: 6-12 credits\*\*\*\*\***

**Total Required for Degree: 120 credits**

Special Notations

\*All other Business CBK courses must be completed prior to taking BIZ 4000 and MGT 4000.

\*\*Must be completed by the end of the sophomore year in order to enroll in business courses junior year. MATH 1510 (Calculus 1) or higher-level calculus course may be substituted for MATH 1320.

\*\*\*Upper division foreign language may be substituted; however, students for whom English is a second language may not complete this requirement in their native language.

\*\*\*\*Students who place out of MATH 1200 (based

on a Math Index score) must replace it with another approved math course.

\*\*\*\*\* MATH course must be approved.

\*\*\*\*\*In addition to completing lower and upper division coursework in all areas of business, each student typically selects a business major before or during the first semester of the junior year. Required credits vary between 15-21 credits and are determined by the appropriate department. To broaden their expertise, students may complete more than one major in business, or a major and a minor in business. However, where courses overlap between two business majors, the course may be counted only once and credited to one functional area, i.e. Sports Marketing may be used in either the Marketing major or the Sports Business major but not both.

\*\*\*\*\*Electives may be selected from any area of study within the University, giving the student the opportunity to diversify his/her background.

**Entrepreneurship Major Requirements**

18 credits in addition to MGT 2000, MGT 3000 and MGT 4000, which are taken as business CBK requirements.

**Entrepreneurship Choice #1 (3 credits)**

MGT	3200	Managing Ideas in Entrepreneurial Firms*	3
MGT	3201	Social Entrepreneurship*	3

**Entrepreneurship Choice #2 (6 credits)**

MGT	3210	Managing Resources in Entrepreneurial Firms	3
MGT	4200	Business Plan Development	3

\* Students cannot take both MGT 3200 and MGT 3201.

**Major Elective Courses (6 credits)**

MGT	3100	Organization Behavior	3
MGT	3300	Management of Human Resources	3
MGT	3301	Negotiations and Conflict Resolution	3
MGT	4101	Fundamentals of Leadership	3
MGT	4102	Organizational Failure, Change & Transformation	3
MGT	4103	Current Problems in Management	3
MGT	4201	Introduction to Family Business	3
MGT	4910	Management Internship	3

**Breadth Elective Courses (3 credits)\*\***

FIN	3160	Real Estate	3
MKT	3400	Integrated Marketing Communications	3
MKT	3600	Marketing Research	3
MKT	4440	Personal Selling	3

\*\*A course may not be used to fulfill requirements in two majors/minors, i.e. FIN 3160 may be used in either the Entrepreneurship area or the Finance area, but not both.

**TOTAL CREDITS: 18**

## Continuation Standards

Students whose cumulative grade point average falls below 2.0 are required to apply for probationary status, which allows for no more than two consecutive semesters to improve scholastically and to demonstrate the ability to make progress toward a degree.

During the probationary period, advisors help students achieve academic success by closely monitoring their academic performance. Students on probation may NOT register for more than 15 credits of coursework as defined by the terms of the probation.

The conditions under which a student is dismissed from the school include: 1) inability to eliminate probationary status within the two semesters subsequent to the assignment of probation OR 2) a total grade point deficit of more than 15 points. For more information, see section under University Academic Policies and Procedures.

## Graduation Requirements

### Graduation Requirements

To be certified for graduation, a student must complete all course requirements and meet all of the following conditions:

- + apply to graduate;
- + earn a minimum 2.0 cumulative GPA in all coursework;
- + earn a minimum 2.0 cumulative GPA in all business coursework taken at Saint Louis University;
- + complete the Arts and Sciences core as specified in the business school curriculum;
- + complete 30 of the final 36 credits at the St. Louis campus or an approved Study Abroad program;
- + complete at least 50% of business coursework in residence at the St. Louis campus;
- + complete major course requirements in residence at the St. Louis campus;
- + Students transferring from the Madrid campus must complete a minimum of 40 credits of coursework, including a minimum of 30 credits of business coursework in residence at the St. Louis campus.

### Graduation Latin Honors

See section under University Academic Policies and Procedures.

## BACHELOR OF SCIENCE IN LEADERSHIP

## AND HUMAN RESOURCE MANAGEMENT

### Program Highlights

Effectively leading and managing workers is one of the critical challenges for organizations and can be the basis of a sustained competitive advantage. Leaders and Human Resource Managers do this by fostering positive interpersonal relationships and organizational cultures.

Students may choose to pursue the Leadership and Human Resource Management minor in addition to their chosen major.

### Curriculum Overview

Students will learn how to effectively select, develop, reward, and lead others. The program is designed to give students experiential opportunities both within and outside of classes to enhance their understanding of interpersonal and organizational dynamics. In learning about both the technical and behavioral aspects of leadership and human resources, students will gain an appreciation of the art and science of management.

### Fieldwork and Research Opportunities

Saint Louis' urban location provides many internship opportunities that allow students to gain career-related work experience while applying classroom experiences to practice. Most are paid, and students may earn academic credit. Supervised by a representative from the organization and a faculty mentor, students have interned with defense contractors, insurance institutions and multinational corporations.

### Careers

Two student organizations in the department are the Collegiate Entrepreneurs Organization and the Society for Human Resource Management. Both organizations provide students networking opportunities with professionals.

### Possible career paths include:

- + Strategic consultant
- + Project management
- + Leadership development
- + Business process re-engineering consulting
- + Compensation and benefits management
- + Human resources management

### Admission Requirements

#### Freshman

All applications are thoroughly and carefully

reviewed. Solid academic performance in college preparatory course work is a primary criterion in reviewing a freshman applicant's file. College admission test scores (ACT or SAT) are used as an additional indicator of the student's ability to meet the University's academic requirements and to qualify the student for certain University scholarship programs. To be considered for admission to any Saint Louis University undergraduate program, the applicant must be approaching graduation from an accredited high school or have an acceptable score on the General Education Development (GED) test.

### Transfer

Applicants must be a graduate of an accredited high school or have an acceptable score on the GED. An official high school transcript and official test scores are required only of those students who have attempted fewer than 24 transferable semester credits (or 30 quarter credits) of college credit. Those having completed 24 credits or more of college credit need only submit a transcript from previously attended college(s). Transfer students must have a cumulative 2.7 GPA to be admitted to the accounting program. In reviewing a transfer applicant's file, the office of admission holistically examines the student's academic performance in college-level coursework as an indicator of the student's ability to meet the academic rigors of Saint Louis University.

### Scholarships and Financial Aid

There are two principal ways to help finance a Saint Louis University education:

- + Scholarships: awarded based on academic achievement, service, leadership and financial need.
- + Financial Aid: provided in the form of grants and loans, some of which require repayment.

For priority consideration for merit-based scholarships, applicants should apply for admission by Dec. 1 and complete a Free Application for Federal Student Aid (FAFSA) by March 1.

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### Accreditation

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of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

### Bachelor of Science Requirements

The academic requirements for a Bachelor of Science degree are as follows: (All courses are three credits unless otherwise indicated.)

#### Business Common Body of Knowledge (CBK)

##### Requirements: 45 credits

ACCT	2200	Financial Accounting	3
ACCT	2220	Accounting for Decision Making	3
BIZ	1000/1001	Business Foundations	1
BIZ	1002	Excel lab	0
BIZ	3000	Career Foundations	1
BIZ	4000	Business Capstone*	1
ECON	1900	Principles of Economics	3
ECON	3120	Intermediate Macroeconomics	3
ECON	3140	Intermediate Microeconomics	3
FIN	3010	Principles of Finance	3
IB	2000	Introduction to International Business	3
ITM	2000	Information Technology with Supply Chains	3
MGT	2000	Legal Environment of Business I	3
MGT	3000	Management Theory and Practice	3
MGT	4000	Strategic Management and Policy*	3
MKT	3000	Introduction to Marketing Management	3
OPM	2070	Introductory Business Statistics	3
OPM	3050	Introduction to Management Science and Operations Management	3

#### Arts and Sciences Core Requirements: 48 credits

ENGL	1900	Advanced Strategies of Rhetoric & Research**	3
ENGL	2250, 2350, 2450, 2550, 2650, 2750, 2850	or Foreign Language Literature	3
ENGL	4000	(strongly recommended) Eng. Literature, or Fine Arts (Art, Art History, Dance, Film Studies, Music, Theatre)***	3
CMM	1200	Public Speaking**	3
HIST	1110 or 1120	Origins of the Modern World	3
PSY	1010	General Psychology	3
Two additional courses from: African American Studies, American Studies, History, Political Science, Psychology, Sociology, or Women's and Gender Studies			6
MATH	1200	College Algebra****	3
MATH	1320	Survey of Calculus**	3
One Natural Science course (Biology, Chemistry, Earth & Atmospheric Sciences, Physics, or SOC 2600)			3
One additional Math*****or Natural Science course			3
PHIL	1050	Introduction to Philosophy: Self and Reality	3
PHIL	2050	Ethics	3
THEO	1000	Theological Foundations	3
THEO	2xxx	Theology course	3

#### Business Major: 15-21 credits\*\*\*\*\*

#### Electives in Business or Other Areas: 6-12 credits\*\*\*\*\*

#### Total Required for Degree: 120 credits

#### Special Notations

\*All other Business CBK courses must be completed prior to taking BIZ 4000 and MGT 4000.

\*\*Must be completed by the end of the sophomore year in order to enroll in business courses junior year. MATH 1510 (Calculus 1) or higher-level calculus course may be substituted for MATH 1320.

\*\*\*Upper division foreign language may be substituted; however, students for whom English is a second language may not complete this requirement in their native language.

\*\*\*\*Students who place out of MATH 1200 (based on a Math Index score) must replace it with another approved math course.

\*\*\*\*\* MATH course must be approved.

\*\*\*\*\*In addition to completing lower and upper division coursework in all areas of business, each student typically selects a business major before or during the first semester of the junior year. Required credits vary between 15-21 credits and are determined by the appropriate department. To broaden their expertise, students may complete more than one major in business, or a major and a minor in business. However, where courses overlap between two business majors, the course may be counted only once and credited to one functional area, i.e. Sports Marketing may be used in either the Marketing major or the Sports Business major but not both.

\*\*\*\*\*Electives may be selected from any area of study within the University, giving the student the opportunity to diversify his/her background.

### Leadership and Human Resource Management Major Requirements

Eighteen (18) credits in addition to MGT 2000, MGT 3000 and MGT 4000, which are taken as business CBK requirements.

#### Required Courses (9 credits)

MGT 3100 Organization Behavior	3
MGT 3300 Management of Human Resources	3
MGT 4101 Fundamentals of Leadership	3

#### Elective Courses (6 credits)

MGT 3301 Negotiations and Conflict Resolution	3
MGT 4102 Organizational Failure, Change, and Transformation	3
MGT 4103 Current Problems in Management	3
MGT 4301 Talent Management	3
MGT 4302 Compensation	3
MGT 4910 Management Internship	3

#### Breadth Elective Courses (3 credits)

Any option from the Major Elective list not used to satisfy that requirement can be taken as a breadth elective.

MGT 3200 Managing Ideas in Entrepreneurial Firms	3
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MGT 3201 Social Entrepreneurship	3
MGT 3400 Introduction to Sports Management	3
MGT 4500 Legal Environment of Business II	3

**TOTAL CREDITS: 18**

### Continuation Standards

Students whose cumulative grade point average falls below 2.0 are required to apply for probationary status, which allows for no more than two consecutive semesters to improve scholastically and to demonstrate the ability to make progress toward a degree.

During the probationary period, advisors help students achieve academic success by closely monitoring their academic performance. Students on probation may NOT register for more than 15 credits of coursework as defined by the terms of the probation.

The conditions under which a student is dismissed from the school include: 1) inability to eliminate probationary status within the two semesters subsequent to the assignment of probation OR 2) a total grade point deficit of more than 15 points. For more information, see section under University Academic Policies and Procedures.

### Graduation Requirements

#### Graduation Requirements

To be certified for graduation, a student must complete all course requirements and meet all of the following conditions:

- + apply to graduate;
- + earn a minimum 2.0 cumulative GPA in all coursework;
- + earn a minimum 2.0 cumulative GPA in all business coursework taken at Saint Louis University;
- + complete the Arts and Sciences core as specified in the business school curriculum;
- + complete 30 of the final 36 credits at the St. Louis campus or an approved Study Abroad program;
- + complete at least 50% of business coursework in residence at the St. Louis campus;
- + complete major course requirements in residence at the St. Louis campus;
- + Students transferring from the Madrid campus must complete a minimum of 40 credits of coursework, including a minimum of 30 credits of business coursework in residence at the St. Louis campus.

#### Graduation Latin Honors

See section under University Academic Policies and

Procedures.

## **BACHELOR OF SCIENCE IN SPORTS BUSINESS**

### **Program Highlights**

The sports industry generates hundreds of billions of dollars each year. Major sports teams, universities, and recreational leagues employ men and women educated in sports business to conduct daily business operations. Entire operational teams work behind the scenes of any sport. These operational teams include front-office management and operations, sports marketing and communication, licensing and representation, sponsorship development, the media and more. In addition, there are sports related positions with other types of organizations, such as sports marketing for a corporation. A degree in sports business provides sports minded students – with a head for business – opportunities for careers in many fields.

Students benefit from an active sports business advisory board, which includes representatives from major and minor league franchises, major sponsorship organizations, sporting goods manufacturers and sports agencies.

Students may choose to pursue a minor in sports business in addition to their chosen major.

### **Curriculum Overview**

The Sports Business major is interdisciplinary and includes courses from management, marketing, economics, and IT management. This mix of courses gives students majoring in sports business the skills needed for careers in the fields of college and amateur athletics, facility and event management, professional teams and leagues, sport merchandising, leisure and fitness and sports media. Students pursuing a degree in sports business are strongly encouraged to complete a sports business internship. Internship opportunities include the St. Louis Cardinals, St. Louis Blues, Gateway Grizzlies, Gateway Motorsports Park, Saint Louis University's Athletics Department, and many more.

### **Fieldwork and Research Opportunities**

Saint Louis' urban location provides many internship opportunities that allow students to gain career-related work experience while applying classroom experiences to practice. Most are paid, and students may earn academic credit.

### **Careers**

The student organization, the Sports Business Association, provides students networking opportunities with professionals in sports business. The students also have the opportunity to work on projects for sports teams, giving them valuable experience in the sports business area.

#### **Possible career paths include:**

- + Sports manager
- + Sports marketing
- + Sports agent
- + Stadium manager
- + Sports finance/accounting

### **Admission Requirements**

#### **Freshman**

All applications are thoroughly and carefully reviewed. Solid academic performance in college preparatory course work is a primary criterion in reviewing a freshman applicant's file. College admission test scores (ACT or SAT) are used as an additional indicator of the student's ability to meet the University's academic requirements and to qualify the student for certain University scholarship programs. To be considered for admission to any Saint Louis University undergraduate program, the applicant must be approaching graduation from an accredited high school or have an acceptable score on the General Education Development (GED) test.

#### **Transfer**

Applicants must be a graduate of an accredited high school or have an acceptable score on the GED. An official high school transcript and official test scores are required only of those students who have attempted fewer than 24 transferable semester credits (or 30 quarter credits) of college credit. Those having completed 24 credits or more of college credit need only submit a transcript from previously attended college(s). Transfer students must have a cumulative 2.7 GPA to be admitted to the accounting program. In reviewing a transfer applicant's file, the office of admission holistically examines the student's academic performance in college-level coursework as an indicator of the student's ability to meet the academic rigors of Saint Louis University.

### **Scholarships and Financial Aid**

There are two principal ways to help finance a Saint Louis University education:

- + Scholarships: awarded based on academic



achievement, service, leadership and financial need.

+ Financial Aid: provided in the form of grants and loans, some of which require repayment.

For priority consideration for merit-based scholarships, applicants should apply for admission by Dec. 1 and complete a Free Application for Federal Student Aid (FAFSA) by March 1.

For information on other scholarships and financial aid, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

**Accreditation**

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world’s largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

**Bachelor of Science Requirements**

The academic requirements for a Bachelor of Science degree are as follows: (All courses are three credits unless otherwise indicated.)

**Business Common Body of Knowledge (CBK) Requirements: 45 credits**

ACCT	2200	Financial Accounting	3
ACCT	2220	Accounting for Decision Making	3
BIZ	1000/1001	Business Foundations	1
BIZ	1002	Excel lab	0
BIZ	3000	Career Foundations	1
BIZ	4000	Business Capstone*	1
ECON	1900	Principles of Economics	3
ECON	3120	Intermediate Macroeconomics	3
ECON	3140	Intermediate Microeconomics	3
FIN	3010	Principles of Finance	3
IB	2000	Introduction to International Business	3
ITM	2000	Information Technology with Supply Chains	3
MGT	2000	Legal Environment of Business I	3
MGT	3000	Management Theory and Practice	3
MGT	4000	Strategic Management and Policy*	3
MKT	3000	Introduction to Marketing Management	3
OPM	2070	Introductory Business Statistics	3
OPM	3050	Introduction to Management Science and Operations Management	3

**Arts and Sciences Core Requirements: 48 credits**

ENGL	1900	Advanced Strategies of Rhetoric & Research**	3
ENGL	2250, 2350, 2450, 2550, 2650, 2750, 2850	or Foreign Language Literature	3
ENGL	4000	(strongly recommended) Eng. Literature, or Fine Arts (Art, Art History, Dance, Film Studies, Music, Theatre)***	3
CMM	1200	Public Speaking**	3

HIST	1110 or 1120	Origins of the Modern World	3
PSY	1010	General Psychology	3
Two additional courses from: African American Studies, American Studies, History, Political Science, Psychology, Sociology, or Women's and Gender Studies			6
MATH	1200	College Algebra****	3
MATH	1320	Survey of Calculus**	3
One Natural Science course (Biology, Chemistry, Earth & Atmospheric Sciences, Physics, or SOC 2600)			3
One additional Math*****or Natural Science course			3
PHIL	1050	Introduction to Philosophy: Self and Reality	3
PHIL	2050	Ethics	3
THEO	1000	Theological Foundations	3
THEO	2xxx	Theology course	3

**Business Major: 15-21 credits\*\*\*\*\***

**Electives in Business or Other Areas: 6-12 credits\*\*\*\*\***

**Total Required for Degree: 120 credits**

Special Notations

\*All other Business CBK courses must be completed prior to taking BIZ 4000 and MGT 4000.

\*\*Must be completed by the end of the sophomore year in order to enroll in business courses junior year. MATH 1510 (Calculus 1) or higher-level calculus course may be substituted for MATH 1320.

\*\*\*Upper division foreign language may be substituted; however, students for whom English is a second language may not complete this requirement in their native language.

\*\*\*\*Students who place out of MATH 1200 (based on a Math Index score) must replace it with another approved math course.

\*\*\*\*\* MATH course must be approved.

\*\*\*\*\*In addition to completing lower and upper division coursework in all areas of business, each student typically selects a business major before or during the first semester of the junior year. Required credits vary between 15-21 credits and are determined by the appropriate department. To broaden their expertise, students may complete more than one major in business, or a major and a minor in business. However, where courses overlap between two business majors, the course may be counted only once and credited to one functional area, i.e. Sports Marketing may be used in either the Marketing major or the Sports Business major but not both.

\*\*\*\*\*Electives may be selected from any area of study within the University, giving the student the opportunity to diversify his/her background.

**Sports Business Major Requirements**

A course may not be used to fulfill requirements in

two majors/minors, i.e. MKT 3500 may be used in either the Sports Business major/minor or the Marketing major/minor, but not both.

#### Required Courses (9 credits)

MGT	3400	Introduction to Sports Management	3
MGT	4400	Integrated Sports Business Planning	3
MKT	3500	Sports Marketing	3

#### Elective Courses (9 credits)

ECON	4500	Sports Economics	3
ITM	3800	Project Management	3
MGT	3301	Negotiations and Conflict Resolution	3
MGT	4401	Legal Issues in Sport and Entertainment	3
MGT	4402	Intercollegiate Athletics Management	3
SPBZ	4910	Sports Business Internship	3

**TOTAL CREDITS: 18**

#### Continuation Standards

Students whose cumulative grade point average falls below 2.0 are required to apply for probationary status, which allows for no more than two consecutive semesters to improve scholastically and to demonstrate the ability to make progress toward a degree.

During the probationary period, advisors help students achieve academic success by closely monitoring their academic performance. Students on probation may NOT register for more than 15 credits of coursework as defined by the terms of the probation.

The conditions under which a student is dismissed from the school include: 1) inability to eliminate probationary status within the two semesters subsequent to the assignment of probation OR 2) a total grade point deficit of more than 15 points. For more information, see section under University Academic Policies and Procedures.

#### Graduation Requirements

##### Graduation Requirements

To be certified for graduation, a student must complete all course requirements and meet all of the following conditions:

- + apply to graduate;
- + earn a minimum 2.0 cumulative GPA in all coursework;
- + earn a minimum 2.0 cumulative GPA in all business coursework taken at Saint Louis University;
- + complete the Arts and Sciences core as specified in the business school curriculum;
- + complete 30 of the final 36 credits at the St. Louis campus or an approved Study Abroad program;
- + complete at least 50% of business coursework

- in residence at the St. Louis campus;
- + complete major course requirements in residence at the St. Louis campus;
- + Students transferring from the Madrid campus must complete a minimum of 40 credits of coursework, including a minimum of 30 credits of business coursework in residence at the St. Louis campus.

#### Graduation Latin Honors

See section under University Academic Policies and Procedures.

## MINOR IN ENTREPRENEURSHIP

### Program Requirements

#### Required Courses (18 credits)

ACCT	2200	Financial Accounting	3
MGT	2000	Legal Environment of Business I	3
MGT	3000	Management Theory & Practice	3
MGT	3210	Managing Resources in Entrepreneurial Firms	3
MGT	4200	Business Plan Development	3

#### Elective Courses (3 credits)

MGT	3200	Managing Ideas in Entrepreneurial Firms	3
MGT	3201	Social Entrepreneurship	3

**TOTAL CREDITS: 18**

#### Continuation Standards

Students must earn a grade of "C" or higher in all courses used to fulfill the minor.

## MINOR IN HUMAN RESOURCE MANAGEMENT

### Program Requirements

#### Required Courses (15 credits)

MGT	2000	Legal Environment of Business 1	3
MGT	3000	Management Theory and Practice	3
MGT	3300	Management of Human Resources	3
MGT	4301	Talent Management	3
MGT	4302	Compensation	3

#### Elective Course (3 credits)

MGT	3100	Organization Behavior	3
MGT	3301	Negotiations and Conflict Resolution	3
MGT	4910	Management Internship	3

**TOTAL CREDITS: 18**

#### Continuation Standards

Students must earn a grade of "C" or higher in all courses used to fulfill the minor.

## MINOR IN LEADERSHIP AND CHANGE

## MANAGEMENT

### Program Requirements

#### Required Courses (12 credits)

MGT 3000	Management Theory and Practice	3
MGT 3100	Organization Behavior	3
MGT 3300	Management of Human Resources	3
MGT 4101	Fundamentals of Leadership	3

#### Elective Courses (3 credits)

MGT 3200	Managing Ideas in Entrepreneurial Firms	3
MGT 3201	Social Entrepreneurship	3
MGT 3301	Negotiations and Conflict Resolution	3
MGT 4102	Organizational Failure, Change and Transformation	3
MGT 4103	Current Problems in Management	3
MGT 4500	Legal Environment of Business II	3

**TOTAL CREDITS: 18**

### Continuation Standards

Students must earn a grade of "C" or higher in all courses used to fulfill the minor.

## MINOR IN SPORTS BUSINESS

### Program Requirements

#### Required Courses (9 credits)

MGT 3000	Management Theory and Practice	3
MGT 3400	Introduction to Sports Management	3
MGT 4400	Integrated Sports Business Planning	3

#### Elective Courses (6 credits)

ECON 4500	Sports Economics	3
ITM 3800	Project Management	3
MGT 3301	Negotiations and Conflict Resolution	3
MGT 4401	Legal Issues in Sport and Entertainment	3
MGT 4402	Intercollegiate Athletics Management	3
MKT 3500	Sports Marketing	3
SPBZ 4910	Sports Business Internship	3

**TOTAL CREDITS: 15**

### Continuation Standards

Students must earn a grade of "C" or higher in all courses used to fulfill the minor.

## MASTER OF BUSINESS ADMINISTRATION

### Overview

MBA students can select to focus their studies in a concentration of Entrepreneurship or Management.

### Entrepreneurship Concentration

Nine credits of graduate courses in entrepreneurship, which must include MGT 6200 or MGT 6201 and MGT 6210, and one of the following:

#### Required Course (3 credits)

MGT 6210	Advanced Business Planning for New Ventures	3
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#### Entrepreneurship Course (3 credits)

MGT 6200	New Venture Initiation	3
MGT 6201	Corporate Entrepreneurship	3

#### Additional Course (3 credits)

MGT 6202	Family Business	3
MGT 6204	Special Topics in Entrepreneurship	3
MGT 6350	Management of Change	3
FIN 6090	Real Estate Finance	3
FIN 6360	Private Equity and Venture Capital	3
MKT 6120	Marketing & Electronic Commerce	3
MKT 6150	New Product Management	3
MKT 6400	Social Media and Digital Marketing	3

### Management Concentration

Any nine credits of graduate management courses (MGT 6000, MGT 6003 and MGT 6006 are not eligible)

## POST-BACCALAUREATE CERTIFICATE IN ENTREPRENEURSHIP

### Curriculum Overview

The Post-Baccalaureate Certificate in Entrepreneurship requirements consist of 12 credits of advanced graduate courses in finance, management and marketing.

### Admission Requirements

- + Application
- + Current resume
- + Two references
- + Official transcripts from all previously attended colleges and universities
- + Personal statement (This statement should include a personal and professional goals, a reasons for pursuing the graduate degree and any additional insights into character or academic/employment history that will be helpful to the admissions committee. Limit to 500 words or less.)

### Scholarships and Financial Aid

For more information, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

### Accreditation

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and

intellectual contributions and qualifications of the faculty.

## Program Requirements

### Foundation Course (3 credits)

MGT	6000 Management	3
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### Required Course (3 credits)

MGT	6210 Advanced Business Planning for New Ventures	3
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### Elective Courses (9 credits)

FIN	6090 Real Estate Finance	3
FIN	6360 Private Equity and Venture Capital	3
MGT	6200 New Venture Initiation	3
MGT	6201 Corporate Entrepreneurship	3
MGT	6204 Special Topics in Entrepreneurship	3
MKT	6150 New Product Management	3

## Continuation Standards

Students must maintain a cumulative GPA of 3.00 in all required graduate/professional courses.

# MARKETING

[www.slu.edu/business/departments/marketing.php](http://www.slu.edu/business/departments/marketing.php)

## LEADERSHIP

Mark J. Arnold, Ph.D.  
*Chair*

## OVERVIEW

Marketing is a core function for organizations and businesses of all sizes. Marketing focuses first and foremost on customers—understanding them, attracting them and maintaining their loyalty. In this way, marketing undertakes the management of demand.

## Faculty

Lyn Amine, Ph.D.  
Mark Arnold, Ph.D.  
Paul Boughton, Ph.D.  
Brett Boyle, Ph.D.  
Brad Carlson, Ph.D.  
James Fisher, Ph.D.  
Gail Gilbert, M.B.A.  
Andrew Kaikati, Ph.D.  
Katie Kelting, Ph.D.  
Ivan Lapuka  
Stephen Miller, D.B.A.  
Arun Pereira  
Scott Thompson, Ph.D.

## BACHELOR OF SCIENCE IN MARKETING

### Program Highlights

Marketing concerns the challenge of winning and keeping customers. The Richard A. Chaifetz School of Business marketing program provides students with the practical skills and training necessary to succeed in professional marketing positions worldwide. In addition, graduates are creative in their approach to problem-solving with an understanding of human behavior in its qualitative and quantitative dimensions.

Students network with marketing professionals through live case studies and internships with leading corporations. These companies span a variety of industries, including consumer packaged goods, financial services, entertainment, communications and research.

In addition, the department has an established advisory board of marketing professionals that regularly consult with and assist the department.

Students may choose to pursue a minor in marketing in addition to their chosen major.

### Curriculum Overview

Marketing develops and tests product concepts, designs merchandising and promotional campaigns, creates and manages the relationship with the customer, collects and analyzes information about the marketplace and creates and carries out the sales plans that generate profit for the firm. Academic courses therefore undertake the analysis of buyer behavior, study integrated methods of marketing communications and closely consider the management and implementation of a wide range of marketing strategies and tactics.

The Marketing Department values and retains close ties with businesses and non-profits. For example, the Marketing Department and The Nielsen Company have partnered to bring Nielsen's data and data analysis tools into the department's Marketing Analytics course as well as several other required and elective courses. Annually the Marketing Department conducts a "live case-study" in which a business professional presents an actual marketing problem that he or she faced (or is currently facing) and challenges the undergraduate marketing students to debate, discuss and help solve practical marketing problems. The Marketing Department is also fully engaged in new forms of electronic commerce that incorporate social media and digital marketing. Current and new course offerings integrate traditional marketing with new non-traditional methods and techniques.

The faculty also supports students engaged in internships and provides other support and encouragement as they consider and pursue various career options. Students with multi-disciplinary interests and desiring to keep a range of career options open may also find marketing a good fit. Students with interests in healthcare management, sports business, international business and entrepreneurship often do focused studies in the marketing area. An active Advisory Board also provides students with access to a network of professionals.

### Fieldwork and Research Opportunities

Saint Louis' urban location provides many internship opportunities, which allow students to gain career-related work experience while applying classroom learning to practice. Students may also earn academic credit from internships. Supervised by a representative from the organization and a

faculty mentor, students have interned with advertising agencies, sports teams, telecommunication firms and other companies.

The Marketing Club provides students with the opportunity to learn about the different career paths in marketing, along with the opportunity to network with marketing professionals. A wide range of opportunities exist for marketing graduates in fields such as advertising, market research, product management, public relations and sales.

## Careers

Possible career paths include:

- + Personal selling or sales management
- + International marketing specialist
- + Sports marketer
- + Social media or digital marketing manager
- + Advertising account executive
- + Public relations
- + Retail

## Admission Requirements

### Freshman

All applications are thoroughly and carefully reviewed. Solid academic performance in college preparatory course work is a primary criterion in reviewing a freshman applicant's file. College admission test scores (ACT or SAT) are used as an additional indicator of the student's ability to meet the University's academic requirements and to qualify the student for certain University scholarship programs. To be considered for admission to any Saint Louis University undergraduate program, the applicant must be approaching graduation from an accredited high school or have an acceptable score on the General Education Development (GED) test.

### Transfer

Applicants must be a graduate of an accredited high school or have an acceptable score on the GED. An official high school transcript and official test scores are required only of those students who have attempted fewer than 24 transferable semester credits (or 30 quarter credits) of college credit. Those having completed 24 credits or more of college credit need only submit a transcript from previously attended college(s). Transfer students must have a cumulative 2.7 GPA to be admitted to the accounting program. In reviewing a transfer applicant's file, the office of admission holistically examines the student's academic performance in college-level coursework as an indicator of the

student's ability to meet the academic rigors of Saint Louis University.

## Scholarships and Financial Aid

There are two principal ways to help finance a Saint Louis University education:

- + Scholarships: awarded based on academic achievement, service, leadership and financial need.
- + Financial Aid: provided in the form of grants and loans, some of which require repayment.

For priority consideration for merit-based scholarships, applicants should apply for admission by Dec. 1 and complete a Free Application for Federal Student Aid (FAFSA) by March 1.

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## Bachelor of Science Requirements

The academic requirements for a Bachelor of Science degree are as follows: (All courses are three credits unless otherwise indicated.)

### Business Common Body of Knowledge (CBK)

#### Requirements: 45 credits

ACCT	2200	Financial Accounting	3
ACCT	2220	Accounting for Decision Making	3
BIZ	1000/1001	Business Foundations	1
BIZ	1002	Excel lab	0
BIZ	3000	Career Foundations	1
BIZ	4000	Business Capstone*	1
ECON	1900	Principles of Economics	3
ECON	3120	Intermediate Macroeconomics	3
ECON	3140	Intermediate Microeconomics	3
FIN	3010	Principles of Finance	3
IB	2000	Introduction to International Business	3
ITM	2000	Information Technology with Supply Chains	3
MGT	2000	Legal Environment of Business I	3
MGT	3000	Management Theory and Practice	3
MGT	4000	Strategic Management and Policy*	3
MKT	3000	Introduction to Marketing Management	3
OPM	2070	Introductory Business Statistics	3
OPM	3050	Introduction to Management Science and Operations Management	3

**Arts and Sciences Core Requirements: 48 credits**

ENGL	1900	Advanced Strategies of Rhetoric & Research**	3
ENGL	2250, 2350, 2450, 2550, 2650, 2750, 2850 or	Foreign Language Literature	3
ENGL	4000	(strongly recommended) Eng. Literature, or Fine Arts (Art, Art History, Dance, Film Studies, Music, Theatre)***	3
CMM	1200	Public Speaking**	3
HIST	1110 or 1120	Origins of the Modern World	3
PSY	1010	General Psychology	3
Two additional courses from: African American Studies, American Studies, History, Political Science, Psychology, Sociology, or Women's and Gender Studies			6
MATH	1200	College Algebra****	3
MATH	1320	Survey of Calculus**	3
One Natural Science course (Biology, Chemistry, Earth & Atmospheric Sciences, Physics, or SOC 2600)			3
One additional Math*****or Natural Science course			3
PHIL	1050	Introduction to Philosophy: Self and Reality	3
PHIL	2050	Ethics	3
THEO	1000	Theological Foundations	3
THEO	2xxx	Theology course	3

**Business Major: 15-21 credits\*\*\*\*\*****Electives in Business or Other Areas: 6-12 credits\*\*\*\*\*****Total Required for Degree: 120 credits**Special Notations

\*All other Business CBK courses must be completed prior to taking BIZ 4000 and MGT 4000.

\*\*Must be completed by the end of the sophomore year in order to enroll in business courses junior year. MATH 1510 (Calculus 1) or higher-level calculus course may be substituted for MATH 1320.

\*\*\*Upper division foreign language may be substituted; however, students for whom English is a second language may not complete this requirement in their native language.

\*\*\*\*Students who place out of MATH 1200 (based on a Math Index score) must replace it with another approved math course.

\*\*\*\*\* MATH course must be approved.

\*\*\*\*\*In addition to completing lower and upper division coursework in all areas of business, each student typically selects a business major before or during the first semester of the junior year. Required credits vary between 15-21 credits and are determined by the appropriate department. To broaden their expertise, students may complete more than one major in business, or a major and a minor in business. However, where courses overlap between two business majors, the course may be counted only once and credited to one functional area, i.e. Sports Marketing may be used in either the Marketing major or the Sports Business major

but not both.

\*\*\*\*\*Electives may be selected from any area of study within the University, giving the student the opportunity to diversify his/her background.

**Marketing Major Requirements**

Eighteen (18) credits in addition to MKT 3000, which is taken as a business CBK requirement.

**Required Courses (9 credits)**

MKT	4400	Consumer Behavior	3
MKT	4650	Marketing Analytics	3
MKT	4900	Marketing Strategy	3

**Elective Course Sequence (9 credits)**Brand Management

MKT	3300	Marketing Channels and Distribution Systems	3
MKT	4550	International Marketing	3
MKT	4450	Sales Management	3

Business Development

MKT	3300	Marketing Channels and Distribution Systems	3
MKT	4440	Personal Selling	3
MKT	4450	Sales Management	3

Marketing Analytics

MKT	3600	Marketing Research	3
MKT	4440	Personal Selling	3
MKT	4650	Marketing Analytics	3

Marketing Communications

MKT	3400	Integrated Marketing Communications	3
MKT	4440	Personal Selling	3
MKT	4600	Brand Management	3

**TOTAL CREDITS: 18****Continuation Standards**

Students whose cumulative grade point average falls below 2.0 are required to apply for probationary status, which allows for no more than two consecutive semesters to improve scholastically and to demonstrate the ability to make progress toward a degree.

During the probationary period, advisors help students achieve academic success by closely monitoring their academic performance. Students on probation may NOT register for more than 15 credits of coursework as defined by the terms of the probation.

The conditions under which a student is dismissed from the school include: 1) inability to eliminate probationary status within the two semesters subsequent to the assignment of probation OR 2) a total grade point deficit of more than 15 points. For more information, see section under University Academic Policies and Procedures.

**Graduation Requirements**

**Graduation Requirements**

To be certified for graduation, a student must complete all course requirements and meet all of the following conditions:

- + apply to graduate;
- + earn a minimum 2.0 cumulative GPA in all coursework;
- + earn a minimum 2.0 cumulative GPA in all business coursework taken at Saint Louis University;
- + complete the Arts and Sciences core as specified in the business school curriculum;
- + complete 30 of the final 36 credits at the St. Louis campus or an approved Study Abroad program;
- + complete at least 50% of business coursework in residence at the St. Louis campus;
- + complete major course requirements in residence at the St. Louis campus;
- + Students transferring from the Madrid campus must complete a minimum of 40 credits of coursework, including a minimum of 30 credits of business coursework in residence at the St. Louis campus.

**Graduation Latin Honors**

See section under University Academic Policies and Procedures.

**MINOR IN MARKETING****Program Requirements****Required Courses (3 credits)**

MKT	3000	Introduction to Marketing Management	3
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**Elective Courses (12 credits)**

MKT	3300	Marketing Channels and Distribution Systems	3
MKT	3400	Integrated Marketing Communications	3
MKT	3500	Sports Marketing	3
MKT	3600	Marketing Research	3
MKT	3700	Social Media and Digital Marketing	3
MKT	4300	Retail Management	3
MKT	4400	Consumer Behavior	3
MKT	4440	Personal Selling	3
MKT	4450	Sales Management	3
MKT	4550	International Marketing	3
MKT	4600	Brand Management	3
MKT	4650	Marketing Analytics	3
MKT	4900	Marketing Strategy	3
MKT	4910	Marketing Internship	3

**TOTAL CREDITS: 15**

**Continuation Standards**

Students must earn a grade of "C" or higher in all courses used to fulfill the minor.

**MASTER OF BUSINESS ADMINISTRATION****Overview**

Students have the option to concentrate the electives of their coursework in the areas of emphasis of Marketing.

**Marketing Concentration**

Any nine credits of graduate marketing courses (MKT 6000 is not eligible) or IB 6220

**DOCTOR OF PHILOSOPHY IN INTERNATIONAL BUSINESS AND MARKETING****Program Highlights**

The Ph.D. in International Business and Marketing through the Richard A. Chaifetz School of Business offers an intensive educational experience that is designed to prepare graduates for academic careers, typically as business school faculty.

In addition, students are encouraged to participate in academic and professional conferences and to work with faculty to further develop their individual research and teaching skills.

A primary objective of the program is the training of students in the design and conduct of rigorous research. A distinguishing feature of the School of Business is the focus on preparing students to be effective teachers and mentors for the academic profession. Theoretical and methodological sophistication are achieved through coursework and through research conducted both with faculty and individually.

The doctoral program is a full-time endeavor. Students are admitted once a year in the fall semester only. Students are expected to devote their entire effort to their studies until they formally complete the degree program. In addition, full-time residency is required throughout a student's time in the Ph.D. program. The maximum time to complete all doctoral degree requirements is five years.

**Curriculum Overview**

The program consists of 57 credits and the curricular objective is the intellectual development of students through the advancement of research skills as well as the acquisition and application of knowledge. The combination of coursework, teaching, research seminar and dissertation experience is designed to provide



students with a sound foundation for productive careers as business school academicians.

A primary objective of the program is the training of students in the design and conduct of rigorous research. A distinguishing feature of the School of Business is the focus on preparing students to be effective teachers and mentors for the academic profession. Theoretical and methodological sophistication are achieved through coursework and through research conducted both with faculty and individually.

The doctoral program is a full-time endeavor. Students are admitted once a year in the fall semester only. Students are expected to devote their entire effort to their studies until they formally complete the degree program. In addition, full-time residency is required throughout a student's time in the Ph.D. program. The maximum time to complete all doctoral degree requirements is five years.

### **Fieldwork and Research Opportunities**

School of Business Ph.D. students are provided the opportunity to teach undergraduate courses as part of their graduate assistantship and are expected to complete the requirements for certification in University Teaching through the Reinert Center for Transformative Teaching and Learning.

Saint Louis' central location within the greater St. Louis metropolitan area provides a distinct competitive business advantage and allows us to enhance internship.

Graduate students have access to the Valerie A. Davisson Career Resources Center, conveniently located within the School of Business, which serves as the catalyst for creating meaningful connections and developing outstanding internships and employment opportunities and providing other valuable career management services.

### **Careers**

The Ph.D. in international business and marketing offers students an intensive educational experience that is designed to prepare them for academic careers, typically as business school faculty.

### **Admission Requirements**

A master's degree in business or a related field and basic coursework in calculus and statistics.

New students with limited backgrounds in business may be required to take specific coursework to

ensure sufficient preparation prior to progressing into required courses toward the doctorate.

Applications are reviewed on a rolling basis once all application materials are received. Application files are reviewed holistically (undergraduate work, internship experience, test scores and personal goal statement). The average time for admissions decisions is two weeks.

### **Application Requirements**

- + Application form
- + Transcript(s)
- + Three letters of recommendation
- + Official GRE scores
- + Résumé
- + Personal goal statement of fewer than 500 words

### **Requirements for International Students**

Applicants who are not U.S. citizens or permanent residents will also need to submit:

- + A completed Declaration of Financial Support packet with all accompanying documents
- + TOEFL or PTE Academic score
- + Check the English Proficiency Policy page for specific TOEFL and PTE score requirements. Students may also visit the international prospects, applicants and students page for more information about international application requirements.

### **Assistantship Application Deadline**

Students who want to be considered for an assistantship must submit their application by January. 15.

### **Review Process**

Applications are reviewed by a committee of faculty members.

### **Scholarships and Financial Aid**

For more information, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

### **Accreditation**

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

**Program Requirements**

IB	6800	Theory in International Business	3
IB	6820	Seminar in Global and Regional Business	3
IB	6840	Seminar in Global Strategy	3
IB	6990	Dissertation Research	6
MKT	6820	Seminar in Marketing Theory	3
MKT	6830	Seminar in International/Global Marketing	3
MKT	6840	Seminar in Consumer Behavior	3
MKT	6990	Dissertation Research	6
PSY	5790	Applied Univariate Statistics in Behavioral Science	3
PSY	6500	Applied Multivariable and Multivariate Statistics in Behavioral Science	3
Two Approved Research Tool electives			6

**Continuation Standards**

Students must maintain a cumulative GPA of 3.00 in all required graduate/professional courses.

# OPERATIONS AND INFORMATION TECHNOLOGY MANAGEMENT

[www.slu.edu/business/departments/operations-information-technology-management.php](http://www.slu.edu/business/departments/operations-information-technology-management.php)

## LEADERSHIP

Reuven R. Levary, Ph.D.

*Chair*

## OVERVIEW

The Operations and Information Technology Management Department offers a software-based major in Analytics and Enterprise Systems. There is a strong demand in the industry for students that have knowledge in analytics and enterprise resource planning (ERP). This major will enhance the market value of graduates holding a BS degree in business. Organizations are looking for IT graduates with knowledge of IT tools related to analytics and ERP. This major can be rewarding to students who are interested in a career in analytics, ERP or both areas.

The Richard A. Chaifetz School of Business is a member of the SAP University Alliance, which allows the school to provide students in certain courses with hands-on experience with SAP software (the world leader in enterprise systems software). This enables students to put classroom theory into practice. Students who possess a working knowledge of enterprise resource planning (ERP) using SAP software have the opportunity to obtain an SAP Certificate awarded by SAP America, Inc. This requires the completion of three courses (with at least a "B") included in the major that utilize SAP software. Such certification will be useful for employers who not only use SAP/ERP but also others who use non-SAP/ERP tools (e.g. PeopleSoft).

## Faculty

Palash Bera, Ph.D.

Xiaorui Hu, Ph.D.

Mark Ferris, Ph.D.

Justin Goodson, Ph.D.

Kery Guilliams, M.B.A.

Don Hardaway, Ph.D.

NoKyoon Kwak, Ph.D., Emeritus

Ik-Whan Kwon, Ph.D.

Reuven Levary, Ph.D.

# BACHELOR OF SCIENCE IN ANALYTICS AND ENTERPRISE SYSTEMS

## Program Highlights

Companies are using enterprise resource planning software designed to integrate all business functions. This software-based major emphasizes both business analytics and enterprise resource planning, providing a unique and in demand learning experience to students.

Students pursuing this major may earn an SAP (Systems Applications Products) certification, if a minimum of a B is earned in three of the following courses with SAP embedded software: ITM 3100, ITM 3900, ITM 4900 or ACCT4250. As a member of the SAP University Alliance, the School of Business is the only business school in the St. Louis area to offer SAP certification, allowing the school to provide students hands-on experience with SAP software, allowing them to put classroom theory into practice.

Students may choose to pursue a minor in business analytics in addition to their chosen major.

## Curriculum Overview

Students who major in analytics and enterprise systems will learn to collect, organize and analyze data generated by business activities, including purchasing, marketing, manufacturing and distribution.

In addition to fulfilling the requirements for the Bachelor of Science, students complete 18 credits in information technology management courses, 3000 level or above.

## Fieldwork and Research Opportunities

Saint Louis' urban location provides many internship opportunities, which allow students to gain career-related work experience while applying classroom experiences to practice. Most are paid, and students may earn academic credit.

Students who graduate with a concentration in analytics and enterprise systems have a strong set of skills in problem-solving, information utilization and business communication. Possible career paths include working as a business analyst, functional consultant or application consultant.

## Careers

Benefits of the analytics and enterprise systems program also include internship and career opportunities. TechInterns, a special internship program, is a student-managed internship program

at Saint Louis University. TechInterns provides an opportunity for students to work in a variety of tech support roles throughout the University while receiving ongoing training in personal and professional development.

Students completing this degree take jobs as:

- + Systems analysts
- + Software engineers
- + Systems designers
- + System support specialists
- + Database administrators
- + Network administrators
- + Web developers

## Admission Requirements

### Freshman

All applications are thoroughly and carefully reviewed. Solid academic performance in college preparatory course work is a primary criterion in reviewing a freshman applicant's file. College admission test scores (ACT or SAT) are used as an additional indicator of the student's ability to meet the University's academic requirements and to qualify the student for certain University scholarship programs. To be considered for admission to any Saint Louis University undergraduate program, the applicant must be approaching graduation from an accredited high school or have an acceptable score on the General Education Development (GED) test.

### Transfer

Applicants must be a graduate of an accredited high school or have an acceptable score on the GED. An official high school transcript and official test scores are required only of those students who have attempted fewer than 24 transferable semester credits (or 30 quarter credits) of college credit. Those having completed 24 credits or more of college credit need only submit a transcript from previously attended college(s). Transfer students must have a cumulative 2.7 GPA to be admitted to the accounting program. In reviewing a transfer applicant's file, the office of admission holistically examines the student's academic performance in college-level coursework as an indicator of the student's ability to meet the academic rigors of Saint Louis University.

## Scholarships and Financial Aid

There are two principal ways to help finance a Saint Louis University education:

- + Scholarships: awarded based on academic

achievement, service, leadership and financial need.

- + Financial Aid: provided in the form of grants and loans, some of which require repayment.

For priority consideration for merit-based scholarships, applicants should apply for admission by Dec. 1 and complete a Free Application for Federal Student Aid (FAFSA) by March 1.

For information on other scholarships and financial aid, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

## Accreditation

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

## Bachelor of Science Requirements

The academic requirements for a Bachelor of Science degree are as follows: (All courses are three credits unless otherwise indicated.)

### Business Common Body of Knowledge (CBK) Requirements: 45 credits

ACCT	2200	Financial Accounting	3
ACCT	2220	Accounting for Decision Making	3
BIZ	1000/1001	Business Foundations	1
BIZ	1002	Excel lab	0
BIZ	3000	Career Foundations	1
BIZ	4000	Business Capstone*	1
ECON	1900	Principles of Economics	3
ECON	3120	Intermediate Macroeconomics	3
ECON	3140	Intermediate Microeconomics	3
FIN	3010	Principles of Finance	3
IB	2000	Introduction to International Business	3
ITM	2000	Information Technology with Supply Chains	3
MGT	2000	Legal Environment of Business I	3
MGT	3000	Management Theory and Practice	3
MGT	4000	Strategic Management and Policy*	3
MKT	3000	Introduction to Marketing Management	3
OPM	2070	Introductory Business Statistics	3
OPM	3050	Introduction to Management Science and Operations Management	3

### Arts and Sciences Core Requirements: 48 credits

ENGL	1900	Advanced Strategies of Rhetoric & Research**	3
ENGL	2250, 2350, 2450, 2550, 2650, 2750, 2850 or	Foreign Language Literature	3
ENGL	4000	(strongly recommended) Eng. Literature, or Fine Arts (Art, Art History, Dance, Film Studies, Music, Theatre)***	3
CMM	1200	Public Speaking**	3

HIST 1110 or 1120	Origins of the Modern World	3
PSY 1010	General Psychology	3
Two additional courses from: African American Studies, American Studies, History, Political Science, Psychology, Sociology, or Women's and Gender Studies		6
MATH 1200	College Algebra****	3
MATH 1320	Survey of Calculus**	3
One Natural Science course (Biology, Chemistry, Earth & Atmospheric Sciences, Physics, or SOC 2600)		3
One additional Math****or Natural Science course		3
PHIL 1050	Introduction to Philosophy: Self and Reality	3
PHIL 2050	Ethics	3
THEO 1000	Theological Foundations	3
THEO 2xxx	Theology course	3

### **Business Major: 15-21 credits\*\*\*\*\***

### **Electives in Business or Other Areas: 6-12 credits\*\*\*\*\***

### **Total Required for Degree: 120 credits**

#### Special Notations

\*All other Business CBK courses must be completed prior to taking BIZ 4000 and MGT 4000.

\*\*Must be completed by the end of the sophomore year in order to enroll in business courses junior year. MATH 1510 (Calculus 1) or higher-level calculus course may be substituted for MATH 1320.

\*\*\*Upper division foreign language may be substituted; however, students for whom English is a second language may not complete this requirement in their native language.

\*\*\*\*Students who place out of MATH 1200 (based on a Math Index score) must replace it with another approved math course.

\*\*\*\*\* MATH course must be approved.

\*\*\*\*\*In addition to completing lower and upper division coursework in all areas of business, each student typically selects a business major before or during the first semester of the junior year. Required credits vary between 15-21 credits and are determined by the appropriate department. To broaden their expertise, students may complete more than one major in business, or a major and a minor in business. However, where courses overlap between two business majors, the course may be counted only once and credited to one functional area, i.e. Sports Marketing may be used in either the Marketing major or the Sports Business major but not both.

\*\*\*\*\*Electives may be selected from any area of study within the University, giving the student the opportunity to diversify his/her background.

## **Analytics and Enterprise Systems Major**

## **Requirements**

Eighteen (18) credits in addition to ITM 2000, which is taken as a business CBK requirement.

### **Required Courses (15 credits)**

ITM 3300	Database Management Systems	3
ITM 3700	Business Analytics	3
ITM 3900	Applied Enterprise Systems Implementation	3
ITM 4700	Business Data Mining	3
ITM 4900	Enterprise Systems Practicum	3

### **Elective Courses (3 credits)**

ITM 3100	Enterprise Applications Development	3
ITM 3550	Introduction to Big Data	3
ITM 4910	Internship	3
ACCT 4250	Accounting Information Systems*	3
MKT 4650	Marketing Analytics*	3

\*A course may not be used to fulfill requirements in two majors/minors, i.e. ACCT 4250 may be used in either the Analytics and Enterprise Systems major/minor or the Accounting major/minor, but not both.

### **TOTAL CREDITS: 18**

## **Continuation Standards**

Students whose cumulative grade point average falls below 2.0 are required to apply for probationary status, which allows for no more than two consecutive semesters to improve scholastically and to demonstrate the ability to make progress toward a degree.

During the probationary period, advisors help students achieve academic success by closely monitoring their academic performance. Students on probation may NOT register for more than 15 credits of coursework as defined by the terms of the probation.

The conditions under which a student is dismissed from the school include: 1) inability to eliminate probationary status within the two semesters subsequent to the assignment of probation OR 2) a total grade point deficit of more than 15 points. For more information, see section under University Academic Policies and Procedures.

## **Graduation Requirements**

### **Graduation Requirements**

To be certified for graduation, a student must complete all course requirements and meet all of the following conditions:

- + apply to graduate;
- + earn a minimum 2.0 cumulative GPA in all coursework;
- + earn a minimum 2.0 cumulative GPA in all business coursework taken at Saint Louis

- University;
- + complete the Arts and Sciences core as specified in the business school curriculum;
  - + complete 30 of the final 36 credits at the St. Louis campus or an approved Study Abroad program;
  - + complete at least 50% of business coursework in residence at the St. Louis campus;
  - + complete major course requirements in residence at the St. Louis campus;
  - + Students transferring from the Madrid campus must complete a minimum of 40 credits of coursework, including a minimum of 30 credits of business coursework in residence at the St. Louis campus.

#### **Graduation Latin Honors**

See section under University Academic Policies and Procedures.

## **BACHELOR OF SCIENCE IN INFORMATION TECHNOLOGY MANAGEMENT**

### **Program Highlights**

The information technology management (ITM) program offered by the Richard A. Chaifetz School of Business is designed to prepare business students for careers as information systems professionals. The program of study focuses on the development and management of information systems in a business environment. Students develop the technical skills and organizational insights required to analyze, design, implement and administer information systems with an emphasis on the application of web-based and object-oriented information technologies.

The program is a member of the Oracle Academic Initiative, the Microsoft Academic Alliance and the IBM Scholars Program. ITM courses require extensive hands-on projects, teamwork and the use of high-end computer technology. Course topics include database management, systems analysis and design, data networking, graphical user interface, website design and computer security.

The Richard A. Chaifetz School of Business is a member of the SAP University Alliance, which allows the school to provide students in certain courses with hands-on experience with SAP software. This enables students to put classroom theory into practice.

Students may choose to pursue an ITM minor, a supply chain management minor or a globalization

and technology minor in addition to their chosen major.

### **Curriculum Overview**

This major is designed to prepare business students for careers as information systems professionals. The program of study focuses on educating students about the development and use of information systems as decision-making and problem-solving tools in a business environment. Students develop the technical skills and organizational insights required to analyze, design, implement, and manage information systems with an emphasis on the application of web-based and object-oriented information technologies. Courses require extensive hands-on projects, teamwork, and use of high-end computer technology.

### **Fieldwork and Research Opportunities**

Students in the ITM program are strongly encouraged to gain practical, career-related work experience through an internship or co-op.

Recent ITM students have participated in internships at:

- + AT&T
- + Anheuser-Busch
- + Boeing
- + Edward Jones
- + MasterCard
- + Monsanto
- + Wells Fargo

### **Careers**

TechInterns, a special internship program, is a student-managed internship program that provides an opportunity for students to work in a variety of tech support roles throughout the University while receiving ongoing training in personal and professional development.

Students completing this degree may take jobs as:

- + Database administrators
- + Network administrators
- + Software engineers
- + System support specialists
- + Systems analysts
- + Systems designers
- + Web developers

When combined with a second major in accounting, finance, management or marketing, additional opportunities exist for technology analyst positions within these other business areas. All students in the program will learn and develop a strong set of skills in problem-solving, information

utilization and business communication that will serve as a base for many different long-range career paths in areas as diverse as health care, law and government service.

## Admission Requirements

### Freshman

All applications are thoroughly and carefully reviewed. Solid academic performance in college preparatory course work is a primary criterion in reviewing a freshman applicant's file. College admission test scores (ACT or SAT) are used as an additional indicator of the student's ability to meet the University's academic requirements and to qualify the student for certain University scholarship programs. To be considered for admission to any Saint Louis University undergraduate program, the applicant must be approaching graduation from an accredited high school or have an acceptable score on the General Education Development (GED) test.

### Transfer

Applicants must be a graduate of an accredited high school or have an acceptable score on the GED. An official high school transcript and official test scores are required only of those students who have attempted fewer than 24 transferable semester credits (or 30 quarter credits) of college credit. Those having completed 24 credits or more of college credit need only submit a transcript from previously attended college(s). Transfer students must have a cumulative 2.7 GPA to be admitted to the accounting program. In reviewing a transfer applicant's file, the office of admission holistically examines the student's academic performance in college-level coursework as an indicator of the student's ability to meet the academic rigors of Saint Louis University.

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There are two principal ways to help finance a Saint Louis University education:

- + Scholarships: awarded based on academic achievement, service, leadership and financial need.
- + Financial Aid: provided in the form of grants and loans, some of which require repayment.

For priority consideration for merit-based scholarships, applicants should apply for admission by Dec. 1 and complete a Free Application for Federal Student Aid (FAFSA) by March 1.

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## Bachelor of Science Requirements

The academic requirements for a Bachelor of Science degree are as follows: (All courses are three credits unless otherwise indicated.)

### Business Common Body of Knowledge (CBK)

#### Requirements: 45 credits

ACCT	2200	Financial Accounting	3
ACCT	2220	Accounting for Decision Making	3
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BIZ	1002	Excel lab	0
BIZ	3000	Career Foundations	1
BIZ	4000	Business Capstone*	1
ECON	1900	Principles of Economics	3
ECON	3120	Intermediate Macroeconomics	3
ECON	3140	Intermediate Microeconomics	3
FIN	3010	Principles of Finance	3
IB	2000	Introduction to International Business	3
ITM	2000	Information Technology with Supply Chains	3
MGT	2000	Legal Environment of Business I	3
MGT	3000	Management Theory and Practice	3
MGT	4000	Strategic Management and Policy*	3
MKT	3000	Introduction to Marketing Management	3
OPM	2070	Introductory Business Statistics	3
OPM	3050	Introduction to Management Science and Operations Management	3

### Arts and Sciences Core Requirements: 48 credits

ENGL	1900	Advanced Strategies of Rhetoric & Research**	3
ENGL	2250, 2350, 2450, 2550, 2650, 2750, 2850	or Foreign Language Literature	3
ENGL	4000	(strongly recommended) Eng. Literature, or Fine Arts (Art, Art History, Dance, Film Studies, Music, Theatre)***	3
CMM	1200	Public Speaking**	3
HIST	1110 or 1120	Origins of the Modern World	3
PSY	1010	General Psychology	3
Two additional courses from: African American Studies, American Studies, History, Political Science, Psychology, Sociology, or Women's and Gender Studies			6
MATH	1200	College Algebra****	3
MATH	1320	Survey of Calculus**	3
One Natural Science course (Biology, Chemistry, Earth & Atmospheric Sciences, Physics, or SOC 2600)			3
One additional Math*****or Natural Science course			3
PHIL	1050	Introduction to Philosophy: Self and Reality	3
PHIL	2050	Ethics	3

THEO 1000 Theological Foundations	3
THEO 2xxx Theology course	3

**Business Major: 15-21 credits\*\*\*\*\*****Electives in Business or Other Areas: 6-12 credits\*\*\*\*\*****Total Required for Degree: 120 credits**Special Notations

\*All other Business CBK courses must be completed prior to taking BIZ 4000 and MGT 4000.

\*\*Must be completed by the end of the sophomore year in order to enroll in business courses junior year. MATH 1510 (Calculus 1) or higher-level calculus course may be substituted for MATH 1320.

\*\*\*Upper division foreign language may be substituted; however, students for whom English is a second language may not complete this requirement in their native language.

\*\*\*\*Students who place out of MATH 1200 (based on a Math Index score) must replace it with another approved math course.

\*\*\*\*\* MATH course must be approved.

\*\*\*\*\*In addition to completing lower and upper division coursework in all areas of business, each student typically selects a business major before or during the first semester of the junior year. Required credits vary between 15-21 credits and are determined by the appropriate department. To broaden their expertise, students may complete more than one major in business, or a major and a minor in business. However, where courses overlap between two business majors, the course may be counted only once and credited to one functional area, i.e. Sports Marketing may be used in either the Marketing major or the Sports Business major but not both.

\*\*\*\*\*Electives may be selected from any area of study within the University, giving the student the opportunity to diversify his/her background.

**Information Technology Management Major Requirements**

Eighteen (18) credits in addition to ITM 2000, which is taken as a business CBK requirement. (All courses are three credits.)

**Required Courses (9 credits)**

ITM 3100 Enterprise Applications Development	3
ITM 3300 Database Management Systems	3
ITM 4100 Systems Analysis and Design	3

**Elective Courses (3 credits)**

ITM 3450 Web Site Design and Development	3
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ITM 3500 Information Security Management	3
ITM 3550 Introduction to Big Data	3
ITM 3700 Business Analytics	3
ITM 3800 Project Management	3
ITM 3900 Applied Enterprise Systems Implementation	3
ITM 4700 Business Data Mining	3
ITM 4900 Enterprise Systems Practicum	3
ITM 4910 ITM Internship	3
ACCT 4250 Accounting Information Systems*	3

\*A course may not be used to fulfill requirements in two majors/minors, i.e. ACCT 4250 may be used in either the Information Technology Management major/minor or the Accounting major/minor, but not both.

**TOTAL CREDITS: 18****Continuation Standards**

Students whose cumulative grade point average falls below 2.0 are required to apply for probationary status, which allows for no more than two consecutive semesters to improve scholastically and to demonstrate the ability to make progress toward a degree.

During the probationary period, advisors help students achieve academic success by closely monitoring their academic performance. Students on probation may NOT register for more than 15 credits of coursework as defined by the terms of the probation.

The conditions under which a student is dismissed from the school include: 1) inability to eliminate probationary status within the two semesters subsequent to the assignment of probation OR 2) a total grade point deficit of more than 15 points. For more information, see section under University Academic Policies and Procedures.

**Graduation Requirements****Graduation Requirements**

To be certified for graduation, a student must complete all course requirements and meet all of the following conditions:

- + apply to graduate;
- + earn a minimum 2.0 cumulative GPA in all coursework;
- + earn a minimum 2.0 cumulative GPA in all business coursework taken at Saint Louis University;
- + complete the Arts and Sciences core as specified in the business school curriculum;
- + complete 30 of the final 36 credits at the St. Louis campus or an approved Study Abroad program;
- + complete at least 50% of business coursework in residence at the St. Louis campus;



- + complete major course requirements in residence at the St. Louis campus;
- + Students transferring from the Madrid campus must complete a minimum of 40 credits of coursework, including a minimum of 30 credits of business coursework in residence at the St. Louis campus.

#### Graduation Latin Honors

See section under University Academic Policies and Procedures.

## MINOR IN BUSINESS ANALYTICS

### Program Requirements

#### Required Courses (12 credits)

ITM	2000	Information Technology with Supply Chains	3
OPM	2070	Introductory Business Statistics	3
ITM	3300	Database Management Systems	3
ITM	3700	Business Analytics	3

#### Elective Courses (6 credits)

ITM	3550	Introduction to Big Data	3
ITM	4700	Business Data Mining	3
MKT	4650	Marketing Analytics*	3

\* Marketing majors must take ITM 3550 and ITM 4700 since MKT 4650 is a required marketing course and cannot also fulfill the minor requirements.

**TOTAL CREDITS:18**

### Continuation Standards

Students must earn a grade of “C” or higher in all courses used to fulfill the minor.

## MINOR IN GLOBALIZATION AND TECHNOLOGY

### Program Requirements

#### Required Courses (15 credits)

ECON	1900	Principles of Economics	3
IB	2000	Introduction to International Business	3
ITM	2000	Information Technology with Supply Chains	3
ITM	3800	Project Management	3
IB	3140	International e-Business	3

#### IB Elective Courses (3 credits)

IB	3100	Geopolitics of World Business	
IB	4120	International Business Strategies	
Or other IB course approved by International Business Department Chair			

#### ITM Elective Courses (3 credits)

ITM	3450	Web Site Design and Development	
Or other ITM course approved by OITM Department Chair			

**TOTAL CREDITS:21**

### Continuation Standards

Students must earn a grade of “C” or higher in all courses used to fulfill the minor.

## MINOR IN INFORMATION TECHNOLOGY MANAGEMENT

### Program Requirements

#### Required Course (3 credits)

ITM	2000	Information Technology with Supply Chains	3
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#### Elective Courses (12 credits)

ITM	2500	Spreadsheet and Database Productivity	3
ITM	3100	Enterprise Applications Development	3
ITM	3300	Database Management Systems	3
ITM	3450	Web Site Design and Development	3
ITM	3500	Information Security Management	3
ITM	3550	Introduction to Big Data	3
ITM	3700	Business Analytics	3
ITM	3800	Project Management	3
ITM	3900	Applied Enterprise Systems Implementation	3
ITM	4100	Systems Analysis and Design	3
ITM	4700	Business Data Mining	3
ITM	4900	Enterprise Systems Practicum	3
ITM	4910	ITM Internship	3
ACCT	4250	Accounting Information Systems*	3

\*A course may not be used to fulfill requirements in two majors/minors, i.e. ACCT 4250 may be used in either the Accounting major or the Information Technology Management major/minor, but not both.

**TOTAL CREDITS: 15**

### Continuation Standards

Students must earn a grade of “C” or higher in all courses used to fulfill the minor.

## MINOR IN SUPPLY CHAIN MANAGEMENT

### Program Requirements

#### Required Courses (12 credits)

OPM	2070	Introductory Business Statistics	3
OPM	3050	Introduction to Management Sciences and Operations Management	3
OPM	6440	Global Supply Chain Management*	3
OPM	6460	Global Logistics Management*	3

#### Elective Courses (6 credits)

ITM	3300	Database Management	3
ITM	3700	Business Analytics	3
ITM	3800	Project Management	3

\*Available only to seniors with a minimum 3.0 cumulative GPA

### Continuation Standards

Students must earn a grade of “C” or higher in all courses used to fulfill the minor.

## MASTER OF BUSINESS ADMINISTRATION

### Overview

MBA students can select to focus their electives in an area of concentration in Information Technology Management or Supply Chain Management.

### Information Technology Management Concentration

Any nine credits of graduate information technology courses (ITM 6000 is not eligible)

### Project Management Concentration

#### Required Course (3 credits)

ITM 6050 Project Management 3

#### Supply Chain or Information Technology Course (3 credits)

OPM 6050 Business Process and Operations Management 3  
 OPM 6430 Quality Improvement Through a Lean Six Sigma Approach 3  
 OPM 6440 Global Supply Chain Management Concepts, Design, and Strategies 3  
 ITM 6100 Systems Analysis and Design 3

#### Management Course (3 credits)

MGT 6200 New Venture Initiation 3  
 MGT 6201 Corporate Entrepreneurship 3  
 MGT 6105 Management of Change 3

### Supply Chain Management Concentration

#### Required Course (6 credits)

OPM 6440 Global Supply Chain Management Concepts, Design, and Strategies 3  
 OPM 6460 Global Logistics and Operations Management 3

#### Elective Course (3 credits)

ITM 6000 Managing Information Technology 3  
 ITM 6050 Project Management 3  
 ITM 6100 Systems Analysis and Design 3  
 ITM 6300 Database Management Systems 3  
 ITM 6400 Applied Business Analytics 3  
 ITM 6450 Business Strategy and Enterprise Systems 3  
 OPM 6000 Forecasting and Demand Management 3  
 OPM 6050 Business Process and Operations Management 3  
 OPM 6430 Quality Improvement Through a Lean Six Sigma Approach 3  
 OPM 6440 Global Supply Chain Management 3  
 OPM 6460 Global Logistics and Operations Management 3  
 OPM 6480 Strategic Sourcing and Procurement 3  
 OPM 6520 Transportation and Warehouse Management 3  
 OPM 6550 Special Topics in Supply Chain Management 3

## MASTER OF SUPPLY CHAIN MANAGEMENT

### Program Highlights

Through the Master of Science in Supply Chain Management students learn the key business

processes that drive profitable business growth, positioning them to hold a sustainable competitive advantage in the business world.

Consistently ranked among the top 20 in the nation by U.S. News & World Report, the supply chain management program teaches students how to use quantitative and computer models to provide and distribute the right quantities of the right goods or services to the right location at the right time.

Students will also gain additional exposure to the design, implementation and management of efficient ways to integrate the flow of materials and information among suppliers, manufacturers, warehouses and stores. The curriculum focuses on the theoretical as well as the applied supply chain and logistics skills that are essential in today's competitive global supply chain environment. Students learn operations management, logistics, information technologies, finance, lean/six sigma, ERP, project management and simulation to deliver the analytical skills employed in the public and private sectors.

The School of Business's health care supply chain track in the Master of Science in supply chain management program offers a unique opportunity for students and professionals to learn the most up-to-date supply chain management tools specific to the health care industry. Students in this program not only gain classroom knowledge, but more importantly they will be integrated with industry experts in the health care area to obtain hands-on learning. This collaborative program with the College for Public Health and Social Justice at Saint Louis University is designed for working professionals, which enables them to complete the entire program within two years.

### Curriculum Overview

The Supply Chain Management (M.S.-SCM) profession addresses the critical link between demand creation and the fulfillment of demand. Supply chain management professionals participate in fundamental decisions associated with current and future business success, addressing product design, sourcing, transportation, storage, ecommerce and delivery of the final goods to the customers. Information technology plays an important role making transactions efficient (cost saving) and effective (meeting customer's needs). Global nature of supply chain makes this discipline exciting and rewarding.

The supply chain management curriculum focuses

on theoretical and applied supply chain and logistics skills. Courses explore operations management, logistics, information technologies, finance and lean/six sigma. Students will also learn about project management and participate in simulations to develop the analytical skills needed in public and private sectors.

### Fieldwork and Research Opportunities

Saint Louis' central location within the greater St. Louis metropolitan area provides a distinct competitive business advantage and allows us to enhance internship.

Graduate students have access to the Valerie A. Davisson Career Resources Center, conveniently located within the School of Business, which serves as the catalyst for creating meaningful connections and developing outstanding internships and employment opportunities and providing other valuable career management services.

### Careers

A Master of Science in supply chain management prepares students to play an important role in the current and future success of businesses. Supply chain professionals make "go/no-go" decisions regarding which goods or services to provide, which suppliers to work with, and how to access and excite prospective customers.

### Admission Requirements

Applicants are reviewed for past undergraduate work, internship experience, and GMAT or GRE scores. While there is no minimum GMAT score required, the average GMAT score is 590. Average GRE scores are 150-153 on each section, quantitative and verbal. Successful applicants demonstrate a 3.0 grade point average in past academic programs.

#### Application Requirements

- + Application form
- + Transcript(s)
- + Two letters of recommendation
- + Official GMAT or GRE score
- + Résumé
- + Personal goal statement of fewer than 500 words

#### Requirements for International Students

Applicants who are not U.S. citizens or permanent residents will also need to submit:

- + Addendum form outlining certification of financial support for one year of study (if a

student visa is required) submitted with necessary documentation.

- + For non-native speakers of English, an official TOEFL or IELTS score report is also required and must be sent directly from ETS or the British Council (The school code is 6629 for ETS). TOEFL and IELTS scores should be no more than two years old. This program requires a TOEFL score of 88 and an IELTS broadband of at least a 6.5.
- + The Pearson Test of English scores can be accepted as well.
- + A GPA on a 4.0 scale is required and should be reflected on official transcripts or documentation. All international transcripts must be calculated by the World Education Services (WES) or the Educational Credential Evaluators (ECE) and include a course-by-course evaluation, including GPA and course levels.
- + The graduate business programs office prefers WES but will accept ECE.
- + INTO SLU offers the Pathway Program for international students who are interested this course but do not meet the direct entry requirements. Visit [intostudy.com/slu/programs](http://intostudy.com/slu/programs) for more information.

#### Application Deadline

Students are admitted in fall and spring. Applications are considered on a rolling basis with a preferred deadline of Dec. 15 for spring and July 15 for fall.

#### Review Process

Applications are reviewed on a rolling basis once all application materials are received. Application files are reviewed holistically (undergraduate work, internship experience, test scores and personal goal statement). The average time for admissions decisions is two weeks.

#### Scholarships and Financial Aid

For more information, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

#### Accreditation

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

## Program Requirements

### Foundation Courses (12 credits)

ACCT	5010	Accounting for Managers	3
ECON	5010	Economics for Managers	3
OPM	5020	Applied Business Statistics	3
OPM	5050	Operations Management	3

### Required Courses (24 credits)

ITM	6050	Project Management	3
ITM	6400	Applied Business Analytics	3
OPM	6050	Business Process and Operations Management	3
OPM	6430	Quality Improvement Through a Lean Six Sigma Approach	3
OPM	6440	Global Supply Chain Management	3
OPM	6460	Global Logistics and Operations Management	3
OPM	6480	Strategic Sourcing and Procurement	3
OPM	6520	Transportation and Warehouse Management	3

### Elective Courses (6 credits)

IB	6000	Global Business Environment	3
ITM	6000	Managing Information Technology	3
ITM	6100	Systems Analysis and Design	3
ITM	6300	Database Management Systems	3
ITM	6450	Business Strategy and Enterprise Systems	3
OPM	6000	Forecasting and Demand Management	3
OPM	6550	Special Topics in Supply Chain Management	3

### Continuation Standards

Students must maintain a cumulative GPA of 3.00 in all required graduate/professional courses.

## POST-BACCALAUREATE CERTIFICATE IN SUPPLY CHAIN MANAGEMENT

### Curriculum Overview

The Post-Baccalaureate Certificate in Supply Chain Management requirements consist of 12 credits of advanced graduate courses in supply chain management.

### Admission Requirements

- + Application
- + Current resume
- + Two references
- + Official transcripts from all previously attended colleges and universities
- + Personal statement (This statement should include a personal and professional goals, a reasons for pursuing the graduate degree and any additional insights into character or academic/employment history that will be helpful to the admissions committee. Limit to 500 words or less.)

### Scholarships and Financial Aid

For more information, visit the student financial services office online at [finaid.slu.edu](http://finaid.slu.edu).

## Accreditation

The Richard A. Chaifetz School of Business is accredited by AACSB, the Association to Advance Collegiate Schools of Business, the world's largest business education alliance and accrediting body of business schools, ensuring continuous quality improvement in terms of curriculum, instructional resources, student selection, career placement and intellectual contributions and qualifications of the faculty.

## Program Requirements

### Foundation Course (3 credits)

OPM	5050	Operations Management	3
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### Required Course (12 credits)

OPM	6000	Forecasting and Demand Management	3
OPM	6050	Business Process and Operations Management	3
OPM	6430	Quality Improvement Through a Lean Six Sigma Approach	3
OPM	6440	Global Supply Chain Management	3
OPM	6460	Global Logistics and Operations Management	3
OPM	6480	Strategic Sourcing and Procurement	3
OPM	6520	Transportation and Warehouse Management	3

### Continuation Standards

Students must maintain a cumulative GPA of 3.00 in all required graduate/professional courses.