MARA - MARITIME ADMINISTRATION (MARA)

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; preparation for investigative writing requirements in upper division courses in maritime business administration.

MARA 285 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.
Prerequisite: Approval of MARA department head.

MARA 289 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 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: MARA majors - MARA 205; MGMT 211, ACCT 230, and MARA 250, or concurrent enrollment; admission to upper division in Maritime Administration; MART majors - MART 103; 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: MARA 301 for MART and MARA students.

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 350 Maritime Business Computer Programming and Security
Credits 3. 3 Lecture Hours.
Concepts of computer programming and security utilizing Visual Basic for Applications with emphasis to business and maritime area specifically; includes basic programming logic, programming in VBA, computer security principles and techniques for enhancing computer security.
Prerequisites: MARA 250 and junior or senior classification.

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.
Prerequisites: MARA majors - MGMT 211, ACCT 230, and MARA 250, or concurrent enrollment; admission to upper division in Maritime Administration; MART majors - MART 200 and junior or senior classification; MELP majors - PHIL 314 and junior or senior classification.

MARA 373 Personnel Management
Credits 3. 3 Lecture Hours.
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: Junior or senior classification.

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 301 and 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: MARA 301; ECON 202 or ECON 203; junior or 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 and 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 majors - MGMT 211, ACCT 230, and MARA 250, or concurrent enrollment; admission to upper division in Maritime Administration; MART majors - MART 200 and junior or senior classification; MELP majors - PHIL 314 and junior or senior classification.

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: MARA majors - MGMT 211, ACCT 230, and MARA 250, or concurrent enrollment; admission to upper division in Maritime Administration; MART majors - MART 200; ECON 203 and junior or 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 ramification of strategic human resource management decision making.  
Prerequisites: MARA majors - MGMT 211, ACCT 230, and MARA 250, or concurrent enrollment; admission to upper division in Maritime Administration; MART majors - MART 200 and junior or senior classification; MPPC majors - POLS 232 and junior or senior classification; MELP majors - PHIL 314 and junior or senior classification.

MARA 440 Global Economy and Enterprise Management  
Credits 3.3 Lecture Hours.  
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; structure, strategy and operations of the international firm.  
Prerequisites: MARA majors - MGMT 211, ACCT 230, and MARA 250, or concurrent enrollment; admission to upper division in Maritime Administration; MART majors - MART 200 and junior or senior classification; MPPC majors - POLS 232; ECON 203 and senior classification.

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. Adaptations 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.  
Broad background of basic statutes, regulations and cases dealing with the major issues in international and federal environmental law; focus on pragmatic training in statutory, regulatory and treaty reading and interpretation; analysis of administrative and legislative intent for law.  
Prerequisites: MARA majors - MGMT 211, ACCT 230, and MARA 250, or concurrent enrollment; admission to upper division in Maritime Administration; MPPC majors - POLS 232 and junior or senior classification; MELP majors - PHIL 314 and junior or senior classification.

MARA 475 Business Leadership  
Credits 3.3 Lecture Hours.  
Focus on theory and practice of leadership; familiarize with components, theory 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.  
Prerequisites: MGMT 211, ACCT 230, and MARA 250, or concurrent enrollment; admission to upper division in Maritime Administration; junior or senior classification.

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 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: MGMT 211, ACCT 230, and MARA 250, or concurrent enrollment; admission to upper division in Maritime Administration; cumulative GPA of 2.5 or higher.
MARA 489 Special Topics in... 
Credits 1 to 4. 1 to 4 Lecture Hours. 
Study of selected topics in an identified area of maritime administration. 
**Prerequisite:** MGMT 211, ACCT 230, and MARA 250, or concurrent enrollment; admission to upper division in Maritime Administration; 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.