



Samford University
Brock School of Business

Graduate Student Handbook

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A Message from the Dean

Congratulations!

As dean of Samford University's Brock School of Business, it is my pleasure to welcome you into our graduate business programs. Not only should you be commended for the noteworthy successes that have led you to this point, but also for your initiative and drive to further your education. It has been my experience through many years that the investment in human capital that comes through graduate business education pays perpetual dividends.

Many things will contribute to a successful experience as you pursue your degree. First and foremost is your willingness to be curious. Learning is a life-long endeavor, and while at the Brock School, you will hone the skills that will enable you to better solve problems while learning to ask the right questions.

You will learn from your coursework, from your professors, and from your fellow students. You will be asked to share your considerable experience as you tackle new situations and new challenges. This will be a team effort, and I encourage you to build relationships with professors and your student colleagues to maximize your experience in graduate school.

This handbook is meant to serve as a useful guide to your graduate education and to support the mentoring and counsel that can be provided by professors, the Academic Programs Office, or my office.

I look forward to having you as a part of the Brock Business community. I encourage you to work hard and learn to work smart. I anticipate the day we welcome you into the community of graduate scholars.

Sincerely,



Charles M. Carson
Dean and Professor
Brock School of Business

Samford University and the Brock School of Business

Mission Statement of Samford University

We nurture persons – for God, for learning, forever.

The mission of Samford University is to nurture persons in their development, creativity, faith, and personhood. As a Christian university, the community fosters academic, career, and ethical competency while encouraging social and civic responsibility and service to others.

Samford University and Brock School of Business Accreditation

Samford University is accredited by the Southern Association of Colleges and Schools Commission on Colleges (SACSCOC) to award associate, baccalaureate, masters, educational specialist, and doctorate degrees. Degree-granting institutions also may offer credentials as certificates and diplomas at approved degree levels. Questions about the accreditation of Samford University may be directed in writing to the Southern Association of Colleges and Schools Commission on Colleges at 1866 Southern Lane, Decatur, GA 30033-4097, by calling (404) 679-4500, or by using information available on SACSCOC's website (www.sacscoc.org).

Brock School of Business is accredited by the Association to Advance Collegiate Schools of Business (AACSB) which is a mark of excellence recognized worldwide and held by less than 5% of business schools.

M.B.A. Program Goals

The Brock School of Business M.B.A. program provides graduates the skills needed to be successful managers and leaders in a competitive global business environment. The core business functions of accounting, economics, finance, operations, marketing, human resources and organizational behavior, management information systems, and corporate strategy are taught with a focus on problem solving and practical application in the workplace. Specific learning goals articulated for the M.B.A. degree program include:

Critical Thinking and Decision Making – generating and synthesizing information to make and implement timely and informed decisions.

Effective Communication – improving abilities to communicate ideas, analyses, plans, and evaluations to individuals and groups.

Corporate and Social Responsibility – building the capacity and inclination to make decisions based on comprehensive values and to take actions that demonstrate an awareness of and an attempt to serve all stakeholders.

M.Acc. Program Goals

The Brock School of Business M.Acc. degree program provides graduates the skills needed to be successful in the accounting profession whether working for one's own business, a corporate accounting department, a public accounting firm, or a nonprofit/government agency. M.Acc. students are prepared for a career in the profession and for the successful completion of the CPA exam. Specific learning goals articulated for the M.Acc. degree program include:

Ethics

Samford M.Acc. graduates maintain personal and professional ethics and integrity while including appropriate values in developing and maintaining professional careers.

Professional Research Skills

Samford M.Acc. graduates possess skills to perform basic financial, auditing, and tax research.

Analytical Skills

Samford M.Acc. graduates possess analytical and problem-solving skills necessary to enter the accounting profession.

Admission

Admission Overview

Brock School of Business welcomes applications from students and professionals with solid academic abilities and managerial potential.

Academic ability is evaluated on the basis of undergraduate and graduate academic records, and scores on the Graduate Management Admission Test (GMAT) or Graduate Record Exam (GRE), if your GPA is below a 3.0. Applicants must have a bachelor's degree from an accredited institution prior to enrolling in the program.

Managerial potential is evaluated on the basis of the applicant's work experience and professional recognition. Work experience is preferred, but not required. Involvement in continuing education and extracurricular, community, and church activities are considered as part of the admission process.

Admission decisions are made on a rolling basis. Applicants are informed of the application decision by email. Once an applicant is admitted to the program, there will be an individual advising session with a graduate program advisor to review program information and policies as well as to determine the individual course plan of study.

International students should also review the international admission standards and application information on our website.

Checklist

The Academic Programs Office must receive each item on this checklist for an application to be considered complete. To check application progress, applicants can log-in to their application account and view the status of application items.

Application Checklist

- 1) Completion of online application. Personal e-mail addresses should be used on the application.
- 2) \$35 application fee. This non-refundable application fee is payable by credit card and is waived for Samford alumni, and current students, faculty or staff.
- 3) Receipt of official transcript(s) showing a completed undergraduate degree.
- 4) Receipt of official GMAT or GRE score from a testing agency if GPA is below a 3.0.
- 5) Professional resume.

Additional Documents for International Applicants (see our website for links to the forms)

- 1) Completion of online application. Personal e-mail addresses should be used on the application. If working with a recruiter, applicants should list the recruiter's e-mail address on the application. By listing an international recruiter's e-mail address on the application, the student authorizes Samford to release information related to admission and the visa application process to that agency.
- 2) \$35 application fee. This non-refundable fee is payable by credit card and is waived for Samford alumni, and current Samford students, faculty, or staff.
- 3) Official transcript(s) from all accredited higher education institutions attended. Transcripts are considered official only when they bear the issuing institutions seal and arrive with the seal intact. Transcripts can be sent electronically to gradbusi@samford.edu or by mail. A transcript evaluation from a NACES approved evaluation agency is required for applicants with a degree from a non-U.S. institution. WES is the recommended evaluation agency.

- 4) Professional resume.
- 5) Personal statement. The essay should describe the three experiences that have been most significant in shaping the applicants future personal and career goals and explain how obtaining a business degree at the Brock School of Business will assist in reaching their goals.
- 6) Official TOEFL or IELTS scores. International applicants must score at least a 90 on the [TOEFL](#) or 6.5 on the [IELTS](#) to be eligible for admission. Official scores should be sent directly to Brock School of Business from the testing agency.
- 7) Financial affidavit. After admission, students will receive an email from [Jennifer Beck](#), International Student Coordinator, with detailed information regarding how to complete the financial affidavit. Financial documents verifying sufficient financial support in U.S. dollars must accompany the completed financial affidavit. The completed affidavit and financial support documents will be uploaded to the application status page.
- 8) International student identification. A copy of the applicant's passport (and visa if applicable) must be uploaded to the application status page.

International New Student Deposit

As an indication of intention to enroll, all international students are required to submit a non-refundable deposit when they accept admission to Brock School of Business. The deposit is credited to the student account and used to cover first semester expenses.

Joint/Coordinated Degree Admission

Brock School of Business graduate programs require applicants to hold an accredited undergraduate degree but welcomes and encourages students from all academic backgrounds. To be considered for admission to a Brock School of Business joint/coordinated degree program, applicants must submit the following materials to Brock School of Business. Prospective Cumberland joint degree students must have completed the first year of law school, earning a cumulative GPA of at least a 2.5.

- 1) A completed Brock School of Business joint/coordinated degree application form (do not fill out the online application)
- 2) A resume reflecting work experience and other accomplishments. Please send your resume electronically to heaveret@samford.edu.
- 3) A copy of your original undergraduate transcript(s) sent electronically to heaveret@samford.edu. You may request to have your graduate program's Student Records or Admissions Office forward a copy of your transcript(s) to BSOB Admissions.
- 4) A GMAT (Graduate Management Admission Test) or GRE (Graduate Record Exam) score if your undergraduate GPA is below a 3.0.
- 5) A Joint Degree Procedures Form may be required by the primary degree program.

Transient Admission

Transient students are non-degree-seeking students who are enrolled and in good standing in a graduate program at another academic institution while taking classes at Brock School of Business. Transient students should email heaveret@samford.edu to complete the Transient Application Form and submit a letter of good standing from their institution to engage in graduate work at Brock School of Business. Transient status is granted by the Academic Programs Office. Transient students must meet course prerequisites to register for a course.

Readmission

A previously enrolled student in good academic standing may apply for readmission by emailing heaveret@samford.edu to complete the Readmission Form. The applicant is held to the admission and curriculum requirements in place at the time of readmission. Students must complete their degree within seven academic years of the original date of matriculation.

Graduate Program Curriculum

M.B.A. Curriculum

Course Title		Credits
M.B.A Prerequisite Courses*		0-9
ACCT 511	Financial Accounting for Managers	3
ECON 512	Foundations of Economics and Statistics	3
FINC 514	Corporate Finance	3
M.B.A. Core Program		36
BUSA 505	Managerial Communications and Analysis**	3
ACCT 519	Accounting for Decision Making	3
ECON 520	Economics of Competitive Strategy	3
FINC 521	Managerial Finance	3
BUSA 533	MIS & Communications Technology	3
MNGT 535	HR and Organization Management	3
MARK 541	Marketing Strategy	3
BUSA 551	Operations Management	3
BUSA 552	Managing Corporate Integrity	3
MNGT 561	Strategic Management***	3
	MBA Elective	3
	MBA Elective	3
Total M.B.A. Credits		36-45

* Exemption from ACCT 511, ECON 512, and FINC 514 may be awarded with an earned C- or better in an approved undergraduate accounting, economics/statistics, or finance course at an accredited institution. ACCT 511, ECON 512, and FINC 514 must be completed in student's first three terms. If not completed in first three terms, student cannot take anymore courses until prerequisites are completed. Please contact the Academic Programs Office for further details.

**To be taken during the first semester in the M.B.A. program

***To be taken in the last semester in the M.B.A. program. May be taken one semester early if lacking one course to graduate.

M.B.A. Concentrations

M.B.A. students may earn a concentration by taking three to four elective courses in a selected track instead of the normally required two general electives for the M.B.A. degree. Concentrations in Data Analytics, Finance, and Sports Business are available. Students must contact the Academic Programs Office at heaveret@samford.edu to officially add a concentration. Only students in Good Standing may add a concentration.

Data Analytics Concentration		
(choose three)		9
DATA 511	Big Data Strategy	3
DATA 521	Data Visualization for Business Analytics	3
DATA 531	Data Analytics in Accounting and Finance	3
DATA 599	Topics in Data Analytics	3

Finance Concentration		
(all three required)		9
FINC 525	Bulldog Investment Fund*	3
FINC 570	Financial Statement Analysis	3
FINC 594	Topics in Finance	3

*Student must apply to FINC 525 and be accepted.

Sports Business Concentration		
(SPRT 585 is required, plus three SPRT electives)		10
SPRT 585	Career and Professional Preparation in Sprt. Bus.	1
SPRT 565	Strategic Revenue Generation in Sports Business	3
SPRT 575	Fan Experience and Analytic-Based Engagement	3
SPRT 580	The Business of College Sports	3
SPRT 586	Sports Business Thesis	3
SPRT 589	Topics in Sports Business	3

Adding a Concentration after Graduation

M.B.A. alumni of Brock School of Business may return to Samford University as a special status student to add a M.B.A. concentration. The concentration will be awarded with the completion of current concentration course requirements.

Qualified previous coursework will count towards the concentration if the credit was earned within the last seven years. The earned concentration will be posted as a note at the end of the student's academic transcript. Students must maintain a cumulative graduate business GPA of 3.0 to earn the concentration. All good standing, probation, and academic progress policies apply. Students may not participate in commencement a second time.

To add a concentration after graduation, students must complete a readmission form and specify that the reapplication is for the concentration, not for a second degree.

Pre-M.Acc. Program

The Pre-M.Acc. Curriculum covers basic accounting and business knowledge to prepare students for the Master of Accountancy (M.Acc.) program and to meet the accounting and business requirements to qualify to sit for the Uniform CPA Exam in Alabama.

All students must meet the following course requirements before being admitted to the M.Acc. program. This program is also for any student who does not hold an accounting degree or who holds an accounting degree from a non-U.S. institution. The full Pre-M.Acc. curriculum can be completed in one to two years depending on previous undergraduate course experience. See the exemption policy for details about waiving these course requirements. For further details about the courses required for your degree, please contact the Academic Programs Office.

Course #	Course Title	Credits
Accounting Prerequisites		
ACCT 211	Accounting Concepts I	3
ACCT 212	Accounting Concepts II	3
ACCT 311	Financial Accounting & Reporting I*	3
ACCT 312	Financial Accounting & Reporting II*	3
ACCT 313	Cost Accounting*	3
ACCT 420	Auditing I*	3
ACCT 470	Accounting Information Systems	3
ACCT 310	Income Tax I*	3
BUSA 252	Legal Environment of Business	3
BUSA 454	Business Law*	3
Non-Accounting Business Courses**		
ECON 201	Principles of Macroeconomics	4
ECON 202	Principles of Microeconomics	3
MARK 311	Marketing Management	3
FINC 321	Financial Management	3
MNGT 303	Principles of Management	3
DATA 200	Intro to Spreadsheet Apps	1
DATA 201	Intro to Data Analytics	3

*Must be completed in the United States.

**These non-accounting business courses are recommended as the best courses for CPA Exam preparation.

M.Acc. Curriculum

Course Title		Credits
Accounting Core		
ACCT 510	Income Tax II*	3
ACCT 515	Governmental/Not-For Profit Accounting*	3
ACCT 520	Auditing II	3
ACCT 525	Applied Professional Research	3
ACCT 540	Financial Accounting & Reporting III*	3
Accounting Electives (select five)		
ACCT 514	Tax Research	3
ACCT 521	Fraud Examination	3
ACCT 531	Data Analytics/Accounting and Finance	3
ACCT 555	Internship	3
ACCT 560	Accounting Theory	3
ACCT 570	Financial Statement Analysis	3
ACCT 580	Reporting and Disclosures	3
ACCT 594	Topics in Accounting	3
Total Graduate Credit Hours for MAcc Degree		30

*Course may be waived/transferred with an earned B (3.0) or better in an equivalent undergraduate/graduate course at an AACSB institution. Waived courses do not count towards the 24 required graduate accounting credits.

**Must meet prerequisites of courses selected.

Joint/Coordinated Degree Programs

Joint/coordinated degree programs allow students to simultaneously pursue degrees in two areas of interest with fewer credit requirements than earning the degrees separately. Graduate joint/coordinated degree programs currently offered within Brock School of Business are:

- Professional Accountancy (B.S.B.A./M.Acc.)
- Master of Business Administration/Master of Accountancy (M.B.A./M.Acc.)
- Master of Business Administration/Juris Doctor (M.B.A./J.D.)
- Master of Accountancy/Juris Doctor (M.Acc./J.D.)
- Master of Business Administration/Master of Divinity (M.B.A./M.Div.)
- Master of Business Administration/Doctor of Pharmacy (M.B.A./Pharm.D.)
- Master of Business Administration/Master of Environmental Management (M.B.A./M.S.E.M.)
- Master of Business Administration/Master of Healthcare Administration (M.B.A./M.H.A.)

Professional Accountancy M.Acc. Curriculum

Course Title		Credits
Accounting Core		
ACCT 515	Governmental/Not-For Profit Accounting	3
ACCT 520	Auditing II	3
ACCT 525	Applied Professional Research	3
ACCT 540	Financial Accounting & Reporting III	3
ACCT 555	Internship	3
Accounting Electives (select five)		
ACCT 514	Tax Research	3
ACCT 521	Fraud Examination	3
ACCT 531	Data Analytics/Accounting and Finance	3
ACCT 560	Accounting Theory	3
ACCT 570	Financial Statement Analysis	3
ACCT 580	Reporting and Disclosures	3
ACCT 594	Topics in Accounting	3
Total Graduate Credit Hours for MAcc Degree		30

M.B.A./M.Acc. Joint Degree Curriculum

Course Title		Credits
M.Acc. Course Component ¹		24
M.Acc. Core		
ACCT 510	Income Tax II*	3
ACCT 515	Governmental/Not-For Profit Accounting*	3
ACCT 520	Auditing II	3
ACCT 525	Applied Professional Research	3
ACCT 540	Financial Accounting & Reporting III*	3
M.Acc. Accounting Electives (select three)		
ACCT 514	Tax Research	3
ACCT 521	Fraud Examination	3
ACCT 531	Data Analytics/Accounting and Finance	3
ACCT 555	Internship	3
ACCT 560	Accounting Theory	3
ACCT 570	Financial Statement Analysis	3
ACCT 580	Reporting and Disclosures	3
ACCT 594	Topics in Accounting	3
M.B.A. Course Component ¹		27
M.B.A. Core		
BUSA 505	Managerial Communications and Analysis**	3
BUSA 533	MIS and Communications Technology	3
BUSA 551	Operations Management	3
BUSA 552	Managing Corporate Integrity	3
ECON 520	Economics of Competitive Strategy	3
FINC 521	Managerial Finance	3
MARK 541	Marketing Strategy	3
MNGT 535	Human Resources and Organization Management	3
MNGT 561	Strategic Management***	3
Total Graduate Credit Hours for M.B.A./M.Acc. Degree		51

¹Prerequisites for the M.Acc. program and M.B.A. courses must be met. See the Academic Programs Office for details.

*Course may be waived with an earned B (3.0) or better in an equivalent undergraduate course at an AACSB institution. Waived courses do not count towards the 24 required graduate accounting credits.

**To be taken during the first semester in the M.B.A. program

***To be taken in the last semester in the M.B.A. program. May be taken one semester early if lacking one course to graduate.

M.B.A./J.D. Joint Degree Curriculum

A joint degree program offered between Brock School of Business and Cumberland School of Law allows students to pursue the Master of Business Administration (M.B.A.) and Juris Doctor (J.D.) degrees concurrently. The business school will apply 9 credits of law coursework to satisfy work required under the regular M.B.A. curriculum. Cumberland will apply 12 credits of business coursework to satisfy some of the elective work required under the regular law curriculum. The net result is that students in this program are required to complete 27-36 credits of business coursework and 78 credits of law coursework.

Course Title		Credits
M.B.A. Courses:		27-36
M.B.A. Prerequisite Courses*		0-9
ACCT 511	Financial Accounting for Managers	3
ECON 512	Foundations of Economics and Statistics	3
FINC 514	Corporate Finance	3
M.B.A. Core Courses		27
BUSA 505	Managerial Communications and Analysis**	3
ACCT 519	Accounting for Decision Making	3
FINC 521	Managerial Finance	3
BUSA 533	MIS & Communication Technology	3
MNGT 535	Human Resources & Organization Management	3
MARK 541	Marketing Strategy	3
BUSA 551	Operations Management	3
BUSA 552	Managing Corporate Integrity	3
MNGT 561	Strategic Management***	3
Shared Law Credits:		9
Choose 9 additional credits from the law elective table		9
Total Credits for M.B.A. Degree		36-45

* Exemption from ACCT 511, ECON 512, and FINC 514 may be awarded with an earned C- or better in an approved undergraduate accounting, economics/statistics, or finance course at an accredited institution. ACCT 511, ECON 512, and FINC 514 must be completed in student's first three terms. If not completed in first three terms, student cannot take anymore courses until prerequisites are completed. Please contact the Academic Programs Office for further details.

**To be taken during the first semester in the M.B.A. program

***To be taken in the last semester in the M.B.A. program. May be taken one semester early if lacking one course to graduate.

M.Acc./J.D. Joint Degree Curriculum

A joint degree program offered between Brock School of Business and Cumberland School of Law allows students to pursue the Master of Accountancy (M.Acc.) and Juris Doctor (J.D.) degrees concurrently. The business school will apply 6 credits of law coursework to satisfy work required under the regular M.Acc. curriculum. Cumberland will apply 12 credits of accounting coursework to satisfy some of the elective work required under the regular law curriculum. The net result is that students in this program are required to complete 24 credits of accounting coursework and 78 credits of law coursework. Students must meet all undergraduate course prerequisites before beginning graduate accounting courses. Please check with the Academic Programs Office for details.

Course Title		Credits
Accounting:		24
Accounting Core Courses		6-15
ACCT 510	Income Tax II*	3
ACCT 515	Governmental/Not-For Profit Accounting*	3
ACCT 520	Auditing II	3
ACCT 525	Applied Professional Research	3
ACCT 540	Financial Accounting & Reporting III*	3
Accounting Electives		9-18
ACCT 514	Tax Research	3
ACCT 521	Fraud Examination	3
ACCT 531	Data Analytics/Accounting and Finance	3
ACCT 555	Internship	3
ACCT 560	Accounting Theory	3
ACCT 570	Financial Statement Analysis	3
ACCT 594	Topics in Accounting	3
Shared Law Credits:		6
Choose six credits from the law elective table		
Total Credits for M.Acc. Degree		30

* Course may be waived with an earned B (3.0) or better in an equivalent undergraduate course at an AACSB institution. Waived courses do not count towards the 24 required graduate accounting credits.

Law Elective Table

Course Number	Course Title	Credits
LAW 532	Payment Systems	3
LAW 533	Secured Transactions	3
LAW 603	Consumer Protection	2
LAW 604	Insurance	3
LAW 605	Banking Law	3
LAW 606	Estate and Gift Taxation	2
LAW 607	Corporate Finance	3
LAW 608	Bankruptcy	3
LAW 609	Partnership Taxation	3
LAW 610	Business Planning	3
LAW 611	Business Bankruptcy	2
LAW 615	Real Estate Transactions	2
LAW 619	International Business Transactions	2-3
LAW 620	Securities Regulation	3
LAW 625	Government Regulation of Business	3
LAW 627	Accounting for Lawyers	2
LAW 634	U.S. Taxation of International Business	2
LAW 635	Nonprofit Organizations: Law and Governance	2-3
LAW 639	Nonprofit Organizations	3
LAW 648	Land Use Planning	2
LAW 655	Corporate Tax	3
LAW 658	Health Care Delivery Systems	3
LAW 664	Estate Planning	3
LAW 667	Labor Law	2
LAW 668	Federal Income Tax I	4
LAW 669	Federal Income Tax II	2
LAW 674	Alternative Dispute Resolution	3
LAW 679	Business Crimes	3
LAW 684	Products Liability	3
LAW 693	Workers Compensation	2
LAW 696	Intellectual Property	2-3
LAW 699	ERISA and Deferred Compensation	2
LAW 699	Employment Discrimination	2
LAW 703	Arbitration	3
LAW 711	State and Local Taxation	2
LAW 728	Economic Analysis of Law	3
LAW 736	Sales	2-3
LAW 746	Business Drafting	2
LAW 761	Business Organizations: Selected Problems	2
LAW 801	Negotiation	2-3
LAW 803	Mediation	2

M.B.A./M.Div. Joint Degree Curriculum

A joint degree program offered between Brock School of Business and Beeson Divinity School allows students to pursue the Master of Business Administration (M.B.A.) and Master of Divinity (M.Div.) degrees concurrently. The business school will apply 6 credits of divinity coursework to satisfy work required under the regular M.B.A. curriculum. Beeson Divinity School will apply 9 credits of business coursework to satisfy some of the elective work required under the regular M.Div. curriculum. The net result is that students in this program are required to complete 30-39 credits of business coursework and 8 credits of divinity coursework.

Course Title		Credits
M.B.A. Courses:		30-39
M.B.A. Prerequisite Courses*		0-9
ACCT 511	Financial Accounting for Managers	3
ECON 512	Foundations of Economics and Statistics	3
FINC 514	Corporate Finance	3
M.B.A. Core Courses		30
BUSA 505	Managerial Communications and Analysis**	3
ACCT 519	Accounting for Decision Making	3
ECON 520	Economics of Competitive Strategy	3
FINC 521	Managerial Finance	3
BUSA 533	MIS & Communications Technology	3
MNGT 535	HR and Organization Management	3
MARK 541	Marketing Strategy	3
BUSA 551	Operations Management	3
BUSA 552	Managing Corporate Integrity	3
MNGT 561	Strategic Management***	3
Shared Divinity Credits:		6
DVML 701	Supervised Ministry Practicum I	3
DVML 702	Supervised Ministry Practicum II	3
Total Credits for M.B.A. Degree		36-45

* Exemption from ACCT 511, ECON 512, and FINC 514 may be awarded with an earned C- or better in an approved undergraduate accounting, economics/statistics, or finance course at an accredited institution. ACCT 511, ECON 512, and FINC 514 must be completed in student's first three terms. If not completed in first three terms, student cannot take anymore courses until prerequisites are completed. Please contact the Academic Programs Office for further details.

**To be taken during the first semester in the M.B.A. program

***To be taken in the last semester in the M.B.A. program. May be taken one semester early if lacking one course to graduate.

M.B.A./Pharm.D. Coordinated Degree Curriculum

A coordinated degree program offered between Brock School of Business and McWhorter School of Pharmacy allows students to pursue the Master of Business Administration (M.B.A.) and Master of Pharmacy (Pharm.D.) degrees concurrently. The business school will apply 6 credits of pharmacy coursework to satisfy work required under the regular M.B.A. curriculum. McWhorter School of Pharmacy will apply 4 credits of business coursework to satisfy some of the elective work required under the regular pharmacy curriculum. See the pharmacy advisor for details about M.B.A. courses that count toward the Pharm.D. The net result is that students in this program are required to complete 30-39 credits of business coursework and 137 credits of pharmacy coursework.

Course Title		Credits
M.B.A. Program Credits		30-39
M.B.A. Prerequisite Courses*		0-9
ACCT 511	Financial Accounting for Managers	3
ECON 512	Foundations of Economics and Statistics	3
FINC 514	Corporate Finance	3
M.B.A. Core		30
BUSA 505	Managerial Communications and Analysis**	3
ACCT 519	Accounting for Decision Making	3
ECON 520	Economics of Competitive Strategy	3
FINC 521	Managerial Finance	3
BUSA 533	MIS & Communications Technology	3
MNGT 535	HR and Organization Management	3
MARK 541	Marketing Strategy	3
BUSA 551	Operations Management	3
BUSA 552	Managing Corporate Integrity	3
MNGT 561	Strategic Management***	3
Shared Pharm.D. Credits (choose 6 credits from the list below)		6
PHRX 527	Drug Literature Evaluation	2
PHRX 674	Association Management	4
PHRX 673	Pharmacy Management	4
Total M.B.A. Credits		36-45

* Exemption from ACCT 511, ECON 512, and FINC 514 may be awarded with an earned C- or better in an approved undergraduate accounting, economics/statistics, or finance course at an accredited institution. ACCT 511, ECON 512, and FINC 514 must be completed in student's first three terms. If not completed in first three terms, student cannot take anymore courses until prerequisites are completed. Please contact the Academic Programs Office for further details.

**To be taken during the first semester in the M.B.A. program

***To be taken in the last semester in the M.B.A. program. May be taken one semester early if lacking one course to graduate.

M.B.A./M.S.E.M. Joint Degree Curriculum

Course Title		Credits
M.B.A. Program Credits		30-39
M.B.A. Prerequisite Courses*		0-9
ACCT 511	Financial Accounting for Managers	3
ECON 512	Foundations of Economics and Statistics	3
FINC 514	Corporate Finance	3
M.B.A. Core		30
BUSA 505	Managerial Communications and Analysis**	3
ACCT 519	Accounting for Decision Making	3
ECON 520	Economics of Competitive Strategy	3
FINC 521	Managerial Finance	3
BUSA 533	MIS & Communications Technology	3
MNGT 535	HR and Organization Management	3
MARK 541	Marketing Strategy	3
BUSA 551	Operations Management	3
BUSA 552	Managing Corporate Integrity	3
MNGT 561	Strategic Management***	3
Shared M.S.E.M. Credits ****		6
ENVM	MSEM Course	3
ENVM	MSEM Course	3
Total M.B.A. Credits		36-45

* Exemption from ACCT 511, ECON 512, and FINC 514 may be awarded with an earned C- or better in an approved undergraduate accounting, economics/statistics, or finance course at an accredited institution. ACCT 511, ECON 512, and FINC 514 must be completed in student's first three terms. If not completed in first three terms, student cannot take anymore courses until prerequisites are completed. Please contact the Academic Programs Office for further details.

**To be taken during the first semester in the M.B.A. program

***To be taken in the last semester in the M.B.A. program. May be taken one semester early if lacking one course to graduate.

****Choose 6 credit hours from M.S.E.M. list on the next page.

M.S.E.M. Elective Table

Course Number	Course Title	Credits
ENVM 505	Environmental Management and Sustainability	3
ENVM 510	Environmental Ethics	3
ENVM 512	Environmental Project Management	3
ENVM 520	Occupational Safety and Health Law Policy	3
ENVM 521	Risk Analysis	3
ENVM 522	Economics of Sustainability	3
ENVM 529	Energy and the Environment	3

M.B.A./M.H.A. Joint Degree Curriculum Checklist

Course Title		Credits	Completed
MBA Program Credits		30-39	
MBA Prerequisite Courses*		0-9	
ACCT 511	Financial Accounting for Managers	3	
ECON 512	Foundations of Economics and Statistics	3	
FINC 514	Corporate Finance	3	
MBA Core		30	
BUSA 505	Managerial Communications and Analysis**	3	
ACCT 519	Accounting for Decision Making	3	
ECON 520	Economics of Competitive Strategy	3	
FINC 521	Managerial Finance	3	
BUSA 533	MIS & Communications Technology	3	
MNGT 535	HR and Organization Management	3	
MARK 541	Marketing Strategy	3	
BUSA 551	Operations Management	3	
BUSA 552	Managing Corporate Integrity	3	
MNGT 561	Strategic Management***	3	
Shared MHA Credits ****		6	
MHCA	MHA Course	3	
MHCA	MHA Course	3	
Total MBA Credits		36-45	

* Exemption from ACCT 511, ECON 512, and FINC 514 may be awarded with an earned C- or better in an approved undergraduate accounting, economics/statistics, or finance course at an accredited institution. ACCT 511, ECON 512, and FINC 514 must be completed in student's first three terms. If not completed in first three terms, student cannot take anymore courses until prerequisites are completed.

**To be taken in the first semester in the MBA program

***To be taken in the last semester in the MBA program. May be taken one semester early if lacking one course to graduate.

****Choose 6 credit hours from MHA list on next page.

M.H.A. Elective Table

Course Number	Course Title	Credits
MHCA 500	Healthcare Systems	3
MHCA 501	Healthcare Statistics & Research Methods	3
MHCA 502	Health Information & Informatics Management	3
MHCA 503	Healthcare Management	3
MHCA 510	Healthcare Financial Management & Budgeting	3
MHCA 511	Healthcare Policy & Law	3
MHCA 512	Healthcare Economics	3
MHCA 520	Healthcare Project Management	3
MHCA 521	Healthcare Human Resource Management	3
MHCA 600	Healthcare Patient Safety & Quality	3
MHCA 601	Healthcare Ethics	3
MHCA 602	Healthcare Organizational Dynamics & Governance	3
MHCA 610	Healthcare Strategic Management & Marketing	3
MHCA 611	Healthcare Administration Graduate Capstone	3
MHCA 612	Healthcare Administration Graduate Internship	3
MHCA 613	Healthcare Administration Advanced Leadership Practice	3
PHLT 608	Leadership for the Health Professional	3

Academic Policies

Academic Progress & Grading

The possible grades in a graduate business course are A, B, C, D, and F. These grades may be differentiated by pluses and minuses, but do not have to be. Quality points are assigned as follows:

A	4.0	C	2.0
A-	3.7	C-	1.7
B+	3.3	D+	1.3
B	3.0	D	1.0
B-	2.7	D-	0.7
C+	2.3	F	0.0

The minimum grade in a graduate class is a C-. If a student earns a D, he/she must repeat the course, and it must be repeated in the next term offering in the format needed (online or on-campus). If a C (2.0) or better is not earned the second time, the student's participation in the program is terminated.

If a student earns an F, the student's participation in the program may be terminated. *Exception:* If a student earns an F in ACCT 511, ECON 512, or FINC 514, the student may repeat the course. The student must repeat the course at Brock School of Business and may not take other M.B.A. or M.Acc. courses (except ACCT 511, ECON 512, and FINC 514) until a higher grade is earned. If a C (2.0) or better is not earned the second time, the student's participation in the program is terminated.

Students must complete their degree within seven academic years of the original date of matriculation.

Pre-M.Acc. Academic Progress and Good Standing

The minimum grade for a Pre-M.Acc. course is a C-. Students must earn a cumulative Pre-M.Acc. GPA of 2.5 or higher to be accepted to the M.Acc. program. An F in a Pre-M.Acc. course may be repeated – if the student does not earn a C- or better the second time, the student's participation in the program is terminated.

If a student's cumulative Pre-M.Acc. GPA (all undergraduate courses in the business school) falls below 2.5, the student is placed on academic probation and is required to show improvement in the GPA in the **next** semester. If a student on probation does not improve his/her GPA in the next semester, the student will be required to withdraw from the program. Students on academic probation may not progress to the M.Acc. program.

Course Exemption

M.B.A. Course Exemption

Exemption from ACCT 511, ECON 512, and FINC 514 may be awarded with an earned C- or better in an approved undergraduate accounting, economics/statistics, or finance course at a regionally accredited institution.

M.Acc. Course Exemption

Exemption from ACCT 510, ACCT 515, and ACCT 540 may be awarded if the student earned a B (3.0) or better in an equivalent undergraduate course at an AACSB institution. Exempted courses do not count towards the 24 required graduate accounting credits.

Pre-M.Acc. Exemption

Exemption from Pre-M.Acc. (M.Acc. prerequisite) courses is granted with an earned C- or better in an equivalent course at an accredited institution. Certain courses must be taken in the U.S. – ACCT 311, ACCT 312, ACCT 313, ACCT 420, ACCT 310, and BUSA 454.

Course Repeat Policy

To improve his/her grade and cumulative GPA and upon the recommendation of the advisor, a student may repeat a course in which he/she received a C- or lower. When a course grade of C- or lower is repeated at Samford, only the grade earned in the most recent instance of the course, even if it is lower, will count in the calculation of the cumulative average. The credits count only once. Both courses and both grades remain on the transcript with an indication of which course is counted in the computation of the cumulative GPA. Students must retake the course at Brock School of Business, and it may only be retaken once.

Good Standing

To maintain a status of Good Standing, students must carry a cumulative GPA of 3.0 or better in all courses completed at Brock School of Business. A student must be in Good Standing to add a concentration, engage in transient work, or graduate.

Grade Appeal Process

If a student feels that the final grade received in a course represents a biased evaluation of his or her performance relative to the overall class standards, the grade may be appealed. The student should contact the instructor within the first five weeks of the following semester (excluding summer) to seek clarification of the basis for the grade. Grade appeals cannot be made after the last day of classes of the next full semester.

If the dispute over the grade cannot be resolved by the initial conference with the instructor, the student may appeal in writing to the appropriate Department Chair with a copy provided to the instructor. The Department Chair will consider the student's written statement, the instructor's statement, and may confer with each. The Department Chair, who does not have the authority to change the grade, shall inform the instructor and the student in writing of his/her recommendation. If a grade change is recommended, the instructor may refuse to accept the recommendation. The instructor shall notify the Department Chair and the student in writing of his/her decision.

If the dispute cannot be resolved by the Department Chair, the student may appeal to the Associate Dean. The Department Chair will be asked to provide a written recommendation to the Associate Dean. The Associate Dean will review the case which may include meeting with all parties involved. The Associate Dean will provide a recommendation to the instructor which should be weighed heavily by the instructor. The instructor has the ultimately responsibility to determine whether a grade change should be made.

Joint/Coordinated Degree Academic Policies

Joint/Coordinated Degree Completion: Students must complete both curriculums before either degree is awarded. Graduates will receive both degrees in the same semester.

Graduation and Joint/Coordinated Degree Completion: A student may choose to drop the joint degree in order to earn the primary degree earlier. Brock School of Business will accept shared credit from the primary degree upon later readmission to the M.B.A. as long as the student: 1) began the joint/coordinated degree before graduating with the primary degree 2) was a student in good standing in BSOB and 3) requests readmission to restart M.B.A. classes within one full year after primary degree graduation. Please check with your graduate program about implications for your primary degree if you withdraw from the joint program. Students must

complete the M.B.A. within seven academic years of the original date of admission to the M.B.A. program.

GPA Calculation: Students will have two separate grade point averages -- one for business and one for the primary degree. School ranking and percentiles will be based on the primary degree only GPA. Students must maintain a 3.0 GPA in the M.B.A. program to be in good standing.

Maximum course load:

Pharmacy: Students may register for a maximum of 21 credits per full semester. Students may petition to exceed this maximum course load with permission of the Associate Dean of Academic Affairs.

Law: Students may register for a maximum of 18 credits per semester and 8 credits in the summer term. When taking 18 credits, no more than 12 credits can be in the law school.

Divinity: Students may register for a maximum of 18 total credits per regular semester.

Tuition: Tuition for the M.B.A. or M.Acc. is charged separately on a per credit basis. Please see the Samford One Stop website for current tuition and fee rates.

Probation

If a student's cumulative GPA falls below 3.0, the student is placed on academic probation and is required to show improvement in the GPA in the **next** semester. If a student on probation does not improve his/her GPA in the next semester, the student will be required to withdraw from the program. Students on academic probation may not add a concentration, engage in transient work, or graduate.

Registration Cancellation and Reinstatement

Students not paying their bill by the due date are subject to having their registration cancelled until payment is received. A student may be reinstated by paying the balance in full, plus a late fee. Following this payment, the student will receive a clearance slip from the Samford One Stop to provide to Student Records as required to re-establish the student's class schedule. **Late fees are not reversed upon reinstatement.**

Students making changes to their schedule after the e-bill has been sent (usually at the beginning of a term or during drop/add) are **required** to make payment in full by the e-bill due date for the term, including additional charges resulting from changes even though they may not have received an e-bill for these additional charges. Failure to make full payment will result in registration cancellation the **next business day after the end of the drop/add period as noted in the academic calendar for your classification.**

Transfer Credit

Students with previously existing graduate work from a regionally accredited institution may be eligible to transfer those credits toward their Samford degree. Students may petition to transfer up to 9 graduate credits for the M.B.A. and up to 6 graduate credits for the M.Acc. The course must be equivalent to a similar course in the curriculum, and the students must have earned a B (3.0) or better in the course in order for credits to be eligible for transfer. Credits earned more than 10 years from date of application to the graduate program are ineligible for transfer consideration.

Transcript analysis and a determination of the credits are performed at the time of admission. The student is notified before enrolling in the first semester/term. Grades earned at other institutions are not included in the Samford University GPA computation.

Transient Credit

When a degree-seeking Brock School of Business graduate student wishes to take courses at another school to apply towards their Samford degree, they must complete a transient credit enrollment request form for permission to be a transient student at another AACSB accredited institution. Transient credits are generally allowed when the course is not offered at Samford. Students may petition to take up to 6 graduate credits at another institution as a transient student and have the credits transfer. Professional Accountancy students may only take 3 graduate credits at another institution. These credits count towards the maximum of nine or six credits allowed as transfer credits. Such petitions are considered on a case-by-case basis. Students must be in good academic standing, i.e., have a GPA of 3.0 or better to be eligible for transient work. Grades earned at other institutions are not included in the Samford University GPA computation. Students must earn a B (3.0) or better in the transient course for credits to be eligible for transfer.

Withdrawal

Students should notify the Director of Graduate and Undergraduate Student Services as soon as possible if there is a problem that might involve an immediate interruption in attendance.

Course Withdrawal: A course withdrawal occurs when a student wishes to drop a course but remain enrolled in at least one other course. A student may drop a course with no academic penalty and receive a full refund of tuition during the drop/add period as outlined in the University catalog academic calendar. After the drop/add period, there is no refund of tuition if a student withdraws from a course. Academic penalty (an “F” in the course) is applied when a student withdraws from a course after the deadline to withdraw from a course without academic penalty as outlined in the University catalog academic calendar.

University Withdrawal: A university withdrawal occurs when a student wishes to cancel his/her entire schedule (not be enrolled at all in the term). If a student withdraws after the first week of the term, there will be a pro-rata financial penalty as outlined in the University catalog. University

withdrawals due to medical emergencies or exigent circumstances are considered on a case-by-case basis by the Registrar in Samford Hall.

If a student does not enroll in courses for one academic year (three consecutive semesters/terms), the student's record becomes inactive, and the student is automatically withdrawn from the program. A student who is withdrawn for non-registration will need to reapply to the program as outlined in the Readmission policy.

BSOB Academic Services

Academic Programs Office

Address:

Academic Programs Office
Samford University, Brock School of Business
800 Lakeshore Dr.
Birmingham, AL 35229

Email: gradbusi@samford.edu

Staff:

Dr. Barbara Cartledge
Senior Assistant Dean of Academic Programs
Office: Cooney Hall 289E
Phone: 205-726-2935
E-mail: bhcartle@samford.edu

Heather Averett
Director, Graduate and
Undergraduate Student
Services
Office: Cooney Hall 289L
Phone: 205-726-2040
Email: heaveret@samford.edu

Director of Professional Success
Office: Cooney Hall 289D
Phone: 205-726-2639
E-mail: [TBD](#)

Doshia Bennett
Administrative Assistant to
Senior Assistant Dean
Office: Cooney Hall 289C
Phone: 205-726-2367
Email: dsbenne1@samford.edu

Advising

The Director of Graduate and Undergraduate Student Services academically advises M.B.A., M.Acc., joint degree, and Professional Accountancy students. Students are encouraged to meet with their advisor before registering for each term. International and joint degree students are required to meet with a BSOB advisor prior to registration.

Students are encouraged to read this handbook and the University catalog in their entirety and become familiar with all academic policies.

Class Attendance

Due to the nature of the program, class attendance and active participation are extremely important. When a student is absent, he/she misses a significant amount of material and deprives other class members of their input. If students know that they must miss more than three scheduled class meetings due to controllable factors, they should take the course at another time. Please discuss any absence with the professor who has sole discretion on how absences are treated for grading purposes.

Class Schedules and Times

Brock School of Business plans to offer all required core M.B.A. courses in each Fall and Spring semester. Three core M.B.A. courses will be offered on rotation every summer. M.Acc. courses are scheduled for specific terms. Please see the Academic Programs Office for details about scheduling.

More than six students must register for the course to prevent cancellation. Classes are offered either online or on-campus once per week Monday through Thursday, 5:30-8:00 p.m. in the fall and spring semesters. Some electives may be offered during the fall and spring semesters based on student interest and faculty availability.

DegreeWorks

DegreeWorks is a web-based advising software used by Samford University. This program reflects program requirements, course completion, grade point average, graduation term, and other helpful student academic data. The system also allows individual degree planning through the planner option. If you anticipate a change in your original course plan, please contact the Academic Programs Office so that we may adjust your course planner and graduation term.

Graduation and Commencement

It is the responsibility of the student to see that all graduation requirements are met. A student is required to meet all requirements for graduation as set forth in the *Samford University Catalog* in effect at the time of entrance into the graduate program. Students whose enrollment has been interrupted are to follow the requirements for graduation as set forth in the catalog in effect at the time of readmission to the graduate program.

If the University changes requirements for graduation after the entry of a student into a program, and if those changes better meet the goals of the student, the student may petition the Academic Programs Office to be allowed to qualify for graduation by meeting the newer requirements. If approved, the student will meet all requirements for graduation set forth in the later catalog. In

no case may a student qualify for graduation by meeting various requirements set forth in two different catalogs.

Prospective graduates are contacted by Student Records to confirm the student's intent to graduate. Please be prompt in your response to any request from this office.

Commencement is held at the end of the fall and spring semesters. Attendance at Commencement is encouraged for those completing degree requirements. Prospective summer graduates may petition to walk early in the spring commencement if they have three or fewer credits remaining to complete the degree. Please contact the Academic Programs Office for details.

Registration

Registration is accomplished through the online registration process using Banner. Brock School of Business' Academic Programs Office will provide assistance and direction as needed. Schedules for the upcoming semester/term will be available to all students online and at the office before the beginning of the registration period for each semester/term. At Brock School of Business, we try to limit class size to reasonable levels to create a positive learning environment. As such, seats are filled on a first come-first serve basis. **Please register early** so that you get your desired schedule. When registering, please pay close attention to the prerequisites of each course. For financial aid and visa status purposes, students must be enrolled in at least six credits to be considered full time.

Statement on Academic Integrity

The Samford University community affirms the necessity for academic standards of conduct. Academic dishonesty will not be tolerated. Allegations of academic dishonesty are made through Samford University's Values Violations Process which also sets forth the rights and responsibilities of the accused and the accuser.

Academic dishonesty is the intentional misrepresentation of one's work to deceive for personal gain when in fact said work is not that person's or assisting another to do the same. Academic dishonesty includes, but is not limited to cheating, plagiarism, fabrication of any kind, and misuse of computer information.

The minimum sanction for academic dishonesty is an earned "F" in the course. Pursuant to the graduate grading policy, an "F" may result in a student being removed from the program. An "F" earned in a prerequisite course as a sanction for academic dishonesty may also result in the student being removed from the program.

In practical terms, graduate students should always appropriately cite reference materials and comply with the rules of the project or examination.

Tuition and Financial Aid

Tuition for the coming academic year is usually determined in April. Tuition must be paid by the first day of each semester/term whether or not a student has class that day. Tuition may be paid online or at the Samford One Stop. Policies and methods for tuition and fee payment can be found in the Samford University catalog and the Samford One Stop website. Since most students are employed full-time there is no graduate assistant program offered through BSOB.

Student Scholarships

Russell Stanley Scholarship - Students enrolled in an M.B.A. entrepreneurship elective course are considered for a scholarship named for a graduate of the M.B.A. program who died suddenly in 1997. Russell was a great advocate of Samford's entrepreneurship focus. This scholarship is awarded to a student showing interest in IT who has shown a true entrepreneurial spirit.

Chris Morgan Scholarship - Chris Morgan was an M.B.A. student when he passed away in 1998. A scholarship fund established in his name helps selected students meet tuition expenses. This scholarship is awarded to a student based on superior academic performance in the program who is not receiving financial support from his/her employer.

Samford M.B.A. Alumni Scholarship – This scholarship is awarded to an outstanding graduate student.

Teri & Joe Syslo Endowed Scholarship – This scholarship is awarded to a veteran who is also a student in the M.B.A. program in memory of Teri Syslo.

*There is no application process for these scholarships -- all students are considered and selected based on academic performance and progress in the program.

Financial Aid Office

A financial assistance program administered by the Samford One Stop has been established to aid students in attending Samford University. For any financial aid questions, please contact the Samford One Stop directly at 205-726-2905.

The mission of the Samford One Stop at Samford University is to assist students in financing the costs associated with obtaining a Samford education. The Samford One Stop is located on the ground floor of Ingalls Hall, just below Admission. Office hours are 8 a.m. - 4:30 p.m., Monday through Friday.

Most graduate students are eligible to receive the Federal Stafford Loan. Lending institutions make these loans directly to the students. The application process begins with certification of the application by the Samford One Stop. Application forms, available through Samford One Stop or lending institutions, should be processed through the Samford One Stop at least 10 weeks before registration.

Student Information and Services

Graduate Student Services

The Office of Graduate and Professional Student Services collaborates with the respective schools to support the academic, personal, and professional development of graduate and professional students at Samford. The office serves as the primary Student Affairs liaison for graduate students on campus.

Bulldog Investment Fund

This \$3.5 million-plus portfolio is the largest student-managed fund in Alabama and is among the five largest in the Southeast. Launched in 2008, The Bulldog Investment Fund is a student-managed fund taught as a course (FINC 450/525) in Brock School of Business. With final, binding decisions for investment trades resting in the hands of students – the hallmark of student ownership – this is truly a unique learning experience.

Undergraduate and graduate students are accepted by application and interview and have the opportunity to learn the science and art of investment management. Applications are received in mid-October and mid-April for the next semester. The resulting team confronts real market issues, discovers and analyzes real stocks, and invests real dollars. As fund managers, they make regular presentations to the members of the Investment Committee of the Samford University Board of Trustees. Online students are not eligible to participate in the Bulldog Investment Fund.

Samford Email

Each student is issued a Samford email address. Students can access their email by logging in to the portal (portal.samford.edu) and clicking on the Bulldog Mail icon or by going to bulldogmail.samford.edu. The Samford University email address is the official means of communication with students. Students should use their samford.edu address when emailing offices on campus. Each student should check his/her Samford email regularly.

Samford Student ID Card and Parking Decal

Every on-campus student is required to have a Samford Student ID Card. ID cards can be obtained in the Public Safety & Emergency Management office in Seibert Hall Room 301. For hours, please call 205-726-2020.

Every on-campus student is also required to have a parking decal for his/her vehicle. Registration for parking decals is via the Samford portal. Transportation Services will notify students when the registration process is available for the new academic year. Spring and summer new students should register for the parking decal upon enrolling in the program.

Student Information Changes

It is imperative that students notify the Academic Programs Office of any change in student status, academic program, or personal information. Having accurate student information allows our office to accurately advise and communicate with students.

If a student's name has been legally changed (e.g., marriage), then the student must present a social security card and photo identification with the new name to the Academic Programs Office to officially change the name in the Samford system.

Changes in address or phone number should be made by the student in Banner via the portal. The student must also notify the Academic Programs Office of these changes via email.

The Wall Street Journal

Every student and faculty or staff member receives a complimentary online copy of *The Wall Street Journal* through a partnership with Blue Cross Blue Shield of Alabama. Online access is provided through the Brock School of Business website.

SU Campus Services

Athletics

The mission of the Department of Athletics is to uphold the mission of Samford University within the context of a continually improving, competitive, diverse, and NCAA-certified athletics program. The athletics department is responsible for the administration and implementation of an intercollegiate sports program that competes in NCAA Division I. In the fall of 2008, Samford began its inaugural season as a member of the nation's fifth-oldest NCAA Division I collegiate athletic association, the Southern Conference. The 17 intercollegiate sports sponsored by Samford University are:

Men	Women
Basketball	Basketball
Cross-Country	Cross-Country
Golf	Golf
Indoor Track	Indoor Track
Tennis	Tennis
Track and Field	Track and Field
Baseball	Softball
Football	Soccer
	Volleyball

Schedules

Schedules for all sports are distributed across campus and posted on the Web site at www.samfordsports.com. All times are Central. All dates and times are subject to change.

Ticket Information/Procedures

Currently enrolled Samford students are admitted free to any Samford Athletics ticketed sporting event. Students must show their current Samford ID at the ticket window for individual events. Guest tickets may be purchased at the ticket window on game day or online at www.samfordsports.com. Ticket prices will be posted at each event. Samford students are encouraged to support the Bulldogs on road trips as well. Ticket availability will vary depending on our opponent. Full ticket prices will be charged for away games as they are sold on consignment for opponents. Contact the athletics department concerning specific contests.

Athletic Facilities

There are a variety of athletics and recreational facilities at Samford University. Seibert Stadium hosts home football games in the fall. The facility is equipped with a synthetic turf football field. Athletics facilities also include the Samford Track and Soccer Stadium across Lakeshore Drive, Joe Lee Griffin Baseball Field, the Samford Bulldog Softball Field, the Pat M. Courington Tennis Pavilion, and the Cooney Field House for football.

The Pete Hanna Center is home to the 5,000 seat Thomas E. and Marla H. Corts Arena. It is the venue for Samford volleyball and basketball, as well as for commencement and other major events. In addition, the Hanna Center is the day-to-day home of the Samford athletics department, and also features a state-of-the-art fitness center for the University community.

Availability for Student Use

Some facilities are generally available for use by students in the afternoon through the evening, except when athletic events or practices or Campus Recreation events are scheduled.

Student IDs are required to use all recreational facilities. Inspection of IDs will be made to ensure that only Samford University students, staff, and faculty are using the facilities. Please cooperate when asked to produce your ID card. In this way, the facilities may be kept available for your use.

Campus Bookstore

The main campus bookstore, Samford Shop, is located in the Beeson University Center and is operated by Follett. Classroom books, supplies, computer supplies, as well as gift items, are readily available. Please see bkstr.com/samfordstore/store-hours or call 205-726-2834 for store hours.

Campus Recreation

The mission of the Department of Campus Recreation at Samford University is to provide recreational programs and outdoor adventure activities that will enhance the social, spiritual, emotional, intellectual, physical, and vocational needs of students, faculty, staff, and their spouses in an environment of Christian values. Campus Recreation strives to promote learning, fun, friendship, leadership development, and sportsmanship in a Christian environment by offering quality competitive and noncompetitive activities, employment opportunities, and equipment rental. Campus Recreation employs students in all areas, including facility supervisors, office assistants, intramural sports, fitness instruction, Alpine Tower and Carolina Climbing Wall facilitators, lifeguards, and weight room monitors. There are opportunities for advancement within the department.

Seibert Gym and Bashinsky Field House

Housed in these facilities are three wooden basketball courts, four racquetball courts, a game room with two pool tables and two ping-pong tables, indoor walking track, dance studio, indoor pool and locker facilities. All that's needed to access these areas is a current Samford University ID card.

Pete Hanna Fitness Center

The fitness center is located on the upper level of the West side of the Pete Hanna Center. This state-of-the-art facility has eight treadmills, eight ellipticals, and four Lifecycles bikes, all with their own personal televisions. Also in the cardio room are several Signature Series Strength Machines. The center also features a free weight room equipped with Hammer Strength equipment. The fitness center is free to all current students, faculty, and staff members at Samford University.

Intramural Sports

The intramural sports program offers many different activities for all levels of ability. Current offerings are basketball, 3-on-3 basketball tournament, billiards, bowling, dodgeball, flag football, foosball, soccer, softball, table tennis, tennis, Ultimate Frisbee, volleyball, and 4-on-4 volleyball. There are opportunities for participation in state, regional, and national competitions as well.

Fitness Programs

Aerobics classes are offered Monday through Thursday to students, faculty, staff, and spouses for a nominal fee. Hula hoop, kickboxing, jazzercise, spin, step, and Zumba are offered for any level of participant. Varied combinations are utilized to challenge every participant.

Alpine Tower and Carolina Climbing Wall

The Alpine Tower creates challenges and group problem-solving events suitable for any group. The tower is a 50-foot-high structure, offering over 30 different climbing routes with varying degrees of challenge. The tower provides an effective method of fostering leadership development, teamwork, trust, communication, and cooperation among a group of participants. The Carolina Climbing Wall is a 50-foot-high structure with windows that allows social climbing on both sides of the wall. Whether a first-time or a seasoned rock climber, there is a route marked for everyone.

Sport Clubs

Sport Clubs are student-founded and student-led with the director of campus recreation serving as advisor. Clubs include the Men's Lacrosse, Men's Soccer Club, Swing Kids, Outdoor Adventure Club, Ultimate Frisbee Club, and Women's Lacrosse.

Career Development

The Career Development Center (CDC) is designed to help current students and Samford graduates with a variety of career and job search activities.

The Career Development Center contains information for career research, experiential education research, job search, company research, graduate and professional school research, and other topical information related to careers. Staff members are available to assist with many career search concerns. Employers and graduate school representatives visit the campus to recruit and interview students. The CDC acts as a connecting link between students and employers for part-time, summer, cooperative education, internship, and full-time positions. Job listings are maintained for these areas through <http://www.HireSamford.com>

Students and graduates have the opportunity to participate and receive information about various career and recruiting events. CDC services are provided free of charge to current Samford students and alumni. The CDC is in Dwight Beeson Hall (DBH) 103 and can be reached at career@samford.edu or 205-726-2980.

Technology Services and Resources

Campus Portal Services

All members of the Samford University community have access to a variety of computing resources. A Campus Portal via the Web is the entry point from which all members of the campus community can tap into academic resources, administrative services, community information, e-mail and the Internet—all online, from anywhere. Some of the administrative resources available to Samford students are: grades, class schedules, and account payments. Upon admission to Samford University, students can go to the Samford home page and log into the Campus Portal using the username and password provided by Technology Services.

Computing Assistance

Computer assistance is available Monday through Friday 7 a.m. until 5 p.m. Call 205-726-2662 or e-mail support@samford.edu for additional information. The computing resources and assistance described here are all free of charge to Samford University students.

Computing Laboratories

General access computer laboratories are available to every student, except during times when one or more of the labs may be scheduled for classes. Several academic departments or schools also have computing labs that support their specialized needs. The general access laboratories offer a substantial suite of software to satisfy routine needs like word processing, as well as more specialized needs such as page layout, presentation preparation, or statistical analysis. Each computer in the general access computing labs is connected to the campus network, which is in turn connected to the Internet. This gives every Samford student access to the World Wide Web and other networked resources. For more information about laboratory resources, see the computer lab page at <https://www.samford.edu/departments/technology-services/services>

Library Resources

The online catalog for the Samford Library and several additional library-related resources are available via the campus network. Samford is an active participant in the Network of Alabama Academic Libraries and other consortia that enhance the resources available to the Samford community.

Wireless Network Access

Samford University is now offering wireless network access across the entire campus, including residence halls and outdoors on the quad. This service provides students and employees the convenience and flexibility of using portable computing devices. For more information, see the wireless networking Web page at www.samford.edu/wireless.

Student-Owned, On-Campus Computers

While Samford strives to maintain the best available computer laboratories, many students may wish to bring or purchase a personal computer, and this is encouraged. Samford does not sell computers, but some computer companies offer direct discounts to Samford students. More information about these discount programs and about minimum specifications for student-owned computers is available from the Technology Services Web site at www.samford.edu/ts.

Further Information via the Internet

For more information about computer resources at Samford University, see the Technology Services Web page at www.samford.edu/ts.

Writing Center

The Writing Center is a place for all Samford students to get help with their writing, speaking, and critical reading projects. At any stage of these projects, from brainstorming to presentation, students may consult style manuals and seek help from trained peer tutors. In addition to individual tutoring sessions, the Writing Center periodically offers workshops on various aspects of oral and written communication.

The Writing Center also serves faculty, offering workshops and handouts on assigning and assessing oral and written communication.

Contact info:

Writing Center

Dr. Timothy Sutton, Director, tsutton@samford.edu

Web Site: <https://www.samford.edu/departments/communication-resource-center/>

Counseling Services

Counseling Services works to provide comprehensive services to students and members of the Samford community, in a safe, caring, and confidential environment. The counseling staff is committed to meeting the needs of individuals from diverse backgrounds by helping them lead effective, empowered, and healthy lives.

Counseling Services offers counseling to students coping with educational, personal, and/or interpersonal issues. The counseling staff helps students adjust to a university environment and to realize their worth and potential. Services include evaluative psychotherapy in individual and/or group settings, referral for long-term personal counseling, couples counseling, study skills help, educational programs, workshops, and lectures. Counseling Services is located in Dwight Beeson Hall (DBH) Room 203. For more information, or to make an appointment, please email counseling@samford.edu or call 205-726-4083.

Dining Services

More than just a dining room, the Beeson University Center Cafeteria is a central place in the social life of the University. It is an excellent place for both resident students and commuters to meet new friends and share campus experiences.

The Food Court, located on the ground floor of the Beeson University Center, features fast-food services. Commuting students may deposit money to their student ID card which may be used for purchases in the Food Court and Cafeteria or pay cash for meals at either location.

Disability Resources

Disability Resources provides accommodations for qualified students with disabilities. After admission to Samford, qualified students under the Americans with Disabilities Act (as amended) should contact the Director for Disability Resources and provide appropriate documentation for post-secondary education (www.samford.edu/dr). After enrollment at Samford, it is the responsibility of the student to schedule an appointment with Disability Resources in a timely manner.

Reasonable accommodations are provided on a case-by-case basis. After appropriate accommodations are determined, Disability Resources will provide students with an Accommodation Memo. It is the responsibility of the student to meet promptly with professors. Professors will grant reasonable accommodations only upon written notification from Disability Resources. For more information, call 205-726-4078, or visit Disability Resources in Dwight Beeson Hall (DBH) Room 103.

The HUB

Located in the Beeson University Center, the HUB is the 24/7 service center for campus and a storehouse of information concerning the University and Birmingham activities, etc. The HUB is staffed seven days per week in order to service the varied needs of the students and the University community. Some of its services include package pickup, bicycle rentals, and processing after-hours maintenance requests. The number for the HUB is 205-726-2407.

Libraries

Samford offers a wealth of library resources featuring extensive print and electronic collections, as well as multimedia resources that include microfilm, music scores, and audio and video recordings. The online catalog and other electronic resources are available to students 24/7 via the Internet. Other libraries in the Birmingham area cooperate with Samford on a reciprocal basis, increasing the variety of resources directly available to the Samford community.

The Samford University Library is the primary library for all students, faculty, and staff. In addition to books, e-books, periodicals, unique collections, and electronic resources, the library houses a large government documents collection—serving as an official repository. The Special Collection houses outstanding research materials with particular strengths in Alabama history, Baptist records, and Samford University Archives. Individualized and group instruction in the use of library resources is provided on a regular basis by librarians.

A computer laboratory, computer classroom, individual and group study rooms, multimedia viewing and listening rooms, meeting rooms with advanced presentation and conferencing capabilities, and a patron-lounge area are available for patron use.

The University Library is home to the Marla Haas Cortis Missionary Biography Collection, the Alabama Men's Hall of Fame, and the Hellenic Scholars' Library.

Post Office

The post office is located on the first floor of the Beeson University Center, adjacent to the Food Court. All U.S. mail services are provided here, including registered, certified, and insured mail, stamps and postal money orders, and Express Mail Next-Day Service. An inter-office campus service is available for mail to students, faculty, and staff free of charge.

Public Safety

The Department of Public Safety and Emergency Management is located in Seibert Hall Room 301 and is staffed 24 hours a day, providing a patrol and traffic division, response to emergencies, security patrols and monitoring of persons on campus, and providing other services to the campus community. Please call 205-726-2020 if needed.

Samford Printing Services

Students are welcome to use the services of the University's digital print facility. Located in Brooks Hall, it is equipped with high volume color printers/copiers and equipment to meet any printing requirement. The staff can help students with copies, banners, booklets, and posters, without having to leave campus, and at a competitive price. The Print Shop's phone number is 205-726-2830.

University Health Services

University Health Services (UHS) provides outpatient health-care services to students attending the University. Staffed by a physician and a nurse practitioner, the clinic provides primary medical care services, including acute care for illness and injuries, health maintenance, and management of stable, chronic conditions. Located on the east side of F. Page Seibert Hall, the clinic is equipped with radiology and an on-site CLIA certified lab.

Payment for Services

Payment is expected upon provision of service and may be made by Visa or MasterCard. Co-pays can also be posted to the student's e-bill through the Bursar's office. As a courtesy, we will bill a primary and secondary insurance company when an assignment of benefits is received. The patient is responsible for any balances not paid by insurance carriers. Questions concerning benefits must be directed to your insurance company. Referrals, deductibles, non-covered services and co-pays are the patient's responsibility. UHS is a participating provider with several health insurance carriers. Please refer to the UHS site at www.samford.edu/healthservices for an updated listing.

Pre-Certification/Referrals

If required by the student's insurance carrier, pre-certification or referrals must be obtained prior to visiting UHS. This is the responsibility of the student to obtain.

Pre-matriculation Immunization and Health Form Requirements for Domestic Students

All full-time students enrolled in a degree-seeking program are required to submit the Immunization Record to UHS prior to attending class. The record must be signed by a health care provider or health department stamp.

Pre-matriculation Immunization and Medical Evaluation for International Students

The International Student Immunization Record and Medical Evaluation form should be submitted to UHS prior to the student's arrival on campus. The required forms can be obtained through the Office of International Studies or at www.samford.edu/healthservices. All international students, regardless of country of origin, are required to report to UHS upon arrival to campus for tuberculosis risk assessment as only domestic documentation of tuberculin skin testing will be accepted.

Deadline for submission

All required documentation must be submitted to UHS no later than two weeks following the first day of class. Failure to do so will result in a hold on the student's record and a non-refundable \$150 fine. Residential students may also be subject to removal from University Housing if their documentation is not complete by the deadline.

Title IX Sexual Misconduct Policy

Please reference the University Student Handbook <http://www.samford.edu/files/Student-Handbook.pdf> for any sexual misconduct reporting and/or processing complaints.

Brock School of Business Graduate Faculty

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Brock School of Business Graduate Course List

ACCOUNTING

ACCT 510 Income Tax II (3)

Study of tax aspects of operating a corporation, partnership, estate, trust, or limited-liability entity. Includes review of exempt organizations, international and multi-state tax topics, client service-oriented settings, and development of tax planning and communication skills. Prereq: Admission to the M.Acc. program.

ACCT 511 Financial Accounting for Managers (3)

Review of financial accounting concepts from a user's perspective, including how financial statements are prepared; the ability to interpret the information provided in financial statements; and the ability to conduct a preliminary financial analysis of a firm.

Prereq: None.

ACCT 514 Tax Research (3)

Review and development of skills needed to conduct professional tax research—fact gathering, issue identification, finding and assessing controlling tax authorities, developing and communicating recommendations in spoken and written form. Students use traditional and electronic materials; approach is case-oriented. Prereq: Admission to the M.Acc. program.

ACCT 515 Governmental and Not-for-Profit Accounting (3)

Introduction to governmental and nonprofit accounting and auditing, including accounting methods used at hospitals, universities, and other not-for-profit entities. Prereq: Admission to the M.Acc. program.

ACCT 519 Accounting for Decision-Making (3)

Survey of major issues involved in financial reporting and accounting for management decisions. Alternative accounting methods are identified, with emphasis on the managerial implications of choices among these methods. Prereq: ACCT 511.

ACCT 520 Auditing II (3)

Advanced look at the professional external auditing process, including an in-depth study of auditing standards and processes completed by each student. Prereq: Admission to the M.Acc. program.

ACCT 521 Fraud Examination (3)

Introduction to fraud examination. Course will focus on developing an understanding of how and why occupational fraud is committed; identifying how fraudulent conduct may be deterred; and determining how allegations of fraud should be investigated and resolved. Prereq: Admission to the M.Acc. program.

ACCT 525 Applied Professional Research (3)

Instruction in professional research methods, materials, and techniques to provide students with a working knowledge of research methodology utilized by practicing accountants in the fields of audit, financial, and taxation. Aims to develop the student's capacity for solving and defending his/her position with respect to particular accounting issues. Prereq: Admission to the M.Acc. program.

ACCT 531 Data Analytics in Accounting and Finance (3)

This course employs a project-based pedagogy in the study of data analytics within accounting and finance. Students will become proficient in the practice of analytics using the IMPACT cycle process. This course will have an emphasis on using various contemporary tools, software, and technologies to (1) prepare data for analysis; (2) analyze data; (3) communicate insights from analysis; and (4) track outcomes from the analysis. Cross-listed with DATA 531. Prereqs: ACCT 511 and FINC 514. Offered: Spring.

ACCT 540 Financial Accounting and Reporting III (3)

Focus on accounting for business combinations and consolidations. Includes standard setting, accounting for partnerships, and annual and interim reporting for public entities. Prereq: Admission to the M.Acc. program.

ACCT 550 Managerial Accounting Seminar (3)

In-depth discussion of major issues in providing accounting information for management decisions. The course relies heavily on case analysis and develops in students the knowledge and analytical skills necessary for designing, implementing, and using planning and control systems. Topics include cost accumulation, budgeting, transfer pricing, activity-based costing, and behavioral considerations in accounting system design. Open to both M.B.A. and M.Acc. students. Prereq: ACCT 519 or admission to the M.Acc. program.

ACCT 555 Accounting Internship (3)

Academic credit may be awarded for students who complete accounting internships with local firms or businesses. Students should see the chair of accounting for eligibility parameters. Prereq: Permission from the accounting area coordinator and admission to the M.Acc. program.

ACCT 560 Accounting Theory (3)

Study of advanced accounting theory in seminar format. Includes development of financial accounting principles and standards and extensive use of research and discussion. Prereq: Admission to the M.Acc. program.

ACCT 570 Financial Statement Analysis (3)

Analysis of corporate financial reports from a decision-maker's perspective. This course is case-and-applications-oriented and will emphasize the fundamental techniques of financial statement analysis. Building upon a review of accounting and investment concepts, we will cover the analysis (including ratio analysis) and interpretation of financial accounting information including the balance sheet, income statement and statement of cash flows. Additionally, we will examine the use of accounting information in investment and credit decisions, including

valuation and debt ratings. Cross-listed with FINC 570. Prereq: Admission to the M.Acc. program.

ACCT 580 Issues in Reporting and Disclosures for Business (3)

This course covers financial reporting and disclosures issues for business not covered in previous financial accounting courses, including accounting and reporting for partnerships, estates and trusts, segments and interim periods, SEC reporting, and other issues. In addition, a major focus of the course is on the extensive disclosures found in the notes to the financial statements and Management's Discussion & Analysis. Offered: Spring.

ACCT 599 Contemporary Issues in Accountancy (1)

Discussion of current issues confronting the accounting profession. Includes presentations by practicing professional accountants and managers. Prereq: Admission to the M.Acc. program.

BUSINESS ADMINISTRATION

BUSA 505 Managerial Communications and Analysis (3)

Provides first semester M.B.A. students with foundational skills in the areas of communication, case analysis, management, marketing, and data analysis necessary for student success in the Brock School of Business M.B.A. program.

BUSA 533 Management Information Systems (MIS) and Communications Technology (3)

Study of the design, development, and implementation of management information systems (IS). Includes issues related to managing the IS function and current developments in information technology that are impacting managerial decisions. Prereq: BUSA 505

BUSA 551 Operations Management (3)

Examines the planning, design, execution, and coordination of all activities that create goods or provide services. Addresses how upper-level management can improve decision-making in both manufacturing and service sectors. Prereq: BUSA 505.

BUSA 552 Managing Corporate Integrity (3)

Explores fundamental principles and best practices for managing corporate ethics, compliance, and social responsibility in today's business environment. Topics and assignments cover both domestic and international business issues, emphasizing the challenges of making decisions in a climate of increasing demands for transparency and accountability. Through focused readings, simulated corporate scenarios, meetings with corporate executives, and class discussions, students will develop competencies in managing employee and corporate conduct. Pre/co-req: BUSA 505.

DATA ANALYTICS

DATA 511 Big Data Strategy (3)

Offers an overview of concepts related to the strategic use of 'big data' and analytics in corporate settings. Course topics will include discussion on how organizations are leveraging data to solve traditional problems, identify new opportunities, and create value through other unique means. This is not a programming or technical course, but rather a look at big data from a 30,000-foot view of strategic decision making. Offered: Summer

DATA 521 Data Visualization for Business Analytics (3)

This course introduces students to the field of business analytics. Students learn fundamental concepts and skills of data analytics. This practical course aims to help students advance in their career field of interest. Offered: Summer.

DATA 531 Data Analytics in Accounting and Finance (3)

This course employs a project-based pedagogy in the study of data analytics within accounting and finance. Students will become proficient in the practice of analytics using the IMPACT cycle process. This course will have an emphasis on using various contemporary tools, software, and technologies to (1) prepare data for analysis; (2) analyze data; (3) communicate insights from

analysis; and (4) track outcomes from the analysis. Cross-listed with ACCT 531. Prereqs: ACCT 511 and FINC 514. Offered: Spring.

ECONOMICS

ECON 512 Foundations of Economics and Statistics (3)

Survey of the theorems, tools, and techniques of basic economic analysis. Provides an integrated framework of micro and macroeconomics, preparing the student for more advanced study in ECON 520. Prereq: None.

ECON 520 The Economics of Competitive Strategy (3)

Study of the methods used in making economic decisions in an uncertain world. Topics such as forecasting economic activity and decision making using game theory, are discussed. In addition, the course examines the effects of the global economic environment on business decisions.

Prereq: ECON 512; pre/co-req: BUSA 505

ENTREPRENEURSHIP

ENTR 531 Entrepreneurship: Concepts and Consulting (3)

Study of critical concepts in new ventures and small businesses. Key topics will include management, marketing, and financial issues related to successfully starting a new business or operating a small or family business.

ENTR 543 Corporate Entrepreneurship and Innovation (3)

Graduate-level examination of the role of innovativeness in managerial processes, product design, and process design. The shrinking global environment is forcing a shift in emphasis from management of stability and control to leadership directed toward speed of product or service delivery, empowerment, flexibility, and continuous improvement. Any existing organization, whether a business, a church, a labor union, or a hospital is faced with the task of promoting and managing organizational innovation.

FINANCE

FINC 514 Corporate Finance (3)

Study of concepts and skills used in financial decision-making and analysis. Includes valuing assets, determining the cost of capital, calculating the most appropriate leverage and capital structure, understanding the dynamics of international finance, analyzing working capital needs, and forecasting funds flow. Prereqs: ACCT 511 and ECON 512.

FINC 521 Managerial Finance (3)

Study of the strategies and tactics of acquiring and applying financial assets, measuring results, and matching requirements with funding sources. Includes coverage of international financial issues. Prereq: FINC 514; pre/co-req: BUSA 505

FINC 523 Behavioral Finance (3)

Study of the various behavioral barriers to appropriate financial decisions and actions, how these behavioral patterns often conflict with the underlying assumptions of classical finance theory, and how these contradictions can be dealt with most appropriately. Prereq: FINC 514 or permission of the instructor.

FINC 524 Investments (3)

We focus on the great ideas that have helped to shape modern investment thoughts and practice. Particular emphasis is placed upon an enquiry into a central theorem of investing: is the market efficient? Throughout this course, practical aspects of individual and institutional investing will also be discussed. The course structure will be a seminar format. Contemporary topics and events will be discussed each week. Prereq: FINC 521 or approval.

FINC 525 Bulldog Investment Fund (3)

Students are selected to participate in The Bulldog Fund, a student-managed investment portfolio. They analyze existing positions, research new investment ideas, present their proposals, and report results to Samford's Investment Committee. Prereq: FINC 524 and permission of the instructor.

FINC 528 Financial Markets and Institutions (3)

Study of various types of financial institutions – banks, insurance companies, and mutual funds – and the regulatory and competitive environment in which they exist. Specific areas addressed include: the role of government in financial markets, the changing competitive boundaries of financial service firms, the markets for various financial instruments including money markets, bonds, stocks, futures, options, swaps, foreign exchange, and the measurement and management of risk among financial institutions. Prereq: FINC 514.

FINC 530 Personal Financial Planning (3)

Provides students with a broad-based knowledge of the key elements of financial planning. Key topics include: budgeting, credit issues, taxation, investments, insurance, retirement planning, and estate planning. Course goals include both an understanding of current practice and the development of analytical abilities that should prove useful as options change due to new products, new technologies, and changes in the law. Prereq: FINC 514 or permission of the instructor.

FINC 570 Financial Statement Analysis (3)

Analysis of corporate financial reports from a decision-maker's perspective. This course is case-and-applications-oriented and will emphasize the fundamental techniques of financial statement analysis. Building upon a review of accounting and investment concepts, we will cover the analysis (including ratio analysis) and interpretation of financial accounting information including the balance sheet, income statement and statement of cash flows. Additionally, we will examine the use of accounting information in investment and credit decisions, including valuation and debt ratings. Prereqs: ACCT 519 and FINC 521, or by permission of instructor

MANAGEMENT

MNGT 535 Human Resources and Organization Management (3)

Examines the strategic, planning, and organizational issues associated with managing people in different and complex organizations. Upon completion, students will be able to understand the challenges of managing the staffing process within businesses. Pre/co-req: BUSA 505.

MNGT 540 Project Management (3)

Offers an overview of generally accepted project management concepts to provide students with a foundation of project-related terms, processes, dynamics, and outcomes. Course topics will correspond with industry standards and prepare students for the projectized environments prevalent in today's complex, virtual, and global organizations. Offered: Summer.

MNGT 545 Organizational Change (3)

This is a practical course that addresses the issues, basic theories, and methods associated with proactive organizational change in contemporary organizations. Participants will be exposed to a number of organizational issues including, but not limited to, the need for change, why organizations change or fail to change (e.g., organizational readiness, resistance), and how leaders effect change, and the critical role of communication in impacting change.

MNGT 561 Strategic Management (3)

Study of strategic management and policy-making processes that provide direction, unity, and consistency to overall organizational action. Integrates learning experiences from required courses in the curriculum by concentrating on decisions made at the senior management level. To be taken in final semester prior to graduation. Pre/co-reqs: BUSA 505, ACCT 519, ECON 520, FINC 521, BUSA 533, MNGT 535, MARK 541, BUSA 551, BUSA 552.

MARKETING

MARK 541 Marketing Strategy (3)

Review of the planning and execution of marketing strategies designed to facilitate the exchange of goods and services in a global environment in seminar format. Through case study, lecture, and team-based projects, students examine marketing management issues that arise due to cultural, economic, political, legal, financial, and technological differences among nations. Prereq: BUSA 505

SPORTS BUSINESS

SPRT 565 Strategic Revenue Generation in Sports Business (3)

Provides a foundation in the principles and significance of sales and revenue generation in the business of sport through a mix of theoretical fundamentals and practical application. The course covers key sales and revenue generation elements such as the sport sales process and how to market and manage business assets in sponsorships, media rights branding and merchandise, concessions, ticket sales, and fundraising. Offered: Fall.

SPRT 575 Fan Experience and Analytic-Based Engagement (3)

Offers an overview of business and analytic-based actions related to fan engagement and experience enhancement in sports business. Specific topics include: content distribution and platforms, digital content creation, facility engagement and sustainability, fan feedback and insight, hospitality, player and game day access, mining fan data (surveys, social media activity, website activity, mobile/digital metrics, ticketing content, consumer information, etc.), social channels, strategic storytelling, technological enhancements and innovation, and other related areas. Offered: Spring

SPRT 580 The Business of College Sports (3)

Offers and overview of the business side of intercollegiate athletics, with a specific focus on revenue generation in a variety of areas that include: activation, data-driven decision making, digital channels, event operations, external operations (marketing/PR), fundraising (development), facility strategy, hospitality, multimedia rights, naming rights, licensing, social channels, sponsorship, ticketing, etc. Offered: Summer.

SPRT 585 Career and Professional Preparation in Sports Business (1)

Students will be exposed to leading industry professionals that are experts in their field and active in the sports industry. Students will engage in interview skills, networking events, personal social media branding, and sporting event volunteerism all in an effort to expand their skills and prepare them for an accelerated career trajectory. Prereq: SPRT 565. Offered: Summer.

SPRT 586 Sports Business Thesis (3)

Intended to demonstrate a student's ability to carry out original research. Thesis may be designed to answer practical research questions, theoretical, or ethical issues of interest to scholars and professionals in the sports business field. Offered: Spring.

ADDITIONAL M.B.A. ELECTIVES

Electives designed for advanced study in a topic area. Specific prerequisites will appear on the schedule.

ACCT 594 Topics in Accounting (3)

FINC 594 Topics in Finance (3)

BUSA 595 Topics in Information Systems (3)

ENTR 597 Topics in Business Planning and Entrepreneurship (3)

BUSA 599 Topics in Business Law Regulation (3)

ECON 593 Topics in Economics (3)

MNGT 591 Topics in Organizational Behavior (3)

MNGT 596 Topics in Human Resources (3)

MNGT 598 Topics in Organizational Leadership (3)

MARK 592 Topics in Marketing (3)