Finance Courses (FIN)

FIN 4230 Financial Markets, Institutions and Securities Cr. 3
FIN 5320 Principles of International Business Finance Cr. 3
FIN 5330 Bank Management Cr. 3

Information Systems Management Courses (ISM)

ISM 3630 Business Information Systems Cr. 3
ISM 5650 (MKT 5650) Strategic Procurement Cr. 3
ISM 5680 Operations Strategy in a Global Environment Cr. 3
ISM 5820 Systems Analysis and Design Cr. 3
ISM 5992 Database Systems Cr. 3
ISM 5995 Global Issues in Information Systems Cr. 3
ISM 5996 Advanced Topics in Operations Management Cr. 3

Management Courses (MGT)

MGT 5510 Advanced Organizational Theory Cr.3
MGT 5530 Advanced Organizational Behavior Cr.3
MGT 5540 (CD) Managing Diversity Cr.3
MGT 5650 The Entrepreneur and Venture Creation Cr.3
MGT 5700 Human Resource Management Cr.3
MGT 5740 Collective Bargaining Cr.3

Marketing Courses (MKT)

MKT 5410 Marketing Research and Analysis Cr.3
MKT 5450 Consumer Behavior Cr.3
MKT 5460 Sales Management Cr.3
MKT 5490 Principles of Management Cr.3
MKT 5500 Advertising Copy Cr.3
MKT 5510 Advertising Media Planning Cr.3
MKT 5520 Public Relations of Business Cr.3
MKT 5650 Strategic Procurement Cr.3
MKT 5700 Retail Management Cr.3
MKT 5750 International Marketing Management Cr.3
MKT 5820 Marketing in the Automotive Industry Cr.3
MKT 5830 Business in Transition in the Emerging Republics (SLA 5830) Cr.3
MKT 5840 Special Topics on Economic Transition in Emerging Republics (SLA 5840) Cr.3
MKT 5850 Integrated Marketing Communications Strategy Cr.3
MKT 5860 The Cultural Environment of Ukrainian Business (UKR 5860) Cr.3

For a complete description of each course, please visit our web site at: http://ime.wayne.edu

For more information, contact: Gail Evans, 313-577-3821
The School of Business and Department of Industrial and Manufacturing Engineering have developed a specialized version of the minor in Business Administration for undergraduate students majoring in Industrial Engineering.

The goals of the Business Minor are (1) to prepare students with the general business skills and knowledge they will need in order for their industrial engineering solutions to have the best possible “bottom-line” impact for their companies, and (2) provide an avenue through which to prepare for graduate study in business administration, such as through the MBA degree or an MS in Engineering Management. This minor is targeted directly at the frequently cited concern of major employers that engineering graduates often do not have a broad understanding of the business enterprise and its concerns.

The Business Minor consists of three prerequisites, four required courses, and two electives. It is generally completed after 27 credit hours as outlined below. Following the specialized plan, Industrial Engineering students may complete the minor with a total of fifteen credit hours with a grade of “C” or better. To be eligible to apply for the Business Minor, students must have a minimum overall grade point average of 2.5.

### Pre-Requisite Courses
- ECON 2010: (SS) Principles of Microeconomics (3 credits)
- IE 4850: Engineering Economy (3 credits)
- MAT 2010 and beyond: (3 credits)  
  *(IE math sequence will apply)*

### Required Courses
- ACC 3010: Elementary Financial Accounting Theory (may be selected as the IE Directed Elective) (3 credits)
  **Pre-req:** MAT 1500 or equivalent w/ a minimum grade of C

- FIN 3290: Business Finance* (may be selected as the IE Directed Elective) (3 credits)
  **Pre-req:** ECON 2010, ACC 3010, ISM 2300 or BE 2100

- MGT 2530: Management of Organizational Behavior (3 credits)
  **Pre-req:** PSY 1010 (Note: Meets (LS) Requirement)

- MKT 2300: Marketing Management (3 credits)
  **Pre-req:** ECON 2010

**Plus 2 electives** from School of Business Administration Courses (6 credits - Must be 3000 level or above)

### Elective Tracks
In order to provide some options to gain depth in a specific area of study, the Industrial Engineering Business Minor offers several tracks of study. They are listed as follows:

1. Globalization & International Business
2. Supply Chain Management
3. Management Information Systems
4. Managerial Accounting & Finance
5. Management
6. Marketing
7. Service Sector Management

### Approved Electives

#### Accounting Courses (ACC)
- **ACC 3020** Introduction to Managerial Accounting Cr. 3
- **ACC 5100** Intermediate Financial Accounting: Assets Cr. 3
- **ACC 5160** Managerial Accounting Cr. 3
- **ACC 5170** Introduction to U.S. Taxation Cr. 3

#### Business Logistics Courses
- **BLG 5600** Supply Chain and Distribution Strategy Cr. 3
- **BLG 5620** Supply Chain Management Cr. 3