



MEMORANDUM

To: Julio Frenk, President

From: Tomás A. Salerno
Chair, Faculty Senate

Date: March 1, 2019

Subject: Faculty Senate Legislation #2018-44(B) – Business School Creation of a Bachelor of Science in Accounting and Finance Degree (BSAF)

The Faculty Senate, at its February 27, 2019 meeting, unanimously approved the proposal from the Business School to establish a Bachelor of Science in Accounting and Finance Degree (BSAF). This new degree can be compared to a double major in Accounting and Finance with a minor in Business Analytics. This degree is being established to allow quantitatively strong students at the Business School to meet the demands of the marketplace for careers in the financial services industry or in corporate financial management.


This legislation is now forwarded to you for your action.

TAS/rh

Enclosure

cc: Jeffrey Duerk, Provost and Executive Vice President for Academic Affairs
John Quelch, Dean, Business School
Sandro Andrade, Associate Professor, Department of Finance

CAPSULE: Legislation #2018-44(B) – Business School Creation of a Bachelor of Science in Accounting and Finance Degree (BSAF)

APPROVED:  DATE: 3/29/19
(President's Signature)

OFFICE OR INDIVIDUAL TO IMPLEMENT: Dean John Quelch

EFFECTIVE DATE OF LEGISLATION: IMMEDIATELY
(pending any additional approval by the Board of Trustees)

NOT APPROVED AND REFERRED TO: _____

REMARKS (IF NOT APPROVED): _____



Proposals are to be submitted to the Office of Assessment and Accreditation (OAA), if applicable, the Graduate Council (for graduate programs excluding Law and Medical), if applicable, and the Faculty Senate. Refer to the [Procedures for Program Changes](#) document for information on the approvals and notifications needed for program changes and the [Proposal Submissions Specifications](#) document for an explanation of the process and a list of the materials required.

(Please note that change approvals can take 2 semesters to complete.)

FORM INSTRUCTIONS:

1. Save/download the form as a pdf.
2. After completing the information below, print and scan the form.
3. Insert it with the background materials that are specified, in the order listed, and submit to facsen@miami.edu.

Please note: only scanned versions can be accepted.

Include this checklist at the beginning of each proposal.

KEY CONTACT PERSONNEL INFORMATION

First Name

Sandro

Last Name

Andrade

Proponent's Title

Associate Professor

Department, if applicable

Finance

School/College

Business School

E-mail

sca@miami.edu

Phone

305 284 8819

Title of Proposal

Creation of a Bachelor of Science in Accounting and Finance degree (BSAF)

(-continue to next page-)

MANDATORY MEMORANDA AND FORMAT

Please check that each item listed below is included in the proposal package of materials, in the ORDER as listed. The applicable title (i.e. Letter of Explanation, Memo from the Dean, etc.) is to precede each section in the materials.

Only proposals conforming to this format will be accepted.

1. This completed checklist.

2. Letter of explanation. (2-3 pages only, double spaced, 12 pt font)

Yes No

If no, explain why:

Yes

3. A memo from the dean(s) signifying approval of the faculty of the relevant School(s) / Colleges(s).

Yes No

If no, explain why:

4. A memo that all affected or relevant School / College Council(s) have approved.

Yes No

If no, explain why:

BSAF Creation Proposal

Table of Contents

In this pdf:

- Executive Summary
- Proposal:
 - Goal and Rationale
 - Market Analysis/Demand
 - Comparison to Other Universities
 - Comparison with Existing UM Programs
 - Need for a New Degree Program
 - BSFA Curriculum Requirements
 - Sample Study Plan
- Appendix A: Goals and Assessment Methods
- Appendix B: Course Descriptions
 - New courses
 - Existing courses
- Memos:
 - Finance Department Chair
 - Accounting Department Chair
 - Business School Council
 - Business School Dean
 - OAA

In Separate pdfs:

- Resources (Budget)
- Appendix C: Faculty Members Overseeing the BSAF Program and their CVs

PROPOSAL FOR ESTABLISHMENT OF A BACHELOR OF SCIENCE IN ACCOUNTING AND FINANCE

Executive Summary

The Miami Business School (MBS) would like to propose the establishment of a Bachelor of Science in Accounting and Finance (BSAF). The proposed BSAF could be compared to a double major in Accounting and Finance with a minor in Business Analytics. This program will allow quantitatively strong students arriving at the business school with a clear interest in careers in the financial services industry or in corporate financial management to meet the changing demands of the marketplace.

There are natural synergies between Accounting and Finance across several occupations. Compared to those students who focus on either Finance or Accounting, students with substantial exposure to both disciplines master skills that lead to a broader set of job opportunities. Additionally, our Accounting and Finance Advisory Boards have communicated to us that there is a growing demand for individuals with solid data analytics skills.

By the end of the sophomore year, students in the proposed BSAF will have taken all the foundational Finance, Accounting, and data analytics classes necessary to help them secure valuable internships and excel in them, leading to a vast array of career opportunities. This 125-credit on-campus program will prepare students for superior employment or graduate school placements and successful careers. Additionally, this program is flexible enough to allow students to explore study abroad opportunities or sample unrelated classes across the University conducive to a rich undergraduate experience that helps develop balanced, creative individuals.

Attesting to the innovativeness of the BSAF, we are not aware of any U.S. business school with a similar program. While some schools have, in addition to bachelors in business, bachelors in Finance or Accounting, or Accounting and Finance, none of these programs come close to the required data analytics requirements of the BSAF.

This program will require no new faculty positions, no additional library resources, and have no additional budget needs.

ESTABLISHMENT OF A BACHELOR OF SCIENCE IN ACCOUNTING AND FINANCE

GOAL

To establish a Bachelor of Science in Accounting and Finance at the University of Miami Business School.

RATIONALE

The proposed Bachelor of Science in Accounting and Finance (BSAF) could be compared to the existing Bachelor of Science in Business Administration (BSBA) with a double major in Accounting and Finance and a minor in Business Analytics but the new BSAF allows more flexibility. It caters to quantitatively strong students arriving at the business school with a clear interest in careers in the financial services industry or in corporate financial management. The degree provides three advantages for that particular subset of students.

First, the new degree allows students to focus on Accounting and Finance early on, instead of requiring them to first take a large number of required introductory classes in other business disciplines. By the end of the sophomore year, students will have taken all six foundational Accounting and Finance classes, plus six data analytics classes. Given the hiring practices in major firms, communicated to us by the Accounting and Finance Advisory Boards, earlier exposure to such disciplines helps students secure internships and excel in them.

Second, the new degree nudges a larger fraction of students towards developing both Accounting and Finance skills. There are natural synergies between Accounting and Finance across several occupations, such as corporate financial management, commercial and investment banking, among others. Compared to those students who just focus on either Accounting or Finance, students with substantial exposure to both disciplines master skills that lead to a broader set of job opportunities. Although students in the current BSBA degree can earn a double-major in Accounting and Finance with a minor in Business Analytics, this entails a very large number of required classes with no free electives. As a result, BSBA students that double-major have limited room for sampling unrelated classes across the University or for exploring study abroad opportunities. This limitation is not conducive to a rich undergraduate experience that helps develop balanced, creative individuals and is likely to be remembered fondly for a lifetime. Few students currently take advantage of the excellent Accounting and Finance training which the MBS can provide and which leads to a vast array of career opportunities.

Third, the new degree also nudges a larger fraction of Accounting and Finance students towards developing quantitative skills in data analytics. As the Finance and Accounting Advisory Boards have communicated to us, there is growing demand for individuals able to handle and analyze large datasets. The existing Bachelor in Business Administration (BBA) requires students to take three data analytics classes and the BSBA requires two additional ones. The new BSAF degree requires seven data analytics classes. Such large number of classes addresses the changing environment for financial professionals, and the fact that it is very hard to develop students with solid data analytics skills without requiring students to take several challenging data analytics classes.

Appendix A discusses the goals and assessment methods for this new program.

MARKET ANALYSIS/DEMAND

The BSAF is an innovative program designed to address a changing job market environment. This program is strongly supported by the Accounting and Finance Advisory Boards. The recruiters are very enthusiastic that students in this program will be able to secure outstanding internships by the time they complete their sophomore year (after completing six foundational Accounting and Finance classes and six data analytics classes) which should lead to earlier and better career placement opportunities.

- Support from the Finance and Accounting Advisory Boards
 - Bill Fisse, Managing Director of Global Campus Recruiting at Citibank, Finance Advisory Board: "I have reviewed it and am in agreement that the changes recommended here make sense and will be a more practical and relevant curriculum to enhance readiness for employment and be better aligned with the skills and knowledge needed for 'tomorrow'."
 - Dan Miller, Executive Vice President at Gabelli Funds, Finance Advisory Board: "Encouraging students to develop the basic principles of Finance, Accounting, and Data Analytics on the same track makes a ton of practical sense. Graduates of this program will be in an excellent position to compete for jobs, both in financial institutions and in corporate financial management. The increased flexibility in choosing other business courses and electives will lead to well-rounded individuals."
 - George Pita, Executive Vice President & CFO at MasTec, Accounting Advisory Board: "I like the concept! Many "talk" of a combined accounting /finance major – this makes it a reality... I would sign up for this if I was a student today."
 - Brett Friedman, Partner at RSM US LLP, Accounting Advisory Board: "I think it is a great idea and will better prepare the students for the world of Accounting and Finance. This appears to be something that has already been well thought-out by the Course Committee and the team did an excellent job laying out the curriculum."
 - Mark Margulies, Partner & Regional Tax Leader-SE at Grant Thornton, Accounting Advisory Board: "I think this a great first step in tying together two very popular tracks while supplementing a heavier dose of data analytics (which I think is urgent and critical in public accounting or private)."
 - Paulo Leme, former President of Goldman Sachs Brazil, Finance Advisory Board: "In today's highly competitive job market for students graduating in finance, financial institutions (from both the sell side and buy side) put a premium on students who already bring strong quantitative skills. In particular, employers' value strong math, statistics, corporate finance (valuation), pricing of fixed income and equity instruments, portfolio management (CFA background) and derivatives. Therefore, the new BSAF degree is an important addition for those who decide earlier on to seek a higher degree of specialization in finance from the Miami Business School".

- The Finance Advisory Board unanimously and strongly supported the new BSAF degree, presented to them at the November 2nd Board meeting. One Board member suggested the BSAF degree looks so superior that it should replace the existing BBA and BSBA Finance majors. The Finance faculty replied that our MBS undergraduate population is diverse, some of them are not quantitatively strong enough for the extra dose of Data Analytics, others do not know they want to focus on Finance from the beginning, and others may want to focus on either Finance or Accounting but not both. One Board member sees that we would be supplying the graduates that the new job market environment for Finance is demanding. Another Board member sees that the BSAF nudges towards Accounting and Data Analytics will help students who are often ill prepared to make informed course choices.
- Accounting and Finance Synergies
 - In the aforementioned November 2nd meeting of the Finance Advisory Board, one Board member mentioned that, in his line of work, Accounting and Finance are so tied together that deep knowledge of Accounting is essential for employees.
 - Paulo Leme, former President of Goldman Sachs Brazil, and member of the Finance Advisory Board, reported that senior financial professionals in Miami expect: “MBS should lead the effort to strengthen quantitative skills including: (a) financial math; (b) Statistics; (c) solid Accounting.”
 - For the purpose of creating the 2018 Survey of Recent Finance Graduates available at the Blackboard site dedicated to Finance major, the Finance Department reached out to five students who graduated in 2016-2018 and who were in New York working for prestigious investment banks. Typically these are among the most coveted entry jobs for Finance graduates globally. Four of those five students are Finance majors with an Accounting minor.
 - Additionally, on the same survey one student working in corporate financial management at a major non-financial firm wrote: “I’ve realized that not all Finance degrees are made equally [...] I think it’s important to really understand the basics, specifically Accounting and Corporate Finance.”
 - It is well known that the Chief Financial Officer occupation requires both Accounting and Finance knowledge. For example, Robert Half, a large executive placement company specialized in Accounting and Finance, has an article titled “How to Plot your Steps on the CFO Career Path” stating that the first step is: “Gain broad financial experience. To be the CFO, you’ll need a firm grasp of the fundamentals of budgeting, analysis, compliance, risk management and other accounting principles. As a CFO, your job will be to ensure that the CEO and board’s decisions are financially sound, both in regard to resources available and regulatory compliance.”
- Data Analytics in Accounting and Finance
 - At the first meeting of the Finance faculty with the Finance Advisory Board on February 20th 2018, the faculty asked the Board what is the most important change we could implement to improve the employability of our students. There was

strong consensus among the Board that our students should receive stronger training in data analytics.

- Bill Fisse, Managing Director of Global Campus Recruiting at Citibank, Finance Advisory Board: "The future of work is dramatically changing in Financial Services and at Citi. The profile of success for "tomorrow" will include the following skill sets: the 'language of Finance', intersection of business and technology, data and analytics (advanced Excel, artificial intelligence, predictive analytics, robotics), and computer science and coding".
- One of the students participating in the aforementioned Survey of Recent Finance Graduates works for a hedge fund and wrote: "My first rotation was Portfolio Management, where I used SQL and Excel to create reports for senior management and price assets for them to be sold. I learned SQL on my own while at work. Whenever I had a single minute of free time, I was online learning the syntax. As I used it more and more at work, I became better, quicker, and more creative. As the finance world turns more towards Fintech, almost all employees are expected to know how to code." Another student working for an investment bank wrote: "In my opinion the most universal skill you can hone is Excel/VBA. I use Excel all day long, it's a part of nearly every task I do, and having advanced knowledge and not consistently having to ask team members/ look things up online is so important."
- Anticipation of hiring practices
 - Bill Fisse, Managing Director of Global Campus Recruiting at Citibank, Finance Advisory Board: "Citi and many other Financial Services Firms are definitely recruiting earlier and earlier not only academic year (Sophomores and even Freshman for a Discovery Day), but earlier and earlier in the recruiting cycle – sometimes a year or more in advance of the Internship opportunity. This strategy is especially focused on diverse students (women and under-represented minorities). Moving to a new curriculum that adds some of the Accounting and Finance classes earlier in the academic curriculum definitely would be appreciated by employers so that these students have a developing knowledge of the subject matter earlier in their university experience."
 - Article by Dow Jones Institutional News, New York, 29 October 2018: "For students, Wall Street internships are the on-ramp to a potentially lucrative career in finance. For banks, they are the wide end of a funnel that will produce future leaders. Fierce competition has pushed the timetable earlier over the past few years. Last year, applications opened at many schools in winter for summer 2019 internships, meaning that sophomores -- many of whom hadn't yet declared a major or taken basic finance classes -- were jockeying for jobs that wouldn't start for more than a year."
 - One of the students who participated in the Survey of Recent Finance Graduates and works for a major investment bank in New York wrote: "For banking recruiting specifically, previous banking internships (even at smaller boutiques) and/or private equity (PE) internships are the best experiences to have on your resume. So, the

goal is to position yourself to get one of these small boutique banking or PE internships by the summer after your sophomore year. The reason I say this is because recruiting for the larger investment banks, asset management firms and top boutiques has now moved up to early June (for hiring the next summer's intern class). This means banks literally hire 1 year in advance."

Comparison to Other Universities

The BSAF is an innovative degree designed to address a changing job market environment. The anticipation of hiring practices at major Accounting and Finance firms dictate the need to frontload advanced classes. As a result, there is much less room for students to sample a wide variety of introductory classes in several disciplines before choosing to specialize in Accounting and/or Finance. At the same time, there is high and growing demand for financial professionals able to handle and analyze large datasets, and it is very hard to develop students with such skills when they are not required to take several challenging data analytics classes. Moreover, in order to secure better entry jobs and more abundant career opportunities, students benefit from exposure to both Accounting and Finance beyond the merely introductory level in both disciplines. Finally, in order to provide a rich and fulfilling undergraduate experience, there must be enough free electives in an undergraduate degree to allow students to explore broadly outside of their specialization and to facilitate study abroad experiences.

Attesting to the innovativeness of the BSAF degree, we are not aware of any U.S. business school with a similar program. While some schools have, in addition to bachelors in business, bachelors in Accounting, or Finance, or Accounting and Finance (e.g., USC, GWU, Northeastern), none of these programs come close to the required data analytics requirements of the BSAF. Importantly, students who do not want deep exposure to data analytics can join the BSBA or BBA programs.

In terms of flexibility for students who arrive at the program with a clear interest in Accounting and Finance, at least three other AACSB-accredited programs match some of BSAF's flexibility: NYU's Bachelor of Science in Business, Wharton's Bachelor in Economics, and George Washington University Bachelor of Science in Finance. Like the BSAF degree, these other degrees do not require each and all of the "Business Core" classes that are required of BSBA or BBA students.¹ The table below compares the BSAF degree with a double-major in Accounting and Finance in each of the three programs.

¹ For students focused in Accounting and Finance, Wharton does not require the equivalents of MGT 401 (Strategic Management) or BTE 210 (Fundamentals of Business Technology and Innovation); NYU does not require the equivalents of BTE 210, MKT 201 (Marketing), MGT 304 (Organizational Behavior), or MGT 303 (Operations Management); GWU's BS Fin does not require the equivalents of BTE 210, MKT 201, MGT 303, MGT 304, or MGT 401.

	BSAF	ACCT/FIN Double major NYU	ACCT/FIN Double major Wharton	ACCT/FIN Double major GWU (BS Fin)
Accounting	28	20*	21*	30
Finance	21	16	18	27
Data Analytics	21	6	6	6
Other Business Disciplines	22	22	22.5	15
Calculus	4	4	3	6
English (includes Business Communication)	9	12	4.5	4
Arts & Humanities + Sciences + Free Electives	18	45	39	31
Other Special Classes	2	3	1.5	3
Total	125	128	118.5	122

* does not meet requirement to sit for the CPA Exam (24 credit hours of upper level Accounting classes)

Sources: <https://undergrad-inside.wharton.upenn.edu/requirements-2017/>,
<http://www.stern.nyu.edu/programs-admissions/undergraduate/academics/bs-degree-business/sample-4-year-curriculum> , <http://w4.stern.nyu.edu/uc/advisingdocs/SternBulletin%202015-2017.pdf> ,
<https://business.gwu.edu/sites/g/files/zaxdzs1611/f/Sample%20Academic%20Plan%20for%20BS%20in%20Finance%20-%20GWSB%20Students.pdf>

Note that the number of required classes in “Other Business Disciplines” (that is, necessarily excluding Accounting, Finance, and Data Analytics) in the BSAF program is very similar to that of a double-major in Accounting and Finance at NYU and Wharton, and higher than in GWU’s Finance’s program. The latter explicitly “*emphasizes a finance-focused education*” and “*directly targets the financial industry including commercial banks, investment banks, investment companies, and insurance companies.*”

The 18 credits dedicated to A&H cognates and free electives is much higher than what a current BSBA double major in Accounting and Finance allows (which is 9 as shown on the table on the next page), but still well below those in Wharton and NYU. In fact, at Wharton “*30% of the classes you need to graduate must be taken outside of Wharton in Penn’s other 11 schools*”, presumably to help develop well rounded individuals. This concern is addressed in the BSAF degree through the aforementioned increase in the number of credits allocated to A&H cognates and free electives to 18 from 9.

It is important to emphasize that BSAF students have choice. They can use their free electives towards taking all of “Business Core” classes that are currently required of BBA or BSBA students. Moreover, students who do not want the early specialization in Accounting and Finance can join

the BSBA and BBA programs. Therefore, adding the BSAF degree to the portfolio of MBS undergraduate programs provides more flexibility for undergraduates.

Comparison with Existing UM Programs

The table below compares the curricula of the new BSAF degree with those of BSBA majors in Finance, Accounting, double major in Accounting and Finance, and double major in Accounting and Finance with a minor in Business Analytics.

	Finance (BSBA)	Accounting (BSBA)	Accounting and Finance Double Major (BSBA)	Double Major with Analytics minor (BSBA)	BSAF
Accounting	6	30	30	30	28
Finance	21	3	21	21	21
Data Analytics	15	15	15	24	21
Other Business Disciplines	27	30	30	30	22
Calculus	8	8	8	8	4
English (includes BUS 300)	9	9	9	9	9
Arts & Humanities cognates	9	9	9	9	9
Additional STEM Cognates	0	9	0	0	0
Additional P&S cognates	9	0	0	0	0
Free Electives	16	7	0	0	9
Financial Professionals Workshops	0	0	0	0	2
Total	120	120	122	131	125

Not featured on the table above, the BBA degree with majors in Accounting or Finance – currently the most popular undergraduate degrees – requires just 3 credits in Calculus and 9 credits in Data Analytics.

Note that the number of required Accounting and Finance credits in the BSAF program is not higher than that of a current BBA/BSBA double major in Accounting and Finance.

Exhibit I on the next page compares the courses required for the existing BSBA (double major in Accounting and Finance with a minor in Business Analytics) with the proposed BSAF. The two courses in orange (MTH 162 and MAS 442) will not be required for the BSAF. The course requirements highlighted in yellow are modified; several of these core courses are grouped into a new category of Business Principles Choice from which students must select at least three courses. The courses in green are new courses created for this program to replace certain core courses.

Exhibit I: Equivalent Courses for Current BSBA and Proposed BSAF
(BSBA is for Double Majors in Accounting and Finance with Minor in Business Analytics)

Current BSBA	Credits	Proposed BSAF	Credits
University General Education			
ENG 105: English Comp. I	3	ENG 105: English Comp. I	3
ENG 106 English Comp. II	3	ENG 106 English Comp. II	3
UMX 100 UM Experience	0	UMX 100 UM Experience	0
Arts & Humanities Cognate	9	Arts & Humanities Cognate	9
Electives	0	Electives	9
Business Core			
BSL 212 Intro. to Business Law	3	BSL 212 Intro. to Business Law	3
BTE 320 Intro. to Programming	3	BTE 320 Intro. to Programming	3
BUS 150 Business Analytics	3	BUS 150 Business Analytics	3
BUS 300 Critical Thinking & Persuasion	3	BUS 300 Critical Thinking & Persuasion	3
FIN 302 Fundamentals of Finance	3	FIN 302 Fundamentals of Finance	3
MKT 201 Foundations of Marketing	3	MKT 201 Foundations of Marketing	3
MGT 304 Organizational Behavior	3	MGT 304 Organizational Behavior	3
MTH 161 Calculus I	4	MTH 161 Calculus I	4
MTH 162 Calculus II	4	Not required	
MAS 311 Applied Prob. & Statistics	3	MAS 201 Intro. to Bus. Statistics	3
MAS 312 Statistical Methods	3	MAS 202 Intermediate Bus. Statistics	3
BTE 210 Fund. of Technology & Innov.	3	Business Principles Choice	3
MGT 303 Operations Management	3	Business Principles Choice	3
MGT 401 Strategic Management	3	Business Principles Choice	3
ACC 211/221 Princ. of Financial Acctg.	3	ACC 225 Principles Fin & Mgr. Acctg.	4
ACC 212/222 Princ of Managerial Acctg.	3		
ECO 211 Principles of Microeconomics	3	ECO 213 Principles of Economics	4
ECO 212 Principles of Macroeconomics	3		
BUS 101 First Step	3	BUS 211 Prof. Development for Fin. & Acc	1
		FIN 433 Case Studies for Financial Prof.	1
Business Analytics Minor			
MAS 332 Data Acq. Prep & Visual.	3	MAS 332 Data Acq. Prep & Visual.	3
MAS 432 Data Analysis	3	MAS 432 Data Analysis	3
MAS 342 Optimization & Dec. Making	3	Data Analytics Choice	3
MAS 442 Stochastic Models	3	Not available due to prerequisite	
Finance Major			
FIN 303 Intermediate Financial Mgt.	3	FIN 303 Intermediate Financial Mgt.	3
FIN 320 Investment & Sec. Mkts.	3	FIN 320 Investment & Sec. Mkts.	3
FIN Major choices	12	FIN Major choices	12
Accounting Major			
ACC 301 Cost Accounting	3	ACC 301 Cost Accounting	3
ACC 311 Intermediate Acct. I	3	ACC 311 Intermediate Acct. I	3
ACC 312 Intermediate Acct. II	3	ACC 312 Intermediate Acct. II	3
ACC 402 Auditing	3	ACC 402 Auditing	3
ACC 403 Fundamentals of Taxation	3	ACC 403 Fundamentals of Taxation	3
ACC 404 Advanced Taxation	3	ACC 404 Advanced Taxation	3
ACC 406 Accounting Systems	3	ACC 406 Accounting Systems	3
ACC 411 Advanced Accounting	3	ACC 411 Advanced Accounting	3
BSL 401 Law of Financial Transactions	3	Business Principles Choice*	
TOTAL CREDITS	131	TOTAL CREDITS	125

*It is recommended that students who plan to take the CPA exam be advised to take BSL 401.

Need for a New Degree Program

A subcommittee of the MBS Undergraduate Business Education Committee (UBEC) has worked for more than a year on determining the best way to modify the curriculum for students with career interests in Accounting and Finance. The Finance Advisory Board indicated that Finance majors needed more data analytics and more accounting while the Accounting Advisory Board indicated that Accounting majors needed more data analytics and more finance. While the existing BSBA program functions well for other departments, we reached the conclusion that it was necessary to modify the business core requirements for Accounting and Finance majors to (1) accommodate the front-loading of finance, accounting, and data analytics courses and (2) to reduce the number of total credits from 131 while providing some flexibility to students in choosing general business courses relevant to their careers and still allowing nine credits of free electives. These modifications are only needed for students in Accounting and Finance so this resulted in the need to create a new degree program. The following changes were made:

- MTH 162 Calculus II is not required because it is not necessary for students entering careers in finance or accounting. The elimination of MTH 162 meant that the business statistics courses needed to be changed from MAS 311 and 312 (which requires MTH 162 as a prerequisite) to MAS 201 and 202. MAS 201 and 202 are specifically designed for business so this substitution only affected the prerequisite for one other course (MAS 442) which is required for the Business Analytics Minor.
- The first two courses in the Business Analytics Minor (MAS 332 and MAS 432) covered the areas specifically requested by our advisory boards so they are required for the BSAF. Instead of requiring the third course (MAS 342), we believe it is important to allow students to choose the data analytics course that best fits their career plans. This resulted in the creation of a category called Data Analytics Choice classes from which students must take at least one course. The MBS Undergraduate Business Education Committee will periodically assess courses in this category to ensure that they remain current and relevant.
- To reduce the number of credits in the core, two 3-credit Accounting courses (ACC 211 and ACC 212) were combined into one new 4-credit course (ACC 223) which emphasizes the topics most important to financial professionals. Additionally, two 3-credit Economics courses (ECO 211 and ECO 212) were combined into one new 4-credit course (ECO 213) which also emphasizes the topics most important to financial professionals. Two new 1-credit workshops (BUS 211 and FIN 433) were created to replace the 3-credit BUS 101; these new 1-credit courses are offered at the most relevant points in the BSAF curriculum (sophomore and senior years).
- For each of the other MBS departments offering courses included in the BSBA core, only one course from each department was included in the BSAF core (BSL 212, BTE 320, MGT 304, and MKT 201). The other core courses from the BSBA (BTE 210, MGT 303, MGT 401) were put into a new category called Business Principles Choice from which students must choose at least three classes (9 credit hours). This is an idea we borrowed from NYU which groups its courses in a similar manner allowing flexibility for its students. After discussion with faculty and advisory board members, several additional courses were added to this category (BSL 324, MGT 324, MGT 422, and MKT 340).

- All of the courses required for a major in Finance (STEM) are required in the BSAF. All of the Accounting courses required for a major in Accounting (People & Society) are required in the BSAF. There is one additional non-accounting course (BSL 401) that is required for Accounting majors in the BSBA that is not required in the BSAF. The reason for requiring BSL 401 for Accounting majors is that it includes coverage of topics tested on the Certified Public Accountant (CPA) exam. We added BSL 401 to the Business Principles Choice category with a footnote indicating that students planning to take the CPA exam should be advised to take this course.

Curriculum Requirements

Areas of Specialization in Finance (STEM) and Accounting (People & Society)

	Credits Hours
University General Education Requirements²	
ENG 105: English Composition I	3
ENG 106 English Composition II	3
UMX 100 The University of Miami Experience	0
Arts & Humanities Cognate	9
Electives ³	9
BSAF Business Core Requirements	
ACC 223 Principles of Financial and Managerial Accounting	4
ACC 301 Cost Accounting	3
ACC 311 Intermediate Accounting I	3
ACC 312 Intermediate Accounting II	3
ACC 402 Auditing	3
ACC 403 Fundamentals of Taxation	3
ACC 404 Advanced Taxation	3
ACC 406 Accounting Systems	3
ACC 411 Advanced Accounting (must be taken in the final year)	3
BSL 212 Introduction to Business Law	3
BTE 320 Introduction to Programming	3
BUS 150 Business Analytics	3
BUS 211 Professional Development for Accounting and Finance	1
BUS 300 Critical Thinking and Persuasion for Business ⁴	3
ECO 213 Principles of Economics	4

² ENG 105 and ENG 106, or their equivalents, must be completed prior to attaining junior year classification, per the University General Education Requirements.

³ At least one course with an international focus must be completed within the degree requirements. The appropriateness of the course is determined by the academic advisor.

⁴ Students who do not earn at least a C- in ENG 106 must either repeat ENG 106 and earn at least a C- or complete ENG 230 with at least a C- before enrolling in BUS 300.

FIN 302 Fundamentals of Finance ⁵	3
FIN 303 Intermediate Financial Management	3
FIN 320 Investment & Security Markets	3
FIN 433 Case Studies for Financial Professionals	1
Finance Choice Courses Select two courses (6 credit hours) at the 300-500 level from the Finance departmental offerings. ⁶ Select two courses (6 credit hours) at the 400 or 500 level from the Finance departmental offerings	12
MAS 201 Introduction to Business Statistics	3
MAS 202 Intermediate Business Statistics	3
MAS 332 Data Acquisition, Preparation and Visualization	3
MAS 432 Data Analysis	3
MGT 304 Organizational Behavior	3
MKT 201 Foundations of Marketing	3
MTH 161 Calculus I ⁷	4
Business Principles Choice Courses (select three courses) BTE 210 Fundamentals of Business Technology and Innovation MGT 303 Operations Management MGT 324 Negotiation Strategies or BSL 324 Negotiation MKT 340 Professional Selling BSL 401 The Law of Financial Transactions MGT 401 Strategic Management MGT 422 Leading Teams	9
Data Analytics Choice Courses (select one course) ⁸ BTE 324 Object-Oriented Programming MAS 342 Introduction to Optimization and Decision Making BTE 423 Database Management Systems ECO 430 Applied Econometrics BTE 523 Big Data Development MAS 548 Data Mining and Knowledge Acquisition	3
Total Credit Hours	125

⁵ A student must earn a grade of "B" (grade point of 3.0) or higher in FIN 302 (note that a grade of "B-" does not qualify).

⁶ Excluding FIN 300 and FIN 308.

⁷ The University Quantitative Skills proficiency requirement is satisfied within the BSFA degree requirements upon successful completion of MTH 161 (or a MTH 161 equivalent)

⁸ The menu of Data Analytics classes will be periodically assessed by the Undergraduate Business Education Committee to ensure that it remains current and relevant.

GPA Requirements. Students must maintain a minimum overall cumulative GPA of 3.0 to remain in the BSAF. Every course completed in satisfaction of the BSAF Business Core must be taken for a grade and a grade of "C-" or higher earned (except as noted for FIN 302 for which a grade of "B" or higher is required). Students must maintain a minimum cumulative GPA of 3.0 in Finance courses and in Accounting courses.

Transfer to or from BBA. Students who change from the BSAF to the BBA after completing ACC 223 will receive credit for ACC 211 and must complete ACC 212 to satisfy the BBA core requirements. Students who change to the BBA after completing ECO 213 will receive credit for ECO 211 and must complete ECO 212 to satisfy the BBA core requirements. Students who complete both ECO 211 and ECO 212 do not need to complete ECO 213 and students who complete both ACC 211 and ACC 212 do not need to complete ACC 223.

Sample Study Plan

Freshman Year - Fall	
UMX 100 The University of Miami Experience	0
ENG 105 English Composition I	3
MTH 161 Calculus I	4
MAS 201 Introduction to Business Statistics	3
ECO 213 Principles of Economics	4
MKT 201 Foundations of Marketing	3
Credit Hours	17
Freshman Year - Spring	
ENG 106 English Composition II	3
MAS 202 Intermediate Business Statistics	3
BUS 150 Business Analytics	3
ACC 223 Principles of Financial and Managerial Accounting	4
FIN 302 Fundamentals of Finance	3
Credit Hours	16
Sophomore Year - Fall	
BTE 320 Introduction to Programming	3
ACC 311 Intermediate Accounting I	3
FIN 320 Investment and Security Markets	3
MAS 332 Data Acquisition, Preparation and Visualization	3
A&H cognate or free elective	3
BUS 211 Professional Development for Accounting and Finance	1
Credit Hours	16
Sophomore Year - Spring	
ACC 312 Intermediate Accounting II	3
FIN 303 Intermediate Financial Management	3
MAS 432 Data Analysis	3
BSL 212 Introduction to Business Law	3
A&H cognate or free elective	3
Credit Hours	15

Junior Year - Fall	
ACC 403 Fundamentals of Taxation	3
BUS 300 Critical Thinking & Persuasion for Business	3
FIN Elective I	3
MGT 304 Organizational Behavior	3
A&H cognate or free elective	3
Credit Hours	15
Junior Year - Spring	
ACC 301 Cost Accounting	3
ACC 402 Auditing	3
FIN Elective II	3
Data Analytics Choice	3
A&H cognate or free elective	3
Credit Hours	15
Senior Year - Fall	
ACC 411 Advanced Accounting (must be taken in the final year)	3
ACC 404 Advanced Taxation	3
FIN Elective III	3
Business Principles Choice I	3
A&H cognate or free elective	3
FIN 433 Case Studies for Financial Professionals	1
Credit Hours	16
Senior Year - Spring	
ACC 406 Accounting Systems	3
FIN Elective IV	3
Business Principles Choice II	3
Business Principles Choice III	3
A&H cognate or free elective	3
Credit Hours	15
TOTAL CREDIT HOURS	125

Study Abroad Flexibility

The BSAF program accommodates enough flexibility to allow for a study abroad opportunity in the spring of the junior year. The table below exemplifies how this can be achieved by reshuffling the required credits in the junior and senior years while respecting existing constraints regarding course sequencing and course offerings. Of course there are other possibilities, for instance taking more FIN electives or Business Principles Choice classes during the spring of the junior year, while leaving more A&H cognates or free electives to be completed in other semesters.

Sample Study Plan with Study Abroad

	Credits
Junior Year - Fall	
ACC 403 Fundamentals of Taxation	3
BUS 300 Critical Thinking & Persuasion for Business	3
FIN Elective I	3
MGT 304 Organizational Behavior	3
Business Principles Choice I	3
Credit Hours	15
Junior Year – Spring ABROAD	
FIN Elective II	3
A&H cognate	3
A&H cognate or elective	3
A&H cognate or elective	3
Elective	3
Credit Hours	15
Senior Year - Fall	
ACC 411 Advanced Accounting (must be taken in the final year)	3
ACC 404 Advanced Taxation	3
Data Analytics Choice	3
FIN Elective III	3
Business Principles Choice II	3
FIN 433 Case Studies for Financial Professionals	1
Credit Hours	16
Senior Year - Spring	
ACC 301 Cost Accounting	3
ACC 402 Auditing	3
ACC 406 Accounting Systems	3
FIN Elective IV	3
Business Principles Choice III	3
Credit Hours	15

APPENDIX A: GOALS AND ASSESSMENT METHODS

The mission of the Miami Business School (MBS) is to develop innovative ideas and principled leaders that transform global business and society. Consistent with that mission, the proposed Bachelor of Science in Accounting and Finance (BSAF) is designed for quantitatively strong students arriving at the MBS with a clear interest in careers in the financial services industry or in corporate financial management. This program addresses the growing demand from recruiters for students with a strong background in finance, accounting, and data analytics. By allowing students to focus on finance, accounting, and data analytics early, this program provides students with the background necessary to secure valuable internships and excel in them, leading to a broader set of career opportunities.

Program Goals

First destinations of graduating seniors (i.e., job placement or graduate school) and student satisfaction rates will be used as program performance metrics. The first program goal is to have at least 90% of students with a secure first destination by six months after graduation. The second goal is for the mean of BSAF graduates' responses to reflect at least 90% of students reporting satisfaction level of "Generally Satisfied" or above.

Student Learning Goals

- **Learning Goal #1:** BSAF graduates will be critical thinkers, able to select and apply appropriate models, tools, and techniques, and frameworks to enable them to render analytically sound business decisions.
- **Learning Goal #2:** BSAF graduates will be able to identify, analyze and resolve ethical issues in business scenarios.
- **Learning Goal #3:** BSAF graduates will demonstrate professional written communication skills.
- **Learning Goal #4:** BSAF graduates will have strong technical skills.

Assessment Methods

Each of the learning goals will be measured directly via one or multiple course-embedded assessments using a uniform rubric (using a five-point Likert scale). It is expected that at least 90% of our students will earn an "Acceptable", "Very Good" or "Exceptional" score as defined for each rubric.

Learning Goal #1: BSAF graduates will be critical thinkers, able to select and apply appropriate models, tools, and techniques, and frameworks to enable them to render analytically sound business decisions.

Assessment Method: The direct measure of student's critical thinking will be drawn from a combination of assignments embedded in FIN 302: Fundamentals of Finance. Problems related to portfolio theory and capital investment (NPV, IRR, and sensitivity analysis) will be used to assess this objective.

Learning Goal #2: BSAF graduates will be able to identify, analyze and resolve ethical issues in business scenarios.

Assessment Method: This assessment will be drawn from a written assignment in the required business law and ethics course (BSL 212 Introduction for Business Law). A common rubric will be used to assess our students' ability to identify morally ambiguous conduct by business actors and to apply ethical philosophies learned in the course to arrive at a socially acceptable resolution or recommendation.

Learning Goal #3: BSAF graduates will demonstrate professional written communication skills.

Assessment Method: The direct measure of students' written communication skills will be via an embedded course assignment consisting of a memorandum in which the student analyzes and recommends a solution to a business scenario/problem in BUS 300 Critical Thinking and Persuasion for Business.

Learning Goal #4: BSAF graduates will have strong technical skills.

Assessment Method: The direct measure of student's technical skills will be drawn from assessments embedded in BTE 320: Introduction to Programming. Theories and skills assessed will include concepts of computer programming languages.

APPENDIX B: COURSE DESCRIPTIONS

NEW COURSES

ACC 223. Principles of Financial and Managerial Accounting (4 credit hours)

This course provides an introduction to financial and managerial accounting. Since this course focuses on accounting's role in providing information for management decisions, it also includes techniques for planning and controlling business operations to achieve company goals. Topics include the accounting cycle, financial statements, and financial ratios. From a managerial perspective, topics include job-order, process costing, activity-based costing, cost behavior, cost volume profit analysis, budgets, variances, and capital budgeting.

Prerequisite: MTH 161

BUS 211. Professional Development for Finance and Accounting (1 credit hour)

This one-credit course is designed to immerse undergraduate BSAF students in professional development, including inculcating in them a deeper understanding of areas of specialization within accounting and finance, and of careers within those specialties, creation of a career direction and trajectory, development of job search strategies, enhancing their communication and networking skills, building and creating a compelling resume for these industries, and both general and specific interview techniques. It is designed to improve these students' preparedness to find and secure internships and permanent placement offers, and ultimately to be successful in these industries.

Prerequisite: Sophomore status in BSAF program

ECO 213. Principles of Economics (4 credit hours)

This course introduces the study of the economic behavior of individuals, firms, and markets; as well as the analysis of the economy as a whole, both in terms of short-run fluctuations (the business cycle) and long-run determinants of economic growth.

FIN 433. Case Studies for Financial Professionals (1 credit hour)

This one-credit course explores key concepts at the interface of Corporate Finance and Accounting, using carefully selected case studies. Each case study is designed to serve as the basis for in-depth class discussion and to reinforce fundamental concepts with numerical examples. The course relies on interactive, discussion-based learning that engages students in critical analysis, while developing confidence to apply their knowledge to specific real world examples.

Prerequisites: ACC 311, ACC 312, FIN 303 and FIN 320

EXISTING COURSES ARE INCLUDED ON THE NEXT SEVERAL PAGES

ACCOUNTING BUSINESS ADMINISTRATION (ACC)

ACC 211. Principles of Financial Accounting. 3 Credit Hours.

Course explores the role of accounting in providing financial information about an enterprise to decision-makers. Emphasis is placed on understanding financial accounting from a user perspective. Course covers the reporting of financial position including coverage of assets, liabilities, equity accounts, the results of operations, and cash flows.

Requisite: Sophomore Standing or Higher.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

ACC 212. Managerial Accounting. 3 Credit Hours.

Introduction to managerial accounting. Topics include various product costing techniques, analysis of cost behavior patterns, budgeting, and the use of accounting information to solve problems. The course is taught from a managerial perspective.

Prerequisite: ACC 211 or ACC 221.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

ACC 221. Accelerated Principles of Financial Accounting. 3 Credit Hours.

This course explores the role of accounting in providing financial information about an enterprise to decision-makers. Emphasis is placed on understanding financial accounting from a user perspective. Course covers the reporting of financial position including coverage of assets, liabilities, equity accounts, the results of operations, and cash flows. This course is not open to students with credit for ACC 211.

Components: LEC.

Grading: GRD.

Typically Offered: Spring.

ACC 222. Accelerated Managerial Accounting. 3 Credit Hours.

This course provides an introduction to managerial/cost accounting. Topics include various product costing techniques, analysis of cost behavior patterns, budgeting, and the use of accounting information to solve problems. The course is taught from a managerial perspective. This course is not open to students with credit in ACC 212.

Prerequisite: ACC 221.

Components: LEC.

Grading: GRD.

Typically Offered: Fall.

ACC 301. Cost Accounting. 3 Credit Hours.

Topics include basic cost concepts, product costing techniques including job-order and process costing, in-depth studies of techniques and issues surrounding cost allocation methods, basic approaches to solving complex accounting problems, standard cost systems and variance analysis, and variable costing. Additionally, activity-based costing concepts and methodology are introduced. Course is designed to provide students with the necessary skills to perform basic cost accounting.

Prerequisite: ACC 212 or 222.

Components: LEC.

Grading: GRD.

Typically Offered: Spring & Summer.

ACC 311. Intermediate Accounting I. 3 Credit Hours.

The accounting principles which shape the financial reporting practices followed by entities that prepare financial statements in accordance with generally accepted accounting principles are discussed. Course also includes the determination of income components and balance sheet elements with brief coverage of the statement of cash flows.

Prerequisite: ACC 212 Or Pre/Corequisite: ACC 222.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Summer.

ACC 312. Intermediate Accounting II. 3 Credit Hours.

A continuation of ACC 311. Course focuses on more complex accounting applications such as leases, postretirement benefits, accounting for income taxes, and other topics. Additionally, the course includes coverage of the statement of cash flows.

Prerequisite: ACC 311.

Components: LEC.

Grading: GRD.

Typically Offered: Spring & Summer.

ACC 402. Auditing. 3 Credit Hours.

Course provides an introduction to the field of auditing. It concentrates on conducting an audit of financial statements in accordance with generally accepted auditing standards. Course covers accounting information systems, audit planning, audit risk and materiality assessments, evaluation of internal control, audit evidence, documentation, and audit reports.

Prerequisite: ACC 311.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

ACC 403. Fundamentals of Taxation. 3 Credit Hours.

Basic concepts of federal income taxation applicable to all taxpayers. The principles of individual income taxation, the tax consequences of property transactions, and an introduction to the impact of income taxes on corporations and partnerships are discussed. Emphasis is placed on study of the basic income tax formula including income exclusion, inclusions, statutory deductions, exemptions, and credits. The fundamentals of tax research are also introduced.

Prerequisite or Corequisite: ACC 311.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

ACC 404. Advanced Taxation. 3 Credit Hours.

Study of Federal income tax laws and regulations as they affect corporations, partnerships, their owners, and employees. Emphasis is placed on tax planning aspects of formation, operation, reorganization, distribution, and liquidation of corporations and partnerships. Also includes an introduction to estate and gift taxation.

Prerequisite: ACC 403.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

ACC 406. Accounting Systems. 3 Credit Hours.

Contemporary accounting systems are computer based. Course covers the nature, design, implementation, and controls in computerized systems as well as manual systems. Micro computers are used as a learning tool.

Prerequisite: ACC 311.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

ACC 411. Advanced Accounting. 3 Credit Hours.

The primary focus of the course is on business combinations and preparing consolidated financial statements. Additionally, there is coverage of the accounting principles and practices applied to foreign operations and partnerships.

Prerequisite or Corequisite: ACC 312 AND Requisite: Junior Standing or higher.

Components: LEC.

Grading: GRD.

Typically Offered: Fall.

BUSINESS (BUS)

BUS 101. First Step: Freshman Integrity, Responsibility, and Success through Teamwork. 3 Credit Hours.

This course is designed to provide entering freshman business majors an enriched curriculum that examines key issues in the global business environment and emphasizes the importance of ethical business practices. The course culminates with a team project that encourages students to address real world problems and encourages a lifelong commitment to civic engagement.

Requisite: Business School.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

BUS 150. Business Analytics. 3 Credit Hours.

The primary purpose of this course is to build skills in learning and using software technologies to support business-oriented problem solving and decision making. Specifically, you will develop the ability to solve problems, to organize and analyze data using spreadsheet and database software, and to learn to distribute information to others through the effective use of collaborative technologies and the Web. Case problems will cover areas such as accounting, finance, marketing, statistics and operations management. Professors from several business school departments will discuss how their disciplines use spreadsheets to solve problems.

Requisite: Business School.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

BUS 300. Critical Thinking and Persuasion for Business. 3 Credit Hours.

The modern businessperson faces a constantly evolving environment and must be able to confront and respond to an array of business issues. At the heart of an effective response is a critical, comprehensive analysis coupled with the ability to meaningfully and persuasively communicate that assessment and recommendations to a variety of constituencies. This course prepares business students for this by exposing them to a three-step process of problem solving in which they critically analyze the problem, and then communicate their analysis both in writing and orally.

Prerequisite: ENG 106 with a C- or better AND Requisite: Business School.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

BUSINESS LAW (BSL)

BSL 212. Introduction to Business Law. 3 Credit Hours.

Introduction to business law and ethics for the undergraduate student. Topics include business ethics, contracts (the nature and requisites, formation, interpretation, performance and breach, and remedies), and sales (Uniform Commercial Code, Convention on the International Sale of Goods, transfer of title, warranties, and rights and remedies of buyers and sellers).

Requisite: Business School or Business Law minor.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

BSL 324. Negotiation. 3 Credit Hours.

This experiential course is designed to introduce undergraduate business students to the theory and practice of negotiation. The lectures and readings will discuss negotiation theory, equipping students with the concepts and terminology to prepare and execute value-creating, interest-based negotiations. Negotiation exercises will provide the student with an opportunity to apply the theoretical elements of the course in live, simulated negotiations. Extensive review of these simulated negotiations through classroom discussion and film analysis will assist students in cementing their understanding of the use of negotiation theory in practice. Although negotiation theory is applicable to a wide variety of academic contexts, this course focuses on negotiations in the practice of law and business.

Requisite: Business School or Business Law minor.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

BSL 401. The Law of Financial Transactions. 3 Credit Hours.

Overview of the law of commercial finance as it relates to existing and emergent payment systems, secured credit, and bankruptcy. Topics include: negotiable instruments, bank deposits and collections, secured transactions, personal and commercial bankruptcies, and accountant liability.

Prerequisite: BSL 212 or equivalent or BUS 202.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

BUSINESS TECHNOLOGY (BTE)

BTE 210. Fundamentals of Business Technology and Innovation. 3 Credit Hours.

This course covers the fundamental technologies used in business today. Topics include information technology platforms; enterprise technology concepts; network infrastructure; enterprise resource planning; information security; technology architectures; internet; cloud, mobile, and web platforms; analytical technologies; business intelligence; expert systems, and Big Data. Students work on an innovation project to create a specification/business canvas for a new technology product.

Requisite: Business School.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

BTE 320. Introduction to Programming. 3 Credit Hours.

This course covers the fundamentals of programming logic and structured programming principles—including problem solving, algorithm design, and program development—using a high level programming language. Topics covered include fundamentals of algorithms, flowcharts, problem solving, programming concepts, classes and methods, control structures, arrays, and strings, pointers, and data structures.

Requisite: Miami Business School or BTE Minor or CSC Major or Minor.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

BTE 324. Object-Oriented Programming. 3 Credit Hours.

This course introduces the concepts and fundamental techniques of object-oriented programming. Topics include: data abstraction, encapsulation, inheritance, polymorphism, class library, graphics/GUI, exception handling, multithreading, multimedia, files and streams, Internet applets, application development, integrated development environment, interactive program debugging and the eXtensible Markup Language (XML).

Prerequisite: BTE 320 or equivalent.

Components: LEC.

Grading: GRD.

Typically Offered: Spring.

BTE 423. Database Management Systems. 3 Credit Hours.

This course covers the foundations of database management systems (DBMS). Topics include: database systems design, SQL, the relational model, entity-relationship modeling, distributed DBMS, object DBMS, web technology and DBMS, semi-structured data, XML, business intelligence, data warehousing, data warehousing design, introduction to OLAP, and a brief overview of data mining. Students will engage in hands-on exercises for the design and implementation of database business applications.

Prerequisite: BTE 320.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

BTE 523. Big Data Development. 3 Credit Hours.

This course covers foundational techniques and tools required for data science and big data analytics. The course delivers a thorough overview of and hands-on experience with Big Data technologies, including: Hadoop, Mapreduce, Association rules, Large scale supervised machine learning, Data streams, Clustering, NoSQL systems (Casadenra, Pig, Hive), and applications, including recommendation systems, Web, and security. Students will also examine current research and publications in Data Science/Big Data Analytics, with emphasis on systems and algorithms for large-scale advanced data analysis.

Prerequisite: BTE 320.

Components: LEC.

Grading: GRD.

Typically Offered: Offered by Announcement Only.

ECONOMICS (ECO)

ECO 211. Principles of Microeconomics. 3 Credit Hours.

Fundamental course devoted to the development and application of basic analytical tools and principles required for an understanding of major economic problems and policy alternatives available for their solution. A particular emphasis is devoted to microeconomic analysis. Topics include the study of markets under varying conditions of competition, including market deficiencies such as pollution, prices, and resource allocation distribution of income, including poverty problems, the economics of the firm and the government, and international economic relations.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

ECO 212. Principles of Macroeconomics. 3 Credit Hours.

Fundamental course devoted to macroeconomic analysis. Topics include national income and employment analysis, money and banking, economic growth, and comparison of different economic systems, including the problems of developing the less developed world.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

ECO 430. Applied Econometrics. 3 Credit Hours.

This course introduces basic econometric techniques for analyzing economic data. The goal is to make students sophisticated consumers and skilled producers of empirical analysis, which will be attained by extensive work on a variety of real-world data like students' test scores, CEO wages, mortgage applications, cigarette demand, stock market capitalization, inflation, GDP and interest rates. Learning how to use econometric analysis software is an integral part of the course.

Prerequisite: ECO 211 and MAS 110, or MTH 130 or MTH 141 or higher.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

ENGLISH (ENG)

ENG 105. English Composition I. 3 Credit Hours.

Introduction to written academic argument and inquiry. Not for major or minor. Cannot be taken on credit-only option.

Requisite: ACT English score 18-31; or SAT Evidence-Based Reading and Writing or Critical Reading score 430-690; or TOEFL iBT Writing score 18 or above.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

ENG 106. English Composition II. 3 Credit Hours.

Advanced approaches to written academic argument, with emphasis on textual analysis and incorporation of secondary sources. Not for major or minor. Cannot be taken on credit-only option.

Requisite: ENG 105 OR ACT English score 32 or above; or SAT Evidence-Based Reading and Writing or Critical Reading score 700 or above.

Components: LEC.

Grading: GRD.

Typically Offered: Spring.

FINANCE BUSINESS ADMINISTRATION (FIN)

FIN 300. Fundamentals of Finance for Non-Finance Majors. 3 Credit Hours.

This course provides an overview of modern finance for non-business majors. Topics include: how financial markets work, understanding financial pages in newspapers and the Internet, how stock and bond prices are determined, how investment portfolios are structured, concepts of risk and return, how companies manage their cash and investments and international finance. Not for credit for business students.

Requisite: Non Business Majors.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

FIN 302. Fundamentals of Finance. 3 Credit Hours.

Introduction to the basic tools and concepts in finance. This is the core class in finance for our undergraduate program. Topics include the financial framework of a business entity, taxes, the time value of money, capital market theory, financial risk measures, and capital budgeting. Note: to be eligible to major in finance, a student must earn a grade of B or higher in this class (a grade of B- does not qualify).

Prerequisite: ECO 211 and ACC 211 and MAS 201 or MAS 311 or MTH 224 or IEN 311 or IEN 310 or PSY 292.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

FIN 303. Intermediate Financial Management. 3 Credit Hours.

This course provides an overview of financial decision-making by corporations. Building on topics covered in the introductory finance classes, this course develops the foundations of optimal financial policy and applies these principles to corporate financial decision-making including capital structure, capital budgeting, dividend policy, leasing, securities issuance and the role of investment banks, and mergers and acquisitions. Note: a student must have obtained a B or higher grade in FIN302 to major in Finance. Earning an A in this class or any other class or classes does not eliminate that requirement.

Prerequisite: FIN 302.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

FIN 308. Intermediate Financial Management for Entrepreneurs. 3 Credit Hours.

This course is primarily for students majoring in entrepreneurship. It provides an overview of financial decision-making by entrepreneurs. Building on topics covered in the introductory finance classes, this course develops the foundations of optimal financial policy and applies these principles to entrepreneurial financial decision-making involved with such things as capital structure, working capital budgeting, leasing, hedging and risk management, securities issuance and the role of investment banks, and mergers and acquisitions. Note: Students cannot take both FIN 308 and FIN 303, so this class is not open to students who have taken FIN 303.

Prerequisite: FIN 302.

Components: LEC.

Grading: GRD.

Typically Offered: Spring.

FIN 320. Investment and Security Markets. 3 Credit Hours.

This course introduces students to both practical and theoretical aspects of investment with an emphasis on financial markets. Topics include valuation of financial securities such as stocks, bonds and options; modern portfolio theory; the process and institutional characteristics of investing. Note that this course does not address the details of individual security valuation and selection, i.e., this course is not about stock picking or about how to get rich by investing in the markets. Instead, this course attempts to help you develop a lasting conceptual framework in which to view the investment process and to analyze future ideas and changes in investment environment. This class is essential to any student considering a finance concentration. Note: A student must have obtained a B or higher in FIN302 to major in Finance. Earning an A in this class or any other class or classes does not eliminate this requirement.

Prerequisite: FIN 302.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

FIN 330. International Finance. 3 Credit Hours.

This course applies the principles of finance to international business decisions. Topics include the analysis of foreign exchange rates, balance of payments, characteristics and use of international financial institutions and instruments, the analysis and management of financial risk in the international environment, and financing multinational corporations. Note: a student must have a B or higher in FIN 302 to major in International Finance and Marketing (or Finance). Earning an A in this class or any other class or classes does not eliminate this requirement.

Prerequisite: FIN 302.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

FIN 340. Real Estate Principles. 3 Credit Hours.

This course provides an introduction to basic principles and fundamental practices in the real estate industry. Students learn how to apply the principles of finance to the real estate industry. Topics include common institutional aspects, brokerage, contracting, financing, ownership, management, valuation, appraisal, and investment analysis.

Prerequisites: FIN 302 or FIN 300.

Components: LEC.

Grading: GRD.

Typically Offered: Offered by Announcement Only.

FIN 344. Real Estate Investment Analysis. 3 Credit Hours.

This course introduces the theoretical concepts and analytical techniques used to make a decision to purchase an ownership interest in a commercial real estate project. There is heavy reliance on Excel applications. Each student will complete a written evaluation and investment analysis of an existing or proposed commercial real estate project in Miami-Dade, Broward or Monroe County.

Prerequisite: FIN 302 and FIN 320 or FIN 303 OR Co-requisite: FIN 320 or FIN 303.

Components: LEC.

Grading: GRD.

Typically Offered: Fall.

FIN 347. Introduction to ARGUS. 1 Credit Hour.

ARGUS software is used extensively in the development, financing and management of commercial real estate, especially in the office, industrial and retail sectors. The introduction to ARGUS class exposes the student to the basic concepts and terminology in the commercial real estate market and to the typical inflows and outflows an owner who invests in real estate faces over the life of the investment.

Prerequisite: FIN 302.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

FIN 348. Advanced ARGUS. 1 Credit Hour.

At the end of the Advanced ARGUS class the student will be able to assess the viability of detailed rent and operating expense assumptions, make decisions about the impact of financing on investor returns and critically evaluate the investment potential of leveraged office and retail property.

Prerequisites: FIN 302 and FIN 347.

Components: LEC.

Grading: GRD.

Typically Offered: Spring.

FIN 355. Smif Fund Analyst I. 1 Credit Hour.

The course is designed to introduce the student to the investment management process, including valuation of publicly traded equities. The course is one credit and meets once a week each semester; students must commit to and enroll in the follow-up class. Admission to the course is through a competitive application process.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

FIN 356. Smif Fund Analyst II. 1 Credit Hour.

This course is designed to introduce the student to the investment management process, including valuation of publicly traded equities. The course is one credit and meets once a week each semester. Enrollment in the course is limited.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

FIN 404. Applications in Corporate Finance. 3 Credit Hours.

An application of the concepts and tools of corporate finance. Primary emphasis on analyzing real-world cases dealing with liquidity issues, capital budgeting, firm valuation, advanced corporate financing, hedging with options and futures, corporate financial strategy, and other current issues in corporate finance.

Prerequisites: FIN 302, FIN 303.

Components: LEC.

Grading: GRD.

Typically Offered: Spring.

FIN 405. Financial Modeling. 3 Credit Hours.

This course takes a variety of finance topics, which have been covered in the prerequisite courses, and implements them using practical spreadsheet models. Students will use the internet and financial databases to obtain input data for their models. Students will use Visual Basic for Applications (VBA) and design functions and macros to enhance their models. Students must have a solid working knowledge of Windows and Excel, as well as a good understanding of the material taught in the prerequisite finance classes. Students must have a mobile (lap-top) computer with the capability to run Windows-based software.

Prerequisites: FIN 302, FIN 303, FIN 320.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

FIN 408. Introduction to Mergers and Acquisitions. 3 Credit Hours.

This course introduces students to the world of mergers and acquisitions (M&A). More specifically, the course is designed to develop an understanding of (i) the economic, financial, and strategic issues involved in the acquisition of a (public or private) company; (ii) the analytical tools used to value an acquisition target; and (iii) academic research that reports results from large samples of M&A deals. Students will apply their understanding of these issues by analyzing various actual and potential acquisitions.

Prerequisites: FIN 302, FIN 303.

Components: LEC.

Grading: GRD.

Typically Offered: Fall.

FIN 409. Introduction to Private Equity and Venture Capital. 3 Credit Hours.

In this course, you will learn about the private equity (PE) industry, composed of both venture capital (VC) and buyouts (BO). The focus is on how PE investors evaluate, select, value, and structure deals. This course has several goals. First, the course will deepen your current understanding of corporate finance by applying key concepts and tools to a new and increasingly important industry. Second, the course seeks to introduce you to the institutions of the PE industry. This involves examining, for example, how funds are raised and how term sheets are structured. Finally, a goal is to understand the valuation process used by PE investors.

Prerequisites: FIN 302 and FIN 303 or FIN 308.

Components: LEC.

Grading: GRD.

Typically Offered: Spring.

FIN 410. Financial Institutions and Markets. 3 Credit Hours.

This course examines financial institutions, such as banks (commercial, investment, mortgage, savings), credit unions, insurance companies, pension funds, and mutual funds and the money markets in which they operate, and focuses on why they exist and how to manage them. Topics include financial intermediation and transmutation, monetary theory and policy, Federal Reserve management of the money supply, velocity of money, fiscal theory and policy, interest rates, and immunization.

Prerequisites: FIN 302 and FIN 320.

Components: LEC.

Grading: GRD.

Typically Offered: Offered by Announcement Only.

FIN 411. Commercial Bank Management. 3 Credit Hours.

This course introduces the theory and practice of asset-liability management by large publicly traded commercial banks, including the fundamental principles of structuring loans into balance sheets. A major objective of this class is to provide students sufficient background to enter the credit department in the executive development program of major money center bank.

Prerequisites: FIN 302 and FIN 320.

Components: LEC.

Grading: GRD.

Typically Offered: Offered by Announcement Only.

FIN 412. Financial Planning and Wealth Management. 3 Credit Hours.

This course examines the investment and financial issues arising from financial planning and personal wealth management activities. It covers various topics required for the construction of a comprehensive financial plan including the identification of client financial status and goals, asset allocation, securities trading, managed funds, tax planning, risk management and insurance, and estate planning.

Prerequisites: FIN 302 and FIN 320.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

FIN 415. Trading and Markets. 3 Credit Hours.

This course provides an introduction to the functioning of financial markets and the fast changing field of market microstructure. On the equity trading side, the course covers major exchanges such as NYSE Euronext and Nasdaq OMX, and new players such as BATS and Direct Edge/ISE. Students also learn about dark pools, options and futures exchanges, electronic bond trading platforms, and currency trading systems. In addition, the course provides a summary of different market structures, the role of market participants, different order types, trading strategies, and trading externalities. The course draws on theories and tools from economics and behavioral finance, current institutional practices and market regulation.

Prerequisites: FIN 302 and FIN 320.

Components: LEC.

Grading: GRD.

Typically Offered: Fall.

FIN 421. Investment Portfolio Management. 3 Credit Hours.

This course provides an introduction to quantitative active management of equity portfolios. The course begins with a discussion on the sources of stock market inefficiencies. The course then covers the five key dimensions of the quantitative portfolio management process: forecasting relative stock returns using quantitative signals, measuring portfolio risk relative to a benchmark, portfolio optimization, controlling transaction costs, and measuring and evaluating portfolio returns. The course focuses on practical application and relies heavily on experiential learning and Excel spreadsheets.

Prerequisites: FIN 302 and FIN 320.

Components: LEC.

Grading: GRD.

Typically Offered: Spring.

FIN 422. Speculative Markets and Derivatives. 3 Credit Hours.

This course is an introduction to derivative securities, and examines the nature of derivatives and applications of such instruments in investment and corporate settings. The emphasis is on derivatives of equity-based securities (such as stocks and stock indices), but coverage includes derivatives of debt-based securities (such as Treasury and Eurodollar securities). Topics include options, futures, forwards, and other derivatives, such as options on futures, foreign currency derivatives, swaps, exotic options, real options, as well as financial engineering using derivatives.

Prerequisites: FIN 302, FIN 303, FIN 320.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

FIN 423. Introduction to Alternative Investment. 3 Credit Hours.

The objective of this course is to provide an introduction to alternative financial instruments and how capital market participants utilize them. The course covers a large set of investment choices, with a specific focus on fixed income and alternative instruments, such as commodities, interest rates and currency. While covering each instrument, the course also examines with how macro-economic, technological, labor market, taxes and regulatory issues affect specific investment decisions.

Prerequisites: FIN 302 and FIN 320.

Components: LEC.

Grading: GRD.

Typically Offered: Spring.

FIN 425. Business and Security Valuation. 3 Credit Hours.

Applications of finance theory to the problem of valuing public and non-public companies. Multiplier models, discounted cash flow analysis, and the strengths and weaknesses of traditional security valuation methods are addressed in detail. Financial spreadsheet programs and data sources are an integral part of the course.

Prerequisites: FIN 302 and FIN 320.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

FIN 427. Fixed Income Markets and Analysis. 3 Credit Hours.

This course examines financial markets that trade fixed income securities. A fixed income security is based primarily on a debt contract, such as a bond, debenture, note or Treasury bill. Topics include the valuation, computation of return, and computation of various measures of risk for fixed income securities, as well as the analysis of the term structure of interest rates and various option features commonly included in debt contracts and fixed income securities. Students must have a solid working knowledge of Excel to take this class.

Prerequisites: FIN 302 and FIN 320.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

FIN 431. International Financial Management. 3 Credit Hours.

This is an advanced class in international finance from the viewpoint of multi-national organizations, including corporations, investment banks, and commercial banks. Topics include managing the various sources of risk, such as economic, political, and currency; cash receivables, inventory, and payables management; financing; transfer pricing; taxation; currency netting; capital budgeting; and hedging.

Prerequisites: FIN 302, FIN 320, FIN 330.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

FIN 444. Real Estate Investment Analysis. 3 Credit Hours.

This course introduces the theoretical concepts and analytical techniques used to make a decision to purchase an ownership interest in a commercial real estate project. There is heavy reliance on Excel applications and the use of the Argus database that is a standard resource in the commercial real estate market. Each student will complete a written evaluation and investment analysis of an existing or proposed commercial real estate project in Miami-Dade, Broward or Monroe County.

Prerequisites: FIN 302, FIN 303 or FIN 320.

Components: LEC.

Grading: GRD.

Typically Offered: Offered by Announcement Only.

FIN 445. Real Estate Finance. 3 Credit Hours.

This course introduces the theoretical concepts and analytical techniques used to make a decision to finance the purchase or development of a commercial real estate project. There is heavy reliance on Excel applications and the use of the Argus database that is a standard resource in the commercial real estate market. Students are also encouraged to use their semester projects to apply for one of the numerous case competitions.

Prerequisite: FIN 344.

Components: LEC.

Grading: GRD.

Typically Offered: Spring.

FIN 446. Real Estate Market Analysis. 3 Credit Hours.

This course is an introduction to the fundamental concepts of real estate market analysis. The major topics to be covered include site analysis, economic-demographic, supply and demand analyses. This course shall also include a global perspective of real estate market analysis. This shall be accomplished by means of conducting portions of a market analysis for foreign cities of your individual choosing.

Prerequisite: Or Corequisite: FIN 344.

Components: LEC.

Grading: GRD.

Typically Offered: Offered by Announcement Only.

FIN 456. Behavioral Finance. 3 Credit Hours.

The goal of this course is to expose you to selected topics from the upcoming field of behavioral finance. This will include a discussion of prospect theory and different types of behavioral biases such as representativeness, disposition effect, overconfidence, narrow framing, familiarity bias, and the house-money effect. In addition, the course will cover the implications of behavioral biases for asset pricing, corporate finance, and the overall macro-economy. Simple experiments will be conducted in class to illustrate some key behavioral concepts.

Prerequisites: FIN 302, FIN 303, FIN 320.

Components: LEC.

Grading: GRD.

Typically Offered: Fall.

FIN 457. Smif Fund Portfolio of Instructor. 1 Credit Hour.

The course is designed to introduce the student to the investment management process, including the tools used to compose a diversified portfolio that covers each of the major industrial sectors. The course is one credit and meets once a week each semester. Enrollment in the course is limited.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

FIN 458. Smif Fund Portfolio Manager II. 1 Credit Hour.

The course is designed to introduce the student to the investment management process, including the management of an investment organization and the evaluation of portfolio performance. The course is one credit and meets once a week. Enrollment in the course is limited.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

FIN 496. Directed Studies in Finance. 1-3 Credit Hours.

Supervised readings, individual research project, or independent investigation of selected non-STEM related problems in the discipline. Offered only by special arrangement with supervising faculty member, who approves topic and evaluation process at time of registration.

Components: THI.

Grading: GRD.

Typically Offered: Offered by Announcement Only.

FIN 497. Directed Studies in Finance. 1-3 Credit Hours.

Supervised readings, individual research project or independent investigation of selected STEM-related problems in the discipline. Offered only by special arrangement with supervising faculty member, who approves topic and evaluation process at time of registration.

Components: THE.

Grading: GRD.

Typically Offered: Offered by Announcement Only.

FIN 498. Special Topics in Finance. 3 Credit Hours.

Special topics in selected non-STEM areas of Finance.

Requisite: Sophomore Standing or Higher.

Components: LEC.

Grading: GRD.

Typically Offered: Offered by Announcement Only.

FIN 499. Special Topics in Finance. 3 Credit Hours.

Special topics in selected STEM areas of Finance.

Requisite: Sophomore Standing or Higher.

Components: LEC.

Grading: GRD.

Typically Offered: Offered by Announcement Only.

FIN 555. Finance Departmental Honors Research Project. 3 Credit Hours.

Research project to fulfill requirements for Departmental Honors in Finance.

Components: THI.

Grading: SUS.

Typically Offered: Offered by Announcement Only.

MANAGEMENT (MGT)

MGT 303. Operations Management. 3 Credit Hours.

Problems and methods of planning the efficient utilization of capital, labor, equipment, and materials. Sales forecasting, production planning, production control, scheduling, routing, dispatching, expediting, materials planning, inventory control, capital budgets, and costing are discussed. The application of quantitative techniques in problem solving and decision making are included as well as case problems.

Prerequisite: MAS 201 or MAS 311 or MTH 224 or IEN 311 or PSY 291 or PSY 292.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

MGT 304. Organizational Behavior. 3 Credit Hours.

First professional course in management. Concepts of organization, motivation, leadership, dynamics of the group, personality, organizational development strategies, and other behavioral aspects involved in the effective management of an organization are discussed.

Requisite: Must be in the Business School or have a MGMT minor plan.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

MGT 324. Negotiation Strategies. 3 Credit Hours.

A skills-based approach to learning the art and science of negotiation. Course covers preparation, and negotiation skills such as establishing trust and relationship-building. Topics include power, persuasion, creativity, problem-solving, ethics, and cross-cultural negotiation. Skills and self-insight will be acquired through self-assessment, role-play negotiation exercises, and case studies.

Requisite: Must be in the Business School or have a MGMT minor plan.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

MGT 401. Strategic Management. 3 Credit Hours.

An integrative approach to strategy formulation and implementation, from a domestic and international perspective, is the focus of this core capstone course. All the primary areas of business are emphasized using cases and readings. Course is required of all graduating seniors in Business.

Requisite: Business School and Senior Standing.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

MGT 422. Leading Teams. 3 Credit Hours.

The objectives of this course are to develop interpersonal communication and conflict management skills necessary to work in teams and exercise leadership in teams. Topics include team development, decision making, and managing conflict.

Requisite: Must be in the Business School or have a MGMT minor plan.

Components: LEC.

Grading: GRD.

Typically Offered: Offered by Announcement Only.

MANAGEMENT SCIENCE (MAS)

MAS 201. Introduction to Business Statistics. 3 Credit Hours.

Data analysis and presentation, cross tabulations, descriptive statistical measures, probability, sampling, statistical inference, hypothesis testing for one and two populations, covariance and correlation analysis. Utilization of microcomputer statistical packages is also included.

Prerequisites: MAS 110 or MTH 130 or MTH 141 or MTH 151 or MTH 161 or MTH 171.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

MAS 202. Intermediate Business Statistics. 3 Credit Hours.

Chi-squared goodness of fit tests, and contingency tables, analysis of variance, simple linear regression, multiple regression, time series, forecasting, statistical methods of quality. Utilization of microcomputer statistical packages, case analyses, and presentations are also included.

Prerequisite: MAS 201 or MAS 311 or MTH 224 or IEN 311 or PSY 291 or PSY 292.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

MAS 311. Applied Probability and Statistics. 3 Credit Hours.

Descriptive statistics, basic probability, probability distributions, distribution theory, point and interval estimation, and single sample hypothesis testing.

Prerequisite: MTH 162 or MTH 172. Or Corequisites: MTH 162 or MTH 172 including equivalents.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

MAS 312. Statistical Methods and Quality Control. 3 Credit Hours.

Two sample hypothesis testing, simple and multiple regression, analysis of variance, design of experiments, and statistical quality control.

Prerequisites: MAS 311 or IEN 311 or equivalent.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

MAS 332. Data Acquisition, Preparation and Visualization. 3 Credit Hours.

This course provides an in depth view of working with data to extract and present valuable information. Students will learn to collect, clean, manipulate, analyze, and visualize data from various sources correctly and efficiently. Through hands-on application, students will gain an understanding of what problems can occur when dealing with a variety of data and what solutions exist. Computing is a major component of this course, and students will learn a number of in-demand technical skills.

Prerequisite: MAS 202 or MAS 312 or IEN 312 or equivalent.

Components: LEC.

Grading: GRD.

Typically Offered: Fall.

MAS 342. Introduction to Optimization and Decision Making. 3 Credit Hours.

Introduction to deterministic mathematical models with applications to business problems. Topics include the methodology of operations research, linear, integer, and dynamic programming, project management, networks, multi-objective optimization and heuristics. Software packages are used for programming applications. Lecture, 3 hours.

Prerequisite: MTH 162 or MTH 172 AND MAS 201 or MAS 311.

Components: LEC.

Grading: GRD.

Typically Offered: Fall.

MAS 432. Data Analysis. 3 Credit Hours.

This course introduces students to the analysis of various data types, with an emphasis on interpreting and communicating result. The course begins with linear regression modeling of normally distributed outcomes, and extends the concepts to other important data types frequently encountered in practice. Students will gain a firm understanding of a wide range of statistical models, when each is appropriate, and how to implement, interpret, and communicate results.

Prerequisite: MAS 202 or MAS 312 or IEN 312 or equivalent.

Components: LEC.

Grading: GRD.

Typically Offered: Spring.

MAS 442. Stochastic Models in Operations Research. 3 Credit Hours.

Introduction to probabilistic models and their applications. Topics include inventory theory, stochastic processes (queuing systems, Markov chains), and computer simulation. Lecture, 3 hours.

Prerequisite: MAS 311 or IEN 311 or equivalent.

Components: LEC.

Grading: GRD.

Typically Offered: Spring.

MAS 548. Data Mining and Knowledge Acquisition. 3 Credit Hours.

This course provides an introduction to the principles and techniques of data mining. Topics covered include the data mining process, data preprocessing, data mining techniques and data mining evaluation. The course will involve a combination of lectures, labs, projects and case studies.

Prerequisite: MAS 312 or IEN 312 or equivalent.

Components: LEC.

Grading: GRD.

Typically Offered: Spring.

MARKETING (MKT)

MKT 201. Foundations of Marketing. 3 Credit Hours.

Understanding and satisfying consumer need through product planning, pricing, promotion, and distribution. Students identify and analyze marketing problems. Discovery and application of marketing skills are developed by marketing planning assignments, computer simulations, and case analysis. Freshman or Sophomore AND Business School.

Components: LEC.

Grading: GRD.

Typically Offered: Fall & Spring.

MKT 340. Professional Selling. 3 Credit Hours.

Nature of the professional selling function and its relationship and contribution to the marketing strategy of organizations. Special emphasis is placed on broadly applicable principles and effective personal communication skills during the sales process.

Prerequisite: MKT 201 or MKT 301.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

MATHEMATICS (MTH)

MTH 161. Calculus I. 4 Credit Hours.

Limits and continuity, derivatives and applications, the definite integral and applications.

Requisite: ALEKS score ≥ 76 or SAT MATH score ≥ 700 or SAT MATH SECTION ≥ 730 or ACT score ≥ 31 or score of 4 AP Calculus (AB) or score of 3 in AP Calculus (BC) or a C- or higher in MTH 108.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

MTH 162. Calculus II. 4 Credit Hours.

Transcendental functions, methods of integration, improper integrals, infinite series, polar coordinates, and introduction to differential equations.

Prerequisite: MTH 141 or MTH 151 or MTH 161 or MTH 171.

Components: LEC.

Grading: GRD.

Typically Offered: Fall, Spring, & Summer.

UNIVERSITY OF MIAMI EXPERIENCE (UMX)

UMX 100. The University of Miami Experience. 0 Credit Hours.

The University of Miami Experience (UMX 100) is a graded, comprehensive virtual self-paced course specifically designed to assist first year students, transfer students included, in making a successful transition to the University of Miami. The course creates opportunities for students to learn skills integral to developing connections with students, staff, administrators, and faculty. UMX provides an opportunity for students to utilize UM resources necessary for success in college and beyond. Specifically, students will be exposed to campus leadership opportunities, academic and career planning, university traditions, study abroad opportunities, personal wellness programs, as well as advising and registration through videos, power points, blogs, threaded discussions, and more. These resources and opportunities are only a click away for the students enrolled.

Components: DIL.

Grading: GRD.

Typically Offered: Fall.



Alok Kumar
Department Chair and
Gabelli Asset Management
Professor of Finance

Department of Finance
514-E Jenkins
5250 University Drive
Coral Gables, FL 33146-6552

Ph. 305-284-1882
Dept: 305-284-4362
Fax: 305-284-4800
akumar@miami.edu

TO: Faculty Senate
FROM: Alok Kumar, Professor and Chair, Department of Finance
DATE: 10 January 2019
RE: Creation of the BSFA degree

The Department of Finance fully and enthusiastically supports the creation of the new Bachelor of Science in Finance and Accounting (BSFA) degree. This new initiative has been discussed among faculty members for many months, and has been the subject of departmental vote on a meeting. Finance faculty members unanimously approve the new degree. We as a group, and myself personally, believe that the new degree will enhance the Miami Business School capacity to prepare undergraduate students for successful careers in Finance.

Sincerely,

A handwritten signature in black ink that reads 'Alok Kumar'.

Alok Kumar
Chair, Department of Finance



January 30, 2019

Faculty Senate
University of Miami
Coral Gables, FL

Dear Faculty Senate:

The Department of Accounting unanimously and enthusiastically supports the creation of the new Bachelor of Science in Finance and Accounting (BSFA) degree. This new initiative was extensively discussed among faculty members and has been voted on by departmental faculty. As a group, we believe that the new degree will enhance the Miami Business School's ability to prepare undergraduate students for successful careers in Accounting and Finance.

Sincerely,

A handwritten signature in black ink, appearing to read 'Danda', written in a cursive style.

Dhananjay Nanda

Chair, Department of Accounting
University of Miami School of Business
5250 University Drive
Coral Gable, FL 33146



W. Brian Barrett, Ph.D., CFA
Department of Finance Ph: 305-284-1862
5250 University Drive Fax: 305-284-4800
514 Jenkins Building
Coral Gables, FL 33124-6552
bbarrett@miami.edu

Wednesday January 30, 2019

From: W. Brian Barrett *WBB*
 Chair, School Council of the Miami Business School

To: Faculty Senate

RE: Bachelor of Science in Finance and Accounting

The Bachelor of Science in Finance and Accounting was discussed and approved at the MBS School Council meeting on January 18, 2019. This proposal has been developed during the preceding year and has support from several MBS departments which would be directly impacted by this new program. Furthermore, both the Finance and Accounting departments have outside advisory groups made up of alumni and business leaders, and this proposal had had enthusiastic support from them. The process of getting approved involved faculty from all over the school as the various versions of the proposal were reviewed and improved at the Undergraduate Business Education Committee. Overall we feel this will be a strong curriculum option for strong students.



Office of the Dean PO Box 248027
Coral Gables, Florida 33124-6520

Ph. 305-284-4643
Fax. 305-284-6526

TO: Tomas Salerno
Chair, Faculty Senate

FROM: John Quelch
Dean

SUBJECT: Bachelor of Science in Finance and Accounting

DATE: February 1, 2019

Dear Dr. Salerno and the entire Faculty Senate:

I write to extend my enthusiastic support of the establishment of the new Bachelor of Science in Finance and Accounting. The proposal was developed over the past year by a committee of MBS faculty (the Undergraduate Business Education Committee) working with input from the Finance and Accounting Advisory Boards as well as faculty from impacted departments. This proposal was read twice at the School Council before being unanimously approved by that body on January 18, 2019. The curriculum of this new program will enrich our students' skills in meeting the changing demands of the marketplace and enhance their future careers opportunities in the financial services industry.

Thank you for your support and collaboration. I look forward to working with the Faculty Senate on other matters in the future.

A handwritten signature in blue ink, reading 'John F. Quelch'.

Professor John Quelch
Dean, Miami Business School



Office of Planning,
Institutional Research,
and Assessment


P.O. Box 248285
Coral Gables, FL 33124-2923
Phone: 305-284-3856

Gables One Tower, Suite 260, Locator 2923
1320 S. Dixie Hwy., Coral Gables, FL 33146
Fax: 305-284-4081 • pira@miami.edu

MEMORANDUM

DATE: February 1, 2019

TO: Shirley Dennis-Escoffier, Associate Professor of Accounting
Miami Business School

FROM: Patty Murphy, Associate Provost of University Accreditation
Office of Assessment and Accreditation 

RE: New Bachelor of Science in Finance and Accounting Degree

On January 29, 2019, the Miami Business School notified my office of its intent to offer a “Bachelor of Science in Finance and Accounting” (BSFA) degree effective Fall 2019. The proposed bachelor’s degree will enable students to pursue a curriculum that is the equivalent of a double major in Accounting and Finance as well as a minor in Business Analytics. The program is being created to respond to market demand from employers and to enable quantitatively strong students to take finance and accounting courses earlier in their undergraduate career.

The proposed BSFA program will require successful completion of 125 credit hours including general education and a business core with coursework in finance, accounting and business analytics. The BSFA curriculum is composed of existing courses. No new courses are required to support the program.

BSFA Curriculum

- University General Education (Required)
 - English 105 English Composition I (3 credit hours)
 - English 106 English Composition II (3 credit hours)
 - UMX 100 The University of Miami Experience (0 credit hours)
 - Arts and Humanities cognate (9 credit hours)
 - People and Society cognate (9 credit hours)
 - STEM cognate (9 credit hours fulfilled within the Business Core)
 - Quantitative Skills proficiency (3 credit hours fulfilled within the Business Core)
- BSFA Business Core (Required)
 - ACC 223 Principles of Financial and Managerial Accounting (4 credit hours)
 - ACC 301 Cost Accounting (3 credit hours)
 - ACC 311 Intermediate Accounting I (3 credit hours)
 - ACC 312 Intermediate Accounting II (3 credit hours)
 - ACC 402 Auditing (3 credit hours)
 - ACC 403 Fundamentals of Taxation (3 credit hours)
 - ACC 404 Advanced Taxation (3 credit hours)
 - ACC 406 Accounting Systems (3 credit hours)
 - ACC 411 Advanced Accounting (must be taken in the final year)(3 credit hours)

- BSL 212 Introduction to Business Law (3 credit hours)
- BTE 320 Introduction to Programming (3 credit hours)
- BUS 150 Business Analytics (3 credit hours)
- BUS 211 Professional Development for Finance and Accounting (1 credit hour)
- BUS 300 Critical Thinking and Persuasion for Business (3 credit hours)
- ECO 213 Principles of Economics (4 credit hours)
- FIN 302 Fundamentals of Finance (3 credit hours)
- FIN 303 Intermediate Financial Management (3 credit hours)
- FIN 320 Investment & Security Markets (3 credit hours)
- FIN 433 Case Studies for Financial Professionals (1 credit hour)
- Finance Choice Courses (12 credit hours)
 - Students will select two courses (6 credit hours) at the 300-500 level from the Finance departmental offerings
 - Students will select two courses (6 credit hours) at the 400 or 500 level from the Finance departmental offerings
- MAS 201 Introduction to Business Statistics (3 credit hours)
- MAS 202 Intermediate Business Statistics (3 credit hours)
- MAS 332 Data Acquisition, Preparation and Visualization (3 credit hours)
- MAS 432 Data Analysis (3 credit hours)
- MGT 304 Organizational Behavior (3 credit hours)
- MKT 201 Foundations of Marketing (3 credit hours)
- MTH 161 Calculus I (4 credit hours)
- Business Principles Choice Courses (9 credit hours)
 - Students will select three courses (9 credit hours) from the options below:
 - BTE 210 Fundamentals of Business Technology and Innovation (3 credit hours)
 - MGT 303 Operations Management (3 credit hours)
 - MGT 324 Negotiation Strategies (3 credit hours) or BSL 324 Negotiation (3 credit hours)
 - MKT 340 Professional Selling (3 credit hours)
 - BSL 401 The Law of Financial Transactions (3 credit hours)
 - MGT 401 Strategic Management (3 credit hours)
 - MGT 422 Leading Teams (3 credit hours)
- Data Analytics Choice Courses (3 credit hours)
 - Students will select one course (3 credit hours) from the options below:
 - BTE 324 Object-Oriented Programming (3 credit hours)
 - MAS 342 Introduction to Optimization and Decision Making (3 credit hours)
 - BTE 423 Database Management Systems (3 credit hours)
 - ECO 430 Applied Econometrics (3 credit hours)
 - BTE 523 Big Data Development (3 credit hours)
 - MAS 548 Data Mining and Knowledge Acquisition (3 credit hours)

The program will be overseen the three faculty members in the Miami Business School: Sandro Andrade, Associate Professor of Finance; Shirley Dennis-Escoffier, Associate Professor of Accounting; and Tallys Yunes, Associate Professor of Management Science. Dr. Andrade has a Ph.D. in Finance from the University of California-Berkeley. Dr. Dennis-Escoffier has a Ph.D. in Interdepartmental Studies in Business (Accounting) from the University of Miami and is a Certified Public Accountant. Dr. Yunes has a Ph.D. in Operations Research from Carnegie Mellon University.

The proposed new program does not "represent a significant departure, either in content or method of delivery" from what we are currently approved by SACSCOC to offer due to the following:

- The program meets the minimum length of 120 credit hours required by SACSCOC for a bachelor's degree.
- The program includes a general education component that meets SACSCOC requirements of a minimum of 30 credit hours.
- The curriculum is simply a repackaging of existing courses. No new courses will be created for the program.
- The new program will be supported by current qualified faculty. No new faculty will be hired.
- The program will be coordinated jointly by three qualified faculty members, Dr. Sandro Andrade, Dr. Shirley Dennis-Escoffier, and Dr. Tallys Yunes.
- The University is currently approved to offer the following programs in related areas:
 - Bachelor of Business Administration in Accounting
 - Bachelor of Business Administration in Business Analytics
 - Bachelor of Business Administration in Finance
 - Bachelor of Science in Business Administration in Accounting
 - Bachelor of Science in Business Administration in Business Analytics
 - Bachelor of Science in Business Administration in Finance
- The majority of the program will not be offered via distance education and, in any case, the University is approved to offer 100% distance education programs.
- The program will be offered on the University's Coral Gables campus.

SACSCOC only requires notification of program changes that represent a significant departure from our current programs. Therefore, no notification or approval is required for this change.

Please contact me if you have any questions at pattymurphy@miami.edu or (305) 284-3276.

CC: Faculty Senate
Guillermo Prado, Dean of the Graduate School
John Quelch, Dean of the Miami Business School
Ann Olazabal, Vice Dean, Undergraduate Business Education
Karen Beckett, University Registrar
Carrie Glass, Executive Director of Student Financial Assistance and Employment

RESOURCES

This program will require no new faculty positions, no additional library resources, and have no additional budget needs.

Teaching/Faculty

Courses in the BSFA will be taught by existing faculty in the MBS. The new ACC 223 will replace a section of existing ACC 212 and the new ECO 213 will replace a section of existing ECO 212. The new 1-credit courses (BUS 211 and FIN 433) will replace a section of the existing 3-credit BUS 101. No need for teaching or research assistants is currently anticipated.

Academic Advising

Academic advising related to degree requirements will be delivered by the professional advising staff in Undergraduate Business Education and MBS faculty as desired.

Library Facilities

It is not expected that the BSFA will require library facilities or equipment different from that used by other undergraduate business students, i.e., Richter Library resources and those maintained by the JP Newman Instructional Resource Center at MBS.

Budget

N/A

APPENDIX C: Faculty Members Overseeing the BSFA program

Finance

Sandro C. Andrade, Associate Professor of Finance

Accounting

Shirley Dennis-Escoffier, Associate Professor of Accounting

Business Analytics

Tallys Yunes, Associate Professor of Management Science (Business Analytics)

CVs for these tenured faculty members are on the following pages

Sandro Canesso de Andrade

Associate Professor of Finance
School of Business Administration
University of Miami
<http://moya.bus.miami.edu/~sandrade/>

Office: 512-D Jenkins Building
Phone: (305) 284 8819
E-mail: sca@miami.edu

EDUCATION

Ph.D. in Finance (University of California, Berkeley), 2006.
M.S. in Economics (EPGE /Fundação Getulio Vargas), 1996.
Engineer (ITA-Instituto Tecnológico de Aeronáutica), 1993.

EMPLOYMENT

09/2013 - : Associate Professor of Finance, University of Miami
08/2006 - 08/2013: Assistant Professor of Finance, University of Miami
08/2003 - 06/2006: Graduate Student Instructor, UC-Berkeley
12/1997 - 05/2001: Analyst, Advisor, and Senior Advisor, Central Bank of Brazil
12/1996 - 11/1997: Economist, Institute of Applied Economic Research (IPEA)
01/1996 - 09/1996: Senior Financial Analyst, Banco BBM S.A.

PUBLICATIONS

The costs of sovereign default: Evidence from the stock market. *Review of Financial Studies*, 2018.
(with V. Chhaochharia)

Official FX interventions through derivatives. *Journal of International Money and Finance*, 2014.
(with E. Kohlscheen)

SOX, corporate transparency, and the cost of debt. *Journal of Banking and Finance*, 2014.
(with G. Bernile and F. Hood).

Analyst coverage, information, and bubbles. *Journal of Financial and Quantitative Analysis*, 2013.
(with J. Bian and T. Burch).

"Sell in May and go away" just won't go away. *Financial Analysts Journal*, 2013.
(with V. Chhaochharia and M. Fuerst)

Can broker-dealer client surveys provide signals for debt investing? *Journal of Banking and Finance*, 2011.
(with W.B. Barrett).

Information immobility and foreign portfolio investment. *Review of Financial Studies*, 2010.
(with V. Chhaochharia).

A model of asset pricing under country risk. *Journal of International Money and Finance*, 2009.

Trading imbalances, predictable reversals, and cross-stock price pressure. *Journal of Financial Economics*, 2008.
(with C. Chang and M. Seasholes).

Market timing with *Cay*. *Journal of Portfolio Management*, 2006.
(with I. Babenko and Y. Tserlukevich).

OTHER PUBLICATIONS (selected)

A practical anti-bubble prescription. *The Economists' Voice*, 2012. (with J. Bian and T. Burch).

Debt ceiling debate isn't our nation's prime concern. *The Miami Herald*, August 15, 2011.

Testing the Expectations Hypothesis in the Brazilian term structure of interest rates. *Brazilian Review of Finance* 2003. (with B. Tabak)

Controlling credit risk in foreign reserves. *Central Banking Journal*, 2001.

Is it worth tracking Dollar-Real implied volatility? *Brazilian Journal of Applied Economics*, 2001. (with B. Tabak)

A credit risk measurement model. *Resenha BM&F*, 2001. (in Portuguese)

The pricing of principal-guaranteed mutual funds. *Resenha BM&F*, 2000. (in Portuguese)

Scenarios for the beginning of the Millennium in Brazil. In *A Economia Brasileira em Perspectiva -1998*. IPEA (with O. Tourinho) (in Portuguese)

CURRENT WORKING PAPERS

Sovereign credit risk and global macroeconomic conditions (with A. Ekponon and A. Jeanneret)

The impact of operating leases and purchase obligations on credit market prices. (with E. Henry and D. Nanda)

Is there a value premium among large stocks? (with V. Chhaochharia)

Pessimistic foreign investors and turmoil in emerging markets: The case of Brazil in 2002. (with E. Kohlscheen)

HONORS AND AWARDS

Sun Yefang Financial Innovation Award, 2014

Cheit Award for Graduate Student Instructor (MFE Program), Haas School of Business, 2006

Outstanding Graduate Student Instructor Award, U.C. Berkeley, 2005

BBM Award, 1995

INFRAERO Award, 1993

Litoral Engineering Award, 1993

Honors of ITA's Dept. of Transports, 1993

Honors of ITA's Dept. of Mathematics, 1993

MISCELLANEA

Languages: Portuguese (native), English (fluent), Spanish (advanced)

Refereeing activity: *Journal of Finance*, *Review of Financial Studies*, *Journal of Financial Economics*, *Journal of Financial and Quantitative Analysis*, *Management Science*, *Journal of International Economics*, *Review of Asset Pricing Studies*, *Journal of International Business Studies*, *Journal of International Money and Finance*, *Journal of Banking and Finance*, *Financial Analysts Journal*, *Journal of Portfolio Management*, *Emerging Markets Review*, *Journal of Financial Research*, *Financial Review*, *Journal of Futures Markets*, *Journal of Business Finance & Accounting*, *Scandinavian Journal of Economics*, *Journal of Economic Surveys*, *European Financial Management*, *European Journal of Finance*, *Revista Brasileira de Economia*, *Brazilian Review of Econometrics*, *Pesquisa e Planejamento Economico*, *Brazilian Review of Finance*.

Editorial activity: Associate Editor at *Journal of Banking and Finance*

Visa status: Brazilian citizen, U.S. permanent resident.

Family status: Married, with three children (born in 2008, 2010, and 2012).

University of Miami
Miami Business School

Last Revised
December 15, 2018

Shirley Dennis-Escoffier

Office Phone: 305-284-5577

Room 311, Bernie Kosar/David Epstein Faculty Office Wing
5250 University Drive, Coral Gables, FL 33146-6531
sdennis@miami.edu

Current Academic Rank: Associate Professor
Primary Department: Accounting
Secondary or Joint Appointments: None
Citizenship: United States of America

HIGHER EDUCATION

Institutional

Ph.D. in Interdepartmental Studies in Business (accounting),
University of Miami, Coral Gables, Florida, 1981
M.B.A. with concentration in accounting, University of Miami, 1975
B.B.A. with major in accounting, University of Miami, 1973 (cum laude)

Certification, licensure

Certified Public Accountant, Florida, 1975 – present

EXPERIENCE

Academic

University of Miami, Coral Gables, Florida
Associate Professor of Accounting, 1991 - present (tenured June 1991)
Assistant Professor of Accounting, 1985 - 1991
Visiting, 1983 - 1985

California State University, Hayward, California
Associate Professor of Accounting, 1982 - 1983

University of Hawaii at Manoa, Honolulu, Hawaii
Assistant Professor of Accounting, 1979 - 1982

Non-Academic

Arthur Young & Company CPA, Honolulu, Hawaii
Tax Consultant, 1982

Cordis Corporation, Miami, Florida
Accountant, International Division, 1975-1976

General Development Corporation, Miami, Florida
Financial Analyst, 1973-1974

PUBLICATIONS

Books Published

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2019 edition, John Wiley & Sons.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2018 edition, John Wiley & Sons.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2017 edition, John Wiley & Sons.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2016 edition, John Wiley & Sons.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2015 edition, Wiley Custom.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2014 edition, Wiley Custom.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2013 edition, Wiley Custom.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2012 edition, Wiley Custom.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2011 edition, Wiley Custom.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2010 edition, Wiley Custom.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2009 edition, Wiley Custom.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2008 edition, Thomson South-Western.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2007 edition, Thomson South-Western.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2006 edition, Pearson Prentice Hall.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2005 edition, Pearson Prentice Hall.

Dennis-Escoffier, S. and K. A. Fortin, *Taxation for Decision Makers*, 2004 edition, Pearson Prentice Hall.

Escoffier, M.R. and S. Dennis-Escoffier, *Restaurant Operations and Controls: A Practical Guide*, Prentice-Hall, 1986.

Juried or Refereed Journal Articles

Dennis-Escoffier, S., O. Quintana, and C. Ortiz, "Are you eligible? Small businesses offset cost of health insurance premiums with tax credits." *MGMA Connection*, Vol. 15, No 3, 36-41, April 2015.

- Dennis-Escoffier, S., O. Quintana, and C. Ortiz, "Feeling the pinch: Changes to the 2013 tax law affect professionals and practices" *MGMA Connection*, Vol. 14, No. 2, 24, 49-54, February 2014.
- Dennis-Escoffier, S., O. Quintana, and C. Ortiz, "What Tax Provisions in the Health Care Reform Act Mean to You," *MGMA Connection*, Vol.11, No. 2, 38-41, February 2011.
- Collins, J.A. and S. Dennis-Escoffier, "FSA Reimbursements for Nonprescriptive Drugs," *Strategic Finance*, 14-16, 61, December 2010.
- Collins, J.A. and S. Dennis-Escoffier, "Higher Employment Taxes on the Horizon for S Corporations," *Strategic Finance*, 15-16, October 2010.
- Dennis-Escoffier, S. and J. T. Rubin "CPA Exam Aligns with Model Tax Curriculum," *The Tax Adviser*, Vol. 40, No. 11, 785-787, November 2009
- Dennis-Escoffier, S., B. Kern, and S. Rhoades-Catanach, "The Revised Model Tax Curriculum," *Issues in Accounting Education*, Vol. 24, No. 2, 141-156, May 2009.
- Dennis-Escoffier, S. and J. T. Rubin "Curriculum Tools for Tax Educators," *The Tax Adviser*, Vol. 39, No. 2, 110-114, February 2008.
- Dennis-Escoffier, S., "Tax Planning Opportunities for U.S. Taxpayers Working Abroad," *Practical Tax Strategies*, Vol. 78, No. 1, 12-25, January 2007.
- Dennis-Escoffier, S., "Navigate the Maze for Job-Related Education Deductions," *Practical Tax Strategies*, Vol. 75, No. 6, 324-337, December 2005.
- Kern, B.B. and S. Dennis-Escoffier, "Current Status of the Tax Curriculum in Accounting Programs," *The Tax Adviser*, Vol. 35, No. 11, 712-714, November 2004.
- Dennis-Escoffier, S. and L.C. Phillips, "The IRS War Against Tax Shelters Leads to Revision of the Corporate Income Tax Return," *The Journal of Corporate Transactions*, Vol. 2, No. 6, 25-34, August-September 2004.
- Dennis-Escoffier, S. and O. Quintana, "Tax savings for your practice: New tax law accelerates depreciation write-off," *MGMA Connection*, Vol. 4, No. 4, 46-49, April 2004.
- Dennis-Escoffier, S., T. Purcell, J. Rubin, and J. Totten, "Preparing Students for the New CPA Examination," *The Tax Adviser*, Vol. 34, No. 2, 108-110, February 2003.
- Dennis-Escoffier, S., "The New Uniform CPA Examination" *The Tax Adviser*, Vol. 32, No. 11, 785-789, November 2001.
- Dennis-Escoffier, S., A. Fowler, J. Phillips, T. Ransopher, and S. Rhoades-Catanach, "Experiences with the Model Tax Curriculum," *The Tax Adviser*, Vol. 32, No. 5, 340-345, May 2001.
- Dennis-Escoffier, S. and L.C. Phillips, "Educational Assistance Programs Need to be Reexamined," *Taxes*, Vol. 74, No. 9, 523-533, September 1996.
- Dennis-Escoffier, S. and P. Munter, "How Tax and Financial Reporting for Intangible Assets Changes under New Law," *The Journal of Corporate Accounting & Finance*, Vol. 5, No. 3, 307-313, Spring 1994.
- O'Neil, C.J. and S. Dennis-Escoffier, "S Corporations Built-in Gains Tax," *The Tax Adviser*, Vol. 24, No. 9, 593-607, September 1993.

- O'Neil, C.J., S. Dennis-Escoffier, and E.R. Gray, "When Will the IRS Grant Relief for an Inadvertent Termination of an S Corporation Election?" *Taxes*, Vol. 70, No. 7, 441-458, July 1992. Reprinted in *Business Strategies*, September 1992.
- Sacasas, R., P. Munter, and S. Dennis-Escoffier, "Maislin and Motor Carrier's Income Taxes," *Transportation Practitioners Journal*, Vol. 59, No. 4, 359-365, Summer 1992. Reprinted in *Public Utilities Law Anthology*, v. XVI part I, June 1993.
- O'Neil, C.J. and S. Dennis-Escoffier, "Revised Proposed Regulations Clarify the One Class of Stock Rules," *The Tax Adviser*, Vol. 23, No. 1, 3-11, January 1992.
- Fortin, K.A. and S. Dennis-Escoffier, "Passive Loss Regulations Defining Trade or Business Activities Provide Planning Opportunities," *The Tax Adviser*, Vol. 21, No. 5, 263-279, May 1990.
- Fortin, K.A. and S. Dennis-Escoffier, "Avoiding Wash Sale Treatment on Options," *The Journal of Taxation of Investments*, Vol. 7, No. 2, 114-124, Winter 1990.
- Fortin, K.A. and S. Dennis-Escoffier, "New Passive Activity Regulations Affect S Corporations and Their Shareholders," *S Corporations: The Journal of Tax, Legal & Business Strategies*, Vol. 2, No. 3, 247-259, Autumn 1989.
- Fortin, K.A. and S. Dennis-Escoffier, "Supreme Court Boots Dividend Treatment in Reorganizations," *Taxes*, Vol. 67, No. 6, 402-408, June 1989.
- Dennis-Escoffier, S., "An Analysis of Factors Affecting the Recovery of Litigation Costs in Tax Cases" *Taxes*, Vol. 67, No. 5, 317- 323, May 1989. Reprinted in AICPA-University of Illinois National Tax Education program materials, 1989.
- Fortin, K.A. and S. Dennis-Escoffier, "The Pritchett Reversal," *The Tax Adviser*, Vol. 20, No. 3, 199-205, March 1989.
- Fortin, K.A. and S. Dennis-Escoffier, "Dodging the Limitations of the Kiddie Tax," *Journal of Taxation of Trusts and Estates*, Vol. 1, No. 1, 27-31, Fall 1988.
- Fortin, K.A. and S. Dennis-Escoffier, "Telecommuting Adds a New Dimension to Office in the Home," *The Woman CPA*, Vol. 48, No. 4, 21-25, October 1986.
- Fortin, K.A. and S. Dennis-Escoffier, "Telecommuters Can Qualify for Tax Breaks," *Journal of Systems Management*, Vol. 37, No. 7, 30-36, July 1986.
- Fortin, K.A. and S. Dennis-Escoffier, "Form Over Substance Triumphs: Tandem Use of Like-kind Exchanges With Other Nonrecognition Provisions as Seen in Magneson and Bolker," *National Public Accountant*, Vol. 29, No. 10, 34-39, October 1984.
- Escoffier, M.R. and S. Dennis-Escoffier, "The New Tip Reporting Law: A Cloud With a Silver Lining?" with M. Escoffier, *Cornell Hotel & Restaurant Administration Quarterly*, Vol. 23, No. 4, 8-14, February 1983. Received Honorable Mention, H.B. Meek Article of the Year Award, *Cornell HRA Quarterly*, 1983.

Refereed Proceedings

- Fortin, K.A., and S. Dennis-Escoffier, "Testing Moral Development in the Tax Curriculum," *Proceedings of 1991 American Accounting Association Annual Meeting*, August 1991.
- Escoffier, M.R., and S. Dennis-Escoffier, "Man in the Middle: A Study of Restaurant Managers' Perceptions of Tip Reporting," *Proceedings of 1990 Southeastern Regional Meeting of American Accounting Association*, April 1990.

- Fortin, K.A., and S. Dennis-Escoffier, "Income Shifting Opportunities Still Exist Under New Kiddie Tax," *Proceedings of 1988 Western Regional Meeting of American Accounting Association*, April 1988.
- Fortin, K.A., and S. Dennis-Escoffier, "Pritchett Reversal Confirms 'Ultimate Liability' Test For Partners' At-risk/Basis Determinations," *Proceedings of 1988 Southeastern Regional Meeting of American Accounting Association*, April, 1988.
- Fortin, K.A., and S. Dennis-Escoffier, "Revised Section 1374 is No Stumbling Block to S Election," *Proceedings of 1987 Southeastern Regional Meeting of American Accounting Association*, April 1987.
- Fortin, K.A., and S. Dennis-Escoffier, "Telecommuting Adds a New Dimension to Office in the Home," *Proceedings of 1986 Southeastern Regional Meeting of American Accounting Association*, April 1986.
- Fortin, K.A., and S. Dennis-Escoffier, "Income Averaging—1964 to 1984 (Back to Basics)," *Proceedings of 1985 Southeastern Regional Meeting of American Accounting Association*, April 1985.

Chapters in Books

- Dennis-Escoffier, S. and K.A. Fortin, "Chapter 14: Revising the Tax Curriculum: Making the Transition from a Traditional Curriculum to the AICPA Model Tax Curriculum" in *Methods, Topics, and Issues in Tax Education: A Year 2001 Perspective*, edited by J.A. Meade, American Taxation Association, 2001.
- Dennis-Escoffier, S., "Chapter 3: Computer Presentations on a TV/VCR" in *Methods, Topics, and Issues in Tax Education: A Year 2001 Perspective*, edited by J.A. Meade, American Taxation Association, 2001.
- Fortin, K.A. and S. Dennis-Escoffier, editors, *Fundamentals of Individual and Entity Taxation*, 2000 edition, Dame Thomson Learning. Also authored or co-authored seven chapters in this book.
- Fortin, K.A. and S. Dennis-Escoffier, editors, *Fundamentals of Individual and Entity Taxation*, 1999 edition, Dame Publications. Also authored or co-authored seven chapters in this book.
- Fortin, K.A. and S. Dennis-Escoffier, editors, *Fundamentals of Individual and Entity Taxation*, 1998 edition, Dame Publications. Also authored or co-authored five chapters in this book.
- Fortin, K.A. and S. Dennis-Escoffier, editors, *Dame Publications' Federal Taxation—Individual*, 1997 edition, Dame Publications. Also authored or co-authored two chapters in this book.
- Fortin, K.A. and S. Dennis-Escoffier, editors, *Dame Publications' Federal Taxation—Individual*, 1996 edition, Dame Publications. Also authored or co-authored two chapters in this book.
- Dennis-Escoffier, S., "Chapter 1: Tax Research" in *Dame Publications' Federal Taxation—Corporations, Partnership, Gifts, Estates and Trusts*, Dame Publications, 1995 edition, 1996 edition, and 1997 edition.
- Dennis-Escoffier, S., "Income Tax Considerations" in *Implementing Activity Based Costing*, edited by F. Collins, Executive Enterprises Publications, 1991.

Other Works and Publications

- Dennis-Escoffier, S., "IRS Issues Guidance for Small Employer HRAs," *The Journal of Corporate Accounting & Finance*, Vol. 29, No. 3, 117-122, July 2018.
- Dennis-Escoffier, S., "New Tax Law Allows 100% Depreciation," *The Journal of Corporate Accounting & Finance*, Vol. 29, No. 2, 169-174, April 2018.
- Dennis-Escoffier, S., "Tax Relief Provisions for Disaster Losses," *The Journal of Corporate Accounting & Finance*, Vol. 29, No. 2, 167-173, January 2018.
- Dennis-Escoffier, S., "Preserving Tax-Free Treatment of Employee Parking Benefits," *The Journal of Corporate Accounting & Finance*, Vol. 28, No. 6, 62-65, September/October 2017.
- Dennis-Escoffier, S., "Third Circuit Reverses Tax Court on All-Events Test for Customer Rewards," *The Journal of Corporate Accounting & Finance*, Vol. 28, No. 5, 69-72, July/August 2017.
- Dennis-Escoffier, S., "Tax Court Applies Independent Investor Test to Compensation," *The Journal of Corporate Accounting & Finance*, Vol. 28, No. 4, 82-86, May/June 2017.
- Dennis-Escoffier, S., "Final Regulations on Software Development Qualifying for Research Tax Credit," *The Journal of Corporate Accounting & Finance*, Vol. 28, No. 3, 93-97, March/April 2017.
- Dennis-Escoffier, S., "Startups Can Use Research Credit to Offset Payroll Taxes," *The Journal of Corporate Accounting & Finance*, Vol. 28, No. 2, 108-111, January/February 2017.
- Dennis-Escoffier, S., "Wellness Program Incentives May Be Taxable," *The Journal of Corporate Accounting & Finance*, Vol. 28, No. 1, 107-110, November/December 2016.
- Dennis-Escoffier, S., "Final Regulations Address Limits on Transfer of Built-in Losses," *The Journal of Corporate Accounting & Finance*, Vol. 27, No. 6, 107-114, September/October 2016.
- Dennis-Escoffier, S., "Contributing Unused Vacation to a 401(k) or HRA," *The Journal of Corporate Accounting & Finance*, Vol. 27, No. 5, 87-90, July/August 2016.
- Dennis-Escoffier, S., "Enhanced Depreciation Provisions Extended," *The Journal of Corporate Accounting & Finance*, Vol. 27, No. 4, 85-90, May/June 2016.
- Dennis-Escoffier, S., "Employee or Independent Contractor," *The Journal of Corporate Accounting & Finance*, Vol. 27, No. 3, 101-104, March/April 2016.
- Dennis-Escoffier, S., "IRS Issues Regulations on Domestic Production Activities Deduction," *The Journal of Corporate Accounting & Finance*, Vol. 27, No. 2, 117-120, January/February 2016.
- Dennis-Escoffier, S., "Effect of Health FSA Carryovers on HSAs," *The Journal of Corporate Accounting & Finance*, Vol. 27, No. 1, 103-108, November/December 2015.
- Dennis-Escoffier, S., "IRS Issues Regulations on Performance-Based Compensation Exception," *The Journal of Corporate Accounting & Finance*, Vol. 26, No. 6, 111-114, September/October 2015.

- Dennis-Escoffier, S., "Surprises on Tax Treatment of Scholarships," *The Journal of Corporate Accounting & Finance*, Vol. 26, No. 5, 115-120, July/August 2015.
- Dennis-Escoffier, S., "When Is Revenue From the Sale of Gift Cards Taxed?" *The Journal of Corporate Accounting & Finance*, Vol. 26, No. 4, 121-125, May/June 2015.
- Dennis-Escoffier, S., "IRS Finalizes rules for Local Lodging Expenses," *The Journal of Corporate Accounting & Finance*, Vol. 26, No.3, 53-56, March/April 2015.
- Dennis-Escoffier, S., "Final Regulations Address Limits on Transfer of Built-in Losses," *The Journal of Corporate Accounting & Finance*, Vol. 26, No. 2, 83-87, January/February 2015.
- Dennis-Escoffier, S., "Simplified Research Credit Can Now Be Elected on Amended Tax Returns," *The Journal of Corporate Accounting & Finance*, Vol. 26, No. 1, 77-79, November/December 2014.
- Dennis-Escoffier, S., "IRS Changes Foreign Housing Exclusion for Some High-Cost Locations," *The Journal of Corporate Accounting & Finance*, Vol. 25, No. 6, 81-84, September/October 2014.
- Dennis-Escoffier, S., "IRS Issues Final Regulations on Substantial Risk of Forfeiture," *The Journal of Corporate Accounting & Finance*, Vol. 25, No. 5, 87-90, July/August 2014.
- Dennis-Escoffier, S., "IRS Modified Use-It-or-Lose-It Rule for FSAs," *The Journal of Corporate Accounting & Finance*, Vol. 25, No. 4, 91-95, May/June 2014.
- Dennis-Escoffier, S., "Final Regulations Clarify Deduction Limit for Meals in Multiparty Arrangements," *The Journal of Corporate Accounting & Finance*, Vol. 25, No.3, 81-84, March/April 2014.
- Dennis-Escoffier, S., "IRS Issues Final Regulations on Repair and Capitalization Rules," *The Journal of Corporate Accounting & Finance*, Vol. 25, No. 2, 85-88, January/February 2014.
- Dennis-Escoffier, S., "Final Regulations Issued on Wellness Programs," *The Journal of Corporate Accounting & Finance*, Vol. 25, No. 1, 83-88, November/December 2013.
- Dennis-Escoffier, S., "U.S. Senate Approves Internet Sales Tax Act," *The Journal of Corporate Accounting & Finance*, Vol. 24, No. 6, 83-88, September/October 2013.
- Dennis-Escoffier, S., "Claiming Unused AMT Credits in Lieu of Bonus Depreciation," *The Journal of Corporate Accounting & Finance*, Vol. 24, No. 5, 95-97, July/August 2013.
- Dennis-Escoffier, S., "IRS Finalizes Deduction Limits for Corporate Jets," *The Journal of Corporate Accounting & Finance*, Vol. 24, No. 4, 97-104, May/June 2013.
- Dennis-Escoffier, S., "Tax Implications of Casualty Losses," *The Journal of Corporate Accounting & Finance*, Vol. 24, No. 3, 83-86, March/April 2013.
- Dennis-Escoffier, S., "IRS Issues Ruling on Wages Recharacterized as Nontaxable Reimbursements," *The Journal of Corporate Accounting & Finance*, Vol. 24, No. 2, 87-90, January/February 2013.
- Dennis-Escoffier, S., "IRS Liberalizes Rules for Local Lodging," *The Journal of Corporate Accounting & Finance*, Vol. 24, No. 1, 101-103, November/December 2012.

- Dennis-Escoffier, S., "Regulations on Repair and Capitalization Rules—Part II," *The Journal of Corporate Accounting & Finance*, Vol. 23, No. 6, 87-91, September/October 2012.
- Dennis-Escoffier, S., "IRS Issues Regulations on Repair and Capitalization Rules," *The Journal of Corporate Accounting & Finance*, Vol. 23, No. 5, 81-85, July/August 2012.
- Dennis-Escoffier, S., "IRS Issues Guidance on Reporting Health Insurance Coverage," *The Journal of Corporate Accounting & Finance*, Vol. 23, No. 4, 75-77, May/June 2012.
- Dennis-Escoffier, S., "IRS Issues Final Regulations on Start-up and Organizational Expenses," *The Journal of Corporate Accounting & Finance*, Vol. 23, No. 3, 97-100, March/April 2012.
- Dennis-Escoffier, S., "IRS Provides Recordkeeping Relief for Cell Phones," *The Journal of Corporate Accounting & Finance*, Vol. 23, No. 2, 99-101, January/February 2012.
- Dennis-Escoffier, S., "IRS Narrows Performance-Based Compensation Exception," *The Journal of Corporate Accounting & Finance*, Vol. 23, No. 1, 95-97, November/December 2011.
- Dennis-Escoffier, S., "Final Regulations Issued on Simplified Research Credit," *The Journal of Corporate Accounting & Finance*, Vol. 22, No. 6, 97-100, September/October 2011.
- Dennis-Escoffier, S., "IRS Increases Housing Exclusion for Some High-Cost Foreign Locations," *The Journal of Corporate Accounting & Finance*, Vol. 22, No. 5, 105-107, July/August 2011.
- Dennis-Escoffier, S., "Tax Relief Act Allows 100 Percent Bonus Depreciation for 2011," *The Journal of Corporate Accounting & Finance*, Vol. 22, No. 4, 99-102, May/June 2011.
- Dennis-Escoffier, S., "Bonus Depreciation Extended and Expensing Expanded," *The Journal of Corporate Accounting & Finance*, Vol. 22, No. 3, 99-102, March/April 2011.
- Dennis-Escoffier, S., "New International Tax Provisions," *The Journal of Corporate Accounting & Finance*, Vol. 22, No. 2, 75-78, January/February 2011.
- Dennis-Escoffier, S., "IRS Provides Guidance on Transit Passes and Parking Benefits," *The Journal of Corporate Accounting & Finance*, Vol. 22, No. 1, 109-112, November/December 2010.
- Dennis-Escoffier, S., "IRS Provides Guidance on Small-Employer Health Care Credit," *The Journal of Corporate Accounting & Finance*, Vol. 21, No. 6, 89-92, September/October 2010.
- Dennis-Escoffier, S., "IRS Approves Relief When QI Defaults in Like-minded Exchange," *The Journal of Corporate Accounting & Finance*, Vol. 21, No. 5, 81-86, July/August 2010.
- Dennis-Escoffier, S., "Accrued Bonuses Deductible Only in Year Paid," *The Journal of Corporate Accounting & Finance*, Vol. 21, No. 4, 89-91, May/June 2010.
- Dennis-Escoffier, S., "IRS Focuses on Random Employment Tax Audits," *The Journal of Corporate Accounting & Finance*, Vol. 21, No. 3, 83-85, March/April 2010.

- Dennis-Escoffier, S., "Final Regulations on Employer Contributions to HSAs" *The Journal of Corporate Accounting & Finance*, Vol. 21, No. 2, 107-111, January/February 2010.
- Dennis-Escoffier, S., "IRS Reexamines Cell Phone Substantiation Rules," *The Journal of Corporate Accounting & Finance*, Vol. 21, No. 1, 81-85, November/December 2009.
- Dennis-Escoffier, S., "Proposals Target Multinationals," *The Journal of Corporate Accounting & Finance*, Vol. 20, No. 6, 105-108, September/October 2009.
- Dennis-Escoffier, S., "Tax Consequences of Assisting Relocated Employees to Sell Homes," *The Journal of Corporate Accounting & Finance*, Vol. 20, No. 5, 87-92, July/August 2009.
- Dennis-Escoffier, S., "Increased Exclusion Amounts Help Multinational Employers," *The Journal of Corporate Accounting & Finance*, Vol. 20, No. 4, 93-96, May/June 2009.
- Dennis-Escoffier, S., "Bailout Bill Includes Tax Provisions," *The Journal of Corporate Accounting & Finance*, Vol. 20, No. 3, 81-85, March/April 2009.
- Dennis-Escoffier, S., "Claiming Unused AMT and Research Credits," *The Journal of Corporate Accounting & Finance*, Vol. 20, No. 2, 113-116, January/February 2009.
- Dennis-Escoffier, S. and D. Falsetta, "New Comprehensive Guidance on HSAs," *The Journal of Corporate Accounting & Finance*, Vol. 20, No. 1, 89-94, November/December 2008.
- Dennis-Escoffier, S., "IRS Ruling Affects Deduction of Performance-Based Compensation," *The Journal of Corporate Accounting & Finance*, Vol. 19, No. 6, 83-85, September/October 2008.
- Dennis-Escoffier, S., "Stimulus Act Accelerates Depreciation Write-offs," *The Journal of Corporate Accounting & Finance*, Vol. 19, No. 5, 99-104, July/August 2008.
- Dennis-Escoffier, S., "Health Insurance Deduction for S Corp Shareholders," *The Journal of Corporate Accounting & Finance*, Vol. 19, No. 4, 83-85, May/June 2008.
- Dennis-Escoffier, S., "New Guidance on Automatic Enrollment in 401(k) Plans," *The Journal of Corporate Accounting & Finance*, Vol. 19, No. 3, 91-95, March/April 2008.
- Dennis-Escoffier, S., "New Proposed Cafeteria Plan Regulations," *The Journal of Corporate Accounting & Finance*, Vol. 19, No. 2, 97-104, January/February 2008.
- Dennis-Escoffier, S., "Deduction Limits for Corporate Jets," *The Journal of Corporate Accounting & Finance*, Vol. 19, No. 1, 81-88, November/December 2007.
- Dennis-Escoffier, S. and D. Falsetta, "Incentives to Energy-Efficient Businesses," *The Journal of Corporate Accounting & Finance*, Vol. 18, No. 6, 99-105, September/October 2007.
- Dennis-Escoffier, S., "Guidance on Rollovers to HSAs," *The Journal of Corporate Accounting & Finance*, Vol. 18, No. 5, 93-99, July/August 2007.
- Dennis-Escoffier, S., "Using Debit Cards for Tax-Free Transportation Benefits," *The Journal of Corporate Accounting & Finance*, Vol. 18, No. 4, 87-89, May/June 2007.
- Dennis-Escoffier, S., "Wage Limitation for Section 199 Deduction," *The Journal of Corporate Accounting & Finance*, Vol. 18, No. 3, 95-100, March/April 2007.
- Dennis-Escoffier, S., "Final Regulations Issued for Withholding on Supplemental Wages," *The Journal of Corporate Accounting & Finance*, Vol. 18, No. 2, 95-101, January/February 2007.

- Dennis-Escoffier, S., "TIPRA Increases Taxes for Expatriates," *The Journal of Corporate Accounting & Finance*, Vol. 18, No. 1, 73-76, November/December 2006.
- Dennis-Escoffier, S., "IRS Approves Related-Party Exchanges Through QI," *The Journal of Corporate Accounting & Finance*, Vol. 17, No. 6, 87-92, September/October 2006.
- Dennis-Escoffier, S., "Mold-Removal Costs Can Be Expensed," *The Journal of Corporate Accounting & Finance*, Vol. 17, No. 5, 91-94, July/August 2006.
- Dennis-Escoffier, S., "New Ruling on Home-Sale Assistance," *The Journal of Corporate Accounting & Finance*, Vol. 17, No. 4, 91-94, May/June 2006.
- Dennis-Escoffier, S., "Guidance on Domestic Production Activities Deduction," *The Journal of Corporate Accounting & Finance*, Vol. 17, No. 3, 101-110, March/April 2006.
- Dennis-Escoffier, S., "Guidance on Corporate Aircraft Deduction," *The Journal of Corporate Accounting & Finance*, Vol. 17, No. 2, 83-88, January/February 2006.
- Dennis-Escoffier, S., "IRS Adds Grace Period to FSA Deadline," *The Journal of Corporate Accounting & Finance*, Vol. 17, No. 1, 81-84, November/December 2005.
- Dennis-Escoffier, S., "New IRS Procedure Eases FTC Computations," *The Journal of Corporate Accounting & Finance*, Vol. 16, No. 6, 91-93, September/October 2005.
- Dennis-Escoffier, S., "New Roth Option for 401(k) Plans," *The Journal of Corporate Accounting & Finance*, Vol. 16, No. 5, 85-87, July/August 2005.
- Dennis-Escoffier, S., "Deducting Repatriated Foreign Earnings," *The Journal of Corporate Accounting & Finance*, Vol. 16, No. 4, 89-93, May/June 2005.
- Dennis-Escoffier, S., "Tax Reform: What Can We Expect?" *The Journal of Corporate Accounting & Finance*, Vol. 16, No. 3, 89-92, March/April 2005.
- Dennis-Escoffier, S., "IRS Provides Needed Guidance on HSAs," *The Journal of Corporate Accounting & Finance*, Vol. 16, No. 2, 73-78, January/February 2005.
- Dennis-Escoffier, S., "New Schedule M-3 Required for Reporting Book-Tax Differences," *The Journal of Corporate Accounting & Finance*, Vol. 16, No. 1, 81-83, November/December 2004.
- Dennis-Escoffier, S., "Leased Employees: Business May Be Liable for Additional Payroll Taxes," *The Journal of Corporate Accounting & Finance*, Vol. 15, No. 6, 73-77, September/October 2004.
- Dennis-Escoffier, S., "Final Regulations Issued Defining Research," *The Journal of Corporate Accounting & Finance*, Vol. 15, No. 5, 95-97, July/August 2004.
- Dennis-Escoffier, S., "Final Intangibles Regulations Provide Welcome Guidance," *The Journal of Corporate Accounting & Finance*, Vol. 15, No. 4, 97-101, May/June 2004.
- Dennis-Escoffier, S., "IRS Issues Proposed Regulations on ISOs," *The Journal of Corporate Accounting & Finance*, Vol. 15, No. 3, 97-100, March/April 2004.
- Dennis-Escoffier, S., "New Regulations Answer Questions on Bonus Depreciation," *The Journal of Corporate Accounting & Finance*, Vol. 15, No. 2, 85-88, January/February 2004.
- Dennis-Escoffier, S., "IRS Changes Approach to Ruling on Spin-offs," *The Journal of Corporate Accounting & Finance*, Vol. 15, No. 1, 87-90, November/December 2004.
- Dennis-Escoffier, S., "Congress Approves New Tax Cuts," *The Journal of Corporate Accounting & Finance*, Vol. 14, No. 6, 111-114, September/October 2003.

- Dennis-Escoffier, S., "IRS Approves Electronic Receipt Systems for Substantiating T&E," *The Journal of Corporate Accounting & Finance*, Vol. 14, No. 5, 73-75, July/August 2003.
- Dennis-Escoffier, S., "Proposed Regulations Provide Needed Guidance on Intangibles," *The Journal of Corporate Accounting & Finance*, Vol. 14, No. 4, 77-80, May/June 2003.
- Dennis-Escoffier, S., "Annual Employee Fishing Trip Resulted in Taxable Wages," *The Journal of Corporate Accounting & Finance*, Vol. 14, No. 3, 93-95, March/April 2003.
- Dennis-Escoffier, S., "Appellate Court Reversed Favorable Research Tax Credit Decision," *The Journal of Corporate Accounting & Finance*, Vol. 14, No. 2, 93-96, January/February 2003.
- Dennis-Escoffier, S., "Supreme Court: IRS Can Estimate FICA on Tips," *The Journal of Corporate Accounting & Finance*, Vol. 14, No. 1, 89-92, November/December 2002.
- Dennis-Escoffier, S., "A Close Look at Claiming Additional First-Year Depreciation," *The Journal of Corporate Accounting & Finance*, Vol. 13, No. 6, 103-109, September/October 2002.
- Dennis-Escoffier, S., "IRS Will Not Tax Frequent Flyer Miles," *The Journal of Corporate Accounting & Finance*, Vol. 13, No. 5, 79-82, July/August 2002.
- Dennis-Escoffier, S., "IRS Expands Use of Cash Method," *The Journal of Corporate Accounting & Finance*, Vol. 13, No. 4, 95-99, May/June 2002.
- Dennis-Escoffier, S., "Opportunity to Elect Out of MACRS Mid-Quarter Convention," *The Journal of Corporate Accounting & Finance*, Vol. 13, No. 3, 93-95, March/April 2002.
- Dennis-Escoffier, S., "Full Deduction for Personal Corporate Aircraft Use," *The Journal of Corporate Accounting & Finance*, Vol. 13, No. 2, 101-105, January/February 2002.
- Dennis-Escoffier, S., "Tax Court: Unsubstantiated Per Diems Can Be Fully Deductible," *The Journal of Corporate Accounting & Finance*, Vol. 13, No. 1, 89-92, November/December 2001.
- Dennis-Escoffier, S., "Back-Pay Ruling Increases Employer Liability," *The Journal of Corporate Accounting & Finance*, Vol. 12, No. 6, 85-87, September/October 2001.
- Dennis-Escoffier, S., "IRS Allows More Small Businesses to Use the Cash method of Accounting," *The Journal of Corporate Accounting & Finance*, Vol. 12, No. 5, 93-96, July/August 2001.
- Dennis-Escoffier, S., "Final Regulations on Qualified Transportation Benefits," *The Journal of Corporate Accounting & Finance*, Vol. 12, No. 4, 81-86, May/June 2001.
- Dennis-Escoffier, S., "IRS Issues Rulings on Compensation Issues," *The Journal of Corporate Accounting & Finance*, Vol. 12, No. 3, 103-107, March/April 2001.
- Dennis-Escoffier, S., "District Court Allows Research Tax Credit," *The Journal of Corporate Accounting & Finance*, Vol. 12, No. 2, 87-90, January/February 2001.
- Dennis-Escoffier, S., "President's Letter" in *American Taxation Association Newsletter*, Vol. 46. No. 1-3, 2000-2001.
- Dennis-Escoffier, S., "IRS Guidelines on Temporary Work Assignments," *The Journal of Corporate Accounting & Finance*, Vol. 12, No. 1, 93-99, November/December 2000.

- Dennis-Escoffier, S., "Tax Court Rules Matching Concept Does Not Limit Deduction," *The Journal of Corporate Accounting & Finance*, Vol. 11, No. 6, 77-79, September/October 2000.
- Dennis-Escoffier, S., "Tax Issues for E-Commerce Businesses," *The Journal of Corporate Accounting & Finance*, Vol. 11, No. 5, 87-91, July/August 2000.
- Dennis-Escoffier, S., "Installment Method Repealed for Accrual Taxpayers," *The Journal of Corporate Accounting & Finance*, Vol. 11, No. 4, 89-91, May/June 2000.
- Dennis-Escoffier, S., "Circuit Court Rejects Seven-Factor Compensation Test," *The Journal of Corporate Accounting & Finance*, Vol. 11, No. 3, 93-95, March/April 2000.
- Dennis-Escoffier, S., "IRS Okays Cafeteria Plan Cancer Insurance," *The Journal of Corporate Accounting & Finance*, Vol. 11, No. 2, 87-89, January/February 2000.
- Dennis-Escoffier, S., "Good News, Bad News," *The Journal of Corporate Accounting & Finance*, Vol. 11, No. 1, 155-166, Autumn 1999.
- Dennis-Escoffier, S., "IRS Issues Favorable Rulings in Employee Rebate and Reimbursement Plans," *The Journal of Corporate Accounting & Finance*, Vol. 10, No. 4, 133-137, Summer 1999.
- Dennis-Escoffier, S., "IRS Issues Guidance on 401(k) Safe Harbor Rules," *The Journal of Corporate Accounting & Finance*, Vol. 10, No. 3, 173-177, Spring 1999.
- Dennis-Escoffier, S., "Maximizing the Deductibility of Y2K Costs," *The Journal of Corporate Accounting & Finance*, Vol. 10, No. 2, 129-133, Winter 1999.
- Dennis-Escoffier, S., "Employer-Provided Cafeteria Meals Can Qualify for Both 100 Percent Deductions and Income Exclusions," *The Journal of Corporate Accounting & Finance*, Vol. 10, No. 1, 161-166, Autumn 1998.
- Dennis-Escoffier, S., "IRS Allows Expensing of Some Underground Storage Tanks," *The Journal of Corporate Accounting & Finance*, Vol. 9, No. 4, 135-137, Summer 1998.
- Dennis-Escoffier, S., "IRS Eases Some Travel Substantiation Requirements and Allows Higher Reimbursement Rates," *The Journal of Corporate Accounting & Finance*, Vol. 9, No. 3, 155-163, Spring 1998.
- Dennis-Escoffier, S., "Environmental Cleanup Costs Deductible Under New Section 198," *The Journal of Corporate Accounting & Finance*, Vol. 9, No. 2, 141-145, Winter 1998.
- Dennis-Escoffier, S., "IRS Issues Guidance on Changes in Accounting Methods," *The Journal of Corporate Accounting & Finance*, Vol. 9, No. 1, 105-112, Autumn 1997.
- Dennis-Escoffier, S., "Budget Agreement Paves Way for Limited Tax Cuts," *The Journal of Corporate Accounting & Finance*, Vol. 8, No. 4, 107-110, Summer 1997.
- Dennis-Escoffier, S., "Contributing Unused Vacation to a Retirement Plan," *The Journal of Corporate Accounting & Finance*, Vol. 8, No. 3, 127-129, Spring 1997.
- Dennis-Escoffier, S., "Reclassifying Independent Contractors as Employees Just Became More Costly" *The Journal of Corporate Accounting & Finance*, Vol. 8, No. 2, 151-154, Winter 1997.
- Dennis-Escoffier, S., "A First Look at Some Tax Provisions in the Minimum Wage Bill," *The Journal of Corporate Accounting & Finance*, Vol. 8, No. 1, 123-128, Autumn 1996.

- Dennis-Escoffier, S., "Education Reimbursements Get More Complicated," *The Journal of Corporate Accounting & Finance*, Vol. 7, No. 4, 133-137, Summer 1996.
- Dennis-Escoffier, S., "IRS Backs Away from Taxing Frequent Flyer Miles," *The Journal of Corporate Accounting & Finance*, Vol. 7, No. 3, 125-129, Spring 1996.
- Dennis-Escoffier, S., "IRS Eases Business Receipt Requirements," *The Journal of Corporate Accounting & Finance*, Vol. 7, No. 2, 99-101, Winter 1995/1996.
- Dennis-Escoffier, S., "Are You Ready to Repeal the Income Tax?" *The Journal of Corporate Accounting & Finance*, Vol. 7, No. 1, 125-129, Autumn 1995.
- Dennis-Escoffier, S., "Limits on Deductibility of Business Travel Expenses for a Spouse or Other Traveling Companion," *The Journal of Corporate Accounting & Finance*, Vol. 6, No. 4, 135-138, Summer 1995.
- Dennis-Escoffier, S., "Modification of Proposed Executive Compensation Rules," *The Journal of Corporate Accounting & Finance*, Vol. 6, No. 3, 139-144, Spring 1995.
- Dennis-Escoffier, S., "Proposed Regulations Clarify Which Club Dues Qualify for a Tax Deduction," *The Journal of Corporate Accounting & Finance*, Vol. 6, No. 2, 137-139, Winter 1994-1995.
- Dennis-Escoffier, S., "A Reversal: Environmental Cleanup Costs May Be Deducted," *The Journal of Corporate Accounting & Finance*, Vol. 6, No. 1, 151-154, Autumn 1994.
- Dennis-Escoffier, S., "Health Care Proposals May Increase Disputes over Worker Classification," *The Journal of Corporate Accounting & Finance*, Vol. 5, No. 4, 583-586, Summer 1994.
- Dennis-Escoffier, S., "Free Parking No Longer Tax Free," *The Journal of Corporate Accounting & Finance*, Vol. 5, No. 3, 435-438, Spring 1994.
- Dennis-Escoffier, S., "Deducting Your Moving Expenses" Updated and republished, *Tax Ideas*, September 1989 and February 1994
- Dennis-Escoffier, S., "New Limits on Executive Compensation," *The Journal of Corporate Accounting & Finance*, Vol. 5, No. 2, 301-305, Winter 1993/1994.
- Dennis-Escoffier, S., "IRS Rules Environmental Cleanup Costs are Not Currently Deductible," *The Journal of Corporate Accounting & Finance*, Vol. 5, No. 1, 139-142, Autumn 1993.
- Dennis-Escoffier, S., "Benefits of Donating Excess Inventory," *The Journal of Corporate Accounting & Finance*, Vol. 4, No. 4, 527-530, Summer 1993.
- Dennis-Escoffier, S., "IRS Provides Ruling on Outplacement Services," *The Journal of Corporate Accounting & Finance*, Vol. 4, No. 3, 391-396, Spring 1993.
- Dennis-Escoffier, S., "Is a Solution to the Intangibles Problem on the Horizon?" *The Journal of Corporate Accounting & Finance*, Vol. 4, No. 2, 247-250, Winter 1992-1993.
- Dennis-Escoffier, S., "The Supreme Court's *Quill* Decision Does Not End the Mail-Order Tax Controversy," *The Journal of Corporate Accounting & Finance*, Vol. 4, No. 1, 109-113, Autumn 1992.
- Rodriguez, J. M., S. Dennis-Escoffier, and S. Wiles, "Growth Areas in Tax Practice," *The New Accountant*, November/December 1992, pp. 6-11 & 32-34.
- Dennis-Escoffier, S., "Deducting Your Moving Expenses" Updated and republished, *Tax Ideas*, September 1989

Dennis-Escoffier, S., "Deducting Your Moving Expenses" *Tax Ideas*, May 1987

Dennis-Escoffier, S., "How to Handle the Moving Expense Deduction," *Tax Ideas*, June 1985.

Dennis-Escoffier, S., "Don't use estimate; keep diary for travel & entertaining" *Miami Review*, March 19, 1984.

Book Reviews

"Federal Tax Collections, Liens, and Levies," William D. Elliott, Prentice-Hall/Rosenfeld Launer Publications, 1988, in *The Journal of the American Taxation Association*, Spring 1990.

PROFESSIONAL

Funded Research

Sabbatical leave for one semester, 2009.

School of Business Summer Curriculum Development Grant, 1993. Funding equivalent to one course.

Sabbatical leave for one semester, 1993.

Co-principal investigator (with K.A. Fortin), Ernst & Young Tax Research Grant for "Development of an Ethics Teaching Module and Test Instrument for Use in the Tax Curriculum," 1990. Funding: \$25,700

School of Business Corporate Affiliate Summer Research Grant, 1988, 1989. Funding equivalent to one course.

Editorial Review Board

FIU Hospitality and Tourism Review, 2006-2007

Reviewer

Ad hoc reviewer, *ATA Journal of Legal Tax Research*, 2012-2013, 2015

Ad hoc reviewer, *Advances in Taxation*, 2006

American Taxation Association Midyear Meeting, 2001

American Accounting Association Annual Meetings, 1991, 1992, 1997, 1998

Southeastern Regional Meeting of the American Accounting Association, 1989

Western Regional Meetings of the American Accounting Association, 1984, 1985

Professional Organizations

American Accounting Association, member 1979-2017

American Institute of Certified Public Accountants, member of Tax Division 1990-2017

American Taxation Association, member 1986-2017

President 2000-2001, Treasurer 1998-1999, Vice President 1995-1996

Behavioral Section of the American Accounting Association, member 1998-2010

Florida Institute of Certified Public Accountants, member 1983-1996

Honors and Awards

UM MBS Faculty Award for Excellence in Service, 2017

American Taxation Association Outstanding Service Award, 2004

Honorable Mention, H.B. Meek Article of the Year Award, *Cornell Hotel & Restaurant Administration Quarterly*, 1983.

Refereed Papers Presented

"Testing Moral Development in the Tax Curriculum," American Accounting Association Annual Meeting, August 1991, co-author K.A. Fortin

"Man in the Middle: A Study of Restaurant Managers' Perceptions of Tip Reporting," Southeastern Regional Meeting of American Accounting Association, April 1990, co-author M.R. Escoffier.

- "Income Shifting Opportunities Still Exist Under New Kiddie Tax," Western Regional Meeting of American Accounting Association, April 1988, co-author K.A. Fortin.
- "Pritchett Reversal Confirms 'Ultimate Liability' Test For Partners' At-risk/Basis Determinations," Southeastern Regional Meeting of American Accounting Association, April 1988, co-author K.A. Fortin.
- "Revised Section 1374 is No Stumbling Block to S Election," Southeastern Regional Meeting of American Accounting Association, April 1987, co-author K.A. Fortin.
- "Telecommuting Adds a New Dimension to Office in the Home," Southeastern Regional Meeting of American Accounting Association, April 1986, co-author K.A. Fortin.
- "Income Averaging—1964 to 1984 (Back to Basics)," Southeastern Regional Meeting of American Accounting Association, April 1985, co-author K.A. Fortin.

Seminar or Conference Panel Member

- | | | |
|------|-----------|--|
| 2017 | Presenter | UM MBS Faculty Colloquium on Teaching |
| 2005 | Presenter | Member of panel on teaching tax policy at American Taxation Association Meeting |
| 2004 | Presenter | Presented survey results in session on the Model Tax Curriculum at American Taxation Association Meeting |
| 2003 | Presenter | Tax Update for Beta Alpha Psi seminar |
| 2002 | Presenter | Seminar for UM faculty on creating videos for use in the classroom |
| 2000 | Presenter | Federal Tax Update for the Annual Conference of Florida Association of Accounting Educators |
| 1995 | Moderator | Southeast Region American Accounting Association session on Saving and Borrowing Responses to Tax Incentives and Disincentives |
| 1994 | Presenter | Individual Income Tax Update for Florida Institute of CPAs University of Miami Accounting Conference |
| 1993 | Presenter | Tax Update for Alpha Kappa Psi Tax Seminar for local CPAs |
| 1993 | Presenter | Individual Income Tax Update for Florida Institute of CPAs University of Miami Accounting Conference |
| 1992 | Presenter | Individual Income Tax Update for Florida Institute of CPAs University of Miami Accounting Conference |
| 1991 | Presenter | Tax Update for Florida Institute of CPAs Accounting Show |
| 1991 | Presenter | Income Tax Update for Florida Institute of CPAs University of Miami Accounting Conference |
| 1991 | Presenter | Tax Update for Ft. Pierce CPAs |
| 1990 | Presenter | Panel on Income Tax Update for Florida Institute of CPAs University of Miami Accounting Conference |
| 1990 | Moderator | Panel on Tax Research at American Taxation Association Midyear Meeting |
| 1990 | Presenter | Tax Update for Ft. Pierce CPAs |
| 1987 | Presenter | Tax Planning for U.M. Alumni Association |
| 1986 | Presenter | Careers in Accounting Education for American Society of Women Accountants |
| 1986 | Presenter | Recent Case Law on Office in the Home for the American Society of Women Accountants |
| 1986 | Presenter | Careers in Accounting Education for Florida Institute of Certified Public Accountants |
| 1984 | Presenter | U.M. Faculty Tax Planning Seminar |
| 1984 | Presenter | The Taxpayer Appeal Process for the American Business Women's Association |

Invited Conference Attendance

Deloitte Tax Symposium, 2004, 2005, 2006, 2012-2018
Ernst & Young Tax Educators Symposium, 1992-1994, 1998, 2000, 2005, 2007-2018
PricewaterhouseCoopers Tax Colloquium, 1993-2005, 2007-2018
Stanford University Summer Tax Conference, 1994

TEACHING

Teaching Awards Received

Excellence in Teaching Award selected by MAcc and MS in Taxation class of December 2018
Excellence in Teaching Award selected by MS in Taxation class of May 2017
Excellence in Teaching Award selected by MS in Taxation class of May 2016
Excellence in Teaching Award selected by MS in Taxation class of December 2015
Excellence in Teaching Award selected by MS in Taxation class of May 2015
Excellence in Teaching Award selected by MAcc and MS in Taxation programs class of December 2014
2000 Outstanding Faculty Award from Beta Alpha Psi, Beta Xi Chapter
1997 Excellence in Teaching Award from the University of Miami
1988 Excellence in Teaching Award from the Miami Business School

Teaching Specialization (courses taught)

ACC 643 Tax Research
ACC 640 Corporate Taxation I
ACC 639 Income Taxation and Business Entities
ACC 404 Advanced Taxation
ACC 683 Taxation (online content development)

Thesis and Dissertation Advising

Senior Honors Thesis Advisor for John Chesley, "A Strategic Tax Planning Analysis for Commercial Real Estate Developers and Investors," *magna cum laude*, 1999
Member, Ph.D. Dissertation Committee for Richard I. Newmark, "Judgmental Bias of Tax Practitioners: Moderating Effects of Time Pressure on Information Presentation Order and Frame of Reference," 1996

Executive Education Teaching

Corporate Taxation for J.M. Family Enterprises, 1997-1998

SERVICE

University Committees

Member, Provost Search Committee, 2017
Member, Faculty Senate Hearing Committee, 2011-2017
Alumni Marshal representing the Graduate School at commencement ceremonies, 2013
Member, Faculty Senate Budget and Compensation Committee, 2007-2011
Member, Athletic Academic Services Oversight Committee, 2003-2005
Member, Excellence in Teaching Awards Committee, 2005
Member, Portal Steering Committee, 2001-2004
Member, World Wide Web Committee, 2001-2004
Member, Instructional Resources Center Advisory Committee, 2004
Member, Provost's Women's Advisory Committee on Academic Affairs, 2002-2003
Member, Teaching and Technology Committee, 2000-2002
Member, Task Force on Women and Minority Issues, 1999-2002
Member, Blackboard 5 Project Committee, 2001
Member, Advisory Committee on Women's Academic Affairs, 1994-1997

Business School Committees

School Council, 2013-2018, elected second vice speaker in spring 2017 and elected first vice speaker in fall 2017

Member, Graduate Business Education Committee 2015-2018

Member, Undergraduate Business Education Committee 2015-2018

Banner Marshall at commencement ceremony, 2018

Member of stage party at commencement ceremonies, 2007, 2009-2012, 2014, 2017

Member, Ad Hoc Dean Search Bylaw Committee, 2016

Chair, Ad Hoc Committee for Policy on Teaching Responsibilities, 2016

Member, Ad Hoc Committee for Course and Curriculum Changes, 2015

Member, Undergraduate Program Review Committee, 2012-2015

Member, AACSB Accreditation Task Force, 2010-2012

Member, Tenure and Promotion Committee for Patricia Abril, 2011

Member, Reappointment Committee for Patricia Abril, 2008-2010

Member, Undergraduate AACSB Task Force, 2009

Member, Curriculum Committee, 2008-2009

Member, Graduate Curriculum Task Force, 2007-2008

Member, Undergraduate Curriculum Task Force, 2007-2008

Member, Dean Search Committee, 2006-2007

Member, Tenure and Promotion Committee for Ann Morales Olazabal, 2003-2005

Banner Marshall at commencement ceremonies, 2003

Member, MBA Admissions Committee, 1992-1996

Member, Undergraduate Curriculum Committee, 1993-1994

Participated in fundraising telephone campaigns, 1989-1994

Marshall at commencement ceremonies, 1994

Reviewed summer research grant proposals, 1993

Member, Committee on Strategic Issues and Competition, 1991-1992

Participated in telephone recruiting campaigns for new students, 1984, 1992

Faculty Mentor for Peer Advising, 1990-1991

Accounting Department Committees

AACSB Accounting Accreditation Coordinator, 2016-2017

Chair, Accounting Curriculum Committee, 2011-2017

Chair, AACSB Accounting Accreditation Task Force, 2009-2012

Member, AACSB Accreditation Working Group, 2007-2008

Chair, Website Update Working Group, 2007-2008

Member, Recruiting Committee, 2001-2008

Chair, Committee on Student Placement/Alumni Relations, 1993-1994

Member, Committee on Graduate Recruitment, 1993-1994

Member, Coursework Committee for Ph.D. student Richard Newmark, 1992

Member, Honors Committee, 1989-1990

Member, Committee to Establish Departmental Coursework Policy for Ph.D. in Business, 1990

Speaker at University Functions

Presentation on the Economic Stimulus Act to the Friends of the Library, 2008

Presentation on the Economic Stimulus Act to the Students of Eaton Hall, 2008

Service to Professional Associations*American Accounting Association*

Council Member, 2000-2002

Member, Program Advisory Committee, 2001-2002

Member, Annual Meeting Task Force, 2000-2001

Business School Committees

School Council, 2013-2018, elected second vice speaker in spring 2017 and elected first vice speaker in fall 2017

Member, Graduate Business Education Committee 2015-2018

Member, Undergraduate Business Education Committee 2015-2018

Banner Marshall at commencement ceremony, 2018

Member of stage party at commencement ceremonies, 2007, 2009-2012, 2014, 2017

Member, Ad Hoc Dean Search Bylaw Committee, 2016

Chair, Ad Hoc Committee for Policy on Teaching Responsibilities, 2016

Member, Ad Hoc Committee for Course and Curriculum Changes, 2015

Member, Undergraduate Program Review Committee, 2012-2015

Member, AACSB Accreditation Task Force, 2010-2012

Member, Tenure and Promotion Committee for Patricia Abril, 2011

Member, Reappointment Committee for Patricia Abril, 2008-2010

Member, Undergraduate AACSB Task Force, 2009

Member, Curriculum Committee, 2008-2009

Member, Graduate Curriculum Task Force, 2007-2008

Member, Undergraduate Curriculum Task Force, 2007-2008

Member, Dean Search Committee, 2006-2007

Member, Tenure and Promotion Committee for Ann Morales Olazabal, 2003-2005

Banner Marshall at commencement ceremonies, 2003

Member, MBA Admissions Committee, 1992-1996

Member, Undergraduate Curriculum Committee, 1993-1994

Participated in fundraising telephone campaigns, 1989-1994

Marshall at commencement ceremonies, 1994

Reviewed summer research grant proposals, 1993

Member, Committee on Strategic Issues and Competition, 1991-1992

Participated in telephone recruiting campaigns for new students, 1984, 1992

Faculty Mentor for Peer Advising, 1990-1991

Accounting Department Committees

AACSB Accounting Accreditation Coordinator, 2016-2017

Chair, Accounting Curriculum Committee, 2011-2017

Chair, AACSB Accounting Accreditation Task Force, 2009-2012

Member, AACSB Accreditation Working Group, 2007-2008

Chair, Website Update Working Group, 2007-2008

Member, Recruiting Committee, 2001-2008

Chair, Committee on Student Placement/Alumni Relations, 1993-1994

Member, Committee on Graduate Recruitment, 1993-1994

Member, Coursework Committee for Ph.D. student Richard Newmark, 1992

Member, Honors Committee, 1989-1990

Member, Committee to Establish Departmental Coursework Policy for Ph.D. in Business, 1990

Speaker at University Functions

Presentation on the Economic Stimulus Act to the Friends of the Library, 2008

Presentation on the Economic Stimulus Act to the Students of Eaton Hall, 2008

Service to Professional Associations

American Accounting Association

Council Member, 2000-2002

Member, Program Advisory Committee, 2001-2002

Member, Annual Meeting Task Force, 2000-2001

Member, Innovation in Accounting Education Award Committee, 1997-1998
Member, International Accounting Education Conference Program Committee, 1992
Member, International Section Membership Committee, 1989-1990
State Membership Chair for Hawaii, 1980-1981

American Institute of Certified Public Accountants

Member, Next Generation Task Force, 2007-2010
Member, Model Tax Curriculum Task Force, 2002-2007
Member, Carey Scholarship Task Force 2000-2003
Member, Pre-certification Education Executive Committee, 1999-2002

American Taxation Association

Member, Long-range Planning Committee, 2017-2018
Member, Midyear Meeting Program Committee, 1995-2000, 2003-2005, 2011-2017
Chair, Midyear Meeting Logistical Issues, 2003-2014
Chair, Finance Committee, 2010-2011
Chair, Operations Manual Task Force, 2008-2009
Chair, Awards Committee, 2007-2008
Member, Awards Committee, 2005-2007
Member, Board of Trustees, 2001-2003
Member, Bylaws Task Force, 2001-2003
Chair, Nominations Committee, 2002-2003
Member, Archives Task Force, 2002-2003
Member, Strategic Planning Committee, 2001-2002
Member, Nominations Committee, 2001-2002
Past President, 2001-2002
President, 2000-2001
President-Elect, 1999-2000
Member, Teaching Resources Committee, 1997-1999
Treasurer, 1998-1999
Member, ATA History Committee, 1998-1999
Chair, Midyear Meeting Committee, 1996
Vice President, 1995-1996
Vice President-Elect, 1994-1995
Member, Publications Committee, 1994-1995
Trustee, 1993-1995
Chair, Graduate Tax Student Manuscript Award Committee, 1992-1993
Chair, Annual Program Committee, 1991-1992
Member, Annual Program Committee, 1990-1991
Chair, Membership Committee, 1989-1990
Member, Membership Committee, 1988-1989

Federation of Schools of Accountancy

Member, Curriculum Content Committee, 1997-1998

Florida Institute of Certified Public Accountants

Member, Committee on Relations with Colleges & Universities, 1985-1995
Member, UM/FICPA Accounting Conference Committee, 1984

Tallys Yunes

January 10, 2019

Contact Information

Management Science Department
Miami Business School
Coral Gables, Florida 33124-8237
U.S.A.
+1 (305) 284-5107

 @thyunes
 /in/tallys
 orbythebeach
 my first name@miami.edu
<http://moya.bus.miami.edu/~tallys>

Academic Positions

- ◇ Associate Professor (tenured), Management Science Dept., University of Miami, 6/2012 – present.
- ◇ Assistant Professor, Management Science Department, University of Miami, 8/2006 – 5/2012.
- ◇ Instructor, Management Science Department, University of Miami, 8/2005 – 7/2006.

Education

- ◇ Ph.D., Operations Research, Carnegie Mellon University, 5/2006. Advisor: John N. Hooker.
- ◇ M.S., Operations Research, Carnegie Mellon University, 5/2002.
- ◇ M.S., Computer Science, University of Campinas (UNICAMP), Brazil, 4/2000.
Advisors: Cid C. de Souza and Arnaldo V. Moura.
- ◇ B.S., Computer Engineering, University of Campinas (UNICAMP), Brazil, 11/1997.

Research Interests

- ◇ *Theoretical and empirical:* prescriptive analytics, modeling, integer programming, constraint programming, binary and multi-valued decision diagrams, meta-heuristics, large neighborhood search, integration of optimization techniques.
- ◇ *Application areas:* scheduling (sports, healthcare, workforce, machines), product line simplification, political districting, information layout, operations and logistics in general.

Awards and Honors

- ◇ Runner-up, POMS College of Healthcare Operations Management Best Paper Award, "Multimodularity in the Stochastic Appointment Scheduling Problem with Discrete Arrival Epochs" (joint work with Christos Zacharias), May 2018.
- ◇ Thirteen-time winner, Excellence in Teaching Award, Miami Business School. Selected by a vote from: the regular full-time MBA classes of May 2012, 2013, 2014, 2016, and 2017 (*best core course*); the one-year full-time MBA classes of December 2012, 2013, 2014, 2015, 2016, 2017, and 2018; and the Professional MBA class of December 2014.
- ◇ Excellence in Teaching Award (in recognition of outstanding teaching contributions that go beyond the classroom), Miami Business School. Selected by a committee appointed by the Dean, May 2017.
- ◇ Faculty Research Mentor of the Year Award, Undergraduate Business Programs, Miami Business School, 2015.

- ◇ Air Force Office of Scientific Research grant to support "A Unified Approach to Optimization" (PI: John N. Hooker from CMU), 7/2011 – 6/2014. University of Miami share: \$93,665.
- ◇ Honorable mention, INFORMS Railway Applications Section (RAS) Problem Solving Competition, 2010 (joint work with Michael Trick).
- ◇ Gerald L. Thompson Doctoral Dissertation Award in Management Science, Tepper School of Business, Carnegie Mellon University, 2006.
- ◇ James W. McLamore Summer Research Award in Business and Social Sciences, University of Miami, 2006 (\$9,300), 2007 (\$9,300), and 2010 (\$10,500).
- ◇ William L. Mellon Fellowship, Tepper School of Business, Carnegie Mellon, 9/2000 – 8/2003.
- ◇ First prize, VIII UNESCO Latin American Master's thesis contest, Mérida, Venezuela, 9/2001.
- ◇ State of São Paulo Institute of Engineering Award for highest GPA among Computer Engineering graduates, University of Campinas (UNICAMP), Brazil, class of December 1997.

Refereed Journal Publications (click on blue titles to download papers)

1. C. Zacharias and T. Yunes, Multimodularity in the Stochastic Appointment Scheduling Problem with Discrete Arrival Epochs, *Management Science* (forthcoming), 2018.
2. A. A. Cire, A. Diamant, and T. Yunes, A Network-Based Formulation for Scheduling Clinical Rotations, *Production and Operations Management* (forthcoming), 2018.
3. M. Shunko, T. Yunes, G. Fenu, A. Scheller-Wolf, V. Tardif, and S. Tayur, Product Portfolio Restructuring: Methodology and Application at Caterpillar, *Production and Operations Management* 27(1), 100–120, 2018.
4. A. A. Cire, J. N. Hooker, and T. Yunes, Modeling with Metaconstraints and Semantic Typing of Variables, *INFORMS Journal on Computing* 28(1), 1–13, 2016.
5. L. de Oliveira, C. C. de Souza, and T. Yunes, Lower Bounds for Large Traveling Umpire Instances: New Valid Inequalities and a Branch-and-Cut Algorithm, *Computers & Operations Research* 72, 147–159, 2016.
6. R. Cano, C. C. de Souza, P. J. de Rezende, and T. Yunes, Arc-Based Integer Programming Formulations for Three Variants of Proportional Symbol Maps, *Discrete Optimization* 18, 87–110, 2015. Extended journal version of paper #16.
7. L. de Oliveira, C. C. de Souza, and T. Yunes, On the Complexity of the Traveling Umpire Problem, *Theoretical Computer Science* 562, 101–111, 2015.
8. G. Kunigami, P. J. de Rezende, C. C. de Souza, and T. Yunes, Optimizing the Layout of Proportional Symbol Maps: Polyhedra and Computation, *INFORMS Journal on Computing* 26(2), 199–207, 2014. Extended journal version of paper #18.
9. L. de Oliveira, C. C. de Souza, and T. Yunes, Improved Bounds for the Traveling Umpire Problem: A Stronger Formulation and a Relax-and-Fix Heuristic, *European Journal of Operational Research* 236(2), 592–600, 2014.
10. D. Bergman, A. A. Cire, W.-J. van Hoeve, and T. Yunes, BDD-Based Heuristics for Binary Optimization, *Journal of Heuristics* 20(2), 211–234, 2014.
11. M. A. Trick, H. Yildiz, and T. Yunes, Scheduling Major League Baseball Umpires and the Traveling Umpire Problem, *Interfaces* 42(3), 232–244, 2012.

12. G. Kunigami, P. J. de Rezende, C. C. de Souza, and T. Yunes, Generating Optimal Drawings of Physically Realizable Symbol Maps with Integer Programming, *The Visual Computer* 28(10), 1015–1026, 2012. Extended journal version of paper #17.
13. T. Yunes, I. D. Aron and J. N. Hooker, An Integrated Solver for Optimization Problems, *Operations Research* 58(2), 342–356, 2010.
14. T. Yunes, D. Napolitano, A. Scheller-Wolf and S. Tayur, Building Efficient Product Portfolios at John Deere and Company, *Operations Research* 55(4), 615–629, 2007.
15. T. Yunes, A. V. Moura and C. C. de Souza, Hybrid Column Generation Approaches for Urban Transit Crew Management Problems, *Transportation Science* 39(2), 273–288, 2005.

Refereed Conference Publications and Book Chapters *(click on blue titles to download papers)*

16. R. Cano, C. C. de Souza, P. J. de Rezende, and T. Yunes, Arc-Based Integer Programming Formulations for Three Variants of Proportional Symbol Maps, *Electronic Notes in Discrete Mathematics* 44, 251–256, 2013. *VII Latin-American Algorithms, Graphs and Optimization Symposium (LAGOS)*.
17. G. Kunigami, P. J. de Rezende, C. C. de Souza, and T. Yunes, Determining an Optimal Visualization of Physically Realizable Symbol Maps. Published by IEEE Computer Society, *24th Conference on Graphics, Patterns and Images (SIBGRAPI)*, Maceió, AL, Brazil, August 28–31, 2011.
18. G. Kunigami, P. J. de Rezende, C. C. de Souza, and T. Yunes, Optimizing the Layout of Proportional Symbol Maps, *Lecture Notes in Computer Science* 6784, 1–16, 2011. *11th International Workshop on Computational Geometry and Applications (CGA)*.
19. T. Yunes, Software Tools Supporting Integration, book chapter in *Hybrid Optimization — The Ten Years of CPAIOR*, M. Milano and P. Van Hentenryck (eds.), 393–424, Springer, 2011. ISBN: 978-1-4419-1643-3.
20. J. N. Hooker and T. Yunes, An Integrated Approach for Truss Structure Design, Workshop on Hybrid Methods for Nonlinear Combinatorial Problems. Co-located with the *7th International Conference on Integration of AI and OR Techniques in Constraint Programming for Combinatorial Optimization Problems (CPAIOR)*, Bologna, Italy, June 14–18, 2010.
21. I. D. Aron, J. N. Hooker and T. Yunes, SIMPL: A System for Integrating Optimization Techniques, *Lecture Notes in Computer Science* 3011, 21–36, 2004. *International Conference on Integration of AI and OR Techniques in Constraint Programming for Combinatorial Optimization Problems (CPAIOR)*.
22. T. Yunes, On The Sum Constraint: Relaxation and Applications, *Lecture Notes in Computer Science* 2470, 80–92, 2002. *8th Intl. Conference on Principles and Practice of Constraint Programming (CP)*.
23. T. Yunes, A. V. Moura and C. C. de Souza, Solving Very Large Crew Scheduling Problems to Optimality, *15th ACM Symposium on Applied Computing (SAC)*, Como, Italy, March 19–21, 2000.
24. T. Yunes, A. V. Moura and C. C. de Souza, A Hybrid Approach for Solving Large Scale Crew Scheduling Problems, *Lecture Notes in Computer Science* 1753, 293–307, 2000. *2nd International Workshop on Practical Aspects of Declarative Languages (PADL)*.

Working Papers and Work in Progress

25. Cross Training for Flexibility in Manufacturing and Service Operations. *In progress*.
26. Product Assortment Optimization. *In progress*.
27. An MDD-Based Approach for the Time-Dependent TSP *In progress*.
28. Resource-Constrained Scheduling with Uniform Resource Requirements. *In progress*.
29. Piecewise-Linear Optimization with Knapsack and Cardinality Constraints. *In progress*.

Unpublished Papers and Theses (click on blue titles to download documents)

30. T. Yunes, On the Integration of Optimization Techniques, *Ph.D. thesis*, Carnegie Mellon University, February 2006.
31. T. Yunes, Problemas de Escalonamento no Transporte Coletivo: Programação por Restrições e Outras Técnicas, *Master's thesis*, University of Campinas (UNICAMP), Brazil, April 2000.
32. T. Yunes, A. V. Moura and C. C. de Souza, Modeling and Solving a Crew Rostering Problem with Constraint Logic Programming and Integer Programming, *Institute of Computing Technical Report IC-00-04*, University of Campinas (UNICAMP), Brazil, March 2000.

Selected Talks

1. An MDD-Based Formulation for Scheduling Clinical Rotations (joint work with A. A. Cire and A. Diamant), *INFORMS Annual Meeting*, Phoenix, AZ, November 4–7, 2018.
2. Product Portfolio Restructuring: Methodology and Application at Caterpillar (joint work with M. Shunko, G. Fenu, A. Scheller-Wolf, V. Tardif, and S. Tayur). Invited talk at the Darden School of Business, University of Virginia, January 22, 2018.
3. An MDD-Based Approach for the Time-Dependent TSP (joint work with D. Bergman and A. A. Cire), *INFORMS Annual Meeting*, Nashville, TN, November 13–16, 2016.
4. The Traveling Umpire Problem: An Overview of Recent Progress (joint work with L. de Oliveira and C. C. de Souza). Invited to the 13th *Mixed Integer Programming (MIP) Workshop*, Coral Gables, FL, May 23–26, 2016.
5. Modeling with Meaning: Metaconstraints and Semantic Typing (joint work with A. A. Cire and J. N. Hooker), *INFORMS Annual Meeting*, San Francisco, CA, November 9–12, 2014.
6. Optimizing the Layout of Proportional Symbol Maps: Polyhedra and Computation. Invited talk at the East West Manufacturing Scott Ellyson Seminar Series. Department of Industrial and Systems Engineering, University of Florida, October 24, 2013.
7. Modeling with Metaconstraints and Semantic Typing of Variables (joint work with A. A. Cire and J. N. Hooker), *INFORMS Annual Meeting*, Minneapolis, MN, October 6–9, 2013. Earlier version presented at the *INFORMS Computing Society Conference*, Santa Fe, NM, January 6–8, 2013.
9. MIP Modeling with Metaconstraints and Semantic Typing (joint work with A. A. Cire and J. N. Hooker). Invited talk presented by John Hooker at the 10th *Mixed Integer Programming (MIP) Workshop*, Madison, WI, July 22–25, 2013.
10. Optimizing the Layout of Proportional Symbol Maps (joint work with G. Kunigami, P. J. de Rezende and C. C. de Souza), *INFORMS Annual Meeting*, Phoenix, AZ, October 14–17, 2012.
11. Semantic Typing of Variables (joint work with A. A. Cire and J. N. Hooker), *INFORMS Annual Meeting*, Charlotte, NC, November 13–16, 2011.
12. Valid Inequalities for the Cumulative Constraint and the Cumulative Job Shop Scheduling Problem (joint work with D. Magos and I. Mourtos), 19th *Conference of the International Federation of Operational Research Societies (IFORS)*, Melbourne, Australia, July 10–15, 2011. Also presented at: *INFORMS Annual Meeting*, Charlotte, NC, November 13–16, 2011; *Operations Research Seminar*, Tepper School of Business, Carnegie Mellon University, March 25, 2011.
15. A Polyhedral Study of the Cumulative Constraint (joint work with D. Magos and I. Mourtos). *INFORMS Annual Meeting*, Austin, TX, November 7–10, 2010.

16. Valid Inequalities for the Cumulative Constraint (joint work with D. Magos and I. Mourtos). 11th *International Symposium on AI and Mathematics (ISAIM)*, Fort Lauderdale, FL, January 6–8, 2010.
17. Valid Inequalities for a Piecewise-Linear Objective with Knapsack and Cardinality Constraints (joint work with I. R. de Farias Jr.). 20th *International Symposium on Mathematical Programming (ISMP)*, Chicago, IL, August 23–28, 2009.
18. Keep it SIMPL: Latest Developments in a General Purpose Modeling and Solution System for Integrated Optimization (joint work with I. D. Aron and J. N. Hooker). Presented by me at: *CORS-INFORMS International Meeting*, Toronto, Canada, June 14–17, 2009; 11th *INFORMS Computing Society Conference*, Charleston, SC, January 11–13, 2009. Presented by John Hooker at the 20th *International Symposium on Mathematical Programming (ISMP)*, Chicago, IL, August 23–28, 2009.
21. Supporting a Bundling, Lane and Price Sheet Strategy for a Fortune 500 Industrial Manufacturer (joint work with A. Scheller-Wolf, M. Shunko, V. Tardif, S. Tayur and N. Trapp), *INFORMS Annual Meeting*, Washington D.C., October 12–15, 2008. Invited talk given by Sridhar Tayur.
22. Complexity Reduction and Price Optimization at Caterpillar Inc. (joint work with A. Scheller-Wolf, M. Shunko, V. Tardif, S. Tayur and N. Trapp), *INFORMS Annual Meeting*, Seattle, WA, November 4–7, 2007.
23. Scheduling Umpires (joint work with M. A. Trick and H. Yildiz), *European Conference on Operational Research (EURO)*, Prague, July 8–11, 2007. Invited talk given by Michael Trick.
24. Scheduling Major League Baseball Umpires (joint work with H. Barringer, J. Levine and M. A. Trick), *INFORMS Annual Meeting*, Pittsburgh, PA, November 5–8, 2006.
25. An Integrated Solver for Optimization Problems (joint work with I. D. Aron and J. N. Hooker). Invited to the 3rd *Mixed Integer Programming Workshop* (2006), University of Miami, Coral Gables, FL, June 5–8, 2006. Also presented at: *Institute of Computing*, University of Campinas (UNICAMP), Campinas, SP, Brazil, June 27, 2007; 10th *INFORMS Computing Society Conference*, Coral Gables, FL, January 3–5, 2007; *INFORMS Annual Meeting*, San Francisco, CA, November 13–16, 2005.
29. SIMPL: A System for Integrating Optimization Techniques (joint work with I. D. Aron and J. N. Hooker), *INFORMS Annual Meeting*, Denver, CO, October 24–27, 2004. Also invited to be presented at: Management Science Department, University of Miami, January 26, 2005; Department of Mechanical Engineering, University of Minnesota, February 1, 2005; Department of Industrial and Manufacturing Engineering, University of Wisconsin-Milwaukee, February 4, 2005; Department of Operations and Decision Technologies, University of California Irvine, February 7, 2005; Department of Combinatorics and Optimization, University of Waterloo, Canada, February 10, 2005.
35. Building Efficient Product Portfolios at John Deere (joint work with D. Napolitano, A. Scheller-Wolf and S. Tayur), *INFORMS Annual Meeting*, Denver, CO, October 24–27, 2004.
36. On The Sum Constraint: Relaxation and Applications, 8th *International Conference on Principles and Practice of Constraint Programming (CP)*, Ithaca, NY, USA, September 8–13, 2002.
37. Solving a Real World Crew Rostering Problem with Integer Programming and Constraint Logic Programming Models (joint work with A. V. Moura and C. C. de Souza), 17th *International Symposium on Mathematical Programming*, Atlanta, GA, August 7–11, 2000.
38. Solving Very Large Crew Scheduling Problems to Optimality (joint work with A. V. Moura and C. C. de Souza), 15th *ACM Symposium on Applied Computing (SAC)*, Como, Italy, March 19–21, 2000.
39. A Hybrid Approach for Solving Large Scale Crew Scheduling Problems (joint work with A. V. Moura and C. C. de Souza), 2nd *International Workshop on Practical Aspects of Declarative Languages (PADL)*, Boston, MA, USA, January 17–18, 2000.

- 40. Exact Solutions for Real World Crew Scheduling Problems (joint work with A. V. Moura and C. C. de Souza), *INFORMS Annual Meeting*, Philadelphia, PA, November 7–10, 1999.

Teaching Experience

Courses Taught at the University of Miami (instructor ratings out of 5.00):

- ◇ *MAS 632: Management Science Models for Decision Making*, MBA core, Miami Business School, fall 2005 (4.58), spring 2006 (4.19), spring 2007 (4.76, 4.67), spring 2008 (4.65, 4.57), spring 2009 (4.69, 4.67), spring 2010 (4.89, 4.91, 4.83), spring 2011 (4.71, 4.81, 4.87), spring 2012 (4.94, 5.00, 4.88), spring 2013 (4.92, 5.00, 4.93), spring 2014 (4.94, 4.92, 4.96), spring 2015 (4.97, 4.95, 4.33), spring 2016 (4.83, 4.86, 4.93), spring 2017 (5.00, 4.77, 4.87), spring 2018 (5.00, 5.00, 4.85);
- ◇ *MAS 641: Operations Research Models in Management*, MBA for Working Professionals, Miami Business School, fall 2012 (4.69), fall 2013 (4.94), fall 2014 (5.00), fall 2015 (5.00), fall 2016 (4.82), fall 2017 (4.95), fall 2018 (4.81, 4.86);
- ◇ *BUS 658: Business Analytics* (co-taught), one of seven case-based 3-day residencies in the Global Executive MBA program, Miami Business School, summer of 2015, 2016, 2017, and 2018;
- ◇ *BUS 625: Brazilian Business Environment*, Global Immersion MBA Elective, Miami Business School, spring 2016 (5.00);
- ◇ *MAS 441: Deterministic Models in Operations Research*, undergraduate, Miami Business School, fall 2007 (4.75), fall 2008 (business: 5.00, industrial engineering: 4.36), fall 2009 (4.67);
- ◇ *MAS 547: Computer Simulation Modeling*, undergraduate, Miami Business School, fall 2005 (4.00), fall 2006 (4.75), fall 2007 (4.83);
- ◇ *MAS 201: Introduction to Business Statistics*, undergraduate, Miami Business School, fall 2006 (4.44);

Courses Taught at Other Universities (instructor ratings out of 5.00):

- ◇ *Introduction to Constraint Programming*, one-week mini-course (9 hours), Industrial Engineering Department, Universidad de los Andes, Colombia, October 31 – November 4, 2011;
- ◇ *Sequencing and Scheduling*, MBA elective, Tepper School of Business, Carnegie Mellon University. Taught as a doctoral student, fall 2004 (4.27);
- ◇ *Quantitative Skills Review Program* (30-hour math review for incoming MBA students), Tepper School of Business, Carnegie Mellon University. Taught as a doctoral student, summer 2004 (4.62, 4.24).

Other Teaching-Related Activities:

- ◇ *Teaching Fellow*, Eberly Center for Teaching Excellence, Carnegie Mellon University, 6/2003 – 5/2005.
- ◇ Invited member, Graduate Student Teaching Award selection committee, Carnegie Mellon University, 2001 – 2003.
- ◇ Teaching Assistant at both MBA and PhD levels (23 times), Tepper School of Business, Carnegie Mellon University, 2001 – 2005.
- ◇ Attended 18 teaching seminars offered by the Eberly Center for Teaching Excellence at Carnegie Mellon. Topics covered include: overview of student cognition; the role of external representations in the active construction of knowledge; writing in the disciplines; communicating across cultures; course and syllabus design; assessing student learning and providing helpful feedback; collaboration and peer-critique during teaching and learning; what makes a comfortable classroom climate; overview of student motivation; planning effective lectures; conducting productive discussions; strategies to increase active learning; teaching first-year students; working well one-on-one; teaching from the heart; and using case studies to actively engage students.

Other Contributions to Research and Teaching

- ◊ Contributed an improvement (based on one of my blog posts) to problem 32 (locating ambulances in Dade County) in Chapter 6 of the seventh edition of *Spreadsheet Modeling and Decision Analysis* by Cliff Ragsdale. Cengage Learning, 2014. ISBN: 978-1285418681.
- ◊ Contributed three problem instances to MIPLIB 2010 (a benchmark widely used by researchers in discrete optimization), namely: *csched007*, *csched008*, and *csched010* (single-machine cumulative scheduling). Journal reference: *Mathematical Programming Computation*, volume 3, issue 2, pages 103–163, 2011. Web site: <http://miplib.zib.de>.
- ◊ Contributed the case study entitled “Warehouse Tenting at the Port of Miami” (based on one of my blog posts) to Module A of the eleventh edition of *Operations Management* by Jay Heizer and Barry Render. Prentice Hall, 2013. ISBN: 978-0132921145.

Consulting and Practical Experience

- ◊ Consultant to Burger King’s supply chain management and distribution co-op (Restaurant Services, Inc.) on procurement optimization and cost reduction, 5/2013 – 10/2013, 3/2014 – 12/2014, 5/2017 – 9/2017, 12/2017 – 3/2018;
- ◊ Consultant to Caterpillar, Inc. (through SmartOps Corp.) on product line simplification, 4/2006 – 11/2007. Joint work with A. Scheller-Wolf, M. Shunko, V. Tardif, and S. Tayur;
- ◊ Consultant to John Deere & Co. (through SmartOps Corp.) on product line simplification, 5/2003 – 11/2004. Joint work with D. Napolitano, A. Scheller-Wolf and S. Tayur;
- ◊ Consultant to Major League Baseball (through the Sports Scheduling Group) on the scheduling of umpires. Joint work with H. Barringer, J. Levine and M. A. Trick, 1/2005 – 5/2005; joint work with M. A. Trick, 1/2006 – 3/2006;
- ◊ Informal consulting with a Brazilian urban transit company on the scheduling of bus drivers, 3/1998 – 5/2000. Joint work with A. V. Moura and C. C. de Souza.

Student Supervision and Collaboration with Short-Term Visitors

- ◊ Doctoral dissertation advising/committees:
 - ◊ Lucas de Oliveira, Institute of Computing, University of Campinas (UNICAMP), Brazil (2012 – 2016). Thesis title: *The Traveling Umpire Problem: Complexity, Modeling, and Algorithms*. Co-advised with Cid C. de Souza from UNICAMP. **Second Place Winner**, Latin American Doctoral Thesis Competition (CLTD), 2017.
 - ◊ Hakan Yildiz, Tepper School of Business, Carnegie Mellon University (2002 – 2008). Thesis title: *Methodologies and Applications for Scheduling, Routing and Related Problems*. Advisor: Michael Trick. Initial placement: Michigan State University.
- ◊ Co-advised (with João da Silva) the undergraduate senior thesis of Diego de Souza, Department of Industrial Engineering, Federal University of São Carlos in Sorocaba, Brazil, spring 2018. Title: *O Problema de Programação de Turnês Musicais: Proposição de uma Modelagem Exata (Scheduling Band Concert Tours: An Exact Modeling Approach)*.
- ◊ Directed undergraduate research study with Linh Nghiem, Management Science Department, spring 2015. Project topic: *Improving patient flow at a local hospital’s pre-operation assessment clinic*.

- ◇ Directed undergraduate research study with Stephen Bishop, Management Science Department, spring 2015. Project topic: *Trade-offs between monthly and hourly spots at parking lots and garages.*
- ◇ Research collaboration with Krzysztof Fleszar, Associate Professor, American University of Beirut, Lebanon. Visit: 11/2014 – 12/2014. Project topic: *Two-dimensional bin packing with guillotine cuts.*
- ◇ Honors summer research advisor for Linh Nghiem, Management Science Department, summer 2014. Project topic: *Concert tour route optimization.* Accepted for presentation at: ACC Meeting of the Minds Undergraduate Research Conference, Raleigh, NC, April 10–12, 2015; SACNAS National Conference, Los Angeles, CA, October 16–18, 2014. Winner of the Excellence in Research Award, Miami Business School, April 2015. Published as “A Heuristic Method for Scheduling Band Concert Tours,” SIAM Undergraduate Research Online (SIURO), volume 9, 2016.
- ◇ Senior thesis advisor for Robert Stacey, Management Science Department, fall 2012 and spring 2013. Project topic: *Heterogeneous facility location with blockages.* First place winner, Undergraduate Research, Creativity, and Innovation Forum (business category), University of Miami, April 2013.
- ◇ Research collaboration with Jonas Bækklund, visiting doctoral student, Aarhus University, Denmark. Visit: 1/2011 – 6/2011. Project topic: *Nurse rostering in a Danish hospital.*
- ◇ Directed undergraduate research study with Juan Carlos Villegas, University of Miami, fall 2010. Project title: *Coverage Optimization with Visual Interference: A Case Study of the Blue-Light Phones on the University of Miami Campus.*

Service to the Academic Community

- ◇ *Editorial Board Member:* INFORMS Journal on Computing (Associate Editor, 3/2014 – present), International Transactions in Operational Research (Associate Editor, 10/2012 – present).
- ◇ *Grant Proposal Review Panelist:* National Science Foundation (2015).
- ◇ INFORMS Public Information Committee (PIC) member, 8/2011 – 12/2013.
- ◇ *Organizing Committee Member:* INFORMS Optimization Society Conference (2012), Mixed Integer Programming (MIP) Workshop (2016).
- ◇ *Program Committee Member:* International Conference on Integration of AI and OR Techniques in Constraint Programming for Combinatorial Optimization Problems (CPAIOR) (2008 – 2014), International Conference on Principles and Practice of Constraint Programming (CP) (2012, 2015, 2017), INFORMS Optimization Society Conference (2012).
- ◇ *Session Organizer/Chair:* INFORMS Annual Meeting (2004, 2007, 2008, 2010, 2011), INFORMS Computing Society Conference (2007), CORS-INFORMS International Meeting (2009).
- ◇ *Ad hoc Reviewer:* *Operations Research, Manufacturing and Service Operations Management, Production and Operations Management, INFORMS Journal on Computing, Mathematical Programming Computation, Discrete Applied Mathematics, Naval Research Logistics, Annals of Operations Research, Journal of Heuristics, Journal of Scheduling, Interfaces, European Journal of Operational Research, Computers and Operations Research, Computational Optimization and Applications, Constraints, Information Processing Letters, International Transactions in Operational Research, INFORMS Transactions on Education, EURO Journal on Computational Optimization, International Conference on Principles and Practice of Constraint Programming (CP), International Conference on Integration of AI and OR Techniques in Constraint Programming for Combinatorial Optimization Problems (CPAIOR), Algorithm Engineering and Experiments (ALENEX), ACM Symposium on Applied Computing (SAC), Workshop on Experimental Algorithms (WEA), Brazilian Symposium on Operations Research (SBPO).*

Service to the University of Miami and the Business School

- ◇ Faculty Director, Full-Time and Online MBA Programs, 8/2018 – present.
- ◇ Member of ad hoc steering group, Latin America and Caribbean Initiative (LACI), 12/2017 – present.
- ◇ Faculty Coordinator, Business Analytics, Global Executive MBA, 11/2014 – present.
- ◇ Member of the university-wide Academic Computing and Advisory Committee, 11/2014 – present.
- ◇ Member of steering committee, MBA 70th Anniversary Celebration, 1/2018 – 4/2018.
- ◇ Academic Director, Online MBA Program, 9/2016 – 7/2018.
- ◇ Panel Interviewer and Moderator, *Focus On Brazil*, an evening focused on the business environment in Brazil. Featuring industry professionals and a taste of Brazilian culture, 9/2016.
- ◇ Member of ad hoc Committee on Teaching Assessment, 12/2015 – 5/2018.
- ◇ Member of the Ph.D. Program Admissions Committee and Ph.D. Program Coordinator for Management Science, 2/2014 – 7/2018.
- ◇ Member of the Full-Time Graduate Business Programs Advisory Committee, 10/2012 – 12/2013.
- ◇ Taught sample classes to prospective undergraduate and graduate students at the following events: *Family Weekend* (9/2015), *MBA for a Day* (2/2013, 11/2013, 2/2014, 10/2015, and 10/2016), *Stamps/Singer Scholarship Weekend* (3/2013 and 3/2014).
- ◇ Singer Scholarship interviewer, 2010 and 2011.
- ◇ Member of the Graduate Curriculum Taskforce, 8/2007 – 5/2008.
- ◇ Organizer of the Management Science Department seminar series, 8/2006 – 5/2012.
- ◇ Member of the stage party at the spring/fall commencement ceremonies (six times), 2007 – 2017. Banner Marshal for the Business School, fall 2017.

Media Mentions and Featured Stories

- ◇ *Orthopedics This Week*, Innovative Scheduling Model Raises Productivity, December 10, 2018 (PDF version).
- ◇ Featured in episode two of the Resoundingly Human podcast by INFORMS, September 14, 2018.
- ◇ Featured in *ORMS Today Magazine's* What's Your StORy? April issue, page 11, 2016 (PDF version).
- ◇ Featured in a *Florida Trend Magazine* article entitled Florida's MBA Professors Are Pushing the Limits. March issue, page 48, 2013 (PDF version).
- ◇ *WAMC Northeast Public Radio Academic Minute*, Umpire Scheduling, October 19, 2011 (MP3 audio).
- ◇ *Miami New Times*, University of Miami Scientist Cracks MLB's Umpire Code, September 8–14, 2011.
- ◇ *Scientific American*, Researchers Tell Umpires Where to Go, August 18, 2011 (PDF version).
- ◇ *PhysOrg*, University of Miami Business Professor Helps Create a Successful Scheduling Method for Umpires in Major League Baseball, August 3, 2011 (PDF version).
- ◇ *HPCwire*, Business Prof Solves Traveling Umpire Problem for Major League Baseball, August 3, 2011.

Personal Information and Skills

- ◇ Born in Brazil. U.S. Citizen. Married.
- ◇ *Natural languages*: fluent in English and Portuguese; beginner in French and Spanish.
- ◇ *Programming languages*: Assembly 8086, C, C++, Lisp, Pascal, Perl, Prolog.
- ◇ *Modeling languages*: AMPL, Arena, Comet, ECLiPSe, OPL, R (beginner).

References

- ◇ John N. Hooker
T. Jerome Holleran Professor of Business Ethics and Social Responsibility
Professor of Operations Research
Tepper School of Business
Carnegie Mellon University
jh38@andrew.cmu.edu
(412) 268-7589

- ◇ Anuj Mehrotra
Dean, School of Business
George Washington University
anuj_m@gwu.edu
(202) 994-1152

- ◇ Michael A. Trick
Dean, Carnegie Mellon University in Qatar
Harry B. and James H. Higgins Professor of Operations Research
trick@cmu.edu
+974 4454-8420