SCHOOL OF BUSINESS

Accountancy
Thomas M. Dalton, PhD, CPA
Mary Durkin, PhD
Judith A. Hora, PhD
Mark Thomas Judd, MIB, CPA
Timothy P. Kelley, PhD, CPA
Barbara Lougee, PhD
Sarah Lyon, PhD
Loren L. Margheim, PhD, CPA, Department Chair
Diane D. Pattison, PhD
Johan Perols, PhD, CPA
John Prunty, M.S.
James K. Smith, LLM, PhD, JD, CPA

Economics
Andrew T. Allen, PhD
Stephen J. Conroy, PhD
Denise Dimon, PhD
Kokila P. Doshi, PhD
Alan Gin, PhD
Deborah Kelly, DBA
Alyson Ma, PhD, Department Chair
Andrew J. Narwold, PhD
Ryan Ratcliff, PhD
Alison L. Sanchez, PhD
Jonathan Sandy, PhD
Steven W. Sumner, PhD
Adriana Vamosiu, PhD
Dirk Yandell, PhD

Finance and Real Estate
Biljana N. Adebambo, PhD
Annalisa Barrett, MBA
Barbara Bliss, PhD
John Demas, MBA, JD
Shreesh D. Deshpande, PhD, Department Chair
Ryan McKeon, PhD
Norm Miller, PhD
Manzur Rahman, PhD, JD
Daniel A. Rivetti, DBA
Marko Svetina, PhD
Charles Tu, PhD
Mitch Warachka, PhD
PengCheng Zhu, PhD, CFA
Dennis P. Zocco, PhD

Management, Law and Ethics
Craig B. Barkacs, MBA, JD
Linda Barkacs, JD
Richard Custin, JD, LLM
Jaime Alonso Gomez, PhD
Johanna Steggert Hunsaker, PhD, Department Chair
Phillip L. Hunsaker, DBA
Rangapriya Kannan-Narasimhan, PhD
Marc Lampe, JD
Michael Lawless, PhD
Patricia Marquez, PhD
Robin McCoy, PhD
Moriah Meyskens, PhD
Jennifer Mueller, PhD
O. Volkan Ozbek
Miriam Rothman, PhD
Tara Ceranic Salinas, PhD
Carsten Zimmermann, PhD

Marketing
Kenneth Bates, PhD
Seth R. Ellis, PhD, Department Chair
Justine Rapp Farrell, PhD
Andrea Godfrey Flynn, PhD
Aarti Ivnic, PhD
Maria Kniazeva, PhD
Alexander Kull, PhD
The School of Business is committed to developing socially responsible leaders and responsible administrative and managerial leadership in both private and public organizations or related professional activities. This goal implies educating persons to be responsible adults in all aspects of their lives in an era of dynamic change. It implies that we aim to educate persons as highly competent professionals who strive for the achievement of the highest values and goals.

The basic orientation of the School is professional, and this dictates a three-part curriculum. The first and most important part is the core curriculum, USD’s general education program. An effective leader and professional in this era of change and challenge must be a liberally educated person. It is necessary that our students learn the indispensable competencies of written literacy, mathematical competency and critical reasoning. Furthermore, it is our objective to help students develop their own internalized value systems and appreciate the diversity of human experience. We believe that a liberal education is a necessary part of a professional education, and we have structured a curriculum that recognizes this as preparation for life.

The second part of the curriculum is the common-body-of-knowledge, those business courses required of all School of Business graduates. This business core provides the foundation for a career as a manager or as a business-related professional. It provides the student with an understanding of the interaction between the firm and its environment, and an overall view of policy-making in an organization. This business core, combined with the quantitative and philosophy courses, is designed to help our students become professionals with highly analytical minds.

The third section of the curriculum provides the student an opportunity to specialize and prepare for an entry-level position in the first years of a career. These areas include majors in accounting, business administration, business economics, economics, finance, international business, marketing and real estate. The goal of this portion of the curriculum is to provide the student with the understanding necessary for the development of personal potential early in one’s career.

Our goal is to graduate self-motivated persons who will be able to absorb and use an ever growing body of knowledge and changing technology, and to serve humankind in an ethical manner. The school, therefore, stresses values and the process of learning.

Advisory Boards and Committees
A number of advisory boards and committees have been established to assist various Programs within the School of Business in the following areas:

1. Developing and promoting relations between the USD School of Business and the business, not-for-profit and government communities.
2. Providing counsel and advice on existing and contemplated Programs of the School of Business.
3. Serving as liaisons between the USD School of Business and the San Diego community, the state and national sectors.
4. Advising the Dean and the Faculty on matters dealing with business Programs, curricula and activities.
5. Assisting in seeking sources of support for School of Business Programs and facilities.
6. Improving and facilitating recruiting and placement of graduates and alumni.
7. Advising the USD School of Business on ways and means of effective utilization of human and physical resources in business research projects and Programs.

Administration
Jaime Alonso Gomez, PhD, Dean
Stephen J. Conroy, PhD, Associate Dean of Undergraduate Programs
C. David Light, PhD, Associate Dean of Faculty and Academic Affairs
Barbara Lougee, PhD, Associate Dean of Graduate Programs
Jewel Leonard, JD, Assistant Dean, Undergraduate Programs

School of Business Requirements
Students become eligible for upper division School of Business courses with the approval of the School of Business Advising Center and upon completion of:

1. 60 units, and
2. MATH 130 or MATH 150 with a grade of C– or better.

Degree requirements for all School of Business majors include successful completion of USD core curriculum requirements as set forth in this catalog, lower-division business preparatory courses, major course requirements, and the Professional Development Passport Program. The Professional Development Passport Program requires that a student attend a series of pre-approved professional development activities while a USD business major.
Through numerous Programs, the Ahlers Center is devoted to this mission of need for business leaders to be developed with special skills and knowledge in business and service, the Ahlers believed that globalization had increased the international business education at USD. Given a lifetime of international experience, an endowment from the estate of John and Carolyn Ahlers to enhance the John M. Ahlers Center for International Business was founded in 1994 to provide business students the opportunity, over a relatively short time period, to gain valuable business-oriented international experience. Students wishing to spend more time abroad and gain a deeper cultural understanding may participate in semester exchange Programs at leading business schools around the world. For more information on study abroad opportunities for Undergraduate business students, please go to www.sandiego.edu/ugabroad.

In addition to study abroad opportunities, the Ahlers Center annually sponsors International Executives-in-Residence, bringing business leaders to campus and the classroom. International visiting Faculty are also invited by the Ahlers Center to provide guest lectures or offer courses at USD. The Ahlers Center continues to cultivate its strong portfolio of offerings, including the hosting of international business leaders, conferences, events and speakers, which enhance our Undergraduate business students’ exposure to the global mindset that inspired the generosity of John and Carolyn Ahlers.

For more information, please visit the Ahlers (http://www.sandiego.edu/ahlers) Center for International Business (http://www.sandiego.edu/business/centers-and-institutes/ahlers-international-business).

Transfer of Credit for Business Courses

Course syllabi from non-USD courses are subject to review at any time in order to ensure the transferring course meets USD’s course curriculum content and our continued high standards of academics.

In addition to the university’s transfer of credit policy, the School of Business requires that a grade of “C” or better must be earned in order to transfer a business course to USD. A grade of “pass” or “satisfactory” is not acceptable for any business course.

A first-semester transfer student may request pre-approval to take ECON 217 instead of ECON 216. The pre-approval criteria to take ECON 217 includes, but is not limited to, the following: 1) the student completed an approved statistics course with a grade of B or better prior to entering USD; 2) ECON 217 must be satisfied within two years of taking the transferred statistics course; and 3) the calculus prerequisite must be satisfied.

Current students of the university should receive pre-approval for any course they wish to take at another institution. The Petition for Transfer of Credit is completed online through the MySanDiego portal. In addition, current students are responsible for ensuring that the registration of any transferred course is in accordance with other university policies, such as the overload policy and the residency requirements.

Transferred Information Systems Courses

The School of Business requires business majors to be certified in Microsoft Excel. If a student requests to transfer a non-USD information systems class to satisfy the ITMG 100 requirement for business majors, then the student must 1) have completed an approved information systems course prior to entering USD; 2) receive transfer approval for the off-campus course; and 3) successfully pass the Microsoft Excel certification exam. The M.S. Excel certification exam should be taken before the end of the add/drop period during the student’s first semester at USD.

The School of Business Advising Office will review a student’s request to take the Microsoft Excel certification exam. If the student is approved to take the Microsoft Excel certification exam, then an exam fee of $40 will be charged to the student's account.

The School of Business’ programs are supported by internationally recognized centers of excellence in international business, real estate, peace and commerce, supply chain management and accountancy.

These centers help provide advanced education, training and career opportunities to students, faculty and the business community.

John Ahlers Center for International Business

The John M. Ahlers Center for International Business was founded in 1994 with an endowment from the estate of John and Carolyn Ahlers to enhance international business education at USD. Given a lifetime of international business and service, the Ahlers believed that globalization had increased the need for business leaders to be developed with special skills and knowledge in order to embrace the challenges and opportunities of an international marketplace. Through numerous Programs, the Ahlers Center is devoted to this mission of its founding donors by helping Faculty, students and the community develop significant international business acumen.

The Ahlers Center, along with the International Center at USD, develops and coordinates both short-term study abroad Programs and semester exchanges. Offered during the Intersession and Summer Sessions, the short-term Programs provide business students the opportunity, over a relatively short time period, to gain valuable business-oriented international experience. Students wishing to spend more time abroad and gain a deeper cultural understanding may participate in semester exchange Programs at leading business schools around the world. For more information on study abroad opportunities for Undergraduate business students, please go to www.sandiego.edu/ugabroad.

In addition to study abroad opportunities, the Ahlers Center annually sponsors International Executives-in-Residence, bringing business leaders to campus and the classroom. International visiting Faculty are also invited by the Ahlers Center to provide guest lectures or offer courses at USD. The Ahlers Center continues to cultivate its strong portfolio of offerings, including the hosting of international business leaders, conferences, events and speakers, which enhance our Undergraduate business students’ exposure to the global mindset that inspired the generosity of John and Carolyn Ahlers.

For more information, please visit the Ahlers (http://www.sandiego.edu/ahlers) Center for International Business (http://www.sandiego.edu/business/centers-and-institutes/ahlers-international-business).

Burnham-Moores Center for Real Estate

As a Center of Excellence within the School of Business, the mission of the Burnham-Moores Center for Real Estate is to help recruit, educate and mentor real estate students with the goal of facilitating their career pursuits in a socially responsible manner and with a global perspective. The BMC accomplishes this mission through support of outstanding faculty and professional staff, dedicated career services, active industry involvement and outreach and relevant and applied research.

World-class faculty (http://www.sandiego.edu/business/programs/ms-real-estate/faculty.php) coupled with the BMC’s extensive network of industry contacts provide the Master of Science in Real Estate (http://www.sandiego.edu/business/programs/ms-real-estate) and undergraduate students with a one-of-a-kind educational experience that positions them to compete at the highest levels. The Burnham-Moores Center has unparalleled connections within the San Diego real estate community and beyond, which it leverages to help real estate students launch their careers and alumni advance theirs.

Real estate is a multi-disciplinary field, and the University of San Diego’s (USD) School of Business offers a real estate major (http://www.sandiego.edu/business/programs/undergraduate/majors/real-estate) and minor (http://www.sandiego.edu/business/programs/undergraduate/majors/real-estate/curriculum.php?area=minor), designed to educate students about the various disciplines that encompass the real estate profession. USD’s undergraduate real estate major and minor was inaugurated in 2009. The real estate major and minor programs have grown over the past seven years. Careers in real estate are among the top six in largest percentage of full-time employment offers for new graduates from the University of San Diego. School of Business students who major in real estate accept positions as financial analysts, property managers (commercial and multi-family), project managers, investment sales and leasing brokers and market researchers.

The Burnham-Moores Center has unparalleled connections with the San Diego real estate community and beyond. Each year, more than 100 industry professionals serve as guest lecturers in undergraduate, graduate and continuing education courses. The Burnham-Moores Center offers a certificate in Real Estate Finance, Investments and Development within USD’s continuing education program to for those interested furthering their real estate education and to stay
current on topics, trends and technology relevant to the industry. The Center also boasts two prestigious committees (the policy advisory board (https://www.sandiego.edu/business/centers-and-institutes/burnham-moores-real-estate/industry/policy-advisory-board.php) and the real estate committee (https://www.sandiego.edu/business/centers-and-institutes/burnham-moores-real-estate/industry/real-estate-committee.php)). Members of those committees provide invaluable services to students through internships, mentorships and job opportunities.

Each year, the Center brings together over 2,000 industry and civic professionals through numerous conferences. Flagship events include the Annual Real Estate Conference, Breakfast at the BMC events, the Women in Real Estate Conference and the Residential Outlook conference. The Center also hosts an Annual Real Estate Expo, which includes company representatives from the real estate industry and graduate and undergraduate students. The event is conducted in a “speed-networking” format, which enables students to participate in 10 rounds of six minute long informational interviews.

Center for Peace and Commerce

The Center for Peace and Commerce (CPC) is a collaborative partnership between the School of Business and the Joan B. Kroc School of Peace Studies. The mission of the CPC is to prepare new generations of changemakers to build a sustainable world through innovative thinking and action, integrating business principles and effective management with ideas for building peace, reducing poverty and creating positive social change.

The CPC administers the Social Innovation Challenge, a vehicle for students to design and launch social ventures. This includes the Idea Labs series that guides students through the process of developing a project or venture for social impact and offers coaching and mentoring. The CPC also leads the Women Innovators Initiative, which supports and encourages the development of female students as social entrepreneurs and innovators. The CPC collaborates closely with its executive advisory committee (http://www.sandiego.edu/cpc/about/executive-advisory.php). For more information, please visit the Center for Peace and Commerce. (http://www.sandiego.edu/cpc)

Accountancy Institute

The Accountancy Institute was created to serve the educational and professional needs of the San Diego accounting community. The institute offers a variety of personalized educational opportunities including the tax boot camp, a certificate in financial planning and other continuing professional education Programs.

These, as well as other networking and personal growth opportunities, are available to our current students, our alumni and other San Diego professionals from the accounting community. The University of San Diego Accountancy Institute’s commitment to personalized leadership and ethics continues through our variety of professional opportunities offered by our Faculty.

Institute for Finance Education and Research

The Institute for Finance Education and Research serves as the bridge between academia and industry in the field of Finance. The Institute sponsors research, teaching and the application of financial knowledge in the global corporation and investment communities. The Institute's mission is to connect students, alumni, Faculty and the finance community to transform fundamental knowledge into applicable practices that benefit today's global economy.

Supply Chain Management Institute

The Supply Chain Management Institute (SCMI) has helped to professionalize and shape the industry by providing supply chain management education to undergraduate, graduate and executive students since the mid-1980’s. SCMI collaborates closely with its advisory board (http://www.sandiego.edu/business/centers-of-excellence/supply-chain-management-institute/about.php). The institute provides students with purposeful opportunities to interact with, and learn from, leading practitioners in supply chain management through on-campus conferences, facility tours, guest speakers, interactive workshops and executive education. SCMI also assists students and alumni with career placement through its annual career fair and year-round access to leading corporations with opportunities for both internships and long-term placement. The student division of the institute, the Supply Chain Management Association (SCMA), also helps organize opportunities for interaction with industry and professional organizations.

Undergraduate students, including those outside the School of Business degree programs, have the opportunity to choose supply chain management as a minor. Nine units of supply chain management courses are required as part of the 18 unit overall requirement. Graduate students may choose from obtaining an MBA with an emphasis in supply chain management or a Master of Science in Supply Chain Management (MS-SCM). The MS-SCM degree is the first master’s degree to receive approval by the prestigious Institute for Supply Management (ISM), the largest supply management association in the world. The MS-SCM degree is also the first U.S. degree accredited by the Chartered Institute for Purchasing and Supply (CIPS).