Course Description

Departmental Courses:

PHCA 6180:6181:7180:7181: Seminar in Pharmacy Administration
Cr. 1. (1-0). Prerequisites: graduate standing or consent of instructor. Review and evaluate recent advances in pharmacy administration literature and the pharmacy profession.

PHCA 6101: Leadership Seminar
Cr. 1. (1-0). Prerequisites: graduate standing or consent of instructor. This seminar is intended to develop the student's understanding of and capacity for leadership within the pharmacy profession. Topics will include marketing yourself and your department's mission within a health care system.

PHCA 6198:6298:6398:6498: Special Problems
Cr. 1-4 per semester or more by concurrent enrollment. Prerequisites: graduate standing or consent of instructor.

PHCA 6219: Issues in Health Services
Cr. 2. (2-0). A survey course for students with an administrative interest, which develops the linkage between structure, manpower, access, and utilization of health services.

PHCA 6305: Pharmacy Administration and Management I
Cr. 3. (3-0). Prerequisites: graduate standing or consent of instructor. Introduces the concept of pharmacy administration with a detailed description of research issues. Emphasis will be on historical issues pharmacists have faced and the role of pharmacy managers in health care systems. A case-based discussion approach with pre-assigned reading material.

PHCA 6306: Pharmacy Administration and Management II
Cr. 3. (3-0). Prerequisites: PHCA 6305, graduate standing or consent of instructor. Discussion on recent advances in pharmacy administration and management. Topics include third party billing, personnel management, strategic management, marketing pharmacy programs, risk management, drug use management. A case based discussion approach with pre-assigned reading material.

PHCA 6307: Research Methods in Pharmacy Administration
Cr. 3. (3-0). Prerequisites: PHCA 6308, graduate standing or consent of instructor. Principles of research methods and its application to conduct and analyze research topics in pharmacy administration. Included are computer applications, design of survey questionnaires, and proficiency in analyzing programs/policies.

PHCA 6308: Biostatistics and Experimental Design
Cr. 3. (3-0). Prerequisites: graduate standing or consent of instructor. Applications of experimental design techniques and statistical methods in health care and pharmacy, including topics such as hypothesis testing, contingency tables, correlation, regression, and analysis of variance.

**PHCA 6309: Principles and Practices of Community Health**
Cr. 3. (3-0). Prerequisites: graduate standing or consent of instructor. Applications and analysis of public health concepts, history, current context, and techniques in pharmacy administration.

**PHCA 6310: SAS Applications in Statistics**
Cr. 3. (3-0). Prerequisites: graduate standing or consent of instructor. Practical experiences in conducting statistical analysis using the SAS statistical package to analyze, evaluate, and report data.

**PHCA 6311: Financial Aspects of Health Care Management**
Cr. 3. (3-0). Prerequisites: graduate standing or consent of instructor. This course examines both micro and macro aspects of financial management of health care systems. Approaches to financial record keeping, financial analysis and budgeting will be reviewed. Financial policies implemented by governmental and private third parties will be critically analyzed.

**PHCA 6312: Pharmacoeconomics in Outcomes Research**
Cr. 3. (3-0). Prerequisites: graduate standing or consent of instructor. This course focuses on the economic methods used in evaluating drug therapy decisions. The course will cover the tools needed to assess the costs and outcomes of medications and pharmacy services. Emphasis will be on disease-state management issues with examples from pharmaceutical outcomes research.

**PHCA 6313: Drug Use Management**
Cr. 3. (3-0). Prerequisites: graduate standing or consent of instructor. This course focuses on the means by which the pharmacy program can fulfill its mission to assure the appropriate prescribing and patient use of drug therapy. Emphasis will be on the responsibilities and role of the pharmacy manager. Laws, regulations and ethical issues involved with the drug use management process will be examined.

**PHCA 6314: Health Systems Management in Managed Care**
Cr. 3. (3-0). Prerequisites: graduate standing or consent of instructor. Comprehensive review and discussion of health system strategic management, managed care concepts, changing health care paradigms, and marketing of services as part of a strategic plan for health care activities.

**PHCA 6315: Healthcare Marketing**
Cr. 3. (3-0). Prerequisites: graduate standing or consent of instructor. Review of marketing concepts, techniques, and strategies. Introduces theories and models for interpretation and prediction of buyers' motives, attitudes, and responses and integrates
information into marketing strategies. Addresses strategic planning for effective market problems and effective direction and control of marketing operations.

**PHCA 6316: Pharmacoepidemiology**  
Cr. 3. (3-0). Prerequisites: graduate standing or consent of instructor. This course focuses on epidemiological principals with application to pharmacy. The course introduces concepts, methods, and nomenclature in pharmacoepidemiology and its applications to current public health problems.

**PHCA 6317: Secondary Data Analysis**  
Cr. 3. (3-0) Prerequisites: graduate standing or consent of instructor. Principals and applications of secondary data analysis in pharmacy administration research with focus on methodologies for processing and analyzing national survey and administrative data.

**PHCA 7301: Advanced Regression Analysis in Pharmacy Administration**  
Cr. 3. (3-0) Prerequisites: PHCA 6308, graduate standing or consent of instructor. Applications of multiple regression methods, regression diagnostics, variable selection, model building strategies, and assessment of model fit in pharmacy administration research with emphasis on linear, logistic, and proportional hazards regression.

**PHCA 7302: Scientific Writing and Grantsmanship**  
Cr. 3. (3-0) Prerequisites: PHCA 6307, graduate standing or consent of instructor. Planning, preparation and evaluation of effective research manuscripts (articles) and grant proposals in pharmacy administration research.

**PHCA 7303: International Health Care Systems**  
Cr. 3. (3-0) Prerequisites: graduate standing or consent of instructor. Review delivery models, economic, political, and other pertinent aspects of international health care systems and compare and rank the range of options available for health care delivery.

**PHCA 7304: Advanced Pharmacoeconomic Analysis**  
Cr. 3. (3-0). Prerequisites: PHCA 6312, graduate standing or consent of instructor.

**PHCA 7310:7610 Research Practicum**  
Cr. 3, 6 per semester Prerequisites: graduate standing and consent of instructor. A structured research internship experience in the pharmaceutical or health care industry.

**PHCA 7311: Teaching Practicum**  
Cr. 3. (3-0) Prerequisites: graduate standing and consent of instructor. A structured academic environment experience to prepare and teach lectures in an undergraduate course with the guidance of a professor.

**PHCA 8301: Pharmacy Administration and Management III**  
Cr. 3. (3-0). Prerequisites: PHCA 6305 and PHCA 6306, graduate standing or consent of instructor. Discuss and appraise models and theories in pharmacy administration and management research focusing on social and behavioral aspects of pharmaceutical care.
PHCA 8302: Advanced Research Design in Pharmacy Administration  
Cr. 3. (3-0). Prerequisites: PHCA 6316 and PHCA 6307, graduate standing or consent of instructor. Review and evaluate advanced study design and analytical issues in pharmacy administration research with focus on scientific issues in conducting quasi-experimental and longitudinal study designs.

PHCA 8303: Multivariate Analysis in Pharmacy Administration  
Cr. 3. (3-0) Prerequisites: PHCA 6308 and 7301, graduate standing or consent of instructor. Advanced statistical techniques for handling multiple dependent and independent measures in pharmacy administration research such as factor analysis, multiple discriminant analysis, MANOVA, cluster analysis, canonical correlation, and structural equation modeling.

PHCA 8304: Behavioral Health Services Research  
Cr. 3. (3-0) Prerequisites: graduate standing or consent of instructor. Applications of linking research questions common in behavioral sciences to appropriate analytic methods that can be used to group people or objects and procedures that assess change over time.

PHCA 8305: Risk Adjustment of Health Care Outcomes  
Cr. 3. (3-0) Prerequisites: graduate standing or consent of instructor. Interpret and apply patient risk factors, the Donabedian model, administrative and clinical data sources, comparisons across providers, propensity scoring, and estimating the effect of interventions in observational studies.

PHCA 8306: Advanced Pharmaceutical Marketing  
Cr. 3. (3-0) Prerequisites: graduate standing or consent of instructor. Advanced pharmaceutical companies concepts and practices to market pharmaceuticals with emphasis on DTCA and physician detailing, and new strategies used to market prescription and OTC products.

PHCA 8310: Proposal Development  
Cr. 3. (3-0) Prerequisites: graduate standing and consent of instructor. Applications of grant writing skills to develop and submit a proposal using the NIH format.

PHCA 8311: Advanced Teaching Practicum  
Cr. 3. (3-0) Prerequisites: graduate standing and consent of instructor. A structured academic environment experience to develop and teach lectures in a graduate course under the guidance of a professor.

PHCA 8180:8181 Advanced Seminar in Pharmacy Administration  
Cr. 1. (1-0). Prerequisites: graduate standing or consent of instructor. Review and assess of recent advances in pharmacy administration literature and research.

PHCA 8198:8298:8398:8698: Doctoral Dissertation Research  
Cr. 1, 2, 3, 6 per semester. Prerequisites: consent of instructor. Doctoral Dissertation Research.
PHCA 8199: Doctoral Dissertation Defense
Cr. 1 per semester. Prerequisite: consent of instructor. Doctoral Dissertation Defense.

Non-Departmental Elective Courses:

ACCT 6331: Financial Accounting I
Cr. 3. (3-0). Prerequisites: graduate standing. Introduction to transaction analysis, recording, preparation, and understanding of basic financial statements.

ACCT 6377: Management Accounting
Cr. 3. (3-0). Prerequisites: graduate standing and ACCT 6331 or equivalent. Utilizing internal accounting information for effective managerial decision-making and control.

DISC 6301: Production and Operations Management
Cr. 3. (3-0). Prerequisites: graduate standing. This course is a survey of the application of operations management concepts and techniques to business problems in both manufacturing and service organizations. Topics include demand forecasting, aggregate production planning, distribution and manufacturing inventory management, facility location and layout, materials management, work force and production scheduling, quality management, service sector operations, and international operations.

DISC 6341: Information Systems
Cr. 3. (3-0). Prerequisites: graduate standing. A managerial perspective on the effective use of information systems for strategic advantage and operational performance in organizations.

DISC 6360: Statistical Methods for Business
Cr. 3. (3-0). Prerequisites: graduate standing. A survey of statistical methods for obtaining useful information from data. Data description; probability used in statistical inference; statistical inference in one-, two-, and multisample situations, including analysis of count data.

DISC 6361: Introduction to Management Science
Cr. 3. (3-0). Prerequisites: graduate standing. An introduction to quantitative models and methods for business decisions. Deterministic decisions under constraints, including linear programming and its applications, inventory control, and project scheduling. Decisions under uncertainty, including forecasting, simulation, and decision analysis.

DISC 6381: Operations Management
Cr. 3. (3-0). Prerequisites: graduate standing and approval of chair. Survey of the basic concepts, theories, and techniques for the management of operating systems that involve the design, operation, and control of systems producing manufactured goods and services. Topics include forecasting, aggregate planning, materials planning, project and process control, scheduling, inventory management, capacity planning, and quality control.
DISC 7351: Forecasting Models  
Cr. 3. (3-0). Prerequisites: graduate standing and DISC 6360 or approval of chair.  
Applied treatment of modern forecasting methodologies, including regression analysis of time series, smoothing procedures, econometric models, and autoregressive integrated moving average (ARIMA) models.

DISC 7352: Nonparametric Statistics  
Cr. 3. (3-0). Prerequisites: graduate standing and DISC 6360 or approval of chair. Use of distribution-free statistics for estimation and hypothesis testing with application in business and management decisions; statistical methods based on empirical distribution functions; order statistics; rank sums.

DISC 7353: Design and Analysis of Experiments  
Cr. 3. (3-0). Prerequisites: graduate standing and DISC 6360 or approval of chair.  
Principles of design and analysis of experiments, including randomized blocks, Latin squares, split plots, factorial experiments, and confounded designs; analysis of covariance; multiple comparisons and orthogonal contrasts.

DISC 7354: Sampling  
Cr. 3. (3-0). Prerequisites: graduate standing and DISC 6360 or approval of chair.  
Planning and analyzing samples from finite populations; simple, stratified, multistage, and systematic sampling; ratio estimates.

DISC 8364: Linear Models  
Cr. 3. (3-0). Prerequisites: graduate standing and DISC 7358. A general treatment of the theory of linear estimation in models with linearly structured means and variances. Distributions of quadratic forms; generalized inverses; projections; fixed and mixed models; variance components.

DISC 8366: Multivariate Statistical Methods  
Cr. 3. (3-0). Prerequisites: graduate standing and DISC 7358 or approval of chair.  
Multivariate statistical methods are developed for multivariate normal populations. Multivariate normal distribution; T2 statistic; Wishart distribution; multivariate general linear model; Discriminant analysis; canonical correlation; principal components; factor analysis.

DISC 8368: Time Series Analysis  
Cr. 3. (3-0). Prerequisites: graduate standing and DISC 8362 and DISC 8370. Advanced treatment of modern techniques for analyzing univariate and multivariate time series, including autocorrelation and spectral density functions, autoregressive integrated moving average (ARIMA) models, and transfer functions.

ENTR 7336: Entrepreneurship Overview and Revenues  
Cr. 3. (3-0). Prerequisites: graduate standing and approval of coordinator. The nature of the entrepreneurial business process, along with the major sources of revenue for entrepreneurial firms.
ENTR 7337: Entrepreneurship Cost, Capital, and Legal Forms
Cr. 3. (3-0). Prerequisites: ENTR 7336, ACCT 6331, FINA 6335, and approval of coordinator. Cost concepts, capital alternatives, and legal form options for entrepreneurs.

ENTR 7338: Entrepreneurship Business Plan and Implementation
Cr. 3. (3-0). Prerequisite: ENTR 7337. Credit for both ENTR 7338 and MANA 7361 cannot be applied toward a degree. Development and implementation of individual business plans.

FINA 6387: Managerial Analysis
Cr. 3. (3-0). Prerequisites: graduate standing. An examination of analytical concepts and methods that have application to business problems.

FINA 6335: Managerial Finance
Cr. 3. (3-0). Prerequisites: graduate standing, ACCT 6331, and FINA 6387. Principles and methods of asset management, and financial planning and control of the attainment of both short- and long-range objectives.

INTB 7369: International Marketing
Cr. 3. (3-0). Prerequisites: graduate standing and MARK 6361. Students may not receive credit for both INTB 7369 and MARK 7369. Marketing strategies for international firms.

INTB 7360: International Finance
Cr. 3. (3-0). Prerequisites: graduate standing, and FINA 6335. Students may not receive credit for both FINA 7360 and INTB 7360. A comprehensive overview of currency, equity, and international bond markets around the world. Institutional, theoretical issues, and current trends will be analyzed. A strong emphasis will be placed on the hedging techniques and tools used to reduce the risks associated with those financial markets.

GENB 6330: International Environment of Business
Cr. 3. (3-0). Prerequisites: graduate standing and FINA 6387. The major social, political, legal, ethical, and cultural dimensions of the changing world environment and the impact of these dimensions on the firm.

GENB 7335: Managing Cultural Diversity
Cr. 3. (3-0). Prerequisites: graduate standing and MANA 6332. Focus on manager's role in effectively managing cultural and individual differences in the U.S. and abroad.

GENB 7336: Women in Administration
Cr. 3. (3-0). Prerequisites: graduate standing. Problems and solutions that women face in gaining equal opportunity in administrative positions. Topics include laws, role models, and current research. Case analysis will be emphasized.

GENB 7350: Business Ethics
Cr. 3. (3-0). Prerequisites: graduate standing and approval of instructor. Ethical principles
in business and accounting, focusing on the historical and philosophical origins of ethical thinking, modern-day ethical issues examining actual business cases, and the professional ethical standards applicable to CPAs today.

GENB 7378: Crisis Management
Cr. 3. (3-0). Prerequisites: graduate standing. Policies and programs of public and private sector to deal with natural and technological disasters and terrorism.

GENB 7387: Negotiations and Cross-Cultural Communications
Cr. 3. (3-0). Prerequisites: graduate standing and MANA 6332. Study and application of models relevant to effective negotiation and communication in cross-cultural settings. Diagnosis of bargaining contexts and styles to prepare for bargaining situations.

MANA 6332: Organizational Behavior and Management
Cr. 3. (3-0). Prerequisite: graduate standing. Introduction to organizational analysis; problems of leadership, motivation, group dynamics, and organizational change and development; organizations as open systems.

MANA 6383: Strategic Management
Cr. 3. (3-0). Prerequisites: graduate standing and completion of all modular M.B.A. core requirements. A capstone course covering strategy formulation and implementation in domestic and international organizations and emphasizing the integration of decisions in the functional areas.

MANA 6385: Industry Structure and Competitive Strategies
Cr. 3. (3-0). Prerequisites: graduate standing and completion of all modular M.B.A. core requirements. Strategies for competing in various types of industry structures involving an analysis of industry evolution, competitor profiles, substitutes, supplier/buyer positions, and industry entry/exit barriers.

MANA 6386: Management Simulation and Executive Decisions
Cr. 3. (3-0). Prerequisites: graduate standing and approval of dean. Application of functional, quantitative, and behavioral concepts through participation in a complex management simulation that reproduces the condition, environment, and reaction of firms operating within a competitive market. The class is divided into teams representing companies that compete against one another. Teams also interact with investment bankers, union leaders, and government officials.

MANA 6388: Strategic Choice Analysis
Cr. 3. (3-0). Prerequisites: graduate standing and completion of all M.B.A. core requirements except MANA 6383. Study of strategies for corporate expansion and repositioning, such as mergers, acquisitions, new ventures, international efforts, and vertical integration.

MANA 6389: Integration of Administration Methods and Systems
Cr. 3. (3-0). Prerequisites: graduate standing and approval of dean. Examines top
management strategy with respect to planning and policy formulation by integrating prerequisite materials through the use of comprehensive case studies of organizations.

**MANA 7336: Human Resource Management**  
Cr. 3. (3-0). Prerequisites: graduate standing and MANA 6332. An integrated course focusing on the planning, selection, development, assessment, and compensation of human capital in organizations.

**MARK 6361: Marketing Administration**  
Cr. 3. (3-0). Prerequisite: graduate standing. Marketing orientation and concepts; marketing programs incorporating the societal perspective in formulating strategies for the design, pricing, channeling, and promotion of products/services.

**MARK 7362: Management of Marketing Information**  
Cr. 3. (3-0). Prerequisites: MARK 6361 and DISC 6360. Acquiring and effectively utilizing market information in decision-making.

**MARK 7366: Business to Business Marketing**  
Cr. 3. (3-0). Prerequisites: graduate standing and MARK 6361. Concepts and cases in interorganizational marketing management.

**MARK 7368: Integrated Marketing Communications**  
Cr. 3. (3-0). Prerequisites: MARK 6361. The use of advertising, public relations, and other promotional tools.

**MARK 7369: International Marketing**  
Cr. 3. (3-0). Prerequisites: graduate standing and MARK 6361. Students may not receive credit for both MARK 7369 and INTB 7369. Marketing strategies for international firms.

**MARK 7372: Services Marketing**  
Cr. 3. (3-0). Prerequisites: graduate standing and MARK 6361. Addresses unique aspects of services, such as intangibility, lack of inventory and close interaction between provider and customer, as well as the associated marketing and management tasks for the provider, including managing demand and human resources. Special emphasis on the determinants of service quality and the link between internal business practices and customer satisfaction.

**MARK 7374: New Product Development**  
Cr. 3. (3-0). Prerequisites: graduate standing and MARK 6361. New product development and testing, business analysis for new products and applications of marketing planning models for successful introduction of new products.

**MARK 7375: Marketing Planning and Strategy**  
Cr. 3. (3-0). Prerequisite: MARK 6361. Development of a marketing plan for a specific product or service.
MARK 7378: Selling and Sales Management
Cr. 3. (3-0). Prerequisite: MARK 6361. Development of selling skills and sales management training, with emphasis on business-to-business selling.

MARK 8334: Marketing Systems
Cr. 3. (3-0). Prerequisites: graduate standing and consent of instructor. Marketing systems including international marketing and market regulation.

MARK 8335: Marketing Models
Cr. 3. (3-0). Prerequisites: graduate standing and consent of instructor. Mathematical and statistical models in marketing.

MARK 8349: Multivariate Methods in Marketing
Cr. 3. (3-0). Prerequisites: graduate standing and consent of instructor. Multivariate data analysis techniques for marketing research.

EDRS 8382: Statistical Analyses in Education
Cr. 3. (3-0). Prerequisite: EDRS 8381. Basic descriptive and inferential statistical analyses and their application in educational research.

SAER 7381: Field Methods in Educational Research
Cr. 3. (3-0). Design, data collection, and analysis techniques for field or empirical and nonexperimental research, including surveys, observational studies, content analysis, and case studies.

SAER 8321: Survey Methods in Educational Research
Cr. 3. (3-0). Prerequisite: SAER 7381 or EPSY 8310. Techniques of sampling, data collection, and analysis used in educational surveys.

EPSY 6300: Introduction to Educational and Psychological Measurement
Cr. 3. (3-0). Construction, usage, and interpretation of teacher-made and standardized testing instruments; consideration of reliability, validity, and processes of educational evaluation.

EPSY 6310: Introduction to Educational Research
Cr. 3. (3-0). The scientific method applied to educational problems; systematic applications of hypothesis formation and decision making through elementary research design principles, survey procedures, and historical analysis.

EPSY 6340: Principles of Human Learning
Cr. 3. (3-0). An introduction to the learning process; principles considered include acquisition and transfer, retention, motivation and mediation and their relation to the school environment.
EPSY 7310: Advanced Assessment in Educational Psychology
Cr. 3. (3-0). Prerequisites: EPSY 6352 and consent of instructor. Administration, scoring, and interpretation of cognitive, personality, and vocational tests.

HLT 6319:6320: Allied Health Education
Cr. 3 per course. (3-0). Prerequisite: consent of instructor. Curriculum development and organizational procedures for allied health programs in hospitals, community colleges, or health-related professions.

HLT 6321: Problems in Community Health
Cr. 3. (3-0). Required. Community health program planning: theories and strategies.

HLT 6322: Dimensions in Women's Health
Cr. 3.(3-0). Examines the epidemiological, historical, psychosocial, cultural/ethnic, legal, political, and economic factors influencing women's health.

HLT 6323: Cross-Cultural Aspects of Health
Cr. 3. (3-0). An examination of cross-cultural influences on the health problems, medical practices, and use of health services within ethnic minority communities.

HLT 6345: Health Promotion in Occupational Settings
Cr. 3. (3-0). Strategies and skills for health-related professionals interested in planning and implementing health promotion programs in occupational settings.

HLT 6346: Community Resources and Health Referral Services
Cr. 3. (3-0). Prerequisite: consent of instructor. Community agencies from local to federal levels that are available as resources for implementation of health-related programs.

HLT 6350: Administration of Allied Health Programs
Cr. 3. (3-0). In-depth analysis of administative process of health professions education.

ECON 6331: Quantitative Economic Analysis
Cr. 3. (3-0). Prerequisite: MATH 1432 or MATH 1314 or consent of instructor. Statistical basis for applied economic analysis, which includes discrete and continuous distributions, point estimation, tests of hypothesis, methods of estimation and properties of estimators.

ECON 6342: Microeconomic Theory I
Cr. 3. (3-0). Prerequisites: ECON 3332 or ECON 6385 and graduate standing, or consent of instructor. Contemporary microeconomic theory of decision and allocation in a market economy. Topics include theories of the consumer, the firm, and competitive markets under complete and incomplete information.

ECON 6344: Macroeconomic Theory I
Cr. 3. (3-0). Prerequisites: ECON 3334 or ECON 6375 and graduate standing, or consent of instructor. Analytic tools of contemporary macroeconomics, including static analysis.
of classical and Keynesian models and the aggregate behavior of consumers, investors, and asset holders.

**ECON 6394: Applications in Economics**  
Cr. 3. (3-0). Application of econometric methods for forecasting and policy analysis.

**ECON 7331: Econometrics I**  
Cr. 3. (3-0). Prerequisites: ECON 6331 and MATH 2331 or consent of instructor. Regression analysis and the general linear model. Topics covered include ordinary least squares, heteroskedasticity, autoregression, distributed lags, and generalized least squares.

**ECON 7342: Microeconomic Theory II**  
Cr. 3. (3-0). Prerequisite: Microeconomic Theory I. Continuation of Microeconomic Theory I. Topics include market structure, centralized and decentralized decisions, alternative allocation mechanisms, contracts, capital theory, general equilibrium, unemployment, and money.

**ECON 7344: Macroeconomic Theory II**  
Cr. 3. (3-0). Prerequisite: Macroeconomic Theory I. Continuation of Macroeconomic Theory I. Topics include dynamic analysis, long run growth, stochastic macroeconomics, and theories of expectations. Emphasis on recent literature in macroeconomic theory.

**ECON 7349: Game Theory and Economic Behavior**  
Cr. 3. (3-0). Prerequisite: ECON 6342 or consent of instructor. Modeling and analysis of strategic situations. Topics include cooperative game theory, simultaneous-move games and Nash equilibrium, sequential-move games and subgame perfect equilibrium, and applications.

**ECON 7380: Macroeconomic Modeling and Forecasting**  
Cr. 3. (3-0). Prerequisites: ECON 7331 and ECON 6344. Quantitative macroeconomic relationships and econometric forecasting models.

**ECON 8331: Econometrics II**  
Cr. 3. (3-0). Prerequisite: ECON 7331. Estimation methods in single-equation and simultaneous equations models. Topics include missing observations, errors in variables, and limited dependent variables.

**PSYC 6300: Statistics for Psychology**  
Cr. 3. (3-0). Prerequisite: graduate standing or consent of instructor. The origins of inferential statistics. Emphasis is placed on understanding the uses of statistical concepts in psychological research.

**PSYC 6302: Experimental Design**  
Cr. 3. (3-0). Prerequisite: graduate standing or consent of instructor. Review of basic principles of design and design models. Concentration on multivariate factorial designs,
both parametric and nonparametric, including analysis of variance, covariance, Latin and Greco-Latin squares, and trend analysis.

**PSYC 6313: Multivariate Methods**
Cr. 3. (3-0). Prerequisite: PSYC 6300 or consent of instructor. Application of multiple regression and correlation to psychological data; introduction to discriminant analysis, canonical correlation, multivariate analysis of variance, and the general linear model.

**PSYC 6337: Social Psychology/Behavioral Medicine**
Cr. 3. (3-0). Prerequisite: graduate standing or consent of instructor. Social psychological theories as related to health behavior/behavioral medicine, research, including the preparation of applications for funding of research grants.

**PSYC 6351: Research Methods in I/O Psychology**
Cr. 3. (3-0). Prerequisite: consent of instructor. Designed to provide experience in the process of research in industrial/organizational psychology. Students evaluate research in terms of conceptualization, hypothesis generation, design, the use of statistics, and conclusions. Students design and evaluate proposals.

**PSYC 6364: Developmental Methodology**
Cr. 3 (3-0). Prerequisite: graduate standing in developmental psychology. Covers concepts related to measurement and research design in developmental psychology. Topics addressed include validity, reliability, measurement modes, designs, and measurement for assessing inter-individual differences and intra-individual change, measurement, equivalence, etc.

**PSYC 7305: Structural Equations in Psychological Analysis**
Cr. 3. (3-0). Prerequisites: PSYC 6300 and PSYC 6302 or consent of instructor. Estimation, testing, and assessment of fit using LISREL are examined for path analytic, confirmatory factor, and latent variable models.

**PSYC 8397: Attention and Perception**
Cr. 3. (3-0). Prerequisites: graduate standing and consent of instructor. Historical and theoretical developments and more recent behavioral and neurophysiological correlates of attentional processes.

**SOC 6304: Social Statistics**
Cr. 3. (3-0). Prerequisite: sociology graduate status or consent of instructor. Required of all M.A. candidates. Statistical procedures in social sciences; descriptive and inferential statistics. Introduction to multiple regression.

**SOC 6306: Seminar in Quantitative Methods**
Cr. 3. (3-0). Prerequisite: consent of instructor or SOC 6304 or its equivalent. Required of all M.A. candidates. Methods of gathering sociological data, with emphasis on sample surveys: operationalization of theoretical variables (reliability and validity), research design, measurement; evaluation and policy research.
SOC 6380: Seminar in Medical Care
Cr. 3. (3-0). Prerequisite: graduate status in sociology, psychology, anthropology, or social work, or consent of instructor. Social factors in the etiology, development, and response to illness and disease; emphasis on health and illness behavior and the nature of health care providers.

Note: Only examples are provided for non departmental courses, it is not an exclusive list.