## MARA - MARITIME ADMINISTRATION (MARA)

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### MARA 205 Introduction to Ships and Shipping
Credits 3.3 Lecture Hours. 0 Lab Hours.
Introduction to the maritime industry and ships used in transportation of goods and services. Shipboard nomenclature, types and missions of merchant ships, shipbuilding nomenclature and dimensions, shipbuilding materials and methods, modes of cargo handling and their impact on ship design.

### MARA 212 Business Law
Credits 3.3 Lecture Hours.
Legal principles of business, legal reasoning, dispute resolution and procedure, contract law, bankruptcy law, property law, Uniform Commercial Code sections concerning contracts, security interests, negotiable instruments and sales.
Prerequisite: Sophomore classification.

### MARA 250 Management Information Systems
Credits 2.2 Lecture Hours.
Introduction to the concepts and applications of management information systems, including information technology concepts, computer hardware, common business software, software selection and development, management information systems (MIS), decision support systems (DSS), and working in a digital world.

### MARA 281 Seminar in Undergraduate Research Methods
Credit 1.1 Lecture Hour.
An introduction to necessary undergraduate research methods in economics and business, to prepare students for investigative writing requirements in upper division courses in maritime business administration.
Prerequisite: Sophomore standing.

### MARA 285 Directed Studies
Credits 1.4 to 4.1 to 4 Other Hours.
Directed study on selected problems in the area of maritime administration not covered in other courses.
Prerequisite: Approval of MARA department head.

### MARA 289 Special Topics
Credits 1.4 to 4.1 to 4 Lecture Hours.
Study of selected topics in an identified area of maritime administration.
Prerequisite: Approval of MARA department head.

### MARA 301 Ocean Transportation I
Credits 3.3 Lecture Hours.
Examination of theory and practice in the management of transportation logistics, labor, rate-making, role of government, international conventions and treaties. Exposure to current trends and developments in shipping.
Prerequisites: MART Students - MART 103, ECON 202 or ECON 203. MARA students - MARA 205, ECON 202 or ECON 203.

### MARA 304 Ocean Transportation II
Credits 3.3 Lecture Hours.
Marine insurance problems and cases and how they relate directly to a ship’s officer. Hull, cargo, and personal injury cases are examined from the officers’ and insurers’ points of view. Introduction to Admiralty Law and the court process for seamen’s rights and ship owners’ privileges. Actual hearings and trials are observed to complete the background.
Prerequisite for MART and MARA students: MARA 301.

### MARA 342 Managerial Maritime Finance
Credits 3.3 Lecture Hours.
Continuation of topics introduced in Business Finance (FINC 341) including risk and return, investment valuation, the selection of risky investment projects, capital structure, dividend policy, and methods of raising long-term capital; applications to the maritime industry are made where appropriate.
Prerequisite: FINC 341.

### MARA 363 The Management Process
Credits 3.3 Lecture Hours.
Management as an academic discipline; goal setting; planning, controlling and decision-making; models for thinking about organizations; organization design; organization change; models for understanding individual behavior; job performance and job satisfaction; interpersonal behavior, motivation and leadership, behavior in work groups; careers in management, ethics and international management.
Prerequisite: Junior or senior classification.

### MARA 373 Personnel Management
Credits 3.3 Lecture Hours.
Human Resource Management. Strategic issues in managing human resources; shared responsibilities of line managers and human resource staff for developing and implementing human resource policies and procedures; human resource planning; job design, analysis and evaluation; staffing; compensation; performance appraisal; training and development career management; labor relations; legal, ethical and international issues.
Prerequisite: MARA 363.

### MARA 401 Brokerage and Chartering
Credits 3.3 Lecture Hours.
Operational and legal environment of ship brokerage and chartering; responsibilities of owner and charterer under various charter forms; American, British and Canadian acts governing charters and bills of lading; rules and regulations concerning loading and discharging.
Prerequisites: MARA 205, MARA 301. Senior classification.

### MARA 402 Inland Waterways
Credits 3.3 Lecture Hours.
Development of inland waterways of the U.S. and federal policies relating to them. Port and terminal development, competition with other transportation forms, manpower, rates, environmental concerns and the impact of waterway systems on regional economies.
Prerequisites: ECON 203. Senior classification.

### MARA 416 Port Operations, Administration and Economics
Credits 3.3 Lecture Hours.
Concepts of the port and methods of intermodal transfer. Port functions divided and analyzed along business lines: economics, management, finance, accounting, and marketing. Cost studies.
Prerequisites: MARA 301. Junior or senior classification.

### MARA 421 Admiralty Law
Credits 3.3 Lecture Hours.
Essential principles of admiralty, general maritime, and international law as applicable to the marine industry and ocean shipping. Evolution and state of the law concerning maritime liens, ship mortgages, rights of seamen and harbor workers, limitation of liability, bills of lading and cargo carriage, collision liability, general average, marine salvage, charter parties, and international rights and responsibilities of ships and shipping.
Prerequisites: MARA 301, MARA 304.
MARA 424 Economics of Transportation  
**Credits 3. 3 Lecture Hours.**  
Historical development, structure, function, and regulation of highway,  
rail, water, pipeline, and air transportation systems. Application of  
economic concepts and principles to transportation development and  
operations.  
**Prerequisites:** ECON 203 and senior classification.

MARA 435 Labor Law and Policy  
**Credits 3. 3 Lecture Hours.**  
Federal and state public policy and laws regulating human resource  
management including National Labor Relations Act, Railway Labor Act,  
Fair Labor Standards Act, employment discrimination statutes, statutes  
regarding public sector unionization, and other relevant legal authorities;  
various forms of dispute settlement including litigation, mediation, fact  
finding and arbitration; legal ramifications of strategic human resource  
management decision making.  
**Prerequisites:** MARA 212; junior or senior classification.

MARA 440 Global Economy and Enterprise Management  
**Credits 3. 3 Lecture Hours.**  
Global Economy and Enterprise Management. Introduction to the  
economic, political, social and ethical environments of international  
business including the determinants of trade and investment patterns  
and the logic of government interventions in both trade and capital  
markets; also discussed are the structure, strategy and operations of the  
international firm.  
**Prerequisites:** ECON 203, MARA 281 and junior or senior classification.

MARA 450 Maritime Supply Chain Management  
**Credits 3. 3 Lecture Hours.**  
Introduction to the concepts involved in supply chain management  
(SCM); SCM encompasses the functional areas of procurement,  
operations management, inbound/outbound transportation, customer  
service, and information technologies; emphasizes how these functional  
areas are integrated to achieve the firm’s overall objectives.  
**Prerequisites:** SCMT 303 and SCMT 364.

MARA 460 Management Systems and Control  
**Credits 3. 3 Lecture Hours.**  
Application of management processes to complex interdisciplinary  
organizational environments through the study of program and project  
management. Adaptions of traditional management theories to the  
project environment. Student will be expected to master typical project  
management microcomputer software for project planning; resource  
allocation; project budgeting; and control of project cost, schedule and  
performance.  
**Prerequisites:** SCMT 364, MARA 363. Junior classification.

MARA 466 Strategic Management  
**Credits 3. 3 Lecture Hours.**  
Strategic issues facing organizations, including top management  
decision making and social responsibility; environmental and industry  
analysis; establishing organizational mission and objectives; corporate,  
business and functional level strategy formulation; global and  
multidomestic strategies; strategic implementation and control;  
integrating operations, finance, marketing and human resource  
strategies; case analysis.  
**Prerequisites:** MARA 281,MARA 363, MKTG 321, SCMT 364, FINC 341,  
and senior classification.

MARA 470 Environmental Law  
**Credits 3. 3 Lecture Hours.**  
Designed to provide a broad background of basic statutes, regulations,  
and cases dealing with the major issues in international and federal  
environmental law. Specifically, the course will focus on pragmatic  
training in statutory, regulatory, and treaty reading and interpretation;  
analysis of administrative and legislative intent for law.  
**Prerequisites:** MARA 212, MARA 421. Senior classification.

MARA 475 Business Leadership  
**Credits 3. 3 Lecture Hours.**  
Focus on theory and practice of leadership; familiarize with components,  
textbook and models of leadership; compare/contrast styles; review  
leadership/followership relationship as a collaborative activity resulting  
in achieved goals; analyze cultural and global components and ethical  
issues associated with leadership.  
**Prerequisite:** Junior or senior classification or approval of instructor.

MARA 484 Management Internship  
**Credits 0 to 4. 0 to 4 Other Hours.**  
Internship in management; staffing, planning, organizing, leading  
and controlling. Enrollment is limited to those who have managerial  
responsibilities for the resources used by a business, non-profit, or other  
an organization.  
**Prerequisites:** ACCT 229, ACCT 230, FINC 341, MKTG 321, MARA 363.  
Approval of department head.

MARA 485 Directed Studies  
**Credits 1 to 4. 1 to 4 Other Hours.**  
Directed study on selected problems in the area of maritime  
administration not covered in other courses.  
**Prerequisites:** Cumulative GPA of 2.5 or higher. Approval of instructor and  
MARA department head.

MARA 489 Special Topics  
**Credits 1 to 4. 1 to 4 Lecture Hours.**  
Study of selected topics in an identified area of maritime administration.  
**Prerequisite:** Approval of instructor.

MARA 491 Research In Maritime Administration  
**Credits 0 to 4. 0 to 4 Other Hours.**  
Research in Maritime Administration. Research conducted under  
the direction of faculty member in Maritime Administration. May be  
repeated 2 times for credit. Please see academic advisor in department.  
Registration in multiple sections of this course is possible within a given  
semester provided that the per semester credit hour limit is not exceeded.  
**Prerequisites:** Junior or senior classification and approval of instructor.

MARA 493 International Maritime Management Experience  
**Credits 3. 3 Lecture Hours.**  
Combination of classroom and two week international travel emphasizing  
cultural and historic aspects of maritime industry; direct contact  
with managers and regulators in the international maritime industry;  
examination of different management styles, business practices and  
regulatory approaches.