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The University

Founded in 1896, Wingate University is a private four-year institution located on a scenic 400-acre campus less than 30 miles from Charlotte. Wingate instills in its students and faculty the values of knowledge, faith and service while providing an ideal environment for active learning. The more than 2,000 students at Wingate have opportunities to explore 40 undergraduate majors in arts and sciences, business, education, and sport sciences. Pre-professional programs, graduate degrees in business, education, physician assistant studies and doctoral degrees in pharmacy and educational leadership are also offered.

Wingate University's Matthews Campus offers adult learners graduate programs in education, business and sport administration as well a bachelors degree completion program. The Hendersonville off-campus site offers the Pharm. D. and M.B.A. degrees.

Statement of Purpose

The mission of Wingate University is to develop educated, ethical, and productive citizens at home and abroad. Following its Judeo-Christian heritage, the University seeks to cultivate the following in its students: Knowledge, Faith, and Service.

Porter B. Byrum School of Business Statement of Purpose

The mission of the Wingate University Byrum School of Business is to deliver nationally accredited bachelors and masters programs in business. Accordingly, the Byrum School of Business has the following objectives:

- To develop and deliver a curriculum and to set educational standards consistent with those of a national accrediting body in business administration;
- To attract and retain faculty able to foster the mission of the University and the School, and who will value teaching, applied scholarship, and professional experience;
- To encourage students to pursue academic and professional excellence; and
- To provide opportunities for engagement with ethical issues, involvement with cultural events, and encountering of a global perspective.

Accreditation

Wingate University is accredited by the **Commission on Colleges of the Southern Association of Colleges and Schools**. It is the recognized regional accrediting body in the eleven U.S. Southern states (Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Texas and Virginia) and in Latin America for those institutions of higher education that award associate, baccalaureate, master's or doctoral degrees (see www.sacscoc.org). Questions about the status of the University's accreditation may be obtained from the Commission on Colleges by calling 404-679-4500 or by writing to the SACS home office, 1866 Southern Lane, Decatur, GA 30033. Wingate University is also nationally accredited by the **Association of Collegiate Business Schools and Programs (ACBSP)** to offer the following business degrees:

Undergraduate Programs:

Bachelor of Arts and Bachelor of Science degrees in Accounting, Finance, Management, and Marketing.

Graduate Programs:

Master of Business Administration

As a new degree program, the Master of Accounting is completing the required ACBSP accreditation process.

Questions about the status of the University's business accreditation may be obtained by visiting the ACBSP website (www.acbsp.org), by calling 913-339-9356, or by writing the following address: 7007 College Blvd., Suite 420, Overland Park, KS 66211.

Honor Code

A Wingate University student shall at no time lie, cheat, steal, or plagiarize. A student who commits such an offense will be reported to the Vice President for Academic Affairs and the Dean of the Byrum School of Business for appropriate action. Failure to report knowledge of an honor code violation will carry the same penalty as an offense.

GRADUATE HANDBOOK/CATALOG

General Information

This graduate handbook/catalog contains detailed information pertinent to the graduate business degree program at Wingate University and should be read and followed in conjunction with the Wingate University undergraduate catalog.

The information contained in this handbook/catalog is accurate as of the date of publication. However, Wingate University reserves the right to make changes in the graduate business programs' academic and financial policies, in student requirements, and in regulations at any time without prior notice. The University further reserves the right to ask a student to withdraw at any time.

Each student is responsible for learning and meeting the degree requirements for graduation.

This program is administered by:

Porter B. Byrum School of Business, Wingate University

Joseph M. Graham, Dean

Mark G. Bryant, Director, Graduate Business Programs

MAC Program: Wingate University

Wingate, NC 28174

Tel: 704-233-8148 Fax: 704-233-8146

Email: mac@wingate.edu

Website: www.mac.wingate.edu

MBA Program: Wingate University Matthews Campus

PO Box 3549

Matthews, NC 28106

Tel: 704-846-1404 Fax: 704-849-2468

Email: mba@wingate.edu

Website: www.mba.wingate.edu

Computing Facilities

Wingate University maintains several computer labs for student use. Each computer is networked so students can access the Internet and e-mail as well as their own network drives. Two computer labs are located in Herbert Bridges Hall. One lab contains 27 computers and laser printers. Software includes Microsoft Office, SPSS, Visual Studio, MS Project, and C++. The second lab contains 20 computers available for self-study. This lab is also equipped with course-specific software. The computer lab in the Ethel K. Smith Library contains 10 computers, a flat bed scanner, a negative scanner, a CD-RW drive, and a high-speed color laser printer. A variety of software, including MS Office, Maple, and Hash Animation Master, is available in this lab. Ames Turnout, the student lounge, is equipped with six computers that students can use for Internet browsing and e-mail. Two specialized labs, both located in the Burnside-Dalton Fine Arts Center, serve students enrolled in art or foreign language programs. The graphic arts computer lab contains 10 computers with graphics tablets, a flat bed scanner, and a high-speed color laser printer. Software includes Adobe Photoshop, Illustrator, InDesign, and MS Office. The foreign language lab is equipped with 15 computers and also includes audio headsets, a laser printer, and a scanner. Software available in this lab includes MS Office as well as course-specific software such as Systeme-D and Atajo. Wingate University currently provides wireless internet access in the Ethel K. Smith Library and in the Ethel K. Cafe, the honors lounge and in the Alumni conference room and lounge area.

At the Matthews Campus, classes are taught in "Smart" classrooms that include wireless access, Microsoft Office Suite, overhead projectors, DVD/CD, and the Internet. The Matthews Campus is also equipped with a networked computer lab and student resource center for student use, with each computer networked so students can access the Internet and e-mail as well as their own network devices. A computer lab is also located at the Matthews Campus, which houses 15 computers available to students for self-study.

Disability Services

Wingate University is committed to ensuring that no otherwise qualified individual with a disability is excluded from participation in, denied the benefits of, or subjected to discrimination in university programs or activities due to his or her disability. The university is fully committed to complying with all requirements of the Americans with Disabilities Act of 1990 (ADA) and its amendments and the Rehabilitation Act of 1973 (section 504) and to providing equal educational opportunities to otherwise qualified students with disabilities. Disability support services are available to otherwise qualified students with disabilities to ensure equal access to the university's programs and services. Services may include making academic and/or non-academic accommodations for students. The university's Office of Disability Services is the only designated department authorized to coordinate disability related services. Students should contact the Office of Disability Services when seeking academic and/or non-academic accommodations.

Student Disability Grievance Procedure

Wingate University is committed to ensuring that no otherwise qualified individual with a disability is excluded from participation in, subjected to discrimination in connection with, or denied the benefits of any University programs or activities due to his or her disability.

The University has adopted this internal grievance procedure to provide for the prompt and equitable resolution of student complaints alleging any action prohibited by Section 504 of the Rehabilitation Act of 1973 ("Section 504") or Title III of the Americans with Disabilities Act ("Title III"). Section 504 prohibits discrimination on the basis of disability in any program or activity receiving Federal financial assistance, and Title III prohibits discrimination on the basis of disability by private entities (including Universities) that provide places of public accommodation. These laws and accompanying regulations may be examined in the office of the Director of Disability Support Services, who the University has designated to coordinate its efforts to comply with Section 504 and the ADA ("the Director").

Who May Grieve?

Any student currently enrolled at the University who believes he or she has been discriminated against on the basis of disability by a University employee (e.g., administrator, faculty, staff, adjunct faculty, or other agent of the University) or, in certain circumstances, by a visitor to the University, may use this process to file a grievance.

What May Be Grieved?

An action or decision may be grieved if it involves alleged discrimination by a University employee (or, in certain circumstances, by a visitor to the University) against a student on the basis of that student's disability. Such actions may include, but are not limited to, denial of accommodations, lack of physical access to University facilities or programs, or disability harassment. This process may not be used to file a complaint against a fellow student. In that situation, the grievant should follow the regulations regarding community standards found in the student handbook applicable to his or her program of study.

Confidentiality and Prohibition Against Retaliation

The University will treat all information submitted in connection with a grievance as confidential. Subject to FERPA and other applicable privacy laws, however, the University official investigating the grievance will inform individuals with a legitimate need to know of the grievance and may provide them related information as necessary to allow the University official to conduct a meaningful and thorough investigation. The University official investigating the grievance will inform all involved parties of the need to maintain the confidentiality of such information.

Wingate University prohibits retaliation for submitting a grievance or participating in a grievance investigation. Retaliation includes threats, intimidation, reprisals, and adverse actions. The University official investigating the grievance will advise all involved parties of this strict prohibition against retaliation.

Informal Grievance Procedure

The Informal Grievance Procedure is designed to facilitate a satisfactory resolution of the grievance in an informal manner. The student has the option to forego the Informal Grievance Procedure and move immediately to the Formal Grievance Procedure.

A student initiates the Informal Grievance Procedure by contacting the Director. If the Director is the subject of the grievance, the student initiates the Informal Grievance Procedure by contacting the Dean of the student's major program or graduate program Dean. The student may contact the appropriate official (the "Investigator") by e-mail, phone, or in person. To initiate the Informal Grievance Procedure, a student is not required to submit the grievance in writing, but the Investigator may ask the student to do so or to submit other evidence, if necessary to facilitate a satisfactory resolution.

The Investigator will attempt to expeditiously facilitate a satisfactory resolution. The Investigator may meet in person with the student, confer with the individual(s) against whom the grievance is filed, attempt to arrange a meeting between the student and the individual(s), or take any other steps the Investigator believes will be useful in promoting resolution.

Within 21 calendar days after the student initially contacts the Investigator regarding the grievance, the Investigator will inform the student in writing of the outcome of the Informal Grievance Procedure.

Formal Grievance Procedure

If the student is not satisfied with the resolution reached using the Informal Grievance Procedure, or if the student chooses not to use the Informal Grievance Procedure, the student may initiate the Formal Grievance Procedure by submitting a written complaint to the appropriate Investigator. A student who chooses to initiate the Formal Grievance Procedure after participating in the Informal Grievance Procedure must do so within 14 calendar days of receipt of the Investigator's written notification of the outcome of the Informal Grievance Procedure. The written complaint must:

- Be dated;
- state the problem or action alleged to be discriminatory and the date of the alleged action;
- state how the action is discriminatory (or how the decision is unreasonable if it is a denial of a requested accommodation);
- name the individual(s) against whom the grievance is filed;
- state the requested remedy; and
- be signed by the student.

Within seven calendar days of receiving the written complaint, the Investigator will provide written notification of receipt of the complaint to the grievant and to the individual(s) against whom the grievance is filed. The Investigator will also conduct a thorough investigation of the complaint, affording all relevant persons an opportunity to submit evidence regarding the allegations. Within 30 days of receipt of the written complaint, the Investigator will provide the grievant and the individual(s) against whom the complaint is filed a written decision regarding the grievance. The decision will include findings of fact, a conclusion, and, if applicable, an explanation of remedies.

Appeal

The student may appeal within fourteen calendar days of receiving the Investigator's written decision by writing to the Vice President for Academic Affairs. The student's written appeal must clearly set forth the grounds for the appeal and must include all supporting evidence. Generally, the Vice President for Academic Affairs will limit his or her review of the Investigator's decision to determining whether the Investigator considered the proper facts and whether there were any procedural irregularities. Within 21 days of receipt of the appeal, the Vice President for Academic Affairs will provide the grievant and the individual(s) against whom the complaint is filed a written decision regarding the appeal. The decision of the Vice President for Academic Affairs is final, and the University will disregard any subsequent appeals (in any form) to any University representative, including the University President.

Adjustment of Deadlines

The Investigator or the Vice President for Academic Affairs may change the above deadlines for good cause, such as semester or summer breaks. Likewise, if the application of time deadlines creates a hardship due to the urgency of the matter or the proximity of an event, the Investigator or Vice President for Academic Affairs, at the request of the student, will determine if an expedited procedure can be created.

Interim Measures

If necessary while any grievance investigation is ongoing, the University may take interim measures to stop discrimination or prevent its recurrence. Such interim measures may include, but are not limited to, limiting interaction between the parties, arranging for the provision of temporary accommodations, or staying a course grade.

Confidentiality of Records

Once the Investigator or Vice President for Academic Affairs has made the final decision regarding the grievance, the records related to the grievance will be confidentially maintained in the Office of Disability Support Services for three years.

Disability Accommodations

Wingate University will make appropriate arrangements to ensure that students with disabilities are provided reasonable accommodations as needed to participate in this grievance procedure.

Requests for accommodations must be made to the Director. The Director will review the supporting disability related documentation, make a decision about the request, notify the student about approved accommodations and make arrangements for the accommodations. Accommodations may include, but are not limited to, providing interpreters for the deaf, providing recordings of materials for the blind, and assuring a barrier-free location for the proceedings.

External Complaints

The availability and use of this grievance procedure does not prevent a student from filing a complaint of discrimination with external agencies such as the U.S. Department of Education, Office for Civil Rights.

Disability Harassment Policy

Wingate University is committed to ensuring that no otherwise qualified individual with a disability is excluded from participation in, subjected to discrimination in connection with, or denied the benefits of any University programs or activities due to his or her disability. Harassment is a form of discrimination and, therefore, harassment directed toward an individual student with a disability is a violation of the University's anti-discrimination policy as well as state and federal laws.

Disability harassment is defined as verbal (including written or electronic communication) or physical conduct that is directed at an individual because of his/her mental/physical disability that is sufficiently severe, pervasive, or persistent so as to have the purpose or effect of creating a hostile work or educational environment. A hostile environment may exist even if there are no tangible effects on the student, where the harassment is serious enough to adversely affect the student's ability to participate in or benefit from the educational program. Disability harassment may occur in a variety of relationships, including faculty and student, supervisor and student employee, student and student, staff and student, and other relationships between students and other persons having business at or visiting the University.

To file a complaint of harassment students should follow the *University's Grievance Procedure for Students with Disabilities*.

Family Educational Rights and Privacy Act (FERPA)

The Family Educational Rights and Privacy Act of 1974, commonly known as the Buckley Amendment or FERPA, was passed and put into effect in January 1975. The law regulates the use and disclosure of personal information in educational records and permits a student to inspect what material is maintained in those records. A copy of the Family Educational Rights and Privacy Act of 1974 is on file in the Office of the Dean of Students in the Dickson-Palmer Student Center. It can also be found at <http://uscode.house.gov> (search for 20 USC 1232g).

A full statement pertaining to the University's compliance with the Buckley Amendment is available on the University website.

Library Resources

The Ethel K. Smith Library, located on the University campus, maintains a collection to support the curricula of the undergraduate and graduate programs. The facility houses more than 100,000 monograph volumes. The Library provides an online catalog, accessible from remote locations, offers a number of online reference databases, maintains an extensive ERIC Documents collection, and is a recognized depository for North Carolina State Documents. The Ethel K. Smith Library is staffed with highly trained, professional librarians available to assist students in their research endeavors via the employment of the many resources of a modern university library.

The Library's subscription to NCLive, a virtual library made available by the North Carolina State Library, along with additional database subscriptions provide students access to a variety of scholarly journal and newspaper titles which supplement the print holdings. All online database materials can be accessed from remote locations (via passwords). Additionally, the Library's Inter-Library Loan Department enables students to research materials comparable to those of major state universities.

A variety of study options are available in the Library: individual carrels in the Quiet Room, numerous group study spaces, and general areas for individual or group work. The building also includes an electronic instruction lab equipped with computers for interactive teaching. For those who bring their laptops to the Library, Wireless LAN access and wet carrels are available in several areas of the facility.

Professional librarians instruct incoming students in the most effective and efficient research applications available in today's academic library. The computer commons in the Reference Department is specifically designed for the purpose of Bibliographic Instruction. The goal of Bibliographic Instruction is to foster lifelong learning opportunities through information literacy and to cultivate a basic, inter-disciplinary, transferable skill set regarding applied research.

For students attending the Matthews Campus, Library materials can be supplied through the Library's Bulldog Delivery system. Materials are delivered from the Library via professors or others traveling between campuses.

The Ethel K. Smith Library also houses the Ethel K. Cafe (coffee shop). For more information on the Ethel K. Smith Library, please visit: <http://library.wingate.edu>.

Student Grievances and Appeals

Any grievances and appeals must be made in writing and submitted to the Dean of the Byrum School of Business who will consult with the Director of the Graduate Business Programs. The student will be informed of all resulting decisions.

Grading Policy

Grades are assigned based on the following scale:

A	Superior Work
B	Average Work
C	Below Average Work
F	Failure
AU	Audit
W	Withdrawal
I	Incomplete

Grade point average (GPA) is determined using 4.00 scale. Students may receive a “+/-” as indicators of performance, but these are not calculated into the GPA.

Incompletes are only assigned in extenuating circumstances. Incomplete course work must be completed within 30 days of the next semester. Failure to resolve an Incomplete will result in the grade being assigned as an “F.”

No more than one course with a grade of “C” will be applied toward graduation. Students have the option of repeating courses for which grades of “C” or lower are received. The maximum number of repeats for a single course is two. The repeated grade supersedes the previous grade. Any student who receives “F” for course work will be subject to dismissal from the program.

Students are expected to maintain a 3.00 GPA in the graduate business programs. Students who fall below 3.00 GPA are placed on academic probation and may be subject to dismissal from the program. Students on probation are evaluated each semester. Attaining a B or better in all subsequent course work ensures your continuation in the program.

Graduation Procedures

Graduate degree candidates must complete a graduation application at least 10 days prior to the beginning of the semester in which the student will complete degree requirements. Graduation applications are available through the Office of the Registrar and the Matthews Campus Office.

Wingate University holds annual commencement in May, where baccalaureate, master’s and doctoral degree candidates receive degrees. Graduate students who complete their degree requirements the previous December, in May, or who will complete the requirements in August are eligible to participate in the commencement ceremony. Should circumstances arise that prohibit the student from attending commencement, the student should submit a written request to be excused from the ceremony at least 30 days in advance to the Office of the Registrar, Campus Box 3031, Wingate University, Wingate, NC 28174 or contact the Office of the Director of Graduate Business Programs.

Student Status

Graduate business students have status in one of four categories:

- **Regular:** Applicants whose portfolios meet admission requirements and who have completed all program prerequisites.
- **Probationary:** Probationary status will be used only in exceptional cases at the discretion of the Admissions Committee. Probationary students may begin course work. At the completion of six (6) credit hours, status will be evaluated by the Admissions Committee. To be upgraded to regular status, probationary students must have received a “B” or better in graduate courses at Wingate University. Those who do not meet this requirement will be subject to dismissal from the program. This status is also assigned to students on academic probation.
- **Special:** A student who is required to complete all or part of the prerequisites course, Business 500, or a non-matriculating student requesting transfer credit to another institution will be considered special status.
- **Inactive:** A student whose file is inactive longer than one calendar year must reapply for admission prior to enrolling in graduate courses.

Textbooks

Textbooks for individual courses will be available for online purchase via the Wingate University Bookstore website at www.wingateuniversity.bkstr.com. Textbooks also may be purchased at the Wingate University Bookstore in the Dickson-Palmer Student Center on the campus of Wingate University. Bookstore hours are 8:00 a.m.- 4:00 p.m. Monday through Friday, (704) 233-8025.

Transfer Credit

A maximum of nine semester hours of graduate transfer credit may be applied to the MAC or the MBA degree when all of the following conditions are met:

- The credit has been earned at an accredited institution within six years prior to the ap-

plication date to Wingate University.

- Transfer courses are approved by the Dean of the Byrum School of Business in consultation with the Director of Graduate Business Programs.
- Individual course grades are “B” or better.
- The courses directly satisfy a program requirement as determined by Wingate University.
- Individual courses, again, not to exceed the original nine (9) hours, may be taken at another school if Wingate is not currently offering the course.
- Each course must be approved in advance by the Dean of the Byrum School of Business in consultation with the Director of Graduate Business Programs. Inasmuch as Wingate now offers every course every year and has a multi-year schedule planned and published, it is rare this case would apply.

NOTE: The final six hours of course work must be completed at Wingate University.

Withdrawal

Students may withdraw from individual courses at their discretion (until the deadline listed on the academic calendar) and receive a grade of “W” on their transcripts provided they secure approval of the instructor and the Registrar.

Withdrawal from the program for the semester is initiated with the Director of Graduate Business Programs.

Students who officially withdraw from courses can expect tuition refunds according to the refund schedule in this catalog.

Financial Information

Financial Planning

Wingate University participates in all Federal and State financial aid programs. Information about financial planning may be obtained from the Office of Financial Planning, (704) 233-8209. Wingate University cooperates with students and employers in tuition-reimbursement programs. Also, monthly payment plans may be arranged through the University.

Tuition

Please contact the Byrum School of Business or the Matthews Campus Office for tuition information.

Fees

Graduation Fee	\$125
Audit Fee, per course	\$275
Returned Check Fee	\$25
Transcript Fee	\$0
Financing Fee	\$60/year

Refunds

90% refund if a student officially drops a course prior to the second class session.

80% refund if a student officially drops a course prior to the third class session.

60% refund if a student officially drops a course prior to the fourth class session.

40% refund if a student officially drops a course prior to the fifth class session.

20% refund if a student officially drops a course prior to the sixth class session.

There is **NO** tuition refund if a student officially drops a course after the sixth class session.

NOTE: No refunds are available once classes start during summer sessions.

Return of Title IV Funds

Students receiving federal financial aid: The Higher Education Amendments of 1998 established a new formula for calculating the amount of aid a student and school can retain when the student totally withdraws from all classes. Students who withdraw from all classes prior to completing more than 60% of an enrollment term will have their eligibility for aid recalculated based on the percent of the term completed. For example, a student who withdraws completing only 30% of the term will have “earned” only 30% of any Title IV aid received. The remaining 70% must be returned by the school and/or the student. The Office of Student Financial Planning encourages you to read this policy carefully. If you are thinking about withdrawing from all classes PRIOR to completing 60% of the semester, you should contact the Office of Financial Planning to discuss how your withdrawal will affect your financial aid.

This policy shall apply to all students who withdraw, take a temporary leave of absence, or are expelled from Wingate University, and receive financial aid from Title IV funds (Federal financial aid programs authorized under the Higher Education Act of 1965, as amended). Title IV funds include the following programs: Federal Pell Grants, Federal SEOG, Academic Competitiveness Grant, National SMART Grant, Federal Direct Student and PLUS Loans, and Leveraging Educational Assistance Partnership Grants

A student’s withdrawal date is:

- the date the student begins the institution’s withdrawal process or officially notifies the institution of intent to withdraw; or
- the midpoint of the period for a student who leaves without notifying the institution; or
- the student’s last date of attendance at a documented academically-related activity.

Title IV aid is earned in a prorated manner on a per diem basis up to and including the 60% point in the semester. Title IV aid and all other aid is viewed as 100% earned after that point in time.

The percentage of Title IV aid earned shall be calculated as follows:

$$\text{Percent of term completed} = \frac{\text{Number of days completed by student}}{\text{Total number of days in term}}$$

- The percent of term completed shall be the percentage of Title IV aid earned by the student.
- The total number of calendar days in a term of enrollment shall exclude any scheduled breaks of more than five days.

The percentage of Title IV aid unearned (i.e., to be returned to the appropriate program) shall be 100% minus the percent earned. Unearned aid shall be returned first by Wingate University from the student’s account calculated as follows:

$$\text{Total institutional charges} \times \text{percent of unearned aid} = \text{amount returned to program(s)}$$

Unearned Title IV aid shall be returned to the following programs in the following order:

- 1) Unsubsidized Federal Direct Loan
- 2) Subsidized Federal Direct Loan
- 3) Federal Direct Graduate PLUS (Graduate Student)
- 4) Federal Direct PLUS (Parent)
- 5) Federal Pell Grant
- 6) Federal Supplemental Educational Opportunity Grant
- 7) Other Title IV Grant

Exception: No program can receive a refund if the student did not receive aid from that program.

When the total amount of unearned aid is greater than the amount returned by Wingate University from the student’s account, the student is responsible for returning unearned aid to the appropriate program(s) as follows:

- 1) Federal Pell Grant
- 2) Federal Supplemental Educational Opportunity Grant
- 3) Other Title IV Grants

- Loan amounts are returned according to the terms of the promissory note.
- Amounts to be returned by the student to federal grant programs will receive a 50% discount.
- Refunds and adjusted bills will be sent to the student’s home address on file in the Registrar’s Office following withdrawal. Students are responsible for any portion of their institutional charges that are left outstanding after Title IV funds are returned.

Institutional and Student Responsibility in Regard to the Return of Title IV Funds

Wingate University’s responsibilities in regard to the return of Title IV funds include:

- 1) Providing each student with the information given in this policy;
- 2) Identifying students who are affected by this policy and completing the Return of Title IV Funds calculation for those students;
- 3) Returning any Title IV funds that are due the Title IV programs.

The student’s responsibilities in regard to the return of Title IV funds include:

- 1) Becoming familiar with the Return of Title IV policy and how complete withdrawal affects eligibility for Title IV aid;
- 2) Returning to the Title IV programs any funds that were disbursed directly to the student and which the student was determined to be ineligible for via the Return of Title IV Funds calculation.

The procedures and policies listed above supersede those published previously and are subject to change at any time.

Loan Programs

As a result of recently passed legislation, Wingate University will begin using the William D. Ford Direct Lending program effective Fall 2010.

Students and parents can use the Direct Loan program for all federal student and parent loans. The Direct Loan program is funded by the Federal Government, and students and parents must borrow directly from the federal government instead of lending agencies (banks).

Federal Direct Loan Program (subsidized/unsubsidized): This federal program provides long-term, low-interest loans to students. Per academic year, graduate students are eligible for up to \$8,500 in direct loans. Additional loan funds may be available based upon cost of attendance. Payments may be deferred if the student is enrolled at least half-time (six hours). Information is available through the Office of Student Financial Planning or at www.studentloans.gov. Students whose parents are denied a Federal Direct PLUS loan may receive up to an additional \$5,000 in unsubsidized Stafford.

Equal Payment Plan

Graduate students may divide the cost of tuition, fees, room and board into eight (8) equal payments. There is a \$60 participation fee; however, Wingate charges no interest throughout the year. The first payment is due 10 days before the beginning of class. Subsequent payments are due the first day of each month, October-April. Payments may be made using check, cash, VISA, MasterCard or Discover.

Wingate University Satisfactory Academic Progress (SAP) Policy for Financial Aid Recipients

Effective July 1, 2011 (Fall Semester 2011)

Beginning July 1, 2011, Wingate University's Satisfactory Academic Progress (SAP) standards will change in accordance with new federal regulations. These new SAP standards will be monitored beginning with the Fall 2011 term (payment period).

As mandated by the Higher Education Act, institutions of higher education must establish minimum standards of "Satisfactory Academic Progress". Wingate University makes these standards applicable to all federal, state of North Carolina and institutional financial aid programs.

Programs administered by outside agencies, or states other than North Carolina, may have their own academic standards for students. Check the requirements with the agency granting your funding.

Note: The Belk and Trustee academic scholarships have academic requirements that are higher than those in this policy. The GPA requirement (cumulative) for the Belk Scholarship is 3.00 and for the Trustee Scholarship is 2.50.

Student athletes must satisfy the eligibility requirements established by Wingate and by the NCAA to be eligible for athletically related financial aid.

General Satisfactory Academic Progress Principles

These principles apply to all degree programs at Wingate University. Specific guidelines for each academic program are outlined after these general principles.

- Federal Regulations require the university to establish SAP standards in the following areas: (1) Cumulative GPA; (2) Cumulative Hours Earned; and (3) Maximum Time Frame. In addition, the SAP policy must include a student's total academic history.
- SAP will be determined at the end of each semester (Fall, Spring and Summer) for which you are enrolled
- To earn hours at Wingate University, a student must receive a grade of A, B, C, or D. Any other grade does not earn hours.
- Classes in which a student receives a grade of Withdrawal (W) will be counted as hours attempted but not hours earned, therefore, will negatively impact a student's ability to satisfy SAP.
- Classes in which a student receives a grade of Incomplete (I) count as hours attempted but not as hours earned, therefore, will negatively impact a student's ability to satisfy SAP.
- When a student repeats a course, the total attempted hours will increase with each repeat, but the student will only earn hours for a completed course once. Therefore, repeating classes will negatively impact a student's ability to satisfy the 67% passage rate, but may significantly increase a student's cumulative GPA.
- Included in attempted and earned hours are all transfer credits from any previous school(s). Attempted/earned hours also includes credits earned through Advanced Placement (AP), College Level Examination Program (CLEP), or other similar testing programs.

Graduate Business SAP

Maintain a Cumulative Grade Point Average of 3.0

A student must achieve and maintain a Cumulative Grade Point Average of 3.0.

Cumulative Hours Earned

A student must pass (earn) at least 67% of their credits attempted (excluding non-credit courses and pass/fail courses).

Maximum Time Frame

Graduate Business students must complete their degree requirements within 150% of the published length of their academic program, regardless of whether the student did or did not receive financial aid during any prior period of his/her enrollment.

Failure to Meet Satisfactory Academic Progress

Students who fail to meet the Satisfactory Academic Progress standards will be placed on Financial Aid Warning (FAW) for the following semester (payment period). During the FAW period, a student will be eligible to receive financial aid. If you meet the minimum standards at the end of the FAW, you will be placed back in good standing.

At the end of the FAW period, students who still do not meet the SAP standards will be ineligible for financial aid and placed on Financial Aid Cancellation (FAC). You will receive written notification of the loss of your financial aid.

Students who are re-admitted to Wingate University following a period of non-enrollment must meet Wingate's SAP policy in order to regain eligibility for financial aid.

Regaining Financial Aid

To regain your financial aid eligibility, you can enroll for (and attend) subsequent semesters without financial aid. Your progress will be re-evaluated at the end of each semester to determine your progress.

OR

Students who become ineligible to receive financial aid due to SAP and feel they have extenuating circumstances may make a written appeal to the Financial Aid Committee. Extenuating circumstances may include, but are not limited to, a death of an immediate family member or extreme medical emergencies/illness. The Financial Aid Committee is comprised of the Director and Counselors of Financial Aid. If necessary, the Vice-President of Enrollment Management and Student Life may be included.

The appeal must include

- Why the student failed to make SAP
- What has changed that will allow the student to make SAP at the next evaluation (end of the next semester)

Financial aid may be reinstated by the committee upon demonstration of mitigating circumstances, which must be documented in writing to the satisfaction of the committee. Examples of mitigating circumstances and appropriate documentation include, but are not necessarily limited to:

- 1) Serious illness of student--statement from physician that illness interfered with student's ability to meet SAP along with written letter of appeal from student.
- 2) Serious illness of immediate family member--statement from a physician along with written letter of appeal from student.
- 3) Death of an immediate/close family member--statement from a minister, nearest relative, or an unbiased concerned adult along with written letter of appeal from student.
- 4) Disruptive internal family problems--statement from parents, minister, or an unbiased concerned adult along with written letter of appeal from student.

Students who appeal and have their eligibility for Title IV aid reinstated will be placed on Financial Aid Probation (FAP). They may receive aid for one payment period. Failure to regain SAP during this payment period will result in the loss of Title IV aid.

Master of Accounting

Program Description and Curriculum

The Master of Accounting program is designed to be a “fifth year” master’s degree targeted to students interested in becoming certified public accountants. While the program is oriented toward Wingate University students, graduates from other schools are also encouraged to apply. Students who have completed the prerequisite coursework (see the section on Prerequisites on Admission) may complete the degree in one year. Students with no accounting background may be able to complete the degree in two years.

The curriculum consists of 30 credit hours (10 courses). The eight core courses will be taught at the University’s main campus in Wingate. Course descriptions can be found later in this Catalog. The remaining two courses will be selected from the University’s MBA curriculum or from graduate accounting electives. Business 602 (Legal Environment of Business) is strongly recommended. More information about the MBA courses can be found at www.mba.wingate.edu, or by consulting the MBA information later in this Catalog. These courses will be taught during the evenings at the University’s Matthews campus.

Admissions Policies

An application for admission to the Master of Accounting program may be obtained by contacting the Byrum School of Business. You may also visit our website at www.mac.wingate.edu.

Wingate University undergraduate students majoring in accounting may be admitted under the following circumstances:

- If the applicant has earned a GPA of 3.3 in the following courses: accounting 253, 254, 313, 314, submits a completed application form, a recommendation letter from a Wingate University accounting faculty member, and a statement of professional goals.
- If the applicant has not earned a GPA of 3.3 in the above mentioned courses, then in addition to the requirements listed above, the applicant must submit an additional recommendation letter, and an official GMAT score.

Wingate University undergraduate students with a major in something other than accounting must satisfy the prerequisite requirements (see below) and submit a completed application form, an official GMAT score, two letters of recommendation, and a statement of professional goals.

Applicants who have earned an undergraduate degree from another accredited institution may also apply for admission. Those applicants must submit official transcripts from all colleges and universities attended, an official GMAT score, a completed application form, two letters of recommendation, and a statement of professional goals. Prerequisite requirements must also be satisfied (see below).

All applicants will be evaluated by the Admissions Committee composed of Wingate University faculty members and the Dean of the Byrum School of Business to determine entrance into the program.

Prerequisites for Admission

Applicants to the Master of Accounting program must have completed accounting coursework through intermediate accounting I and II, auditing, and federal income tax.

Additionally, ACBSP accreditation requirements specify that students admitted to the graduate program must have completed a Common Professional Component (CPC) of coursework prior to admission. This CPC is coursework in a variety of business-related subjects including accounting, economics, finance, quantitative methods, ethics, law, marketing, management, communications, global business, information systems, and strategy. A student with an undergraduate degree in a business area will typically have met these requirements.

Applicants who are deficient in any of the above areas may enroll in the MBA program’s Business 500 course, which is designed to fulfill the prerequisite requirements for MBA students. More information about Business 500 can be found by consulting the MBA information later in this Catalog, or at www.mba.com.

Graduate Management Admission Test (GMAT)

The Graduate Management Admission Test (GMAT) may be required before a student is admitted into the Master of Accounting program. Please refer to the section above, “Admissions Policies” for more details. Applicants should request their official GMAT test scores be sent to Wingate University by using institutional code 00G-NM-92. Test scores earned more than five years prior to the date of application will not be accepted.

Currently, the GMAT is not administered on the Wingate University campus. However, the test is administered at a number of convenient locations in the area.

You may obtain information regarding the GMAT at www.mba.com. A GMAT bulletin is included in the MAC application packet.

Application

Application, including recommendation forms and transcript request forms, are available online at www.mac.wingate.edu. You may complete the application online or submit via mail or fax. You may submit the supporting documents via mail or fax only.

Curriculum

The Master of Accounting curriculum consists of 10 courses.

Required Core Courses

Accounting 621	Advanced Accounting I
Accounting 622	Advanced Accounting II
Accounting 628	Advanced Tax Issues
Accounting 629	Advanced Entity Taxation
Accounting 631	Advanced Auditing
Accounting 641	Financial Accounting Theory
Accounting 652	Financial Analysis
* Accounting 690	Accounting Research

Electives: Select Two Courses

* Accounting 691	Specialized Accounting Research
* Accounting 680	Special Topics in Accounting
Business 6__	MBA Course
Business 6__	MBA Course

Business 602 (Legal Environment of Business) is strongly recommended.

* Can be completed as Directed Study

Class Schedule

Classes (except for MBA classes) are taught in the day at the University’s main campus in Wingate, N.C. MBA classes are taught at the University’s Matthews campus in the evenings.

Program Completion

In order to receive the Master of Accounting degree from Wingate University, students must meet the following requirements:

- An overall cumulative GPA of 3.00 or higher.
- No more than one grade of “C” has been received.
- 30 hours of required courses have been successfully completed.
- Completion of the program occurs with six years from the date of admission.

It is the student’s responsibility to see that all requirements for graduation are met.

Master of Business Administration

Admissions Policies

An application for admission to the MBA program may be obtained by contacting the Matthews Campus Office. You may also visit our website at www.mba.wingate.edu.

Applicants for admission must hold a baccalaureate degree from an accredited institution and have at least two years full-time professional work experience. Exceptions may be considered for applicants with outstanding academic credentials.

Applicants must submit a portfolio of information to the Porter B. Byrum School of Business at the address above. A complete admission portfolio includes:

- Completed application with a current resume and/or separate written experience summary and statement of applicant goals and objectives.
- Official transcripts from all colleges and universities attended
- Two recommendations (*One must be from a current or recent employer.*)
- Official GMAT scores
- \$50 non-refundable application fee.

Portfolios will be evaluated by the Admissions Committee to determine entrance into the program. The Admissions Committee is made up of three members of the MBA faculty who serve on a rotating basis in conjunction with the Dean of the School of Business and the Director of Graduate Business Programs. The strength of each portfolio will be evaluated based on the evaluation of undergraduate transcript(s) and GPA, official GMAT scores, professional work experience, recommendations, and statement of goals and objectives.

Prerequisites for Admission

Although an undergraduate business degree is not required for admission to the MBA program, specific course material is required. Wingate offers an MBA prerequisites course (Business 500). This course is offered to students in the MBA program who need several prerequisites. It is especially geared for those students who did not graduate with a business undergraduate degree. The course carries six (6) undergraduate credit hours, and will not count towards the graduate GPA. Students may also take and pay for only the specific Business 500 course components required on a pro-rated basis. A grade of “C” must be earned on all sessions of the course. Students who have already taken the prerequisites must demonstrate mastery of the material normally taught in the following courses by presenting a transcript showing that the course has been completed with a grade of “C” or better.

- Principles of Financial Accounting
 - Principles of Managerial Accounting
 - Principles of Microeconomics
 - Principles of Macroeconomics
 - Principles of Management
 - Principles of Marketing
 - Principles of Finance
 - Business Statistics
 - Mathematics (*College Algebra or Calculus*)
- (Students should be familiar with computer spreadsheet and word processing programs.)*

Graduate Management Admission Test (GMAT)

The Graduate Management Admission Test (GMAT) is required before a student is admitted into the MBA program. Applicants should request that their official GMAT test scores be sent to Wingate University by using the institutional code 00G-NM-57. Test scores earned more than five years prior to the date of application will not be accepted.

Currently, the GMAT is not administered on the Wingate University campus. However, the test is administered at a number of convenient locations in the area.

You may obtain information regarding the GMAT at www.mba.com. A GMAT bulletin is in-

cluded in the MBA application packet.

Application

Application, including recommendation forms and transcript request forms, are available online at www.mba.com. You may complete the application online or submit via mail or fax. You may submit the supporting documents via mail or fax only.

Dual-Degree Program—PharmD/MBA

Students enrolled in the Wingate University School of Pharmacy have the opportunity to work toward completing the MBA degree while enrolled in the School of Pharmacy. The MBA program is also available to practicing pharmacists. Interested pharmacy students or practicing pharmacists should contact the Director of Graduate Business Programs for additional information regarding the application process and specific program requirements. Business 603 (Business Ethics) is not required for Wingate pharmacy students enrolled in the MBA program, and may not be required for practicing pharmacists depending upon the specific pharmacy curriculum. In terms of admissions requirements, the PCAT may be substituted for the GMAT.

Curriculum

The MBA curriculum consists of a total of 13 three credit courses (39 total credits), which consists of 11 core courses, and two concentration courses. Students must complete all 11 core courses, and choose one of five areas of concentration, from which the two additional concentration courses are chosen. The nature of many of the courses listed in the following section requires that a series of prerequisite courses be taken. For specific information regarding the prerequisites required for each course, consult the course descriptions provided subsequently in this catalog. Any exceptions to the required prerequisites must be approved in advance by the Dean of the Byrum School of Business in consultation with the Director of Graduate Business Programs. The following is a listing of the MBA courses:

CORE COURSES

- BUS 602 – Legal Environment of Business
- BUS 603 – Business Ethics
- BUS 611 – Managerial Economics
- BUS 612 – Organizational Management
- BUS 613 – Managerial Accounting
- BUS 614 – Quantitative Decision Making
- BUS 621 – Operations Management
- BUS 622 – Marketing Management
- BUS 623 – Financial Management
- BUS 624 – Managing in a Global Marketplace
- BUS 631 – Business Strategy

CONCENTRATION COURSES

1) Finance

Overview: This concentration will focus on providing a breadth of financial management expertise including corporate finance, the financial system, and investment analysis.

- BUS 640 – Corporate Finance
- BUS 641 – Financial Markets and Institutions

2) Marketing

Overview: This concentration will focus on enhancing marketing strategy expertise, including market research, strategic communications, and brand management.

- BUS 650 – Marketing Research Management
- BUS 651 – Strategic Marketing Communications & Brand Management

3) Corporate Innovation

Overview: This concentration will focus on managing innovation and technology in order to develop competitive advantage from a corporate perspective.

BUS 660 – Corporate Innovation

BUS 661 – Technology and Innovation Management

4) Health Care Management*

Overview: This concentration will focus on development of health care management expertise through relevant, real-world oriented health care course content, including the health care system, financial and legal issues, and health care strategy.

BUS 670 – Health Care Systems Management

BUS 671 – Health Care Financial & Legal Mgt

BUS 672 – Health Care Strategic Management*

*Note: For the Health Care Management concentration, BUS 672 replaces BUS 631 (Business Strategy) from the core curriculum.

5) General Management

Students may choose any two courses from any of the proposed concentrations, with the exception of BUS 672 (subject to prerequisites).

Class Schedule

During fall and spring semesters, courses meet from 6:00 p.m.–8:45 p.m. one night per week. Summer sessions meet twice weekly for a six-week period from 6:00 to 9:15 p.m. and in some cases for one Saturday morning from 9:00 a.m.–Noon. A typical course load is two courses per semester for students who hold full-time jobs.

Program Completion

In order to receive the MBA degree from Wingate University, students must meet the following requirements:

- An overall cumulative GPA of 3.00 or higher.
- No more than one grade of “C” has been received.
- 39 hours of required courses have been successfully completed.
- Completion of the program occurs within six years from the date of admission.

It is the student’s responsibility to see that all requirements for graduation are met.

Course Descriptions

Master of Accounting (ACCT)**ACCT 621: Advanced Accounting I**

Study of the accounting for income taxes, pensions, leases, accounting changes and error analysis, interim and segment reporting, partnership accounting. Financial statement analysis and the statement of cash flows will be covered. Additional topics such as accounting for derivatives may be covered. Students taking this course for graduate credit will have additional research assignments.

Prerequisite: Accounting 314 or consent of instructor

Credit: 3 hours (Fall)

ACCT 622: Advanced Accounting II

Study of the accounting for business combinations, foreign currency transactions, translation of financial statements measured in a foreign currency, and governmental and not-for-profit entities.

Prerequisite: Accounting 314 or consent of instructor

Credit: 3 hours (Spring)

ACCT 628: Advanced Tax Issues

Study of issues of federal income taxation of individuals and business entities related to income and property. The legal foundations and organizing principles of statutory, case, and administrative tax law are covered and a planning perspective emphasized. Federal tax procedure, process and accounting are covered. The course provides an introduction to tax research.

Prerequisite: Accounting 427 or equivalent

Credit: 3 hours (Fall)

ACCT 629: Advanced Taxation of Business Entities

Study of the federal income taxation of corporations, partnerships, and S corporations related to formation, operation, distributions, and liquidation. Covered are an introduction to estate and gift transfer taxation, income taxation of trusts and estates, and taxation of exempt organizations.

Prerequisite: Accounting 427 or equivalent

Credit: 3 hours (Fall)

ACCT 631: Advanced Auditing

Study of advanced auditing issues including legal liability, professional ethics, attest function, assurance and other accounting services, licensing and disciplinary actions, internal controls, sufficient and competent audit evidence, and information systems.

Prerequisite: Accounting 431 or equivalent

Credit: 3 hours (Spring)

ACCT 641: Financial Accounting Theory

Study of the conceptual framework that underpins accounting and disclosure standards. The course will consider standard setting from both a decision usefulness and a measurement perspective.

Prerequisite: Accounting 621 or consent of instructor

Credit: 3 hours (Spring)

ACCT 652: Financial Analysis

Study of concepts and techniques used in business and impacting the accounting environment. This course integrates analytical methods and valuation concepts from finance, economics, and strategy into accounting topics and serves as a capstone course.

Prerequisite: Accounting 621

Credit: 3 hours (Spring)

ACCT 680: Special Topics in Accounting

Special Topics related to financial accounting, auditing or tax.

Prerequisite: Accounting 314, 427, 431, or consent of instructor

Credit: 3 hours

ACCT 690: Accounting Research

The course develops research skill through a series of online research activities. Topics are drawn from problems or exercises in financial accounting, tax, and auditing. This is a self-paced course.

Prerequisite: Accounting 314, 427, 431, or consent of instructor

Credit: 3 hours (Summer)

ACCT 691: Specialized Accounting Research

This course develops more in-depth research skill though a series of specialized research activities. Topics are drawn from problems or exercises in accounting, auditing, and/or tax.

Prerequisite: Accounting 314, 427, 431, or consent of instructor

Credit: 3 hours

Master of Business Administration (BUS)**BUS 500: Business Prerequisite Course**

An intensive, semester-long course designed to provide the prerequisite foundation for a student who does not have an undergraduate degree in business. Topics covered include quantitative methods, principles of financial and managerial accounting, finance, principles of micro-and macroeconomics, management, and marketing. A grade of a "C" or better must be earned in each section of the course.

*Credit: 6 hours**

**Grade is not computed in the overall MBA grade point average.*

BUS 602: Legal Environment of Business (core course)

Purpose: To examine the legal environment and how business operates within it.

Topics include: Elements of law and judicial process, civil and criminal procedure, constitutional principles, agency law, government regulations, torts, product liability, property law, contracts, sales and secured transactions, negotiable instruments, credit, bankruptcy, labor and employment law, and employment discrimination.

Credit: 3 hours

BUS 603: Business Ethics (core course)

Purpose: To develop skills in the recognition, analysis and articulation of the ethical responsibilities that businesses have to customers, competitors, employees and other stakeholders.

Topics include: Influence of religious and cultural values and the efforts to codify ethics for various industries and progressions.

Credit: 3 hours

BUS 611: Managerial Economics (core course)

Purpose: To provide students with an understanding of microeconomic theory as it applies to managerial decision-making, including tools to quantify economic relationships. Thus the course entails both theory and application.

Topics include: Market analysis, consumer behavior, demand estimation, production and cost analysis, and market structures.

Undergraduate Prerequisites: Principles of Economics I & II, Principles of Accounting I & II, College Algebra or Calculus.

Graduate Prerequisites: Business 614 is required and Business 613 is recommended.

Credit: 3 hours

BUS 612: Organizational Management (core course)

Purpose: To analyze, through cases and experiential situations, the behavioral dimensions of business organizations.

Topics include: Motivation, communication, performance, stress, culture, group dynamics, organizational structure, leadership, and change.

Undergraduate Prerequisite: Principles of Management.

Credit: 3 hours

BUS 613: Managerial Accounting (core course)

Purpose: To teach the use of accounting information in management decision making and planning. Topics include: Cost/Volume/Profit analysis, financial statement analysis, the use of accounting data in decisions such as pricing, capacity, product selection, outsourcing, the use of accounting data in planning and control systems including capital expenditure planning, profitability, resource budgeting, and measures of performance.

Undergraduate Prerequisites: Principles of Accounting I and II; Principles of Microeconomics, computer spreadsheet skills.

Credit: 3 hours

BUS 614: Quantitative Decision Making (core course)

Purpose: To expose students to the quantitative methods and models of management science. Analytical and rigorous thinking, along with proficiency in the use of appropriate software, will enable students to formulate and solve a diverse set of managerial problems.

Topics include: Linear programming, integer programming, goal programming, dynamic programming, network models, decision theory, and calculus-based optimization.

Undergraduate Prerequisites: Algebra and Business Statistics.

Credit: 3 hours

BUS 621: Operations Management (core course)

Purpose: To investigate a variety of quantitative techniques used to plan, operate, and control production processes. Practical applications, solved using the accompanying software package, will complement theory.

Topics include: Markov processes, PERT/CPM, facility location and layout, production line balancing, inventory models, queuing models, forecasting, aggregate planning, and materials requirements planning.

Graduate prerequisite: Business 614.

Credit: 3 hours

BUS 622: Marketing Management (core course)

Purpose: To study, through cases, projects and survey of research, the development and evaluation of marketing strategies in both consumer and industrial markets.

Topics include: Product management, market segmentation, marketing promotions, distribution management and pricing methods.

Undergraduate Prerequisite: Principles of Marketing.

Credit: 3 hours

BUS 623: Financial Management (core course)

Purpose: To study issues faced by financial managers and investors.

Financial management topics include: Raising capital through debt and equity, capital budgeting, managerial compensation, and decision-making.

Investment Topics include: The valuation of stocks, bonds and options, and portfolio creation.

Undergraduate Prerequisites: Finance, Algebra and Statistics.

Graduate Prerequisites: Business 613 is required and Business 614 is recommended.

Credit: 3 hours

BUS 624: Managing in a Global Marketplace (core course)

Purpose: To study the opportunities and problems of the management, marketing and operations of organizations in markets outside the home country.

Topics include: Adaptations to business functions, including organizational design, management of human resources, new product development, legal and ethical diversity, financial and money markets, market research, promotions and advertising. Emphasis will be placed upon the political, legal, economic, and cultural variables that impact organizations through foreign governments.

Graduate Prerequisites: Business 612 and Business 622, or permission of instructor

Credit: 3 hours

BUS 631: Business Strategy (core course)

Purpose: To study management's role in policy formulation and implementation through research and cases. Opportunities are also available to make policy decisions by viewing business from an entrepreneurial perspective. This is the capstone course for the MBA program.

Graduate Prerequisites: Successful completion of at least nine core courses that include Business 622 and Business 623

Credit: 3 hours

BUS 640: Corporate Finance (concentration course)

Purpose: To examine financial decision-making from the perspective of the corporation.

Topics include: The cost of raising capital, capital structure and investment decisions, venture capital, valuing closely-held or private corporations, merger valuation and real option analysis.

Graduate Prerequisite: Business 623

Credit: 3 hours

BUS 641: Financial Markets & Institutions (concentration course)

Purpose: To analyze the financial marketplace and the participants in the financial system.

Topics include: The macro economy including monetary policy and the role of the Federal Reserve Bank, and an examination of financial institutions and intermediaries and their role in the financial marketplace.

Graduate Prerequisite: Business 623

Credit: 3 hours

BUS 650: Marketing Research Management (concentration course)

Purpose: To provide an overview of marketing research and its use in making effective marketing decisions.

Topics include: Evaluation of marketing research proposals, designing valid and pertinent research studies, structuring of marketing problems in terms of specific questions amenable to research, analysis of primary and secondary sources of marketing research information including issues in data collection, specific techniques for analyzing marketing research data once it has been collected and using those analyses to make better marketing management decisions.

Graduate Prerequisites: Business 614 and Business 622

Credit: 3 hours

BUS 651: Strategic Marketing Communications & Brand Management (concentration course)

Purpose: To develop and assess integrated marketing communication strategies and to provide insights into how profitable brand strategies can be created.

Topics include: How to build, measure, and evaluate brand equity, how to capitalize on brand equity to expand a business, and how to choose appropriate communications concepts and techniques to improve the long-term profitability of brand strategies.

Graduate Prerequisite: Business 622

Credit: 3 hours

BUS 660: Corporate Innovation (concentration course)

Purpose: To develop strong innovation management skills to help managers make good decisions relating to innovation strategy and implementation of new products and processes within the firm.

Topics include: Guiding concepts and theories of innovation and how to translate into concrete

practical strategies and programs for developing new products, understanding paradigm shifts in market needs, managing the innovation process and projects across different company functions and environments. Other topics include development of patents, trademarks, copyright, and other intellectual property to protect corporate knowledge assets, development of strategic alliances, and organization of the firm as a learning and innovation organization.

Graduate Prerequisites: Business 612 and Business 622

Credit: 3 hours

BUS 661: Technology & Innovation Management (concentration course)

Purpose: To develop decision-making skills in managing technology and innovation programs while providing a clear understanding of the innovation process and the most effective technology and innovation systems in use today.

Topics include: Theory and practice of technology innovation management (TIM) at both functional and general management levels of the firm, technology roadmaps and strategic technology plans, managing in varying technology environments, the effect of technology standards, out-sourcing and in-sourcing strategies, competitive strategy factors, and management of the appropriate level of technology deployment within the firm.

Graduate Prerequisites: Business 612 and Business 622

Credit: 3 hours

BUS 670: Health Care Systems Management (concentration course)

Purpose: To provide a breadth of advanced coverage across the U.S. health care system and the interrelationships across the different system components.

Topics include: Organization of the U.S. health care system, the structure of the health care delivery system and the continuum of care, the financing of health care services, public and private third party payment structures, managed care and principles of capitation, organization and management of the health services workforce, principles of quality of care and outcome measurement, future changes in the U.S. health care system.

Graduate Prerequisite: Business 612

Credit: 3 hours

BUS 671: Financial & Legal Issues in Health Care Management (concentration course)

Purpose: To examine key financial and legal issues in health care management across the spectrum of health care organizations. The course will be divided into sessions that focus specifically on financial and legal topics.

Financial topics include: An in-depth examination of financial issues associated with the third-party payment system, Medicare and Medicaid, managed care and capitation, rate setting, contracting, risk management, and financial analysis within health care organizations.

Legal topics include: Legal organization of the health care institution, institutional liability, admission and discharge, consent for treatment, fraud, abuse and compliance, health care information and patient privacy, and health care ethical issues.

Graduate Prerequisites: Business 602, Business 623, Business 670

Credit: 3 hours

BUS 672: Health Care Strategic Management (concentration course)

Purpose: To assess and integrate the different functional activities of the health care organization in order to develop overall corporate strategy. This will be the capstone course for the MBA Program for students with the Health Care concentration. This course will substitute for BUS 631 (Business Strategy) from the core MBA curriculum.

Topics will include: A comprehensive examination and application of strategic management across the health care industry and management's role in policy formulation and implementation, competitive advantage in the health care industry and how to sustain it, vertical and horizontal integration and overall expansion strategy, strategic plan design and development.

Graduate Prerequisites: Business 670, Business 671, successful completion of at least nine core courses that include Business 622 and Business 623.

Credit: 3 hours

Porter B. Byrum School of Business Faculty and Administration

Full-Time Faculty

Nancy L. Bush (2004) Assistant Professor of Marketing
B.A., Russell Sage College; M.B.A., Manhattan College; D.B.A., U.S. International University

Thomas B. Crawford, Jr. (2008) Professor of Accounting, Economics, and Finance
B.S., M.B.A., University of North Carolina at Charlotte; Ph.D., Clemson University; CFA

Barry P. Cuffe (1994) Professor of Management Science
B.S., University of Miami at Coral Gables; M.A., Indiana University; Ph.D., University of Miami

Peter M. Frank (2003) Associate Professor of Economics
B.A., Grove City College; M.S., University of North Carolina at Charlotte; Ph.D., George Mason University

Harold D. Harlow, Jr. (2008) Associate Professor of Management
B.Tech., University of Dayton; M.B.A., Xavier University; D.B.A., Alliant International University

Ellis A. Hayes (2001) Associate Professor of Business
A.A., Wilkes Community College; B.S.B.A., B.S., Appalachian State University; M.S., University of North Carolina at Greensboro; Ed.D., Virginia Tech.

Lisa A. Schwartz (1998) Professor of Finance
B.B.A., M.B.A., Ph.D., University of Texas at Arlington

Kristin F. Stowe (2003) Associate Professor of Economics and Finance
B.A., Guilford College; M.A., Ph.D., Clemson University

Robert R. Threatt (2007) Assistant Professor of Accounting
B.B.A., University of Florida; M.B.A., Emory University; CPA

Jeffrey W. von Freymann (2005) Associate Professor of Marketing
B.A., Stonehill College; M.B.A., Babson College; D.B.A., University of Sarasota

James F. Watkins (2011) Instructor of Accounting
B.A., B.A., North Carolina State University; M.A.C.C., University of North Carolina at Charlotte; CPA

Adjunct Faculty

J. Larry Bishop Adjunct Professor of Business
B.S., M.A., Appalachian State University; FACHE

Robert N. Burris Adjunct Professor of Business Law
A.B., University of South Carolina; J.D., University of North Carolina at Chapel Hill

William D. Freund Adjunct Professor of Accounting
B.A., Miami University; M.P.A., University of Texas at Austin; CPA, CMA

Richard R. Hutaff Adjunct Professor of Taxation
B.A., North Carolina State University; J.D., Samford University; L.L.M., University of Miami; CPA

John L. Maness (2011) Adjunct Professor of Business
B.S., East Carolina University; M.B.A., Trinity College; Ph.D., San Jose State University

Sydney H. Morgan Adjunct Professor of Business
B.A., Princeton University; M.B.A., Harvard University

Robert W. Prevost Associate Professor of Philosophy
B.A., Baylor University; M.A., Trinity Evangelical Divinity School; D. Phil., University of Oxford; J.D., University of Texas

James L. Stoudenmier Adjunct Professor of Management
B.S., University of South Carolina; M.A., Southern Wesleyan University

George Stratis Adjunct Professor of Finance
B.S.E.E., Polytechnic Institute of Brooklyn; M.S.E.E., M.B.A., New York University; D.B.A., Nova Southeastern University

Wayne Tarrant Assistant Professor of Mathematics
B.S., Wake Forest University; M.A., Indiana University; M.I., Universite Paris I Pantheon-Sorbonne; M.S. Candidate, Bielefeld Universitaet; M.2 Candidate, Universite Paris I Pantheon-Sorbonne; Ph.D., University of Georgia

Jennifer Schenk Turner (2011) Adjunct Professor of Health Care Management
B.A., La Salle University; J.D., University of Maryland

Cheryl Lynn Walker-McGill Adjunct Professor of Health Care Management
B.A., M.D., Duke University; M.B.A., University of Chicago

Administration

Joseph M. Graham (1982) Dean, Porter B. Byrum School of Business and Professor of Accounting
A.B., Belmont Abbey College; M.B.A., Winthrop University; CPA

Mark G. Bryant (2007) Director, Graduate Business Programs and Adjunct Professor of Marketing
B.S., University of Delaware, M.B.A., Purdue University

Mary S. Maye (2006) Administrative Assistant
A.S., Wingate College

Graduate Business 2011-2012 Academic Calendar

Fall 2011

August	22	MBA CLASSES BEGIN
	23	MAC CLASSES BEGIN
September	7	Deadline to apply for December 2011 graduation
October	10-11	Fall Recess – No Classes
	27	Last day to drop a course and receive a “W”
November	23-24	Thanksgiving Recess – No Classes
December	5-8	MBA Final Examinations
	7-13	MAC Final Examinations

Spring 2012

January	9	MBA CLASSES BEGIN
	10	MAC CLASSES BEGIN
	16	Martin Luther King, Jr. Holiday – No Class
	24	Deadline to apply for May 2012 or August 2012 Graduation
March	5-8	Spring Break – No Class
	22	Last day to drop a class and receive a “W”
April	6-9	Easter Break
	24-26,30	MBA Final Examinations
May	2-8	MAC Final Examinations
	12	Commencement