



BAKER
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Baker University-SPGS Graduate Concentration Schedule

July 2012 - December 2014

Revised: May 16, 2012

General Information

* **Online Enrollment:** Current degree seeking graduate and undergraduate students enroll in elective and concentration courses online through their Baker Student Portal. Please read the following information carefully prior to enrollment to help ensure your success in online enrollment. See back page for step-by-step online enrollment instructions. An online enrollment tutorial is available through your Baker Student Portal.

* **Advising:** Prior to enrollment, students should contact their Academic Advisor to obtain course approval and ensure the selected course will meet degree requirements.

* **Tuition:** \$420 per credit hour for courses prior to September 1, 2012. \$440 per credit hour for courses starting after September 1, 2012. Courses beginning after September 1, 2013 are subject to 2013-2014 tuition rates.

* **Tuition Deadline:** All tuition and fees must be paid in full two weeks prior to the start of the course. If using Financial Aid, all paperwork must be submitted. Students who have not paid their accounts in full will be administratively withdrawn from courses. (Example: Course start date May 16, 2012; Tuition and fees due May 2, 2012).

* **Technology Fee:** There is a \$30 technology fee per course. It is non-refundable and non-transferable and is due on the tuition deadline.

* **Online Enrollment Deadlines:** Enrollment closes on the 15th day of the month prior to the course start date. (Ex: Students must enroll by midnight on January 15th for courses that start in February).

* **Withdrawals and Tuition Refunds:** To drop a course from your schedule, send an email to courses@bakerU.edu. The refund schedule for official withdrawal is as follows: prior to the first class meeting, 100% tuition refunded; prior to the second class meeting, 90% tuition refunded; after the second class meeting, no tuition refunded.

* **Textbooks:** Students are required to purchase their own textbooks and class resources. Required text and course material information is available in your Baker Student Portal after you enroll in a course. Books may be purchased or rented from the Baker Bookstore at 8001 College Blvd. or ordered online at www.bakerU.edu. Baker University reserves the right to make revisions to book and course materials information as necessary without incurring obligation.

* **Cancellation of a Course:** All scheduled courses are subject to sufficient enrollment. Baker University reserves the right to cancel courses or make other revisions as necessary, including book and course materials information, and to do so without incurring obligation. **The information in this schedule is based on conditions at the time of printing and is subject to change.** Consult the online *Baker University Catalog and Student Handbook* for specific details concerning refund policies and academic requirements.

* **Student Portal:** To utilize online enrollment, current and recently admitted students must have created a Baker Student Portal. Please make sure that you have set up your Baker Student Portal prior to your enrollment date. To create your Baker portal:

- Go to www.bakeru.edu
- Click "Portal"
- Select "Graduate and Working Adult Campuses"
- Go to "Student Portal Homepage."
- Click on "Create a New Account" and follow the directions.

If you need additional assistance setting up your Baker Student Portal, please go to www.bakerU.edu/helpdesk

* **Enrollment Technology Assistance:** Technological assistance with online registration will be available M-TH from 9:00am-5:30pm and Friday from 8:30am-4:30pm. Go to www.bakerU.edu/helpdesk

* **Intent to Graduate Forms:** December graduates must file an Intent to Graduate Form and pay the \$75 graduation fee by October 1 if they intend to participate in December Commencement. May graduates must file an Intent to Graduate Form and pay the \$75 graduation fee by March 1 if they intend to participant in May Commencement. Forms received after this date are assessed an additional \$40 fee.

* **Transcript requests:** Official transcripts may be requested by submitting a written request. The request form is online at www.bakerU.edu under the Resources tab. Requests are only processed after receipt of a signed request with payment for students whose Baker account is not past due. Allow 3-5 working days for processing.

* **Financial Aid Information:** To request information about federally subsidized and unsubsidized student loan programs, call 913-491-4432 and ask to speak to a financial aid representative.

Graduate 2012-2014 Concentration Schedule Online Courses

July 2012

7/9/12 - 8/26/12	ON	MGE 8347	IB Conc.	Cross-Cultural Risk Analysis	online
7/9/12 - 8/26/12	ON	MGE 8324	HR/IB Conc.	Global Human Resources	online
7/9/12 - 8/26/12	ON	MGE 8701	ACC Conc.	Financial Accounting Theory and Reporting I **This course is a prerequisite	online
7/9/12 - 8/26/12	ON	MGE 8351	ACC Conc.	Accounting Information Systems	online
7/9/12 - 8/26/12	ON	MGE 5201	MKT Conc.	Entrepreneurial Start-Up Marketing	online
7/9/12 - 8/26/12	ON	MGE 8254	HCA Conc.	Health Care Policy and Politics	online

August 2012

8/27/12 - 10/14/12	ON	MGE 8150	HR Conc.	Employee Relations	online
8/27/12 - 10/14/12	ON	MGE 8102	MKT Conc.	Community Based Marketing	online
8/27/12 - 10/14/12	ON	MGE 8434	IS Conc.	Ethics and Security	online
8/27/12 - 10/14/12	ON	MGE 8463	FIN/IB Conc.	International Finance	online
8/27/12 - 10/14/12	ON	MGE 8256	HCA Conc.	Health Care Ethics	online
8/28/12 - 10/9/12	T	MGE 8602	CMDR Conc.	Fundamentals of Conflict Management and Dispute Resolution	6pm-10pm OP/Wichita Campus

October 2012

10/22/12 - 12/9/12	ON	MGE 8103	MKT Conc.	Changing Face of Marketing	online
10/22/12 - 12/9/12	ON	MGE 8344	HR Conc.	Employee Development and Retention	online
10/22/12 - 12/9/12	ON	MGE 8356	ACC Conc.	Non-Profit and Governmental Accounting	online
10/22/12 - 12/9/12	ON	MGE 8702	ACC Conc.	Financial Accounting Theory and Reporting II **This course is a prerequisite	online
10/22/12 - 12/9/12	ON	MGE 8349	FIN Conc.	Financial Institutions	online
10/22/12 - 12/9/12	ON	MGE 8258	HCA/IS Conc.	Information Systems for Health Care Management	online
10/23/12 - 12/11/12	T	MGE 8601	CMDR Conc.	Communication and Negotiation	6pm-10pm OP/Wichita Campus

Spring I, 2013

January 14-March 4

(Monday, January 21, holiday)

1/14/13 - 3/3/13	ON	MGE 8251	HCA Conc.	American Health Care System	online
1/14/13 - 3/3/13	ON	MGE 8752	MKT Conc.	Creative Branding: Emotional Connection	online
1/14/13 - 3/3/13	ON	MGE 8783	IB Conc.	Political Environments	online
1/14/13 - 3/3/13	ON	MGE 6023	HR Conc.	Employment Law	online
1/14/13 - 3/3/13	ON	MGE 8701	ACC Conc.	Financial Accounting Theory and Reporting I **This course is a prerequisite	online
1/14/13 - 3/3/13	ON	MGE 8703	ACC Conc.	Auditing	online
1/14/13 - 3/3/13	ON	MGE 8724	FIN Conc.	Advanced Financial Planning	online
1/14/13 - 3/3/13	ON	MGE 8760	IS Conc.	Managing Information Technology	online
1/15/13 - 2/26/13	T	MGE 8600	CMDR Conc.	Principles of Mediation	6pm-10pm OP/Wichita Campus

Spring II, 2013

March 11-May 5

(Spring Break, March 18-24)

3/11/13 - 5/5/13	ON	MGE 8252	HCA Conc.	Fundamentals of Health Care Administration	online
3/11/13 - 5/5/13	ON	MGE 8751	MKT/Conc.	Advertising Strategies and Campaigns	online
3/11/13 - 5/5/13	ON	MGE 8741	HR Conc.	Staffing	online
3/11/13 - 5/5/13	ON	MGE 8702	ACC Conc.	Financial Accounting Theory and Reporting II **This course is a prerequisite	online
3/11/13 - 5/5/13	ON	MGE 8704	ACC Conc.	Managerial and Cost Accounting	online
3/11/13 - 5/5/13	ON	MGE 8723	FIN Conc.	Corporate Finance	online
3/12/13 - 4/30/13	T	MGE 8625	CMDR Conc.	Ethics and Impartiality	6pm-10pm OP/Wichita Campus

Summer I, 2013

May 6-June 30 (Memorial Day holiday, May 27-June 2)					
5/6/13 - 6/30/13	ON	MGE 8254	HCA Conc.	Health Care Policy and Politics	online
5/6/13 - 6/30/13	ON	MGE 8762	IS Conc.	Leveraging Business Data	online
5/6/13 - 6/30/13	ON	MGE 8782	MKT/IB Conc.	Growing Market Share in Diverse Cultures	online
5/6/13 - 6/30/13	ON	MGE 8742	HR /IB Conc.	Global Human Resources	online
5/6/13 - 6/30/13	ON	MGE 8701	ACC Conc.	Financial Accounting Theory and Reporting I **This course is a prerequisite	online
5/6/13 - 6/30/13	ON	MGE 8705	ACC Conc.	Accounting Information Systems	online
5/6/13 - 6/30/13	ON	MGE 8725	FIN Conc.	Government Finance	online
5/7/13 - 6/25/13	T	MGE 8630	CMDR Conc.	Contemporary Issues and Trends	6pm-10pm OP/Wichita Campus
Summer II, 2013 July 8-August 25					
7/8/13 - 8/25/13	ON	MGE 8256	HCA Conc.	Health Care Ethics	online
7/8/13 - 8/25/13	ON	MGE 8750	MKT Conc.	Consumer Behavior in American Society	online
7/8/13 - 8/25/13	ON	MGE 8743	HR Conc.	Employee Relations	online
7/8/13 - 8/25/13	ON	MGE 8702	ACC Conc.	Financial Accounting Theory and Reporting II **This course is a prerequisite	online
7/8/13 - 8/25/13	ON	MGE 8706	ACC Conc.	Accounting Research and Taxation	online
7/8/13 - 8/25/13	ON	MGE 8720	FIN Conc.	Investments	online
7/8/13 - 8/25/13	ON	MGE 8602	CMDR Conc.	Fundamentals of Conflict Resolution and Dispute Resolution	6pm-10pm OP/Wichita Campus
Fall I, 2013 August 26-October 14 Labor Day holiday, September 2 Fall Break October 15-20					
8/26/13 - 10/14/13	ON	MGE 8258	HCA/IS Conc.	Information Systems for Health Care Management	online
8/26/13 - 10/14/13	ON	MGE 5201	MKT Conc.	Entrepreneurial Start-Up Marketing	online
8/26/13 - 10/14/13	ON	MGE 8740	HR Conc.	Employee Development and Retention	online
8/26/13 - 10/14/13	ON	MGE 8763	IS Conc.	Telecommunications and Networking	online
8/26/13 - 10/14/13	ON	MGE 8701	ACC Conc.	Financial Accounting Theory and Reporting I **This course is a prerequisite	online
8/26/13 - 10/14/13	ON	MGE 8707	ACC Conc.	Non-Profit and Governmental Accounting	online
8/26/13 - 10/14/13	ON	MGE 8721	FIN/ IB Conc.	International Finance	online
8/27/13 - 10/8/13	T	MGE 8601	CMDR Conc.	Communication and Negotiation	6pm-10pm OP/Wichita Campus
Fall II, 2013 October 21-December 15 Thanksgiving holiday November 25-Dec 1					
10/21/13 - 12/15/13	ON	MGE 8251	HCA Conc.	American Health Care System	online
10/21/13 - 12/15/13	ON	MGE 8753	MKT Conc.	Community Based Marketing	online
10/21/13 - 12/15/13	ON	MGE 6023	HR Conc.	Employment Law	online
10/21/13 - 12/15/13	ON	MGE 8702	ACC Conc.	Financial Accounting Theory and Reporting II **This course is a prerequisite	online
10/21/13 - 12/15/13	ON	MGE 8703	ACC Conc.	Auditing	online
10/21/13 - 12/15/13	ON	MGE 8722	FIN Conc.	Financial Institutions	online
10/22/13 - 12/10/13	T	MGE 8600	CMDR Conc.	Principles of Mediation	6pm-10pm OP/Wichita Campus
Spring I, 2014 January 13-March 3 Martin Luther King holiday-January 20					
1/13/14 - 3/2/14	ON	MGE 8252	HCA Conc.	Fundamentals of Health Care Administration	online
1/13/14 - 3/2/14	ON	MGE 8764	IS Conc.	Assessment of Hardware and Software	online
1/13/14 - 3/2/14	ON	MGE 8754	MKT Conc.	Changing Face of Marketing	online
1/13/14 - 3/2/14	ON	MGE 8780	IB Conc.	Global Business	online
1/13/14 - 3/2/14	ON	MGE 8741	HR Conc.	Staffing	online

1/13/14 - 3/2/14	ON	MGE 8701	ACC Conc.	Financial Accounting Theory and Reporting I **This course is a prerequisite	online
1/13/14 - 3/2/14	ON	MGE 8704	ACC Conc.	Managerial and Cost Accounting	online
1/13/14 - 3/2/14	ON	MGE 8724	FIN Conc.	Advanced Financial Planning	online
1/14/14 - 2/25/14	T	MGE 8625	CMDR Conc.	Ethics and Impartiality	6pm-10pm OP/Wichita Campus
Spring II, 2014 March 10- May 4 Spring Break March 17-March 22					
3/10/14 - 5/4/14	ON	MGE 8752	MKT Conc.	Creative Branding: Emotional Connection	online
3/10/14 - 5/4/14	ON	MGE 8742	HR/IB Conc.	Global Human Resource	online
3/10/14 - 5/4/14	ON	MGE 8702	ACC Conc.	Financial Accounting Theory and Reporting II **This course is a prerequisite	online
3/10/14 - 5/4/14	ON	MGE 8705	ACC Conc.	Accounting Information Systems	online
3/10/14 - 5/4/14	ON	MGE 8254	HCA Conc.	Health Care Policy and Politics	online
3/10/14 - 5/4/14	ON	MGE 8723	FIN Conc.	Corporate Finance	online
3/11/14 - 4/29/14	T	MGE 8630	CMDR Conc.	Contemporary Issues and Trends	6pm-10pm OP/Wichita Campus
Summer I, 2014 May 5-June 29 Memorial Day holiday May 26-June 1					
5/5/14 - 6/29/14	ON	MGE 8751	MKT Conc.	Advertising Strategies and Campaigns	online
5/5/14 - 6/29/14	ON	MGE 8781	IB Conc.	Cross-Cultural Risk Analysis	online
5/5/14 - 6/29/14	ON	MGE 8765	IS Conc.	Enterprise Information Technology	online
5/5/14 - 6/29/14	ON	MGE 8743	HR Conc.	Employee Relations	online
5/5/14 - 6/29/14	ON	MGE 8701	ACC Conc.	Financial Accounting Theory and Reporting I **This course is a prerequisite	online
5/5/14 - 6/29/14	ON	MGE 8706	ACC Conc.	Accounting Research and Taxation	online
5/5/14 - 6/29/14	ON	MGE 8258	HCA/IS Conc.	Information Systems for Health Care Management	online
5/5/14 - 6/29/14	ON	MGE 8725	FIN Conc.	Government Finance	online
5/6/14 - 6/24/14	T	MGE 8602	CDMR Conc.	Fundamentals of Conflict Management and Dispute Resolution	6pm-10pm OP/Wichita Campus
Summer II, 2014 July 7-August 24					
7/7/14 - 8/24/14	ON	MGE 8782	MKT/IB Conc.	Growing Market Share in Diverse Cultures	online
7/7/14 - 8/24/14	ON	MGE 8251	HCA Conc.	American Health Care System	online
7/7/14 - 8/24/14	ON	MGE 8740	HR Conc.	Employee Development and Retention	online
7/7/14 - 8/24/14	ON	MGE 8702	ACC Conc.	Financial Accounting Theory and Reporting II **This course is a prerequisite	online
7/7/14 - 8/24/14	ON	MGE 8707	ACC Conc.	Non-Profit and Governmental Accounting	online
7/7/14 - 8/24/14	ON	MGE 8720	FIN Conc.	Investments	online
7/8/14 - 8/19/14	T	MGE 8601	CMDR Conc.	Communication and Negotiation	6pm-10pm OP/Wichita Campus
Fall I, 2014 August 25-October 13 Labor Day holiday September 8 Fall Break October 14-19					
8/25/14 - 10/13/14	ON	MGE 8750	MKT Conc.	Consumer Behavior in American Society	online
8/25/14 - 10/13/14	ON	MGE 8252	HCA Conc.	Fundamentals of Health Care Administration	online
8/25/14 - 10/13/14	ON	MGE 6023	HR Conc.	Employment Law	online
8/25/14 - 10/13/14	ON	MGE 8761	IS Conc.	Ethics & Security	online
8/25/14 - 10/13/14	ON	MGE 8703	ACC Conc.	Auditing	online
8/25/14 - 10/13/14	ON	MGE 8701	ACC Conc.	Financial Accounting Theory and Reporting I *This course is a prerequisite	online
8/25/14 - 10/13/14	ON	MGE 8721	FIN/IB Conc.	International Finance	online
8/26/14 - 10/7/14	T	MGE 8600	CMDR Conc.	Principles of Mediation	6pm-10pm OP/Wichita

					Campus
Fall II, 2014					
October 20-December 14					
Thanksgiving holiday November 24-November 30					
10/20/14 - 12/14/14	ON	MGE 5201	MKT Conc.	Entrepreneurial Start-Up Marketing	online
10/20/14 - 12/14/14	ON	MGE 8254	HCA Conc.	Health Care Policy and Politics	online
10/20/14 - 12/14/14	ON	MGE 8741	HR Conc.	Staffing	online
10/20/14 - 12/14/14	ON	MGE 8704	ACC Conc.	Managerial and Cost Accounting	online
10/20/14 - 12/14/14	ON	MGE 8702	ACC Conc.	Financial Accounting Theory and Reporting II *This course is a prerequisite	online
10/20/14 - 12/14/14	ON	MGE 8722	FIN Conc.	Financial Institutions	online
10/21/14 - 12/9/14	T	MGE 8625	CMDR Conc.	Ethics and Impartiality	6pm-10pm OP/Wichita Campus

Course Descriptions

MGE 5201 Entrepreneurial Start-Up Marketing (Marketing Concentration)

In this course, students will focus on successful marketing entrepreneurship that could be applied to small businesses in the early stages of growth. An analysis of marketing solutions will engage students in the strategies, execution, and return-on-investment challenges unique to a start-up enterprise. (3 credits)

MGE 6023 Employment Law (Human Resources Concentration)

In this course students will investigate the legal and regulatory backdrop for the management of organizational Human Resources. Students will analyze legislation and legal precedents that guide employers' actions and decisions and affect their relationships with their employees. (3 credits)

MGE 8102/MGE 8753* Community Based Marketing (Marketing Concentration)

Students will compare how marketing tactics are customized to successfully connect with individual customers in local markets. Leveraging unique differences requires examination of key demographics, ethnic diversity, generational influence and specific interests. (3 credits)

MGE 8103/MGE 8754* Changing Face of Marketing (Marketing Concentration)

Students explore the marketing revolution that is currently underway including the evolution of customer targets such as ethnic, gender, media, resource allocation, and migration from national marketing to grassroots marketing strategies and tactics. Students will analyze emerging marketing tools such as the internet, event and key influences, and advocacy. (3 credits)

MGE 8150/MGE 8743* Employee Relations (Human Resources Concentration)

Students will explore strategies for effectively managing the ongoing relationship between employers and employees. Students will focus upon Human Resource's role in fostering organizational ethics, justice, and the fair treatment of employees. (3 credits)

MGE 8251 American Health Care System (Health Care Administration Concentration)

This course is a comprehensive overview of one of the largest industries in the United States, healthcare. Students explore the

effects of social, political, organizational, cultural, economic and historical forces on this industry. Features and contours of this evolving and highly complex system are explored including levels of care, technology, and health outcomes. Current trends related to regulation, cost, quality and access are analyzed, with particular emphasis on the complexities and inherent counter purposes of commerce and ethical obligations manifest in healthcare. **Students are recommended to take this course prior to enrolling in subsequent HA Concentration courses.* (3 credits)

MGE 8252 Fundamentals of Health Care Administration (Health Care Administration Concentration)

Students analyze organizational dynamics and complex operational and regulatory factors that must be aligned to ensure the highest quality care, greatest efficiency and cost effectiveness. Operational divisions, functions, and groups including professional providers, care givers, and support services such as finance management, information services, human resources, plant services, and marketing are explored in relation to their integral value, purpose

and function, and their unique perspectives. Emphasis on the creation of an environment of continuous improvement and organizational adaptability and success are explored. Measures and benchmarks of success are integrated throughout the course. **Students are recommended to take this course immediately following BUS 4251 The American Healthcare System and prior to enrolling in subsequent HA Concentration courses.* (3 credits)

MGE 8254 Health Care Policy and Politics (Health Care Administration Concentration)

In this course students examine current public, health profession, and organizational policy at macro and micro levels, as well as trends for the future related to or affecting health care organizations and its consumers. Health industry manager/leader responsibility for organizational assessment, application, and operational change related to policy and politics is explored. Relevant public, professional, and organizational politics are examined within various types of health organization and support industry contexts. Distinction between policy and politics are elucidated throughout. (3 credits)

MGE 8256 Health Care Ethics**(Health Care Administration Concentration)**

Students explore the ethical components, dilemmas and obligations in American health care organizations and systems. Specifically, ethical issues related to care giving and bioethics, demographic trends, relationships among organizational professionals and staff, delivery models, securing and allocating scarce resources, and technology are examined. Health care organizational ethics and obligations are analyzed, emphasizing the role of manager/leader in creating an ethical culture of care delivery and cost effectiveness. Various ethical decision-making models are compared and applied to case scenarios. (3 credits)

**MGE 8258 Information Systems for Health Care Management
(Health Care Administration and Information Systems Concentration)**

Students focus on the increasing presence and reliance on information technology and information systems in health care organizations and systems of all sizes and purposes. Today's health care manager/leader must understand the use, types, benefits and limitations of information technology on structure, processes and work design. Infrastructure requirements and cost, security, and related regulation and law are reviewed. Selection and alignment of information management with organizational strategic planning to achieve high levels of performance are emphasized throughout. (3 credits)

MGE 8324/MGE 8742* Global Human Resources**(Human Resources and International Business Concentration)**

Students will examine the challenges of international business and the role of Human Resources in worldwide organizations. Students will differentiate between domestic and international policies, procedures, and strategies for effectively managing human resources in the global environment. (3 credits)

**MGE 8344/MGE 8740* Employee Development and Retention
(Human Resources Concentration)**

In this course, students explore the employer's role and responsibility in developing and retaining a highly motivated workforce in a competitive employment environment. Students will also analyze employees' roles in managing their own career growth. (3 credits)

**MGE 8347/MGE 8781* Cross-Cultural Risk Analysis
(International Business Concentration)**

Students will differentiate marketplace influences of legal, historic, economic, and cultural issues to maximize international productivity and minimize risk. The course will focus on identifying and characterizing domestic and international cultures. (3 credits)

**MGE 8349/MGE 8722* Financial Institutions
(Finance Concentration)**

In this course, students will appraise the world of financial institutions including money and banking. Valuing stocks, bonds, derivatives, and other capital assets are central topics in this course. Students will analyze how technology shapes emerging trends in cash management and investing. (3 credits)

**MGE 8351/MGE 8705* Accounting Information Systems
(Accounting Concentration)**

To explore the continuing need for automated financial data and transaction processing, students in this course investigate needs analysis, systems development and operation, technology evaluation, system requirements, security, planning, and training as they relate to accounting and auditing principles. Emphasis is

placed on analyzing business operations and management decision-making based on information systems controls, communications, and reporting. Students evaluate current databases and other systems and determine if new systems design is required for optimum performance. (3 credits)

MGE 8356/MGE 8707* Non-Profit and Governmental Accounting**(Accounting Concentration)**

Students learn the concepts, principles, and unique needs of non-profit and governmental accounting. Students examine fund accounting rather than financial accounting, focusing on resource allocation rather than profitability. (3 credits)

**MGE 8434/MGE 8761* Ethics and Security
(Information Systems Concentration)**

In this course, students will decompress IT security issues that create ethical dilemmas in the current business environment. Topics include privacy, copyright, intellectual property, piracy, virus, spam, phishing protection, acceptance of IT changes and ethics of outsourcing. (3 credits)

**MGE 8463/MGE 8721* International Finance
(Finance and International Business Concentration)**

This course introduces students to the financial complexities of operating a multinational firm. Students will examine the international financial environment, specifically the risks and opportunities created by changes in exchange rates and the use of the global markets as sources of financing. Students will debate taxation and current issues in international finance. (3 credits)

MGE 8483/MGE 8782* Growing Market Share in Diverse Cultures**(Marketing and International Business Concentration)**

In this course, students will appraise the planning and processes of entry into diverse cultural and economic environments. They will investigate the challenges of product adaptation, export pricing, international distribution, and international communication. (3 credits)

MGE 8703 Auditing**(Accounting Concentration)**

Students study a general overview of the auditing function and the audit cycle. Through real-world examples, students gain knowledge of how auditing influences company policy and behavior, including risk assessment, internal controls and Sarbanes-Oxley regulations.

MGE 8704 Managerial and Cost Accounting**(Accounting Concentration)**

Students examine managerial accounting concepts, including costing systems, profit analysis, budgeting, performance evaluation, and product pricing. By analyzing internal company information, students learn to make decisions that influence company directions and successes. (3 credits)

MGE 8720 Investments**(Finance Concentration)**

In this course, students will discriminate the complexities of investments, portfolio management and security analysis. Students will manage an investment portfolio, distinguishing risk and return, diversification, and the impact of economic and market variables. (3 credits)

MGE 8723 Corporate Finance**(Finance Concentration)**

In corporate finance students examine the financial operations of a business, focusing on capital budgeting and cash flow. Trend analysis and the ethical management of financial documents are included in the study. (3 credits)

MGE 8741 Staffing**(Human Resources Concentration)**

In this course, students will examine strategies and procedures for the lawful selection of employees. Students will explore effective selection techniques and the organization's legal responsibilities in recruiting, interviewing, selecting, and hiring employees. (3 credits)

MGE 8750 Consumer Behavior in American Society**(Marketing Concentration)**

Students will analyze the consumer decision process in the current marketplace. Consumer perceptions and attitudes, the role of group influence, and the essential nature of customer satisfaction are key components of this course. (3 credits)

MGE 8764 Assessment of Hardware and Software Solutions**(Information Systems Concentration)**

This course provides students an opportunity to actively learn about the processes, issues and tools used in assessing operating systems and platforms, open source, peripherals and novel devices, off the shelf vs. custom applications, and thin clients. Students will focus on evaluation of resources, benchmarking analysis, data conversion issues and testing, and performance evaluations of hardware and software solutions. (3 credits)

MGE 8765 Enterprise Information Technology**(Information Systems Concentration)**

Students will enter the complex world of enterprise IT. Topics include customer relationship management, enterprise resource management, supply chain management, integration solutions, success and failure analysis of enterprise IT systems, middleware and process re-engineering and implementation. (3 credits)

MGE 8600 Principles of Mediation**(CMDR Concentration)**

In Principles of Mediation, students explore the theory and practical skills necessary to be a mediator. Students learn about mediation skills and techniques such as how to initiate discussions with mediation participants, how to plan mediations, how to make the best use of mediation in various personal and professional situations, and how to apply ethical standards and accountability in mediation. (3 credits)

MGE 8601 Communication and Negotiation**(CMDR Concentration)**

Communication and Negotiation explores the communication process used to put deals together and to resolve conflicts. Students study negotiation as the core element in resolving disputes and managing conflict in a voluntary process where the parties involved control the outcome. The course extrapolates the benefits and weighs the shortcomings of distributive and integrative bargaining. (3 credits)

MGE 8602 Fundamentals of Conflict Management and Dispute Resolution**(CMDR Concentration)**

An introduction to the field of dispute resolution, this course provides the solid foundation necessary for further inquiry and application. Study academic thinking about conflict analysis and

resolution, and learn to think systematically and analytically about conflict and conflict resolution. (3 credits)

MGE 8625 Ethics and Impartiality**(CMDR Concentration)**

In Ethics and Impartiality, students gain a thorough understanding in ethical principles. The course focuses on core concepts and case studies as well as applications of ethics to Conflict Management and Dispute Resolution with a special emphasis on maintaining third party neutrality and impartiality. (3 credits)

MGE 8630 Contemporary Issues and Trends**(CMDR Concentration)**

Students will complete a conflict management proposal addressing contemporary conflicts and projected trends for a specific organization. They will apply appropriate information learned about conflict management and integrate it into a proposed conflict management systems design. The system will include a continuum process for resolving conflicts, training, and continuing education awareness of changing cultural, racial, and economic issues and trends. (3 credits)

MGE 8701 Financial Accounting Theory and Reporting I**(Accounting Concentration)**

****This course is a prerequisite.**

The primary goals of Financial Accounting Theory and Accounting are 1) to help students understand the theories and principles behind the pronouncements issued by regulatory bodies and used by companies to present their financial information, and 2) emphasize the proper application of these theories with consideration of ethical issues and the best benefit to investors. The course should give students an advanced understanding of not only the rules of accounting, but the reasoning behind them. This basis should enable the students to logically apply the relevant rules from governing bodies in many different situations. It also should give them the background to know the best sources for further information on current accounting topics. Students will focus on in-depth aspects of Financial Accounting theory, including concepts such as revenue and expense recognition, capitalization, asset valuation, earnings per share, and implementation of international financial reporting standards (IFRS). Further, students explore regulatory requirements and key components of financial reporting. (3 credits)

MGE 8702 Financial Accounting Theory and Reporting II**(Accounting Concentration)**

****This course is a prerequisite.**

Financial Accounting Theory and Reporting I is the first of a two-course sequence designed to 1) help students understand the theories and principles behind the pronouncements issued by regulatory bodies and used by companies to present their financial information, and 2) emphasize the proper application of these theories with consideration of ethical issues and the best benefit to investors. Topics include financial accounting theory, including concepts such as revenue and expense recognition, capitalization, asset valuation, earnings per share, and implementation of international financial reporting standards (IFRS). Further, students explore regulatory requirements and key components of financial reporting. (3 credits)

MGE 8703 Auditing**(Accounting Concentration)**

Students study a general overview of the auditing function and the audit cycle. Through real-world examples, students gain knowledge of how auditing influences company policy and behavior, including risk assessment, internal controls and Sarbanes-Oxley regulations. (3 credits)

**MGE 8706 Accounting Research and Taxation
(Accounting Concentration)**

Students implement various research techniques to understand accounting regulations and taxation. Students gain an advanced knowledge of the financial Accounting Standards Board (FASB) and other governing entities, including how to apply the standards put forth by such organizations. Further, through an overview of corporate taxation, students obtain an understanding of the effects of taxation on the strategic decision-making process. (3 credits)

**MGE 8724 Advanced Financial Planning
(Finance Concentration)**

In this course, students create a financial plan that addresses the entire spectrum of personal finance from credit and insurance needs to estate and retirement planning. Students assess the impact of government requirements related to estate planning issues and the tax advantages of certain investments. (3 credits)

**MGE 8725 Government Finance
(Finance Concentration)**

Students in Government Finance examine the revenues and expenditures of Federal and State government. Students review government budgeting practices and policies, taxation, and spending and their impact on society. (3 credits)

**MGE 8751 Advertising Strategies and Campaigns
(Marketing Concentration)**

In this course, students will design an advertising campaign. Students will focus on marketing communication including, targeting, branding, promotion, media and the purchase decision process. Agency management will be included along with insights from contemporary industry perspectives. (3 credits)

**MGE 8752 Creative Branding: Emotional Connection
(Marketing Concentration)**

In this course, students will develop awareness and appreciation for the strategies successful brands utilize to distinguish their positioning. Students will apply creative branding principles to conceive their own personal brand. This process requires distinguishing unique individual attributes, tangible and intangible, to build higher level emotional connections with the key professional influences they interact with every day. (3 credits)

**MGE 8760 Managing Information Technology
(Information Systems Concentration)**

Students will integrate the decision making processes of both the management and information technology areas successful business organizations. Students will gain a broad perspective of the following strategic IT management issues Aligning Business and Information Technology Strategies, Outsourcing, Vendor Evaluations, Succession Planning, Analytic Studies for IT Planning, Valuation of Information Technology, Technology Audits, and Project Management. (3 credits)

**MGE 8762 Leveraging Business Data
(Information Systems Concentration)**

In this course, students will gain advanced skills in how successful business organizations leverage their data in order to gain competitive advantages in the marketplace. The course will cover data mining, third party data, legacy data conversion, data storage, business intelligence, data visualization and retrieval, and knowledge management. (3 credits)

**MGE 8763 Telecommunications and Networking
(Information Systems Concentration)**

Students will examine trends, issues and assessment of voice/data convergence, communication tools, data transmission, content delivery methods, networking options and interconnectivity, and networking security and ethics. (3 credits)

**MGE 8780 Global Business
(International Business Concentration)**

Students will examine international practices and the influence of the World Trade Organization. Students will investigate global economic development through study of free trade and international restrictions, regionalization, and international policies. (3 credits)

**MGE 8783 Political Environments
(International Business Concentration)**

In this course, students will discern the effect of international relations on American business--analyzing foreign policies, human rights and non-profit organizations, terrorism, and the development of nations. (3 credits)

8 Easy Steps to Enroll online with MY BAKER PORTAL

Step 1 - Do you have a Baker Portal account?

a. Yes - log in to your account and go to **My Academics**.

b. No - go to www.bakerU.edu and click **Portal, Graduate & Working Adult Campuses, Student Portal Homepage**. First time users select “Create a New Account” and follow the directions.

Step 2 - Once logged in to My Baker Portal, go to the **Academics tab** and click **Online Registration**.

Step 3 - Select **Term** and click **Begin Online Registration**.

Step 4 - The next window allows you to search for courses for the particular term chosen in Step 3.

Step 5 - Once you find a course, click on the (+) sign to view what sections are available.

Step 6 - To select the course and section, click on the green (+) sign. This adds it to your selected courses tab.

Step 7 - Once all the desired courses are selected, click on **Proceed To Final Step**.

Step 8 - Click **Register/Drop Courses** to finish the process. If you do not click on this button you are NOT enrolled in the courses selected.