

School of Business Administration

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Undergraduate education in business administration is designed to impart general knowledge and, in particular, knowledge of resource administration. The curricula seek to expand capacities, perspectives, and skills of students who wish direct preparation for careers in either business firms or the public service. Study in business administration permits preparation for technical and managerial positions.

The first two years of the business degree program include work in the humanities, fine arts, mathematics, behavioral sciences and social sciences in addition to basic business courses.

Intensive work in business begins in the third year of the program. A management-oriented curriculum in general business administration and specialized curricula in accounting, finance, health systems management, management, management information systems, marketing, risk management and insurance, and real estate and urban economic studies, all stemming from The Common Body of Knowledge, are available.

In addition to the business programs leading to the Bachelor of Science, a Management and Engineering for Manufacturing bachelor's degree program is offered jointly with the School of Engineering and is described at the end of the list of business majors in this section of the *Catalog*.

Regional Plan. In conformity with plans approved by the Board of Trustees of the six New England land grant universities for regionalization of certain fields of specialized education, three majors in the School of Business Administration at the University of Connecticut are identified as regional programs. The Real Estate and Urban Economic Studies major is open to students from all the New England states; the Risk Management and Insurance major is a regional program for students from all other New England states except Rhode Island; the Health Systems Management major is designated a regional program for all other New England states except New Hampshire and Vermont. To implement this policy, first priority in admission to the school is given to qualified applicants who are residents of Connecticut. Second priority is given to qualified applicants from those New England states which are members of the compact. Regional students will pay a reduced tuition.

Accreditation. The School of Business Administration is fully accredited by the American Assembly of Collegiate Schools of Business, a specialized accrediting body recognized by the Council on Post Secondary Accreditation and the U.S. Department of Education.

Admission and Degree Requirements

Admission Requirements. See Admission to the University. The School of Business Administration admits qualified students into the School directly as freshmen. Students not admitted into the School of Business Administration at the time of entry to the University may apply for admission through School of Business Administration procedures. Decisions will be based on several criteria including the applicant's academic record, courses completed, and space availability.

School of Business Administration majors will have to present either three years of one foreign language (high school) or two years of one foreign language (college) to satisfy the language requirement for the degree.

Students not currently attending or who have never attended the University as an undergraduate degree seeking student must file a separate University application with the Transfer Admissions Office, 2131 Hillside Road, U-88, Storrs, CT 06269-3088. Students wishing to transfer directly into the School of Business Administration should have made substantial progress toward completing the Lower Division requirements, particularly those courses which are prerequisites for the Common Body of Knowledge/Entry Level Business courses. Number of credits earned, grade point average and space availability will also be considered in the admissions decision.

Transfer applicants not accepted directly into the School of Business Administration at the time of entry to the University may apply for admission through the School of Business Administration admission procedures previously listed. A decision will be made on a space available basis after completion of one full semester at the University. Individuals who have *already completed a bachelor's degree* should contact the M.B.A. or M.S. in Accounting program to consider a graduate, rather than another undergraduate, degree.

All applicants to the School of Business Administration will be considered carefully in order to select the best qualified candidates. If notified of admission before registration in the spring, students may register for fall semester classes in a business program. All admissions are contingent upon successful completion of any current course work for which applicants were registered at the time of application.

Scholastic Standing Requirements. Students admitted to the School of Business Administration must earn a minimum 2.2 grade point average by the end of the semester in which they earn a minimum of 24 credits of graded coursework at the University of Connecticut to be guaranteed continuation in the School. Students must also earn a minimum 2.6 grade point average in all lower division courses, including having substantial progress toward completing those courses which are prerequisites to the entry level business courses, in order to be guaranteed continuation to the Upper Division/Junior Year in the School of Business Administration. Students must maintain a minimum of 2.0 for their semester grade point average, a 2.0 for their divisional grade point average, and a 2.0 grade point average in all calculable credits in School of Business Administration courses for which they have been registered. Students who fail to maintain the minimum grade point average in any of these areas are subject to dismissal from the School of Business Administration.

Bachelor's Degree Requirements. Upon recommendation of the faculty the degree of Bachelor of Science is awarded by vote of the Board of Trustees to students who have met the following requirements: (1) Earned a total of 120 credits; (2) earned at least a 2.0 grade point average for all calculable Upper Division course work; (3) earned at least a 2.0 grade point average for all calculable credits in School of Business Administration courses for which they have been registered; (4) earned at least 50 percent of the business credit hours required for the business degree at the University of Connecticut; (5) earned at least 24 credits in 200-level courses in the School of Business Administration at the University of Connecticut, with no more than three of these credits in independent study courses and no more than three of these credits in field internship courses; (6) met all the requirements of the School of Business Administration.

The degree in business administration requires a minimum of 120 degree credits of course work. At least 60 credits presented for the degree must be comprised of courses other than business administration, including general education course work: no more than 9 credits of economics and no more than 6 credits of statistics may be counted as part of these 60 credits.

Stamford Campus Program. Students at the Stamford campus have the opportunity to complete all of the Lower Division requirements and most of the Common Body of Knowledge courses of the Upper Division requirements before transferring to the Storrs campus. However, all curricular options require additional work at the Storrs campus.

Exemption and Substitution. Students who desire to be excused from course requirements, or to substitute other courses for those prescribed, should consult the dean of the school. Such exemptions or substitutions must be approved by the dean of the school.

Transfer Credits. The transfer of credits for 200-level (Upper Division) courses offered in the School of Business Administration on the basis of work done at schools that do not offer the baccalaureate or schools not accredited by the American Assembly of Collegiate Schools of Business (AACSB), is permitted only by validation procedures established by academic departments within the School. Typical validation procedures may include successful completion (C or better) of additional prescribed course work at the University of Connecticut or the completion of a departmental examination. Students must receive departmental approval before beginning any validation procedures.

Grades of Pass/Fail or Audit. In the School of Business Administration, students may not elect the Pass/Fail or Audit option for any course used to meet the general education distribution requirements, the course requirements for a major, or any course taken within any of the departments of the School.

Plan of Study. Major requirements are outlined in the plan of study current at the time of the student's entry or readmission into the School of Business Administration, whichever is later.

Curricula in Business Administration

Business students must complete the following courses in the Lower Division to prepare for professional studies which will begin in the junior year for those accepted into the School of Business Administration. Students should note that these recommended courses closely parallel the group requirements for the Bachelor of Arts Degree of the College of Liberal Arts and Sciences and the University General Education Requirements.

Lower Division Business Requirements

Accounting Requirement

Accounting 131 is required for all students in the School of Business Administration.

Mathematics Requirement

All freshmen who anticipate applying to the School of Business Administration are required to take the Q-Course Readiness Test. If the performance on the test is unsatisfactory, students must pass Mathematics 101 before enrolling in any of the Mathematics courses listed under Group 3 General Education Requirements.

English Requirement

All students are required to take English 105. This requirement will be waived if the student has successfully completed this course while enrolled in the Cooperative Program for Superior Students, or has demonstrated superior achievement on the Advanced Placement Tests of the College Entrance Examination Board.

General Education Requirements

The University Senate has adopted General Education Requirements which must be satisfied as part of every bachelor's degree program. These requirements are listed in the Appendix of this *Catalog*. The course requirements listed below are those of the School of Business Administration and also satisfy the University requirements.[†]

Group 1. Foreign Language

All students must have either (1) passed the third year level in high school* in a single foreign language, ancient or modern, (2) two units of high school work and an added year of college courses at a more advanced level in a single foreign language, or (3) two years of a single foreign language in college.

Group 2. Expository Writing

All of the following: English 105 and 109

Two W courses (one to be taken in Upper Division) Note: Students passing English 250 will be exempted from the 105, 109 requirement.

Group 3. Mathematics

All of the following: MATH 105 and MATH 106**

Statistics 100 or 110

One C course (to be taken in Upper Division)

Group 4. Literature and the Arts

All of the following:

One course from the General Education Requirements for Literature category

One course from the General Education Requirements for Arts category (See the Appendix)

Group 5. Culture and Modern Society

All of the following:

History 101

Anthropology 100 or Geography 160

[†] For the purpose of school and college curricula, skill code designations (W, Q, C) have not been applied to the respective courses. Skill code identification will be restricted to the Directory of Courses section.

* When the years of study have been split between high school and earlier grades, the requirement is met if the student has successfully completed the third-year high school level course.

** May also take one of the following combinations: MATH 115 and 116 (Previously 110 and 111) OR MATH 120 and 121, OR MATH 112 and 113 and 114, OR MATH 115 (110) and 105, OR MATH 120 and 105, OR MATH 112 and 113 and 105, OR MATH 112 and 105 and 106.

Group 6. Philosophical and Ethical Analysis

One of the following:

Philosophy 101 or 102 or 103 or 104 or 105 or 106 or Science 240

Group 7. Social Scientific and Comparative Analysis

All of the following:

Economics 111 and 112

Communication Sciences 102 or 105***

Group 8. Science and Technology

All of the following:

Psychology 132

One course from Chemistry or Biology or Geology or Physics which includes a semester of laboratory

Required Courses and Sample Sequence

Freshman Year First Semester

Mathematics 105**

English 105

Psychology 132

Group 4 (Arts)

Elective

Freshman Year Second Semester

Mathematics 106**

English 109

Philosophy 101 or 102 or 103 or 104 or 105 or 106 or SCI 240

Communication Science 102 or 105

Elective

Sophomore Year Third Semester

Economics 111

Accounting 131

Statistics 100 or 110

Geography 160 or Anthropology 100

W Course

Sophomore Year Fourth Semester

Economics 112

History 101

Group 4 (Literature)

Group 8 (Laboratory Science in Chemistry or Biology or Geology or Physics)

Elective

Upper Division Requirements

No School of Business Administration students should enroll in any 200-level, Upper Division business courses until they have passed the Lower Division requirements.

Common Body of Knowledge. The following Common Body of Knowledge courses are prescribed for all students in this school and should be completed in the junior year, except for Management 290

ACCT 200 – Principles of Managerial Accounting (to be taken no later than fifth semester)

BLAW 271 – Business Law *or* BLAW 275¹ – Business, Law and Society

FNCE 201 – Business Finance

MGMT 201 – Introduction to Management and Organization

MGMT 272² – Career Development in Business

MGMT 290 – Strategy, Policy and Planning

MKTG 201 – Introduction to Marketing Management

OPIM 203³ – Business Information Systems

OPIM 204 – Operations Management

Computer Equipment. By Fall 2000, the School of Business anticipates requiring its undergraduate majors to have laptop computers and appropriate software to utilize technology in the new School of Business building. Laptops will be required in upper division courses starting in the student's junior year.

***Communication Sciences 105 is required for Accounting majors.

¹ BLAW 275 is required for Accounting Majors

² Not required for Accounting majors

³ Accounting majors should enroll in sections of OPIM 203 designated for Accounting majors.

Accounting

The undergraduate (four year) program consists of the Bachelor of Science (B.S.) degree in Business Administration with a major in Accounting. The B.S. degree combines a general background in business with an appropriate number (currently seven 3-cr. plus one 1-cr., ACCT 205, Introduction to a Profession) of upper level accounting courses to prepare students for successful entry into an accounting career. Students interested in a public accounting career should consider the Master of Science (M.S.) in Accounting Program. The M.S. program is described in the graduate catalog. The primary goal of our undergraduate program is to serve students who are accounting majors. A secondary goal is to provide other business students with an opportunity to take selected upper level accounting courses which complement their program of study.

Accounting majors are required to achieve a 2.0 grade point average in all accounting courses taken at the University of Connecticut, excluding grades and credits for independent studies (Accounting 299's) and internship (Accounting 289's) as a requirement for graduation.

A student majoring in accounting must have taken at least two-thirds of the following 200-level accounting course credits at the University of Connecticut or an accounting program accredited by the American Assembly of Collegiate Schools of Business.

ACCT 201 – Intermediate Accounting I
 ACCT 202 – Intermediate Accounting II
 ACCT 203 – Advanced Accounting
 ACCT 205 – Introduction to the Profession
 ACCT 221 – Cost Accounting
 ACCT 243 – Assurance Service
 ACCT 260 – Federal Income Taxes
 BLAW 277 – Business Transactions and the Law

Professional Certification. Students majoring in accounting may choose a curriculum that prepares them for professional examinations which are part of the certification procedures that lead to designation as a Certified Public Accountant (C.P.A.) or Certified Management Accountant (C.M.A.). Students preparing for the C.P.A. examination should also apply for the M.S. in Accounting Program. The M.S. in Accounting is a 30-credit program designed to meet the 150-hour education requirement for the CPA exam in Connecticut. Students preparing for the C.M.A. examination should consult with their accounting advisor regarding the appropriate elective courses to take.

Internships in Accounting. Many students who major in accounting participate in an internship. Currently, the Accounting Department has internships during both Spring semester and the summer. During the period of internship, the students are employed and supervised by firms and participate in various types of auditing or accounting work.

Participation in these programs occurs during the sixth or seventh semester or the summer between the student's junior and senior year. This experience contributes to the development and growth of the students who are chosen for the work.

Finance

The objective of this major is to provide students who have an affinity for working with financial information with a strong foundation in financial economics, analytical skills and the language of finance in a global framework. Students elect courses in economics, accounting, real estate and other complementary areas. This provides flexibility to fit individual career objectives and needs such as law school or an MBA program, as well as entry-level finance positions in businesses, financial institutions or financial markets.

FNCE 202 – Investment and Security Analysis (formerly FNCE 208)
 FNCE 203 – Problems in Business Finance
 FNCE 205 – Global Financial Management
 FNCE 206 – Financial Institutions
 One from the following:
 FNCE 221 – Risk Management and Insurance
 FNCE 230 – Real Estate Decision-Making
 FNCE 293 – Foreign Study
 FNCE 298 – Special Topics

Health Systems Management

The objective of the baccalaureate program with a major in health systems is to provide a conceptual and a practical understanding of the health systems field. The Health Systems Program is a Full Member of the Association of University Programs in Health Service Administration (AUPHA) and is the only undergraduate Health Systems Program in New England to maintain both AACSB accreditation and AUPHA full membership. This academic program has been designated by the New England Board of Higher Education as a New England Regional Student Program. Qualified residents from other New England states may enroll in the Health Systems Program at reduced tuition since the major is not offered at other state universities in the region.

Students are expected to meet all program requirements listed below. Any deviation from these requirements must be approved in advance by the Program Director and Department Head. Admission to the Health Systems Management Program as a major is competitive on a space available basis.

FNCE 221 - Risk Management and Insurance
 HSMG 280 – Introduction to Health Systems
 HSMG 281 – Health Systems Analysis
 HSMG 282 – Health Systems Planning and Design
 HSMG 283 – Advanced Topics in Health Systems Analysis
 HSMG 290 – Internship in Health Systems
 OPIM 210 – Operations Research for Information Systems Analysis

Internships in Health Systems. Students usually schedule their Health Systems Management 290 course (6 credits) during the summer following the junior year of study. The internship component of the program provides students with the opportunity to obtain clinical experience within a health care facility. Students normally participate in conducting a health systems management project in a health care organization either in Connecticut, another state or another country depending on geographical preference. While students are responsible for securing internship sites, the Center for Health Systems Management will provide considerable guidance in site selection.

Management

The objective of this major is to expose business students to the varied opportunities of a managerial career. In so doing, students will gain an in-depth understanding of the problems and challenges that face managers at all levels. Students will be able to select a related area that meets their own career objectives. Related areas include:

- Entrepreneurship
- International Business
- General Management

Entrepreneurship requires two Management courses, MGMT 234 and MGMT 291. In addition, it requires three Management or School of Business Administration or Economics Electives (nine credits, 200 level).

International Business requires one Management course, MGMT 225. In addition it requires at least twelve credits from the following: MGMT 245, BLAW 280, MKTG 270, MGMT 293 (6 credits maximum), FNCE 205, FNCE 293 (6 credits maximum), or MKTG 293 (6 credits maximum). Up to six of these credits may be a School of Business Administration or Economics Elective that is internationally oriented and approved by a faculty advisor.

General Management requires two Management Electives plus three Management or School of Business Administration or Economics Electives (nine credits, 200 level).

Management Information Systems

The objective of this major is to train students in the development and use of business information systems. Graduates will be strong in the traditional functional areas of business (accounting, marketing, finance, and management) and will have a solid understanding of the development of business information systems and information technology.

OPIM 211 – Systems Analysis and Design
 OPIM 220 – Business Software Development
 OPIM 221 – Business Data Base Systems
 OPIM 222 - Network Design and Applications

One 3-hour OPIM elective, from the following list:

OPIM 212, OPIM 223, OPIM 298

plus six additional credits, 200 level, beyond the Common Body of Knowledge from Accounting, Finance, Health Systems, Marketing, Operations and Information Management, Real Estate and Urban Economics, or Management; or from other subject areas approved by the Student's Academic Advisor.

Marketing

The marketing major provides business students with the analytical tools for the following strategic decisions for the firm: which markets and customers to serve, with which products and services, and how it will compete. Students study the management of customers, distribution channels, products and brands, communications, and pricing and the use of information for marketing decisions. Students considering a Marketing major are advised to complete Psychology 133 or Sociology 107 as part of their Lower Division course work, and are strongly encouraged to take Business Law (BLAW) 275 to fulfill the upper division BLAW requirement.

MKTG 208 – Consumer Behavior or 209 – Industrial Buyer Behavior

MKTG 280 – Marketing Research

MKTG 282 – Marketing Planning and Strategy or MKTG 270 – Global Marketing Strategy

and two additional three-credit Marketing or School of Business Administration or Economics electives (200-level). A maximum of three (3) credits of Marketing 289 or 299 can be counted toward this requirement.

No Marketing major may count more than nineteen Marketing credits beyond Marketing 201 toward those credits presented for degree requirements.

Real Estate and Urban Economic Studies

The objective of the baccalaureate program with a major in real estate and urban economic studies is to provide both a theoretical foundation and a practical understanding of the field as preparation for a career as a real estate professional. This nationally recognized academic program has been designated by the New England Board of Higher Education as a New England Regional Student Program. This allows qualified residents from other New England states to enroll in the real estate program at reduced tuition since the major is not offered at other state universities in the region.

FNCE 230 – Real Estate Decision-Making

FNCE 232 – Income Property Valuation

FNCE 233 – Real Estate Finance, Investments and Taxation

Two from the following:

FNCE 202 – Investment and Security Analysis (formerly FNCE 208)

FNCE 206 – Financial Institutions

FNCE 221 – Risk Management and Insurance

FNCE 234 – Real Estate Market Analysis

ECON 259 – Urban and Regional Economics

MKTG 280 – Marketing Research

Internships in Real Estate. Students interested in a career in real estate may apply for a summer internship. During the period of the internship the students are employed and supervised by real estate firms and portfolio managers under the direction of staff of the Center for Real Estate and Urban Economic Studies.

Participation in the intern program occurs during the summer between the student's junior and senior year. A written report based on their involvement provides the basis for earning course credit. The internship provides meaningful practical experience in the field of real estate and helps students clarify their career goals.

Risk Management and Insurance

The objective of this major is to provide students with an understanding of risk management techniques used by individuals and businesses. The special role played by insurance in the areas of life and property-liability risk exposures and in the management of pension and other employee benefit plans is emphasized as preparation for a career as an insurance professional. The Risk Management and Insurance major has been designated by the New England Board of Higher Education as a New England Regional Student Program. Qualified residents from other New England states may enroll in this program at reduced tuition since the major is not offered at some state universities in the region.

FNCE 221 – Risk Management and Insurance

FNCE 223 – Health Insurance

or

FNCE 224 – Social Insurance

FNCE 225 – Life Insurance and Retirement Security

FNCE 228 – Risk Management: Property and Liability Exposures

One from the following:

FNCE 202 – Investment and Security Analysis (formerly FNCE 208)

FNCE 206 – Financial Institutions

FNCE 223 – Employee Benefits and Pensions

or

FNCE 224 – Social Insurance

FNCE 230 – Real Estate Decision-Making

FNCE 298 – Special Topics

and one additional three-credit Finance or School of Business Administration or Economics elective (200-level)

Management and Engineering for Manufacturing

The Management and Engineering for Manufacturing major is a joint program between the Schools of Business Administration and Engineering. The program is designed to educate manufacturing professionals with a solid background in engineering and business leading to a degree of Bachelor of Science in Management and Engineering for Manufacturing.

The program includes education in concurrent engineering, quality management and control, computer integrated manufacturing, and change management capabilities. Many of the courses in the program are team taught by faculty from both schools. Summer internships are incorporated into a program comprised of courses from Business, Engineering, and ones focusing on the major. These latter courses are listed under the heading Management and Engineering for Manufacturing in the *Directory of Courses*, with an abbreviation of MEM.

The courses prescribed for the program meet the minimum general education requirements of the University. Administration of the program is the responsibility of the co-directors appointed by the deans of Business Administration and Engineering. The directors will make recommendations to the Deans for modifications, waivers, and substitutions of course requirements by individual students. Students are required to meet the academic level of performance as specified by the two schools.

Scholastic Standing Requirements. A cumulative grade point average of at least 2.0 in all courses in Mathematics, Physics, Chemistry, Engineering, and Management & Engineering for Manufacturing applicable toward the degree must be achieved for a student to be admitted to the junior year in the program. Once in the upper division, students must maintain a minimum of 2.0 for their semester grade point average, a 2.0 for their divisional grade point average, and a 2.0 grade point average in all calculable credits in School of Business Administration and Management & Engineering for Manufacturing courses for which they have been registered. Students who fail to meet these standards are subject to dismissal from the Management & Engineering for Manufacturing program and the schools of Business Administration and Engineering.

The program has requirements that differ from those in the School of Business Administration and School of Engineering. Program requirements and recommended sequencing of courses are presented below.

Management and Engineering for Manufacturing

M.E.M. Freshman Year First Semester

	Credits
CHEM 127Q or 129Q – General Chemistry	4
MATH 115Q ^a – Calculus I	4
ENGR 150C – Introduction to Engineering I	3
ENGL 105 – English Composition	3
HIST 101 – Modern Europe (Group 5)	3

M.E.M. Freshman Year Second Semester

	Credits
MATH 116Q ^a – Calculus II	4
MEM 151 – Intro to Management and Engineering for Manufacturing	3
ENGL 109 – Literature & Composition	3
ECON 113 – Principles of Economics (Group 7)	4
STAT 110V – Elementary Concepts of Statistics	4

^a Those students who are not eligible to enroll in MATH 115Q in their first semester, as a result of their performance on the mathematics placement test, may complete the introductory calculus sequence MATH 112Q, 113Q and 114Q in place of the required calculus sequence indicated. Students should use the summer following the first year to take the third course in this sequence, so they will be ready to take the third course in this sequence, so that they will be ready to take MATH 210Q in the first semester of the sophomore year.

M.E.M. Sophomore Year First Semester

	Credits
PHYS 151Q – Physics for Engineers I	4
MATH 210Q – Multivariable Calculus	4
CE 211 – Applied Mechanics I	3
MEM 210 – Manufacturing Equipment Lab	1
ANTH 100 – Other People’s Worlds or GEOG 160 – World Regional Geography (Group 5)	3
Arts course (Group 4)	3

M.E.M. Sophomore Year Second Semester

	Credits
PHYS 152Q – Physics for Engineers II	4
MATH 211Q – Elementary Differential Equations	3
MEM 211 – Introduction to Manufacturing Systems	3
PHIL 104 – Philosophy & Social Ethics (Group 6)	3
Literature course (Group 4)	3

M.E.M. Junior Year First Semester

	Credits
ACCT 210 – Management and Engineering for Manufacturing Accounting	3
CE 287 – Mechanics of Materials	3
EE 220 – Electrical Engineering Principles	3
MEM 221 – Intro. to Products & Processes	3
MMAT 201 – Materials Sci. & Engineering I	3
OPIM 203C – Business Information Systems	3

M.E.M. Junior Year Second Semester

	Credits
FNCE 201 – Business Finance	3
MGMT 201 – Introduction to Management	3
MKTG 201 – Introduction to Marketing Management	3
ME 222 – Production Engineering	3
ME 260W – Measurement Techniques	3
MEM 231 – Computers in Manufacturing	3

M.E.M. Senior Year First Semester

	Credits
BLAW 271 – Business Law	3
ME 221 – Manufacturing Automation	3
ME 227 – Design of Machine Elements	3
MEM 225 – Advanced Products and Processes	3
Technical Elective ^b	3
Humanities course ^c	3

M.E.M. Senior Year Second Semester

	Credits
OPIM 252 – Industrial Quality Control	3
MGMT 290 – Strategy, Policy and Planning	3
ME 238 – Thermal Science	3
MEM 215W – Adv. Manufacturing Systems	4
Technical Elective ^b	3

M.E.M. Internships

Students in the Management & Engineering for Manufacturing program are encouraged to seek faculty supervised manufacturing summer internships prior to the junior and senior years. Such internships may be shown on the student's record by registering for MEM 296 *Manufacturing Internship*. Registration in this course requires instructor and advisor approval. The student should consult with his or her advisor early in the academic year prior to the summer in which the internship is desired.

^b The Technical Elective may be fulfilled by courses numbered 200 or higher listed in the departments listed in Business Administration or Engineering. The course selected by the student must be approved by his or her advisor. requirement is met if the student has successfully completed the third-year high school level course.

^c Anthropology, Geography, History, or Philosophy at the 200-level from the General Education Requirement Groups 4-7.

Other Educational Opportunities

Field Study Internships. Internship experiences provide Upper Division students an opportunity for supervised field work in areas of business and government. Regular internship programs are available on a limited basis in accounting, real estate, and management. Individual internships may be arranged in other departments and majors within the School of Business Administration; these are subject to availability and departmental restrictions.

Insurance – Actuarial Science. Insurance majors who are interested in preparing for careers in actuarial science should consult the requirements under the Mathematics Department in the College of Liberal Arts and Sciences.

Study Abroad. Business Administration students with interest in International Trade and Marketing with special reference to East-West Trade and International Affairs have available to them a special joint School of Business Administration-Center for European Studies program. For detailed program description see the College of Liberal Arts and Sciences section.

Pre-Law Studies. Business Administration students who plan to apply for admission to a school of law may arrange for pre-legal curricular counseling through the assistant dean, School of Business Administration.

Cooperative Education Program. The School of Business Administration participates in the Cooperative Education Program which develops pre-professional off-campus employment opportunities for University students.

Master of Business Administration Program

General management-oriented courses of study leading to the Master of Business Administration degree are offered as a full-time day program on the Storrs campus and as part-time evening programs in Hartford and Stamford. Details of the programs may be obtained from the M.B.A. Director, School of Business Administration, 368 Fairfield Road, U-41, University of Connecticut, Storrs, CT 06269-2041.

Master of Science in Accounting Program

The M.S. in Accounting is a 30-credit program. Five areas of specialization include: Financial Reporting and Assurance Services, Information Systems, Tax, Healthcare, and Financial Services. The M.S. Program is offered both on a full-time and a part-time basis. Details of the program may be obtained from the M.S. in Accounting Director, School of Business Administration, 368 Fairfield Road, U-41A, University of Connecticut, Storrs, CT 06269-2041.

Ph.D. Program in Business Administration

With areas of concentration in Accounting, Finance, Management and Marketing, the Ph.D. program in Business Administration aims to produce scholars able to make contributions to academic institutions as well as to government and business. Details of the program may be obtained from the Chairperson of the Ph.D. Admissions Committee, School of Business Administration, 368 Fairfield Road, U-41, University of Connecticut, Storrs, CT 06269-2041.

Center for International Business Programs

The Center for International Business Programs is a focal point for international research and outreach activities. The Center sponsors faculty travel and hosts visiting international scholars. It is a resource center for international business education. It is the focal point for facilitating academic-business partnerships on an international basis.

Center for Real Estate and Urban Economic Studies (CREUES)

The Center for Real Estate and Urban Economic Studies is especially concerned with research on real estate markets and valuation, urban growth and land use structure, and public and private administration of real estate resources. Research interests also include the administration of business firms in construction and development, real estate law, real estate financing, marketing, management, and valuation. The Center operates in conjunction with and supports the school's teaching program in real estate and urban economic studies.

Center for Health Systems Management (CHSM)

The Center for Health Systems Management is concerned with education, research and service in the areas of health systems, planning, design and management. The Center administers the undergraduate program in Health Systems and the graduate program in Health Care Management. It also cooperates with other units of the University in offering interdisciplinary programs in health care education and research. Over the last ten years the Center has been primarily concerned with developing systems designed to improve the delivery of health care services.

Institute for Development of Entrepreneurial Advantage

This Institute is dedicated to exploring various aspects of entrepreneurship. The Center has focused its activities in the areas of small businesses and family businesses. There is also a generalized program in entrepreneurship. Description of the three component parts of IDEA, the Family Business Program, the Small Business Institute, and the Thomas J. and Betty Wolff Family Program and Entrepreneurship follow.

Family Business Program

This program was created as a result of a business community-University of Connecticut School of Business Administration partnership to provide a resource for family businesses. The Center also is a focal point for research in the area of family business. There are a number of corporate sponsors for this program. Members from all businesses can participate in workshops and round table discussion on issues of interest to family businesses.

The Small Business Institute

The Small Business Institute provides free management consulting on all types of business problems for a growing number of small businesses and start-up ventures throughout Connecticut. During this past year, management consulting reports were provided for 70 clients.

Consulting teams are composed of MBAs enrolled in either the Small Business Management and Entrepreneurship course, the Business Policy, Strategy and Planning course, or the Small Business Consulting (Independent Study) course. In some cases, the graduate students are supported in their assignments by undergraduate students. Clients may be recommended for consulting by the United States Small Business Administration, students, alumni or small business people may contact the Director of the Institute directly.

Thomas J. and Bette Wolff Family Program in Entrepreneurship

The Wolff Program sponsors a series of luncheons between highly successful entrepreneurs and honors students interested in becoming an entrepreneur. The primary objectives of the series are to provide a forum for discussing the role of free enterprise in our American economy and to expose budding entrepreneurs to successful business role models.

This program also sponsors an annual lecture series which invites top entrepreneurs from the nation to speak before our students and alumni.

The support for this program is due to the generosity of one of our most distinguished alums, Mr. Thomas J. Wolff. The department is indeed proud to have such support.

Institute of Writing

The Institute of Writing was created in 1988 to encourage excellence in professional communication. As part of the School of Business Administration, its major responsibility is to teach both undergraduate and graduate students how to write, speak, think, and listen more effectively. In addition, the Institute sponsors a yearly prize for the best written legal brief in Connecticut, and holds seminars on legal and technical writing. It also conducts workshops for faculty on grant proposals. Outreach programs will expand in the future.