

CONTENTS

Notice of Nondiscrimination	. 3
Bulletin of Southern Methodist University	. 4
Cox Graduate Programs 2016 - 2017 Academic Calendar	. 7

General Policies	98
Enrollment Policies	102
Grade Policies	106
Satisfactory Progress Policies	108
Graduation Policies	110
Cox Graduate Programs Policies and Procedures	111
Educational Facilities	126
SMU Libraries	126
Laboratories and Research Facilities	126
Museum	
Office of Information Technology	127
University Academic Programs	128
English as a Second Language Program	128
SMU-in-Plano	129
Continuing and Professional Education	
Student Affairs	
Academic Integrity and Code of Conduct	131
Housing	133
Hegi Family Career Development Center	133
Student Life	
Values and Community	139
Right to Know	1 42
Administration and Faculty	1 45

COX GRADUATE PROGRAMS 2016 - 2017 ACADEMIC CALENDAR

Fall Term 2016

August 19, Fri., Last day to withdraw from the term (drop all classes) with full refund

K b c D 0.4

August 22, Mon., First day of module A

August 29, Mon., Last day to late enroll or to add/ drop courses for both fall modules A and B without penalty

September 3, Sat., No classes held

September 5, Mon., University holiday - Labor Day (no classes held)

September (date TBA), Makeup for September 3 (Sat.) and September 5 (Mon.) for all Dallas campus courses (required and elective)

October 7, Fri., Last day to drop module A courses with a grade of W (no refund)

October 8, Sat., Last day of class instruction for module A

October 10 - 15, Mon. - Sat., Exams for module A

K b c D 0.4

October 17, Mon., First day of module B

October 24, Mon., Last day to swap for fall module B courses

November (dates TBA), Makeup for November 23 - 26 (Wednesday - Saturday) courses

November 21-22, Mon.- Tues., Makeup for November 23-24 (Wed. Thurs.) full-time M.B.A. required courses

November 23, Wed., No classes held

November 24, Thurs.

Spr

January 6, Fri., Last day to withdray

K b

January 9, Mon., First day of modul

January 14, Sat., Classes meet

January 16, Mon., University holi classes held)

January 17, Tues., Last day to la modules A and B without penalty

January 20, Fri., **Makeup for Janua**l **and elective)**

February 24, Fri., Last day to drop

February 25, Sat., Last day of instr

February 27- March 4, Mon.- Sat.

March 5-12, Sun.-Sun., Graduate

K b

March 13, Mon., First day of modu

March 20, Mon., Last day to swap for module B courses

April 14, Fri., University holiday - Good Friday (no classes held)

April 15, Sat., No classes held

April (date TBA), Makeup for April 15 (Sat.) courses

April 28, Fri., Last day to withdraw from the University for the term or drop module B courses with a grade of W (no refund)

GENERAL INFORMATION

COX SCHOOL OF BUSINESS

History

From its beginning as the Department of Commerce for Southern Methodist University, the Edwin L. Cox School of Business has been educating the country s business leaders for more than 90 years.

Named in 1978 in honor of Dallas businessman Edwin L. Cox, the Cox School has a rich heritage that began in 1920 when the SMU Board of Trustees established a

R c C A G c c JAK E c c c K c c Ac c

Bill Maxwell, Director

The center, established in 2009 at the Cox School of Business, places Southern Methodist University at the forefront of training in the most significant growth area in the investment field today. There are more than 200 alternative investment firms in the Dallas/ Fort Worth Metroplex. The Alternative Asset Management program makes Cox a top provider of trained students for these local firms and other growing firms throughout the United States and the world.

C ca c Cb a Ac c

Frank R. Lloyd, Associate Dean

The Executive Education Center is one of the pillars of the Cox commitment to the

ACADEMIC PROGRAMS

FULL-TIME MASTER OF BUSINESS ADMINISTRATION PROGRAM

Overview

The full-time M.B.A. program is an intensive two-year program with classes offered during the days and evenings. This program is designed for individuals who have been working and now want to focus exclusively on their graduate management education before re-entering the business world. During the first year, the emphasis of the program is on building team skills and creating a common body of knowledge. Students will leverage this knowledge to provide a solid foundation for elective courses taken during the second year.

Each 16-week term is divided into two eight-week modules, A and B, with four courses in each module earning two credit hours per course. Exceptions to the curriculum schedule must be approved in advance by the Graduate Student Services Office. Having courses offered in the module format allows students to take more courses with the goal of gaining depth of knowledge in specific areas. As a result, students can develop expertise in an academic concentration. To provide students with a greater variety of elective courses, elective classes are scheduled in the morning, afternoon and evening.

The Edwin L. Cox School of Business seeks candidates who show a strong potential for success in today s global business environment. Candidates who demonstrate analytical capabilities, leadership experience, interpersonal and communication skills, and personal commitment and motivation are invited to apply. The Admissions Committee seeks candidates who possess outstanding academic achievement and potential, leadership qualities, and management potential. To assess these characteristics, the committee will look to the following elements to help identify a candidates potential to succeed in the program: test scores (GMAT management/ business graduate school admission test required for all applicants; TOEFL or PTE English language proficiency test also required for international applicants), previous academic records, references who can speak to the candidates professional performance and self-evaluation essays. Personal interviews are conducted at the request of the Admissions Committee after a complete application package has been received. Merit-based scholarships are available on a competitive basis. The applications for study in the M.B.A. program are accepted only for fall admission. Complete details and an application packet are available from www.coxmba.com or the Cox Admissions Office: mbainfo@cox.smu.edu; phone 214-768-1214 or 1-800-472-3622; fax 214-768-3956.

Year 1 Summer Term: Internships are required		Credit Hours
MNGT 6150 Graduate Corporate Internship Program		1
	Term Total	1
Year 2 Fall Term		
Modules A and B Courses Electives: seven courses		14
	Term Total	14
Year 2 Spring Term		
Modules A and B Courses Electives: seven courses		14
	Term Total	14

Credit Hours Summary for Full-time M.B.A. Program

- 27 credit hours of required courses38 credit hours of elective courses

The M.B.A. Office of Global Operations reserves the right to decline anyone whose behavior at Cox indicates he or she might jeopardize Cox s exchange relationship and thus prevent future Cox M.B.A. students from going on exchange to a particular school.

Cox sInternational Exchange Program agreements allow one to two students per location; therefore, these spots must be assigned on a competitive basis. Information is available at www.cox.smu.edu/web/global-programs/mba-exchange-program.

FULL-TIME JURIS DOCTOR AND MASTER OF BUSINESS ADMINISTRATION PROGRAM

Overview

The combined full-time J.D./ M.B.A. program is offered jointly by the SMU Dedman School of Law and the Cox School of Business. The program is designed for students interested in either a career in law with a strong business focus or for students interested in business careers with a strong legal focus. The combined degrees may be obtained in four academic years.

This degree plan must be pursued on a full-time basis. (Information about the part-time dual-degree program is in the Professional Master of Business Administration Program section of this catalog.) The Cox School of Business and the Dedman School of Law have different academic calendars; therefore, students must refer to both calendars when scheduling courses for both schools in the same term. Students enrolled in the joint-degree program must complete all requirements of both programs. Cox School of Business required core courses are taken in the second year of the dual-degree program and must be taken in the same order as listed below. The remaining 14 credit hours of elective courses are taken during the third and fourth years of the dual-degree program. To provide students with a broad variety of elective courses, the classes are scheduled in the morning, afternoon and evening.

Under the structure of the dual program for students entering the Business School in the fall of 2013, the Dedman School of Law will award 12 hours of academic credit toward the J.D. degree for satisfactory completion of the academic requirements of the

Curriculum

Full-Time J.D./M.B.A. Class 2018: Entry Fall 2016 in Cox, Graduate Spring 2019

Total Credit Hours: 125 (50 Business + 75 Law)

Year 1 Fall and Spring Terms at Dedman Law		Credit Hours
Dedman Law courses		30
	Year Total	30
Year 2 Fall Term at Cox Business		
Module A Courses		
ACCT 6201 Financial Accounting I		2
FINA 6201 Managerial Finance		2
MAST 6201 Managerial Statistics		2
MKTG 6201 Marketing Management		2
MNGT 6101 Managing Your Career		1
Module B Courses		
ACCT second required accounting course		2
BUSE 6202 Managerial Economics		2
ITOM 6202 Management Decision Analysis		2
MNGT 6103 Business Presentation Techniques		1

Year 3 Fall and Spring Terms at Cox and	l Dedman Law	Credit Hours
Cox Business electives: four courses Cox Year Total Dedman Law courses		8
Dedman Year Total		23
	Year Total	31
Year 4 Fall and Spring Terms at Cox and Dedman Law		

Year 4 Fall and Spring Terms at Cox and Dedman Law		
Cox Business electives: four courses		
Cox Year Total	8	
Dedman Law courses		
Dedman Year Total	22	

Year Total

30

Cox Credit Hours Summary for Full-Time J.D./M.B.A. Program

26 credit hours of required Cox courses

24 credit hours of elective Cox courses

50 credit hours total for Cox toward J.D./M.B.A. degree

Note: For the 24 credit hours of elective courses, students complete one concentration. Each concentration requires 12 16 specific credit hours. (Additional information is in the Concentrations and Minors section.)

Credit Hours Summary by School

Year		Dedman Law	Cox Business
1		30	0
2		0	34
2		23	8
4		22	8
	Total	75	50

MASTER OF ARTS AND MASTER OF BUSINESS ADMINISTRATION PROGRAM

Overview

The SMU Meadows School of the Arts, in conjunction with the Cox School of Business, offers to a limited number of highly qualified candidates America's only concurrent dual-degree graduate program in business and arts management. Through the Division of Arts Management and Arts Entrepreneurship, the M.A./M.B.A. program combines development of contemporary general-management skills with in-depth study of today's professional arts world. This program is offered on a full-time basis only.

The program is five successive terms, including summer. The curricula include instruction from distinguished arts and business professors, continuing seminars with nationally recognized arts administrators, and study abroad and internship components. During the first year, students take arts management seminars and the core required business curriculum, the basis on which to build for the variety of elective courses scheduled during mornings, afternoons and evenings of the second year. During the summer between the first and second year, students intern full time with a professional arts organization. In the first term of the second year, students study abroad at Bocconi University in Milan, Italy.

Seminars and practica (part-time internships) in the artstailored to the individual student's background, experience and career goals round out the education. The division office also assists graduates in their career objectives through guidance and assistance with their placement.

The Admissions Committee seeks candidates who demonstrate outstanding academic achievement and potential, leadership qualities, and management potential. To assess these characteristics, the committee will look to the following elements to help identify a candidate s potential to succeed in the program: test scores (GMAT management/ business graduate school admission test required for all applicants; TOEFL or PTE English language proficiency test also required for international applicants), previous academic records, references who can speak to the candidate s professional performance and self-evaluation essays. (If a candidate has not earned a baccalaureate degree in an arts field, a degree in another field combined with significant academic, professional or personal experience in the arts is acceptable.) Personal interviews are conducted at the request of the Admissions Committee after a complete application has been received. Merit-based scholarships are available on a limited basis.

The applications for study in the M.A./ M.B.A. program are accepted only for fall admission. Students must be accepted by both the Meadows arts management program and the Cox School of Business; however, candidates submit only the Cox M.B.A. online application and select M.A./ M.B.A. as the degree choice. Students who matriculate into the M.A./ M.B.A. dual program are required to complete concurrently both the M.A. and the M.B.A. requirements in order to graduate. Students cannot drop either part of the dual degree program.

Students must maintain a 3.000 GPA in each school, the Cox School of Business and the Meadows School of Arts, in order to remain in good standing. Students dropping below a 3.000 GPA in either school will be placed on probation with that school. To earn the dual degrees, students must achieve a minimum GPA of 3.000 (without rounding) in each school.

lerm 2 Fall lerm		Credit Hours
Module A Courses		
ITOM 6203 Operations Management		2
Electives: three courses		6
Module B Courses		
ACCT second required accounting course		2
BUSE 6202 Managerial Economics		2
MNO 6201 Organizational Behavior		2
Elective: one course		2
	Term Total	16

Notes

Students select the second accounting course based on their interest and anticipated concentration: either ACCT 6202 Financial Accounting II or ACCT 6205 Managerial Accounting I. Students should consult the Concentrations and Minors section for specific information on which second accounting course is required for each concentration.

MNGT 6003

PROFESSIONAL MASTER OF BUSINESS ADMINISTRATION PROGRAM

Overview

The P.M.B.A. program is designed for those individuals who want to enhance their current career progression without leaving the workforce. The program is six consecutive terms during 24 months, with evening and Saturday morning classes. During the first three terms, required core courses help develop a strong foundation in fundamental business principles. To build on this foundation, students may choose electives to gain expertise in a specific area or choose a more broad-based selection of electives. Each 16-week term is divided into two eight-week modules, A and B, with each module course earning two credit hours. The summer term follows a modified schedule of two seven-week modules.

Term 2	Credit Hours
Module A Courses	
ACCT second required course	2
ITOM 6202 Management Decision Analysis	2
MNGT 6003	

Spring Entry

P.M.B.A. Class 80: Entry January 2017, Graduate December 2018

Total Credit Hours: 48

Term 1		Credit Hours
Module A Courses ACCT 6201 Financial Accounting I BUSE 6202 Managerial Economics Module B Courses		2 2
MAST 6201 Managerial Statistics MNO 6201 Organizational Behavior		2 2
	Term Total	8
Term 2		
Module A Courses ACCT second required course ITOM 6202 Management Decision Analysis		2 2
Module B Courses FI NA 6201 Managerial Finance MKTG 6201 Marketing Management MNGT 6001 Managing Your Career		2 2 0
	Term Total	8

Notes

Students select the second accounting course based on their interest and anticipated concentration: either ACCT 6202 Financial Accounting II or ACCT 6205 Managerial Accounting I. Students should consult the Concentrations and Minors section for specific information on which second accounting course is required for each concentration.

MNGT 6001 Managing Your Career, a zero-credit course, is a requirement to use the extended services of the Career Management Center. Students earn a grade of Pass or Fail.

Term 3		Credit Hours
Module A Courses		
ITOM 6203 Operations Management		2
STRA 6201 Strategic Management		2
MNGT 6003 Business Presentation Techniques		0
Module B Courses		
BUSE 6203 Macroeconomics		2
Elective: one course		2
	Term Total	8

Note: MNGT 6003 Business Presentation Techniques, a zero-credit course, is a requirement of the P.M.B.A. program. Students earn a grade of Pass or Fail. All P.M.B.A. students MUST complete this course.

Term 4	Cre	dit Hours
Modules A and B Courses Electives: four courses		8
	Term Total	8
Term 5		
Modules A and B Courses Electives: four courses		8
	Term Total	8
Term 6		
Modules A and B Courses Electives: four courses		8
	Term Total	8

Credit Hours Summary for P.M.B.A. Program

- 22 credit hours of required courses
- 26 credit hours of elective courses

Note: For the 26 credit hours of elective courses, students complete one concentration. Each concentration requires 12 16 specific credit hours. (Additional information is in the Concentrations and Minors section.) One elective must be an international business course.

International Programs

Understanding major political and economic trends outside the United States is critical to success in today's business environment. Through the Office of Global Operations, Cox provides P.M.B.A. students with the chance to study and experience these trends firsthand by attending a course and earning two credit hours over a 10-day program.

Students may participate in international programs after completing all required core courses. To apply for the international programs, students must be in good academic standing with a 3.200 or better cumulative GPA. Participants are selected on a first-come, first-served basis, with graduation date and cumulative GPA holding precedence. Courses taken by participation in an international program will count toward the degree and fulfill the P.M.B.A. international requirement but will not count toward the GPA calculation or concentration requirements. For assistance in reviewing academic plans, students should meet with the associate director for the P.M.B.A. program early in the planning process.

Students enrolled in an international P.M.B.A. course taught at a partner school cannot be concurrently enrolled in a course at Cox.

For students participating in an international program, tuition is paid to SMU, while registration fees are paid to the partner school. In addition, travel plans and other miscellaneous costs are the students responsibility. Financial aid will be handled as though the student is studying at Cox.

⁴⁸ credit hours total for Cox M.B.A. degree

The M.B.A. Global Operations Office reserves the right to decline anyone whose behavior at Cox indicates that he or she might jeopardize Cox s exchange relationship and thus prevent future Cox P.M.B.A. students from going on exchange to a particular school.

Cox s P.M.B.A. international agreements limit the number of participants; therefore, spaces are limited. Students should visit the website for more information (www.cox.smu.edu/web/global-programs/professional-mba).

Term 4 Fall	Credit Hours	
BA 6040 Managerial Accounting BA 6310 Global Business Environments	1.5 3.0	

processes. Also, analyzes the strategic use of information technology, reviewing such related topics as electronic commerce and knowledge. $\frac{1}{2} \left(\frac{1}{2} \right) = \frac{1}{2} \left(\frac{1}{2} \right) \left(\frac{1}{2}$

BA 6039 (1.5). MACROECONOMICS. Contemporary issues in macroeconomics, with special

BA 6322 (3). FINANCIAL ACCOUNTING. A focus on American accounting in the private, for-profit sector. Considers as a key issue how American practice impacts the global corporation. Contrasts American practice with international standards and those in Europe and in Japan.

BA 6323 (3). BUSINESS FINANCE. An examination of topics in finance and investments. Focuses on corporate investment and financing decisions. Examines corporate investment criteria and cash flow estimation, cost of capital and project risk, and capital structure decisions.

BA 6324 (3). FUNDAMENTALS OF MARKETING. Develops skills that students need to competently implement marketing research projects in the real world. Identifies research as the formal process of gathering information needed by managers to make decisions with respect to marketing opportunities and problems. Analyzes a comprehensivelist of marketing issues faced by actual businesspersons, including customer service, pricing, introduction of new products, and other marketing fundamentals.

BA 6325 (3). ORGANIZATIONAL BEHAVIOR. An overview of the various perspectives from which individual, group, and organizational behavior can be studied. Emphasizes the development of concepts, insights, and skills needed to effectively manage diverse individuals through a variety of situations in organizations. Includes readings, cases, and simulation to illustrate the conceptual and applied aspects of individual, group, and organizational behavior.

BA 6326 (3). STATISTICS. An overview of statistical methodologies, including descriptive statistics, regression analysis, sampling and quality control, forecasting for long- and short-run periods, decision-making under uncertainty, and the use of linear programming. Uses lectures, cases, and statistical computer packages.

BA 6331 (3). STRATEGIC MANAGEMENT. Covers problems of strategic management in the

Term 2 Spring		Credit Hours
Module A Courses		
ACCT 6215 Advanced Topics in Accounting		2
ACCT 6244 Audit Research		2
Electives: two courses		4
Module B Courses		
ACCT 6243 Assurance Methodology		2
ACCT 6246 Noncorporate Entity Accounting		2
Electives: two courses		4
	Term Total	16

Credit Hours Summary for M.S.A. Program

- 16 credit hours of required accounting courses
- 16 credit hours of elective courses

Students are required to choose and declare one of the two concentrations listed below.

Assurance and Advisory Concentration: Students take these three courses as part of their elective course selections.

³² credit hours total for Cox M.S.A. degree

Overview

The M.S.B.A. program is an educational experience that provides knowledge and skills in key business analytics disciplines so that students can become successful in their careers. Students will take a total of 33 credit hours, of which 21 credit hours are core (or required) courses and 12 credit hours are electives in this one-year, lock-step program. Each 16-week term is divided into two eight-week modules, A and B, with each module course being two credit hours. To meet student needs, classes are scheduled in the morning, afternoon and evening, Monday through Thursday, as well as Saturday morning. Each class meets for approximately three hours once a week. Students remain with their entering class cohort during the program.

The Cox School of Business seeks candidates who show a strong potential for success in today s global business environment. Candidates who demonstrate analytical capabilities, leadership experience, interpersonal and communication skills, and personal commitment and motivation are invited to apply. The Admissions Committee seeks candidates who demonstrate outstanding academic achievement and potential, leadership qualities, and management potential. To assess these characteristics, the committee will look to the following elements to help identify a candidate s potential to succeed in the program: GMAT management/ business graduate school admission test scores, previous academic records, recommendations that speak to a candidate s professional performance and self-evaluation essays. For complete details and an application packet, students should visit www.coxmsba.com or contact the Cox Admissions Office: telephone 214-768-1214 or 1-800-472-3622; fax 214-768-3956; coxmsba@cox.smu.edu.

Curriculum

M.S.B.A. Class 2017: Entry Fall 2016, Graduate Spring 2017

Total Credit Hours: 33

Cradit Haura

Term 1 Fall	C	realt Hours
Module A Courses		
ITOM 6252 Decision Models		2
ITOM 6268 Business Process Consulting		2
MAST 6251 Applied Predictive Analytics I		2
MKTG 6258 Business Metrics		2
MNGT 6001 Managing Your Career		0
Module B Courses		
ITOM 6264 Advanced Decision Models		2
ITOM 6265 Database Design		2
MAST 6252 Applied Predictive Analytics II		2
MNGT 6101 Managing Your Career		1
Electives: one course		2
	Term Total	17

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Term 2 Spring		Credit Hours
Module A Courses ACCT 6205 Managerial Accounting I CISB elective course Module B Courses		2 2
CISB elective course		2
MKTG 6201 Marketing Management		2
	Term Total	8
Term 3 Summer		
Module A Courses CISB 6216 Managing the Entrepreneurial Busines STRA 6201 Strategic Management Module B Courses CISB 6217 Managing the Entrepreneurial Busines		2 2 2
FINA 6201 Managerial Finance	3311	2
	Term Total	8
Term 4 Fall		
Module A Courses ITOM 6203 Operations Management CISB or STRA elective course Module B Courses STRA 6224 Entrepreneurial Strategy		2 2 2
Approved elective course		2
	Term Total	8

 ${\tt Note:}$ When the prerequisite for enrolling in an elective course is met, that course becomes an approved elective.

Credit Hours Summary for M.S.Ent. Program

- 14 credit hours of core academic required courses
- 10 credit hours of specific entrepreneurship required courses
- 8 credit hours of elective courses as defined in the curriculum

³² credit hours total for Cox M.S.Ent. degree

MASTER OF SCIENCE IN MANAGEMENT PROGRAM

Overview

The curriculum of the M.S.M. program is designed to provide students with a fundamental understanding of business along with the budgeting, management, marketing, financial and strategic planning tools needed to assume leadership positions. Students will take a total of 30 credit hours in this one-year lock-step program. Each 16-week term is divided into two eight-week modules, A and B, with each module course being two credit hours. To meet student needs, classes are scheduled in the morning, afternoon and evening Monday through Thursday, as well as Saturday morning. Each class meets for approximately three hours once a week. Students remain with their entering class and cohort section for the core required courses during the program.

The Cox School of Business seeks candidates who show a strong potential for success in today s global business environment. Candidates who demonstrate analytical capabilities, leadership potential, and personal commitment and motivation are invited to apply. The Admissions Committee seeks candidates who possess outstanding academic achievement, leadership potential and a desire to gain management skills. To assess these characteristics, the committee will look to the following elements to help identify a candidate s potential to succeed in the program: previous academic records, references who can speak to the candidate s professional performance and self-evaluation essays. Submission of GMAT or GRE graduate school admission/entry test scores may be required of candidates at the discretion of the M.S.M. Admissions Committee. For complete details and an application packet, students should visit www.coxmsm.com or contact the Cox Admissions Office: phone 214-768-1214 or 1-800-472-3622; fax 214-768-3956; mbainfo@cox.smu.edu.

Curriculum

M.S.M. Class 2017: Entry Fall 2016, Graduate Spring 2017

Total Credit Hours: 30

Term 1 Fall Credit Hours

Farking And And Andrean And Andrea (And Andrea And Andrea Andrea And Andrea (And Andrea And Andrea Andrea

Module A Coursest

Module A Courses
I TOM 6203 **Operations Management**

2

Courses

The following business courses have been approved by the Cox School of Business faculty for the full-time M.B.A. and P.M.B.A. programs and the Master of Science in Accounting, Entrepreneurship, Finance or Management programs

operating decisions. Techniques for identifying alternatives, assessing relevant costs, and choosing a course of action are illustrated with case studies involving decisions on pricing (including special order and private label pricing), production alternatives (including make or buy), and allocation of care resources. Topics include cost behavior, cost-volume-profit relations, cost system design and interpretation (including the use of actual costs and standard costs), and identifying the costs and revenues relevant to decisions. The course will probably have a case orientation. Prerequisite: ACCT 6201.

ACCT 6206 (2). MANAGERIAL ACCOUNTING II. Continues the study begun in ACCT 6205. Explores the use of cost data in planning and controlling operations. Describes techniques of cost measurement (variable costing, activity-based costing, and relevant costing) and their

ACCT 6214 (2). MERGERS AND ACQUISITIONS. Detailed examination of the controversial nature of mergers, acquisitions, and consolidations accounting, with a focus on the differential impact of alternative methods of accounting for economically similar transactions and the implications of the same for managerial behavior, valuation, and investors. Reviews the revised merger accounting standards (SFAS 141/142), which require that all mergers be accounted for using one method, while GAAP still affords significant discretion to managers in implementing these standards. Insights generated from discussions of the M&A setting are applied to various other scenarios where managers can influence or dictate accounting choice. Explores the important differences in U.S. GAAP and IFRS and their implications, given the FASB's harmonization project with IASB. Includes discussion of accounting issues associated with other corporate restructuring transactions such as LBOs, spin-offs, and carve-outs. Prerequisite: ACCT 6202 or enrollment in the M.S.A. program.

ACCT 6215 (2), ADVANCED TOPICS IN ACCOUNTING.

flowcharts, control matrices, and policy and procedure manuals. Covers topics assessed in the information technology portion of the CPA exam. Prerequisite: Enrollment in the M.S.A. program.

ACCT 6238 (2). TAXATION OF MERGERS AND ACQUISITIONS.

ACCT 6249 (2). ENTITY TAXATION. Surveys issues related to partnership and S-corporation taxation, multijurisdictional taxation, international and multistate taxation, and estate tax planning. Grades are given for this course and ACCT 6248 at the end of the second course the same grade for each course. To receive a grade in either course, the student must complete both. Prerequisite: ACCT 6248.

ACCT 6280 (2). M.S.A. INTERMEDIATE ACCOUNTING I. Theory and techniques for construction of corporate financial reports for use by stockholders, creditors, and other analysts. Prerequisite: Permission of department chair. Restricted to Cox M.S.A. students.

ACCT 6281 (2). M.S.A. INTERMEDIATE ACCOUNTING II. Continuation of ACCT 6280. Prerequisite: Permission of department chair. Restricted to Cox M.S.A. students.

ACCT 6282 (2). M.S.A. FEDERAL INCOME TAX I. A conceptual basis and structure for the determination of income taxes. Tax research methods are used in preparing tax returns, solving problems, and planning business decisions. Prerequisite: Permission of department chair. Restricted to Cox M.S.A. students.

ACCT 6295 (2). DIRECTED STUDIES IN ACCOUNTING. The student works directly with a professor on a specific project or projects. Credit is given based upon evaluation by the professor. Students are responsible for submitting a proposal to a professor for directed studies credit.

ACCT 6495 (4). DIRECTED STUDIES IN ACCOUNTING. The student works directly with a professor on a specific project or projects. Credit is given based upon evaluation by the professor. Students are responsible for submitting a proposal to a professor for directed studies credit.

BUSINESS ADMINISTRATION COURSES (MAST)

All M.B.A. students take

FINANCE COURSES (FINA)

Professor James S. Linck, Department Chair

Professors: James S. Linck, William F. Maxwell, Darius P. Miller, , James L. Smith, Rex W. Thompson, Kumar Venkataraman, Michel R. Vetsuypens. Associate Professors: Amar Gande, Chotibhak Jotikasthira. Assistant Professors: Weizhao Simon Huang,

FINA 6219 (2). DERIVATIVES. Provides an in-depth analysis of forwards, futures, options, and swaps, with a focus on forward futures-option and swap pricing, and the use of these instruments to hedge risks and formulate trading strategies. Requires some proficiency in mathematics and statistics. Prerequisite: FINA 6205.

FINA 6220 (2). OPTIONS. In-depth analysis of option valuation, trade strategies for options, and risk management of option positions. The models may include Black-Scholes, binomial, and risk-neutral Monte Carlo pricing. Topics may include no-arbitrage relations; delta, kappa, and gamma hedging; implied volatilities; options on indices, futures, and currencies; exotic options, and portfolio insurance. Students learn option calculations, implementation of option trading strategies, and the prosand consof the most widely used option pricing models. Requires some proficiency in mathematics and statistics. Prerequisite: FINA 6205.

FINA 6222 (2). FINANCIAL MARKETS AND MONETARY POLICY. Uses cases dealing with contemporary issues to address the role of the Federal Reserve System in stabilizing the U.S. and international economies. Covers the transmission mechanisms of monetary policy as it influences the cost and availability of credit in financial markets and its impact through financial institutions. Analyzes the changing linkages that stress the equity and fixed income markets rather than the banking system. May include the Fed's role in international crisismanagement; the complexities of globalization and linked capital markets; the growing international emphasis on price stability as the primary goal of central banks; and the difficulties of dealing with an economy that is evolving toward a new, high-productivity paradigm characterized by government surpluses and private sector savings shortfalls. Prerequisite: FINA 6205.

FINA 6223 (2). MERGERS AND ACQUISITIONS. **Examines the full cycle of acquisition** transactions from the economic rationale of the proposed deal to valuation, structuring, price negotiation, and pre- and post-transaction integration. Covers how appropriate acquisition strat

INFORMATION TECHNOLOGY AND OPERATIONS MANAGEMENT COURSES (ITOM)

Professor Amit Basu, Department Chair

Professors: Amit Basu, Bezalel Gavish, John H. Semple. Associate Professors: Sreekumar R. Bhaskaran, R. Canan Savaskan-Ebert, Ulrike Schultze. Assistant Professors: Vishal Ahuja, Rajiv Mukherjee, Fangyun T. Tan. Clinical Professors: Ellen Parker Allen, Amy V. Puelz. Senior Lecturer: James C. Collins, Jr. Executive-in-Residence: Hettie Tabor.

All M.B.A. students take I TOM 6202

ITOM 6210 (2). IN-MEMORY ANALYTICS. As the amount of data grows and the need for analytics matures, companies look for ways to manage larger amounts of data, in real time and with speed and efficiency. The advances in database management systems and the lower cost of main memory have led to the introduction of in-memory applications from companies such as SAP, Microsoft, and IBM. Students explore technological advances in the analytics field and discuss the role and uses of the new technology. Includes developing an in-memory analytics system using SAP HANA and accessing data using Lumira. Prerequisite: ITOM 6202 or enrollment in the M.S.B.A. program.

I TOM 6212 (2). DATA VI SUALIZATION AND COMMUNICATION. **Students perform business analytics and learn to effectively communicate the results in written and oral presentations, including key questions for the analytic communications: What is happening? Why is it happening? What are the next steps? Prerequisite: ITOM 6203 or enrollment in the M.S.B.A. program.**

ITOM 6214 (2). ADVANCED MANAGEMENT DECISION ANALYSIS. Students gain experience using spreadsheets to model and analyze quantitative business problems. Augments data analysis skills for business analytics in operations, finance, marketing, and strategy. Covers various modeling techniques (e.g., linear programming, nonlinear programming, integer programming, and simulation) and how these techniques can be employed in spreadsheet to improverisk assessment and decision-making in business. Presents spreadsheet design and the use of spreadsheet tools for model analysis (e.g., Visual Basic for Applications). Prer equisites: ITOM 6202; knowledge of spreadsheet functionality, linear programming, and simulation modeling.

ITOM 6215 (2). DATABASE DESIGN FOR BUSINESS APPLICATIONS. This course covers fundamental issues in database creation and design. We start with mapping data collection in organizations onto a database with the objective of storing data consistently over time. Wethen proceed to study methods for information extraction from databases. In terms of practical skills, we will learn how to import spreadsheet data into Microsoft Access and generate summary reports to answer business questions related to our data. Homework assignments and an implementation project in Microsoft Access will reinforce both the design issues and the practical skills covered in the course.

I TOM 6217 (2). DATA MINING. Examines how companies can effectively leverage their IT resources to gain better operational and competitive intelligence. Surveys several technologies for enhancing organizational intelligence, such as machine learning, neural networks, clustering, and association-based reasoning. Also, considerations that managers must make in applying these technologies to different types of decision and planning problems. Includes lectures, cases, and hands-on exercises using appropriate software. Prerequisites: ITOM 6202, 6203 or current enrollment in the M.S. in business analytics program.

ITOM 6218 (2). INTRODUCTION TO BUSINESS PROCESS ANALYTICS. Understanding and documenting the business processes and decisions that business analytics are expected to support are central to developing solutions that improve organizational performance. Students learn the conceptual frameworks, tools, and skills needed to develop a blueprint for analytics, which entails successfully analyzing the high-level requirements for business analytics, prioritizing and outlining solutions, proposing business process improvements to generate the requisite data, and making the business case. Prerequisite: ITOM 6202 or enrollment in the M.S.B.A. program.

ITOM 6219 (2). WEB AND SOCIAL MEDIA ANALYTICS. Covers various methods for analyzing websites using tools such as Google Analytics and Yahoo Web Analytics. Includes analysis of structure (the interconnectivity between various sites), content, and patterns of usage. Considers e-commerce sites, portals, social media service platforms, and other types of websites. Prerequisite: ITOM 6202 or enrollment in the M.S.B.A. program.

ITOM 6220 (2). PRICING AND REVENUE OPTIMIZATION. Investigates methods and models for increasing revenue by actively managing prices and capacities for the firm (airline, hotel, railroad, rental car, retail sectors, etc.). Covers a broad range of topics, including price optimization (with and without capacity constraints), Littlewood's two-class model (and extensions), the n-class single resource revenue management problem, nested capacity controls, bid price controls, heuristic approaches, network capacity control (multiresource problems), overbooking models, markdown optimization, and assortment optimization. Students learn how to imple-

ment all models in spreadsheets. Prerequisites: MAST 6201 and ITOM 6202 or enrollment in the M.S.B.A. program.

ITOM 6222 (2). BUSINESS FORECASTING. From forecasting aggregate-level sales to predicting whether a customer will choose a particular product, analytic techniques are used by businesses to make rigorous, data-driven predictions. Students learn to distinguish between trend and seasonality and to utilize both for making forecasts in such areas as sales and operational planning. Explores analytic models such as deterministic time-trend, exponential smoothing, Holt-Winters, autoregressive exogenous, and Box-Jenkins. Covers how to use industry and government metrics and how to present results to management. Prerequisites: ITOM 6202 and MAST 6201, or current enrollment in the M.S.B.A. program.

ITOM 6224 (2). MANAGING SERVICE OPERATIONS. The service sector represents the

and the incorporation of utility theory. Covers the use and application of mathematical optimization models, including linear programming, network models, and integer programming. Students develop spreadsheet models for making complex business decisions, and interpret the results of such models. Prerequisite:

MANAGEMENT COURSES (MNGT)

Program	Required Courses
Full-time M.B.A.	MNGT 6011, 6020, 6101, 6103, 6150, 6210
Fast Track M.B.A.	MNGT 6001, 6003
P.M.B.A.	MNGT 6003 (MNGT 6001, an optional course, must be completed prior to using on-campus recruiting options
M.S.B.A.	MNGT 6003, 6101
M.S.F.	MNGT 6004
M.S.M.	MNGT 6005
M.S.S.M.	MNGT 6103

MNGT 6001 (0). MANAGING YOUR CAREER. Professional M.B.A. students gain the knowledge and tools to effectively manage their own careers. Topics include finding a career focus, exploring career options, building and leveraging a professional network, and developing a personal marketing plan. Students who complete the course use the services of the Career Management Center.

MNGT 6003 (0). BUSI NESS PRESENTATION TECHNIQUES. Today's competitive market-place demands that managers be successful on both a technical and an individual level, exhibiting a high degree of leadership skills. Professional M.B.A. students gain proficiency in the oral presentation technipr96 reW* n / P &MCID 41&BDC q39.984 474.7 95.064 12.91 0 CID 41&BDC p(ra)9(li)7(c3)

MNGT 6150 (1). GRADUATE CORPORATE INTERNSHIP PROGRAM. Required course for students in the full-time M.B.A. program during the third (summer) term in the program. Provides compensated or noncompensated career experience related to a student's degree goals. Graded pass/fail. Meets SMU's International Student and Scholar Services curricular practical training standards.

MNGT 6210 (2). GLOBAL LEADERSHIP PROGRAM. An experienceabroad in which students meet with local business and government leaders; visit manufacturing facilities; and come to understand the dynamics of global business, including the impact of cultural and social customs. Provides students with a perspective on the opportunities and challenges of conducting business in the global economy.

MANAGEMENT AND ORGANIZATIONS COURSES (MNO)

Professor Miguel A. Quiñones, Department Chair

Professors: Steven C. Currall, Albert W. Niemi, Robin L. Pinkley, Miguel A. Qui2rall

MNO 6285 (2). DIRECTED STUDY IN MANAGEMENT AND ORGANIZATIONS. The student works directly with a professor on a specific project or projects. Credit is given based upon evaluation by the professor. Students are responsible for submitting a p0(pr)-TIONS.

MKTG 6226 (2). ADVANCED MARKETING STRATEGY. The course focuses on the strategic marketing choices made by top management that have a significant influence on an organization's performance and competitive success. These choices include selecting markets in which to compete, defining and choosing which customer needs to address, developing meaningfully distinct offerings and programs, deciding on how to access a ma

customer value. In this hands-on course, students become comfortable in using a variety of trade-off protocols and in designing conjoint and choice model experiments, and they gain a firm understanding of how to design, implement, and analyze conjoint and choice studies and how to use simulators that provide a platform for analyzing current and future product and pricing decisions. Students also become familiar with the primary commercially available software for implementing these modeling techniques. Prerequisite: Enrollment in the M.S.B.A. program.

MKTG 6274 (2). BUSINESS RESEARCH METHODS. Students develop skills in business research (the formal process of gathering information needed by managers to make decisions) so they can competently implement decision-oriented business research projects in the real world. Skills include translating a business decision into a research problem, choosing an appropriate research design, collecting data from secondary and primary data sources (e.g., survey research, experimental design, and focus groups), analyzing data using spreadsheets or statistical packages, and recommending decisions based on the analysis. Prer equisite: MKTG 6201or

STRATEGY, ENTREPRENEURSHIP AND BUSINESS ECONOMICS

Professor Gordon Walker, Department Chair

Associate Professor: David T. Lei. Assistant Professor: Julian Kolev Professors of Practice: Robert A. Lawson, Simon S. Mak, Gary T. Moskowitz, Harvey Rosenblum. Clinical Professor: David C. Croson. Executive-in-Residence: W. Michael Cox. Writer-in-Residence: Richard G. Alm.

c A c & RP

All M.B.A. students take STRA 6201 as part of the core curriculum. The appropriate prerequisite courses must be successfully completed to enroll in elective STRA courses. More details on course selection and prerequisites are found in the Concentrations and Minors section and in the course descriptions below.

STRA 6201 (2), STRATEGIC MANAGEMENT. This course examines the fundamental concepts

STRA 6225 (2). STRATEGIC ALLIANCES. Focuses on the planning and execution of strategic alliances, especially in high-technology industries. Addresses issues of partner selection, performance evaluation, and adaptation of the partnership over time. Also, alliances between large and small firms. Prerequisite or corequisite: STRA 6201.

STRA 6226 (2). COMPETITIVE ADVANTAGE. Focuses on decision-making by top managers at the strategic business unit level. Students utilize all skills learned thus far in the program and apply them to a broad array of business policy problems (e.g., acting as the decision-maker and setting corporate strategy in specific situations). Cases are drawn from a variety of industries and situations and involve all facets of corporate strategy, including marketing, operations, finance, information technology, and organizational structure. Emphasis is placed on understanding the competitive dynamics of the current environment and on recommending strategy that considers the resources at the organization's disposal. The course is entirely discussion-based, case method with occasional supplemental readings. Prerequisite or corequisite: STRA 6201.

STRA 6228 (2). GLOBAL STRATEGY. Focuses on issues related to competing in global industries for both single- and multibusiness firms. Key topics addressed include sources and dynamics of comparative advantages; modes of entry into foreign markets, such as joint venture, acquisition, and greenfield investment; global sourcing for operations and information technology; and the structure of multinational firms. Uses cases and readings. Prerequisite or corequisite: STRA 6201.

STRA 6232 (2). INNOVATION AND STRATEGIC CHANGE. Focuses on the challenge of introducing new technologies and processes in single- and multibusiness firms, looking at a range of companies selling both services and products. Examines change in its strategic and organizational context, especially regarding issues of path dependence, absorptive capacity, and appropriability. Also, more generally, the stages of industry evolution. Prerequisiteor corequisite: STRA 6201.

STRA 6236 (2). THE PRACTICE OF INTERNATIONAL BUSINESS. Provides a case-based, pragmatic understanding of international business in today's flat world. The nation's international trade and investments, already substantially abovethe gross domestic product figure, will climb in the next decade to several times GDP. International business skills will therefore become increasingly important for all managers. Examines how the international business environment (culture, history, governments, politics, law, wag (cu231.31(n)4(gt6(t)5)12())TJETBT1001

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More details on course selection and prerequisites are found in the Concentrations and Minors section and in the course descriptions below. The general expectation, with the exception of the Master of Science in Entrepreneurship program, is that students have completed the core set of required courses prior to enrolling in CISB courses.

CISB 6210 (2). ESSENTIAL LAW FOR THE ENTREPRENEUR. Provides a broad awareness of and skill in coping with critical legal issues encountered by the entrepreneur building a growth-oriented business, from venture initiation through the expansion stage. Students also develop skills in minimizing exposure to liability and litigation and in working effectively with attorneys and regulators. Topics include contract law, legal entities, governance, intellectual property, elaw and e-litigation, securities law, dispute resolution and litigation management, employment law, and protection of intellectual assets.

CISB 6211 (2). ENHANCING OPERATIONAL PERFORMANCE FOR ENTREPRENEURIAL COMPANIES. By successfully managing and directing the operations of his or her fledgling

law. Students learn how to develop buyer persona for a prototype product and how to develop an online go-to-market strategy for a new product launch.

CISB 6222 (2). STARTING A BUSINESS. Identifies, qualifies, quantifies, and validates an entrepreneurial opportunity, with the objective of deriving a repeatable, scalable, and profitable business model. Students learn how to take a validated opportunity and create a marketing plan, a financial projection, and an elevator pitch. Uses business modeling tools to develop and refine the business plan.

CISB 6223 (2). EARLY-STAGE VALUATION AND FUND. Focuses on securing funding in the early stage of a venture and on using the venture capital method for determining the valuation of the deal. Students learn how to prepare an executive summary, a financial forecast, and an investor pitch to early-stage investors, and to determine the exit valuation. Students gain an understanding of investors' screening methodology, deal metrics, and equity architecture.

CISB 6224 (2). VENTURE FINANCING. Explores evaluating the opportunity, developing the business concept, and assessing and acquiring financial resources. Examines the most important financing concepts for the entrepreneur, including startup, expansion, leveraged buyouts, mergers, and acquisitions. Also, situations where proper venture financing can mean the difference between success and failure.

CISB 6225 (2). ENTREPRENEURIAL EXIT STRATEGIES: LBO, SALE, **IPO**, RECAPITALIZATION, AND LIQUIDATION. **Examines one of the key strategies required of any entrepreneurial venture:** how the founders and investors realize the appreciated value of their contributions to the business. Includes in-depth coverage of the strategies and methodologies for each of the major types of exit transactions: leveraged buyouts, the sale of the business, the use of an initial public offering, recapitalization of the firm, and liquidation of the business.

CISB 6226 (2). EVALUATING ENTREPRENEURIAL OPPORTUNITY. Provides students with the knowledge and skills needed to select viable opportunities and evolve them into high-potential concepts and business models. Topics include identifying and evaluating opportunity, evaluating markets, developing a powerful value proposition, creating a sustainable competitive advantage, developing powerful and successful business models, and evolving an insightful sales forecast.

CISB 6228 (2). CORPORATE ENTREPRENEURSHIP: INTRAPRENEURING. Detailed exami-

nation of the challenges and trade-offs a corporation faces when trying to implement and manage for corporate entrepreneurship. Develops and analyzes key elements for intrapreneurship, success drivers, and business frameworks and models. Topics include the definition of intrapreneurship and comparing and contrasting it with traditional entrepreneurship; the impact of corporate culture, processes, and structures on the rate of innovation and new venture development; international impacts on intrapreneurship; and models for sustaining and adapting corporate entrepreneurship. An M.B.A. graduate who can innovate and grow new ventures within a corporation can add significant (h)-4(e)7tc3(a)-3(l) n aecc(i)7((.B)3r16(a)-3[w)7(i)7Gn(,)16(9)

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CISB 6295 (2). DIRECTED STUDY IN CISB/ENTREPRENEURSHIP. The student works directly with a professor on a specific project or projects. Credit is given based upon evaluation by the professor. Students are responsible for submitting a proposal to a professor for directed study credit.

CISB 6485 (4). DIRECTED STUDY IN CISB/ENTREPRENEURSHIP.

CONCENTRATIONS AND MINORS

MASTER OF BUSINESS ADMINISTRATION CONCENTRATIONS

Accounting

Business Analytics

Finance

Finance Honors Track

Specialization options: 1) investments, 2) corporate finance or 3) energy finance

General Business

Information and Operations

Management

Marketing

Real Estate

Strategy and Entrepreneurship

MASTER OF BUSINESS ADMINISTRATION MINORS

Accounting Management Business Analytics Marketing Finance Real Estate

Information and Operations Strategy and Entrepreneurship

Every M.B.A. student begins the program with a general business concentration. In each fall and spring term, students have a designated time when the concentration and minor selections can be changed. M.B.A. students complete one concentration with the option of completing one or more minors to meet their academic goals. Concentrations and minors will print on the student stranscript record but specializations do not. Only the degree, M.B.A., appears on diplomas. A directed study course does not count toward a concentration or minor requirement. Note: While the Cox School encourages all students to select the concentration and minor of their choosing, it cannot ensure that all classes will be available in every term to meet the requirements.

ACCOUNTING DEPARTMENT

Concentration in Accounting

Pc cc & 2 acb

Core courses not included in the 14-hour total:

ACCT 6201 Financial Accounting I
ACCT 62612 বিটানিয়ারের Accounting II

Plus 6 hours of required courses:

- ACCT 6211 Financial Statement Analysis
- ACCT 6213 Accounting-based Valuation
- ACCT 6214 Mergers and Acquisitions
- ACCT 6215 Advanced Topics in Accounting
- ACCT 6216 Emerging Issues in Financial Accounting
- ACCT 6217 International Financial Reporting
- ACCT 6218 Forensic Accounting and Financial Statement Fraud
- ACCT 6238 Taxation of Mergers and Acquisitions
- ACCT 6239 Tax Research
- ACCT 6240 Advanced Partnership Taxation
- ACCT 6241 Seminar in Internat7(d)-[)]TJTJTJTtnership Taxation

FINANCE DEPARTMENT

Concentration in Finance

Pc cc & 4acb

Core courses not included in the 16-hour total:

ACCT 6202 Financial Accounting II or ACCT 6205 Managerial Accounting I FINA 6201 Managerial Finance

Plus 10 hours of required courses:

FINA 6205 Finance Theory and Practice (MUST be taken before all other FINA electives except FINA 6216)

FINA 6211 Valuation and Analysis

FINA 6214 International Financial Markets

FINA 6216 Portfolio Theory and Asset Pricing

FINA 6219 Derivatives

Plus any 6 hours of elective courses from the following list:

FINA 6212 Corporate Financial Policies

FINA 6218 Fixed Income Securities

FINA 6222 Financial Markets and Monetary Policy

FINA 6227 Hedge Funds

FINA 6228 Energy Project Valuation and Finance

FINA 6229 Energy Risk Management

FINA 6230 Practicum in Portfolio Management I (fall term)

FINA 6231 Practicum in Portfolio Management II (spring term)

FINA 6238 Financial Modeling

Minor in Finance

Pc cc &.acb

Core courses not included in the 10-hour total:

ACCT 6202 Financial Accounting II or ACCT 6205 Managerial Accounting I FINA 6201 Managerial Finance

Plus 10 hours of required courses:

Finance Honors Track

Pcccc &4 acb

The finance honors track within the finance concentration is designed to allow students interested in finance careers to take many of their finance electives earlier in the program. To be accepted into the Finance Honors Track, students need to demonstrate strong performance in FINA 6201, ACCT 6201, MAST 6201, and FINA 6205. Students who apply will be reviewed and considered at the conclusion of module B in the fall term. Those accepted will begin alternate coursework in the spring term, as outlined below. Students in the track that are interested in money management and related fields are encouraged to pursue the chartered financial analyst (CFA)

Minor in Business Analytics

Pc cc &6 acb

Core courses not included in the 8-hour total:

ACCT 6202 Financial Accounting II or

MNO 6218 Organizational Leadership

MNO 6220 Corporate Governance

MNO 6222 Leading Organizational Change

MNO 6232 Corporate Ethics and Organizational Responsibility

Group Two

MNO 6210 Leader as Coach

MNO 6212 Introduction to Consulting

MNO 6215 Master Negotiation

MNO 6216 Advanced Master Negotiation

MNO 6226 Managing Across Cultures

MNO 6230 The Evolution of American Capitalism and the Global Challenges

Ahead

BL 6224

MARKETING DEPARTMENT

Concentration in Marketing

Pc cc & 4acb

Core courses not included in the 16-hour total:

ACCT 6205 Managerial Accounting I MKTG 6201 Marketing Management

Foundation Courses (required 6 hours)

MKTG 6204 Consumer Behavior

MKTG 6205 Customer Insights and Market Intelligence

MKTG 6206 Marketing Mix Implementation

Plus 10 hours of marketing functions and topics courses, with a minimum of 4 hours from the functions list:

Functions Courses (minimum of 4 hours)

MKTG 6212 Advanced Communication Management

MKTG 6214 Advanced Pricing Management

MKTG 6215 Advanced Product and Brand Management

MKTG 6218 Multichannel Marketing Ma4Bgen0e0t1 235.99 363.55 Tm[)]TJETqQ EMC / P & A

Topics Courses

MKTG 6222 New Product Development

MKTG 6223 Understanding What Customers Value

MKTG 6224 Research for Marketing Decisions

MKTG 6225 Retailer Behavior and Sales Promotion

MKTG 6226**s**

- MKTG 6223 Understanding What Customers Value
- MKTG 6224 Research for Marketing Decisions
- MKTG 6225 Retailer Behavior and Sales Promotion
- MKTG 6226 Advanced Marketing Strategy
- MKTG 6227 Global Marketing Management
- MKTG 6230 Customer Loyalty Management
- MKTG 6232 Digital and Social Media Marketing
- MKTG 6233 Nonprofit Marketing Strategy

REAL ESTATE, RISK MANAGEMENT AND BUSINESS LAW DEPARTMENT

Concentration in Real Estate

Pc cc & 2 a cb

Core courses not included in the 14-hour total:

ACCT 6202 Financial Accounting II or ACCT 6205 Managerial Accounting I FINA 6201 Managerial Finance

Plus 8 hours of required courses:

- RF 6211 Real Estate Investment
- RE 6212 Real Estate Analysis and Strategy
- RE 6213 Real Estate Finance and Development
- RE 6215 Real Estate Transactions

Plus any 6 hours of courses from the following list:

- FINA 6205 Finance Theory and Practice
- FINA 6211 Valuation and Analysis
- FINA 6216 Portfolio Theory and Asset Pricing
- FINA 6218 Fixed Income Securities
- FINA 6219 Derivatives
- FINA 6222 Financial Markets and Monetary Policy
- FINA 6227 Hedge Funds
- FINA 6229 Energy Risk Management
- FINA 6238 Financial Modeling

Minor in Real Estate

Pc cc 86 acb

Core courses not included in the 8-hour total:

ACCT 6202 Financial Accounting II or ACCT 6205 Managerial Accounting I FINA 6201 Managerial Finance

Plus 8 hours of required courses:

- RE 6211 Real Estate Investment
- RE 6212 Real Estate Analysis and Strategy
- RE 6213 Real Estate Finance and Development
- RF 6215 Real Estate Transactions

STRATEGY, ENTREPRENEURSHIP AND BUSINESS ECONOMICS DEPARTMENT

Concentration in Strategy and Entrepreneurship

Pc СС & 2 a cb

Core courses not included in the 14-hour total:

ACCT 6202 Financial Accounting II or ACCT 6205 Managerial Accounting I STRA 6201 Strategic Management

Plus 2 hours of the required course: STRA 6202 Advanced Strategic Management Plus any combination of 12 hours, with at least 8 hours from Group One and no morethan 4 hours from Group Two. Out of the 12 hours, up to 8 hours can be from the CISB course list: 4 hours from Group One and 4 hours from Group Two.

Group One (minimum of 8 hours)

STRA 6219 Private Equity and Venture Capital

STRA 6220 Strategic Mergers and Acquisitions

STRA 6222 International Corporate Strategy

STRA 6224 Entrepreneurial Strategy

STRA 6225 Strategic Alliances

STRA 6226 Competitive Advantage

STRA 6228 Global Strategy

STRA 6232 Innovation and Strategic Change

STRA 6236 The Practice of International Business

STRA 6410 Venture Capital Practicum (counts as two courses, 4 hours)

CLSB

ACCT 6214 Mergers and Acquisitions
BL 6224 Managerial Perspectives on Law and the Workplace
BUSE 6206 Uncertainty and Strategic Decision-Making
BUSE 6223

CISB 6228 Corporate Entrepreneurship: Intrapreneuring CISB 6230 Teaming With Venture Investors CISB 6231 Venturing in China

ACROSS ACADEMIC DEPARTMENTS

Concentration in General Business

Pc cc &Oacb

Core course not included in the 12-hour total:

ACCT 6202 Financial Accounting II or ACCT 6205

FINANCIAL INFORMATION

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A catalog supplement, the Financial Information Bulletin, is iS81(s)0(-9(II)18(e)-2Id4(o)iS8

RESIDENCE ACCOMMODATIONS

The University prides itself on offering a full living and learning experience for its resident students. The mission of the Department of Residence Life and Student Housing is to advance the goals and objectives of the University by creating residential communities that empower residents to value learning, citizenship and leadership. To this end, RLSH seeks opportunities to promote an intellectual culture in that complements an already flourishing campus

social culture. RLSH is responsible for residence halls, 11 Residential Commons and 10 SMU-owned Greek chapter houses. This responsibility includes making sure that facilities are well maintained and that students have opportunities to grow personally and excel academically.

HOUSING POLICY FOR ALL STUDENTS

All incoming first-year undergraduate students are required to live on campus during their first two years at SMU. Exceptions may be granted on the basis of a financial, medical or personal hardship at the discretion of the dean of RLSH to those students from Dallas/ Fort Worth who live with a parent or legal guardian in the primary residence of the parent or guardian. For housing purposes, the two years means the first two years of college. Incoming transfer students who are over the age of 16 and under the age of 20 are required to live on-campus for their first year at SMU. For 2016 2017

Graduate Residence Accommodations

The Department of Residence Life and Student Housing operates one apartment residence hall designated for graduate students. Hawk Hall, a one-bedroom-apartment facility, houses single graduate students and married students (graduate and undergraduate) with families. Families with no more than two children may be housed in Hawk Hall.

Special Housing Needs

Students having special housing needs because of a disability should contact the SMU Office of Disability Accommodations and Success Strategies in order to establish eligibility for accommodations. When applying for housing, students should also submit information to RLSH regarding a request for accommodations. DASS and RLSH will work together with the student on their specific situation to make necessary accommodations.

General Housing Information

Each apartment is equipped with a telephone, local telephone service, voice mail system and wireless Ethernet connections to the University's computer system. All residence halls are air-conditioned and some have individually climate-controlled rooms. Washing machines and dryers are located in all residence halls. Meal plans are not required in the graduate hall. For more information, students should visit www.smu.edu/housing or contact the Department of Residence Life and Student Housing, Southern Methodist University, PO Box 750215, Dallas TX 75275-0215; phone 214-768-2407; fax 214-768-4005; housing@smu.edu.

ACADEMIC RECORDS AND GENERAL AND ENROLLMENT STANDARDS

The standards herein are applicable to all students at the University and constitute

Transcript Service

A transcript is an official document of the permanent academic record maintained by the University Registrar's Office. The permanent academic record includes all SMU courses attempted, all grades assigned, degrees received and a summary of transfer hours accepted. Official transcripts and certifications of student academic records are issued by the University Registrar's Office for all students. Copies of high school records and transfer transcripts from other schools must be requested from the institutions where the coursework was taken.

Final Examinations

Final course examinations shall be given in all courses where they are appropriate, must be administered as specified on the official examination schedule and shall not be administered during the last week of classes. Exceptions to the examination schedule may be made only upon written recommendation of the chair of the department sponsoring the course and with the concurrence of the senior associate dean, who will allow exceptions only in accordance with guidelines from the Office of the Provost. The Graduate Cox examination schedule is published at the start of each term; note that an exam may be held on a day and/or at a time different from the regular class time.

Complaint Procedures for Students With Disabilities

The complaint procedures for students with disabilities are available in the Disability Accommodations & Success Strategies office and online at

student to be enrolled in fewer than the required number of hours to remain a full-time student in fewer than the required number of hours to remain a full-time student, the student simmigration status could be affected. After the consultation, the International Student & Scholar Services office will update my.SMU to allow the student to process the drop, if necessary. The consultation is advisory; students are responsible for their enrollment.

GRADE POLICIES

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The grade of W may not be revoked or changed to another grade because the act o officially dropping/withdrawing is irrevocable.

notice of appeal is given within six months following graduation and in extenuating circumstances authorized by the academic dean and approved by the University Registrar s Office.

Grade Appeals

A student who feels that an assigned grade is other than the grade earned must first discuss the matter with the course instructor to determine if the discrepancy is caused by error or misunderstanding. At the time of the initial discussion, the student may be asked to provide a written petition requesting the change of grade. Written grade appeals must be initiated by the student within fourteen calendar days of the initial grade being posted. Exceptions to deadlines set forth herein for students in unusual circumstances (e.g., Spring Break, Christmas Break, studying

range an appointment t

student services staff distribute enrollment information and dates for that term s enrollment transactions by email.

In October, enrollment information is distributed for spring term registration, which starts in November with a week of priority registration. In March, information is distributed for summer term and fall term registration, which starts in April with a week of priority registration. In November and April, after the week of priority registration, open enrollment starts and continues until the first week of classes. P.M.B.A. and M.S. students enroll for the summer term prior to the fall enrollment in April.

Cox graduate students have priority for course enrollment until the week prior to the start of classes. Options for enrolling in courses for credit are available for other students as follows: 1) an M.B.A. graduate of an AACSB-accredited school, 2) visiting students in the P.M.B.A. program and 3) approved non-Cox SMU graduate students taking graduate Cox courses. Other individuals interested in taking a Cox graduate course may be able to do so as an auditor. Policies for these student classifications are included in this catalog.

Changes can be made to enrollments without penalty through the first week of class. In addition, an elective course may be dropped with no refund given and assigned a grade of W (Withdrew) through the deadline listed in the Cox Graduate Programs Academic Calendar. After the deadline date, students may not drop a class. Note that students cannot drop required core courses without the specific written permission of graduate student services staff.

After the deadline date in the Cox Graduate Programs Academic Calendar, a student may not drop a class. All schedule changes must be processed by the deadline date specified in this calendar.

Additional information is found in the Enrollment Policies section of this catalog.

Course Loads and Scheduling

Students need to be aware that examinations, special class meetings and other informal and formal events may be scheduled for alternate times than stated in the course schedule.

Full-time M.B.A. Program. Students complete 3

Professional M.B.A. Program. After successfully completing all 20 credit hours of required core courses with a cumulative GPA of 3.200 or higher, students in the P.M.B.A. program may elect to take up to three courses or six credit hours in a module, a total of 12 credit hours in a term. Students need to contact graduate student services staff for override permission when taking 12 credit hours. P.M.B.A. students are not permitted to transfer into the full-time M.B.A. program; however, with approval from graduate student services staff, an unemployed student may be giv4(re)6() nTJETB

triculation fee of \$75. Readmission does not affect the statute of limitations established by the initial enrollment.

Any former student with less than the criteria outlined for good standing must reapply to the program. Note: For coursework to count toward a degree, it must be

An elective course completed with a grade of D+, D, D- or F has not been successfully completed. The student has the option of taking either the same course or a different one, but must earn a grade of C- or above for a course to count toward the degree; therefore, a student must take an additional course and successfully complete it to earn the credit hours to count toward the degree.

In both situations of required and elective courses not successfully completed, these courses and grades are listed on the student stranscript. While the grades are included in the student's cumulative GPA, the credit hours of the unsuccessful attempt are not counted toward the degree. Students are permitted to take no more than the maximum hours allowed (listed below) toward their degree for GPA purposes.

Maximum Hours Allowed

Program	Cox Hours Needed to Complete Degree	Maximum Hours Allowed
Full-time M.B.A.	65 credit hours	73 credit hours
Full-time J.D./ M.B.A.	50 credit hours	58 credit hours
M.A./M.B.A.	48 credit hours	56 credit hours
Fast Track M.B.A.	44 credit hours	52 credit hours
Professional M.B.A.	48 credit hours	56 credit hours
Part-time J.D./ P.M.B.A.	48 credit hours	56 credit hours
Executive M.B.A.	48 credit hours	56 credit hours
Master of Science in Accounting	32 credit hours	36 credit hours
Master of Science in Business Analytics	33 credit hours	37 credit hours
Master of Science in Entrepreneurship	32 credit hours	36 credit hours
Master of Science in Finance		

Less than a cumulative 2.980 GPA at the end of 52 GPA hours (+ 4 hours). Less than a cumulative 2.990 GPA at the end of 54 GPA hours (+ 6 hours). Less than a cumulative 3.000 GPA at the end of 56 GPA hours (+ 8 hours).

Part-Time Juris Doctor and Professional Master of Business Administration Program. Part-time J.D./ P.M.B.A. students MUST have a cumulative 3.000 GPA at the end of 56 GPA hours. Part-time J.D./ P.M.B.A. students will be dismissed if they achieve

Less than a cumulative 2.000 GPA at the end of 8 GPA hours or first term. Less than a cumulative 2.250 GPA at the end of 16 GPA hours or second term. Less than a cumulative 2.500 GPA at the end of 24 GPA hours or third term. Less than a cumulative 2.750 GPA at the end of 32 GPA hours or fourth term. Less than a cumulative 2.900 GPA at the end of 40 GPA hours or fifth term. Less than a cumulative 2.950 GPA at the end of 48 GPA hours or sixth term.

With an approved petition to take up to eight additional hours beyond the 48 GPA hours required for the degree, part-time J.D./ P.M.B.A. students will be dismissed if they achieve

Less than a cumulative 2.950 GPA at the end of 48 GPA hours or sixth term. Less than a cumulative 2.970 GPA at the end of 50 GPA hours (+ 2 hours). Less than a cumulative 2.980 GPA at the end of 52 GPA hours (+ 4 hours). Less than a cumulative 2.990 GPA at the end of 54 GPA hours (+ 6 hours). Less than a cumulative 3.000 GPA at the end of 56 GPA hours (+ 8 hours).

Master of Science in Accounting. M.S.A. students MUST have a cumulative 3.000 GPA at the end of 36 GPA hours. M.S.A. students will be dismissed if they achieve

Less than a cumulative 2.500 GPA at the end of 16 GPA hours or first term. Less than a cumulative 2.950 GPA at the end of 32 GPA hours or second term.

With an approved petition to take up to four additional hours beyond the 32 GPA hours required for the degree, M.S.A. students will be dismissed if they achieve

Less than a cumulative 2.950 GPA at the end of 32 GPA hours or second term. Less than a cumulative 2.980 GPA at the end of 34 GPA hours (+ 2 hours). Less than a cumulative 3.000 GPA at the end of 36 GPA hours (+ 4 hours).

Master of Science in Business Analytics. M.S.B.A. students MUST have a cumulative 3.000 GPA at the end of 37 GPA hours. M.S.B.A. students will be dismissed if they achieve

Less than a cumulative 2.500 GPA at the end of 17 GPA hours or first term. Less than a cumulative 2.870 GPA at the end of 33 GPA hours or second term.

With an approved petition to take up to four additional hours beyond the 33 GPA hours required for the degree, M.S.B.A. students will be dismissed if they achieve

Less than a cumulative 2.870 GPA at the end of 33 GPA hours or second term. Less than a cumulative 2.940 GPA at the end of 35 GPA hours (+ 2 hours). Less than a cumulative 3.000 GPA at the end of 37 GPA hours (+ 4 hours).

Master of Science in Entrepreneurship. M.S.Ent. students MUST have a cumulative 3.000 GPA at the end of 36 GPA hours. M.S.Ent. students will be dismissed if they achieve

EDUCATIONAL FACILITIES

SMU LIBRARIES

www.smu.edu/libraries

SMU libraries are one of the greatest assets of the University. The SMU libraries comprise the largest private research library in Texas and rank third in the state with over four million volumes. Service to Southern Methodist University students, faculty and staff is the primary goal of all libraries at SMU. The University's library system is divided into a number of different units:

- 1. Central University Libraries: www.smu.edu/cul.
- 2. Underwood Law Library: www.library.law.smu.edu.
- 3. Bridwell Library: www.smu.edu/bridwell.
- 4. Business Library: www.cox.smu.edu/bic.

LABORATORIES AND RESEARCH FACILITIES

The University provides laboratories and equipment for courses in accounting, advertising, anthropology, art, biology, chemistry, chemistry, communication studies, creative computation, languages, Earth sciences, film and media studies, journalism, psychology, physics, health an

OFFICE OF INFORMATION TECHNOLOGY

The Office of Information Technology is responsible for providing computing and communications services to support academic and administrative needs of students, faculty, staff, alumni and patrons of the University. These services include an SMU email account, access to enrollment and financial data online, Internet access, telephone services, Web-based services, technical support, and a variety of software and hardware discounts.

SMU offers high-speed network connections throughout campus. Students can take advantage of both wired and wireless connections throughout all areas of the residence halls. Wireless coverage also extends throughout the campus in most classrooms, libraries, common areas and several outdoor locations. In addition to on-campus Internet connections, OIT provides off-campus access to resources via a virtual private network connection.

All students receive an SMU email account, which remains active after graduation. The email account may be accessed online via Office 365 (office 365.smu.edu). In addition, students have access to a variety of Web-based services, e.g., my.SMU, pevffice 365.sl a4 3QBT10 0 rne(m)-5(y.)]TJMUcd3d2pqQT10 0 1324.82 391.27 Tm[m)-5(

UNIVERSITY ACADEMIC PROGRAMS

ENGLISH AS A SECOND LANGUAGE PROGRAM

www.smu.edu/esl

Students whose first language is not English may encounter special challenges as they strive to function efficiently in the unfamiliar culture of an American university setting. Dedman College offers the following ESL resources to students from all schools and departments of SMU. Students may apply on the ESL website.

More information about the ESL Program is available on the website or from the director, John E. Wheeler (jwheeler @smu.edu).

The Courses (ESL)

ESL 1001 (0). ESL COMMUNICATION SKILLS. The goal of this course is to improve ESL students oral and aural interactive skills in speaking, giving presentations, pronunciation, listening, and American idiomatic usage so that they may become more participatory in their classes and integrate more readily with their native English-speaking peers. It is designed to meet the needs of undergraduate and graduate students who may be fully competent in their field of study yet require specialized training to effectively communicate in an American class-room setting. The course is free of charge, noncredit bearing, and transcripted as pass or fail. Prerequisite: ESL Program approval required.

ESL 1002 (0). ESL COMMUNICATION SKILLS II. Building on skills developed in ESL 1001, students make use of their knowledge and practice to explore various aspects of American studies. In addition to speaking and presentation skills, reading and writing are also exploited as a means for students to gain a deeper understanding of American culture, customs, attitudes, and idiomatic use of the language. The course is noncredit and no-fee, and is transcripted as pass or fail. ESL 1001 is recommended as a precursor but is not a prerequisite. Prerequisite: ESL Program approval required.

ESL 20XX (0). INTENSIVE ENGLISH PROGRAM. All 2000-level ESL courses are exclusive to the Intensive English Program. This multilevel, yearlong program is designed to prepare students and professionals for academic success at the university level. The course of study consists of English for academic purposes, TOEFL-related skills, and American culture. It is open to currently enrolled and newly incoming students, as well asto those not affiliated with SMU. Oncampus housing and meals are available during the 6-week summer term. This is a noncredit, nontranscripted program, and separate tuition fees are charged. Prerequisite: ESL Program approval required.

ESL 3001 (0). ADVANCED GRAMMAR FOR WRITERS. This course helps students develop their grammar and writing skills within the context of academic readings. Problem areas of English grammar and style are explored through periodic assignments, research documentation methods, and a final research project. The course is free of charge, noncredit bearing, and transcripted as pass or fail. Prerequisite: ESL Program approval required.

ESL 3002 (0). ADVANCED ACADEMIC WRITING. Building on principles of grammar and style covered in ESL 3001, this course helps students further improve the writing skills needed for their particular academic careers, using academic texts as a basis for out-of-class writing assignments and a final research project. The course is free of charge, noncredit bearing, and transcripted as pass or fail. Prerequisite: ESL Program approval required.

ESL 4001 (0). ESL PRONUNCIATION SKILLS. Students improve their pronunciation by focusing on sentence stress, rhythm, intonation, and body language while learning to mimic

 $\hbox{ESL 6001, 6002. SEMINAR FOR INTERNATIONAL TEACHING ASSISTANTS. } \textbf{Graduate students who speak English as a second language prepare for their teaching responsibilities} \\$

with undees

To ensure fairness and due process for all students in the conduct process, the student is granted an impartial hearing and the right to appeal to the University Conduct Council. A student who is appealing a sanction may remain in school until the decision and penalty are reviewed, unless otherwise determined by the Dean of Student Life, the Vice President for Student Affairs, or their designee. All actions related to the conduct review process are subject to presidential review.

Having voluntarily enrolled as students at Southern Methodist University and assumed a place in the University community, all students are presumed to be knowledgeable of, and have agreed to abide by, the rules and regulations set forth in the Student Code of Conduct, as outlined in the SMU Student Handbook, which is available online at www.smu.edu/StudentAffairs/StudentLife/StudentHandbook.

HOUSING

The Department of Residence Life and Student Housing supports the goals of the University by creating residential communities that empower residents to value learning, citizenship and leadership in comfortable, well-maintained facilities. The department is responsible for the campus residential community, including all residence halls, SMU-owned apartments and SMU-owned Greek chapter houses.

HEGI FAMILY CAREER DEVELOPMENT CENTER

www.smu.edu/career

The Hegi Family Career Development Center at SMU is dedicated to serving the needs of SMU students and alumni and assisting employers in reaching qualified candidates from SMU. The Career Development Center staff guides and encourages students and alumni in the development of skills necessary for lifelong career management and offers opportunities for employers to recruit students through campus events and online resources. At Hegi, the staff cares about helping students develop into well-rounded individuals, and is dedicated to values of consistency, authenticity and commitment to excellence.

Career Express Drop-in Hours. The Career Center offers 15-minute sessions to drop-ins on a first-come, first-served, basis. In these sessions, students can discuss career options or get help editing a resume. Additional information is available on our website at www.smu.edu/career.

Counseling Appointments. The Career Center also provides opportunities for counseling appointments with a staff member. These longer sessions can help students navigate the more complex issues of career development including, self-understanding, goal creation and career strategies.

Peer Mentors. Peer Mentors are highly trained student leaders who help fellow students navigate the career development process, including assisting with drop-ins, editing cover letters and resumes, and representing Hegi at campus events.

Career Development Ambassadors. CDA is a student organization designed to provide career development opportunities on the SMU Campus. CDAs organize events for the SMU community, which inspire engagement in the career develop-

Experiential Learning. Want to learn more about an industry, company or specific job? Experiential learning is the best way to do so. Below are some easy ways to get connected:

Coffee Chats: Meet an employer in an informal setting to learn about their career journey.

Mentors: Connect and develop a relationship with an SMU alum who is in a career you are interested in.

Externship: Shadow an SMU alum for the day and learn about their career path and what they do on a daily basis. The SMU Connection program is a partnership with Alumni Relations, which provides students expo-changing job market.

Informational Interview: Have a conversation with an alum and/or employer for an hour to learn out their education and career path.

Employer Events. Our Office cultivates meaningful relationships with organizations and employers who are invested in networking with dynamic, talented and skilled

Students are required to provide documentation of current insurance coverage or to enroll in the Student Health Insurance Plan by the add/drop date each term. A domestic student with private health insurance coverage must waive SHIP coverage to avoid automatic enrollment into the plan and thereby have the semiannual premium charge applied to his or her bursar account. Information and instructions are available online at

Counseling Services. CS provides psychiatric evaluation, crisis intervention ar group/individual/couples psychotherapy for students. All interviews are conducted on a voluntary and confidential basis. There is no charge to students who have pa	ed

and activities. Additional leadership opportunities are available for those interested in officiating or supervising various activities. Teams and individuals register online at www.imleagues.com/smu.

Club Sports. Club sports offer an opportunity for students interested in concentrated training and participation in a sport. These recognized student organizations offer competition with other university/college club teams in baseball, cycling, ice hockey, men s and women slacrosse, polo, rugby, soccer, triathlon, ultimate Frisbee, volleyball, wakeboarding and water polo.

Aquatics. SMU Aquatics features a five-lane, indoor recreational pool and an out-door, zero-depth entry fountain pool known as The Falls. Students have opportunities to participate year-round in recreational swimming, sunbathing and water sports such as water basketball, volleyball and polo. Classes offered include water fitness, adult and child swimming lessons, children's group lessons, and American Red Cross lifeguard training.

Outdoor Adventures. SMU Outdoor Adventures is the campus source for outdoor recreation and adventure, offering fun and challenging recreational adventure activities, community-building programs, and student leadership and personal growth opportunities. The Outdoor Adventure Center, located on the bottom floor of the Dedman Center for Lifetime Sports, is the place to rent outdoor recreation and picnic equipment. Students can sign up for SMU OA trips offering traditional and nontraditional outdoor adventure pursuits such as backpacking, rock climbing, caving and canoeing. SMU OA also manages the SMU Climbing Center, the indoor climbing and bouldering facility, and the Portable Challenge and Team Development course.

Mustang Band. Founded in 1917, the Mustang Band was named the Best College Marching Band in Texas in Kirk Dooley's Book of Texas Bests. Long known as the hub of SMU spirit, the band represents the University at football and basketball games, produces the Pigskin Revue during Homecoming and performs at special University- and community-related events. Membership is open to all SMU students by audition, regardless of major, and s(c)17(t)11ISMU

service of worship, in

Multicultural Student Affairs

The Office of Multicultural Student Affairs works collaboratively with the campus community to provide support for students of color and to create an environment that fosters inclusivity and a deeper understanding of diversity. The office focuses on holistic development, advocacy and comprehensive student success. In addition, the office sponsors diversity and social justice education programs such as Inter-SECTIONS and Real Talk to provide opportunities for the exchange of ideas and experiences that enhance student perspectives, and offers various leadership opportunities through culturally based student organizations, peer dialogue leader positions and the CONNECT Mentoring and Retention Program. For more information, visit our website at www.smu.edu/StudentAffairs/Multicultural.

RIGHT TO KNOW

Southern Methodist University is pleased to provide information regarding academic programs, enrollment, financial aid, public safety, athletics and services for persons with disabilities. Students also may obtain paper copies of this information by contacting the appropriate office listed below. Disclosure of this information is pursuant to requirements of the Higher Education Act and the Campus Security Act. More information is available at www.smu.edu/srk.

1. Academic Programs

Provost Office, Perkins Administration Building, Room 219 214-768-3219

- a. Current degree programs and other educational and training programs.
- Instructional, laboratory and other physical facilities relating to the academic program.
- c. Faculty and other instructional personnel.
- d. Names of associations, agencies or governmental bodies that accredit, approve

- c. Terms and conditions under which students receiving Federal Direct Loan or Federal Direct Perkins Loan assistance may obtain deferral of the repayment of the principal and interest of the loan for
 - (1) Service under the Peace Corps Act;
 - (2) Service under the Domestic Volunteer Service Act of 1973; or
 - (3) Comparable service as a volunteer for a tax-exempt organization of demonstrated effectiveness in the field of community service.
 - (4) The requirements for return of Title IV grant or loan assistance.
 - (5) Enrollment status of students participating in SMU study abroad programs, for the purpose of applying for federal financial aid.

4. Student Financials/Bursar

University Bursar, Blanton Student Services Building, Room 212 214-768-3417

- a. Tuition and fees.
- b. Living on campus.
- c. Optional and course fees.
- d. Financial policies.
- e. Administrative fees and deposits.
- f. Payment options.
- g. Any refund policy with which the institution is required to comply for the return of unearned tuition and fees or other refundable portions of costs paid to the institution.

5. DASS

Disability Accommodations and Success Strategies

Altshuler Learning Enhancement Center

214-768-1470

- Description of the process for establishing eligibility for services and documentation guidelines.
- b. Listings of the various on- and off-campus resources.
- c. Discussions of transitioning to postsecondary education.
- d. Tips for faculty on teaching and making accommodations.

6. Athletics

Associate Athletic Director for Student-Athlete Services, 316 Loyd Center 214-768-1650

- a. Athletic program participation rates and financial aid support.
- b. Graduation or completion rates of student athletes.
- c. Athletic program operating expenses and revenues.
- d. Coaching staffs.

7. Campus Police

SMU Police Department, Patterson Hall 214-768-1582

previous three years concerning reported crimes that occurred on campus, in certain off-campus buildings or property owned or controlled by SMU, and on public property within or immediately adjacent to/accessible from the campus. The report also includes institutional policies concerning campus security, such as poli-

Office of the Vice President for Business and Finance

Ernie Barry, Associate Vice President for Budgets and Finance Ellen Shew Holland,

COX SCHOOL OF BUSINESS FACULTY AND STAFF

Office of the Academic Dean

Albert W. Niemi, Jr., Dean of Edwin L. Cox School of Business, Tolleson Chair in Business Leadership

William R. Dillon, Senior Associate Dean for Academic Affairs

Marcia K. Armstrong, Associate Dean for Graduate Programs

James N. Bryan, Associate Dean for BBA Admissions and Advising

Frank R. Lloyd, Associate Dean for Executive Education

Gary T. Moskowitz, Associate Dean for Strategic Planning and Accreditation

Michael S. Caplan, Assistant Dean for Graduate Student Services

Catherine Collins, Assistant Dean for Finance, Administration and Facilities

Linda Kao, Assistant Dean for Global Operations

Kevin Knox, Assistant Dean for External Relations

Lynda Oliver, Assistant Dean for Marketing and Communications

Tom Perkowski, Assistant Dean for Executive M.B.A. Program

John Roeder, Assistant Dean for Graduate Admissions

Administration

Barry J. Bryan, Director Accounting Academic Internship Program Steven Denson, Director of Diversity

J.R. McGrath, Director of Full-time MBA Admissions Katie Radcliffe.

Mukunathan Santhanakrishnan, Director of M.S. in Finance

Gregory Sommers, Director of M.S. in Accounting

Paula Hill Strasser, Director of Edwin L. Cox Business Leadership Center

Hettie Tabor, Director of M.S. in Business Analytics

Lisa Tran, Director of Career Management Center

Mary D. Powell, Executive Assistant to the Dean

Cox Faculty

Vishal Ahuja, Assistant Professor of Information Technology and Operations Management,

A Da &a cb

Charles A. Besio, Senior Lecturer in Marketing, Center for Marketing Management Studies Director, M.B.A., SMU

Sreekumar R. Bhaskaran, Associate Professor of Information Technology and Operations Management, Ph.D., Texas (Austin)

Gauri Bhat,