LOWER DIVISION (200-LEVEL) ELIGIBILITY:

Students pursuing a Bachelor of Business Administration degree and all MCS majors must achieve 24 credits and maintain a 2.50 GPA or better in order to take lower division business courses (including MCS courses) except ITBE 141, BEINDP 200, BEINDP 293, ECON 201 and ECON 202. Grades received for all appropriate college courses taken at other institutions will be included in determining the student’s grade point average eligibility for enrolling in business courses.

Business minors and non-business minors required to take business courses must have at least a 2.00 gpa and 24 credits completed to enroll in lower division (200-level) business courses required in the minor.

Non-business majors who are required or who may elect to take business courses in the major must have the gpa required in the major, must have completed 24 credits to take lower division (200-level) business courses.

UPPER DIVISION (300/400-LEVEL) ELIGIBILITY:

Students in the BBA curriculum and all MCS majors are not eligible to enroll in the College of Business and Economics 300- and 400-level courses unless they have 60.0 or more credits to degree, at least a 2.50 cum GPA and have been admitted to the upper division business courses. Transfer students must maintain a combined GPA (transfer and UW-W) of 2.50 to continue eligibility.

Business minors must have a 2.00 gpa and 60 credits completed to enroll in upper division (300 or 400-level) business courses. In order to graduate with a business minor, the student must have a 2.25 gpa in the minor.

S/NC grading may not be used in any business course or any BBA degree requirement unless offered on an S/NC basis only. Courses in the College of Business and Economics may not be taken on an audit basis. A course cannot be used to satisfy both a BBA degree and a major requirement.

Non-business majors who are required or who may elect to take 300/400-level business courses must have completed 60 credits and have a 2.00 gpa to take upper division (300 and 400-level) business courses.

Non-business majors who are not required to take business courses in the major may register for business courses during the first week of classes if all course prerequisites and credits completed (24 for lower division or 60 for upper division) are met, and the student has a 2.50 combined grade point average.

ADMISSION TO UPPER DIVISION BUSINESS COURSES:

When a student is projected to complete at least 54 credits and has satisfactorily completed or is enrolled in ENGLISH 101, ENGLISH 102, COMM 110, ACCOUNT 244, ACCOUNT 249 or ACCOUNT 261; ECON 201; ECON 202; MATH 143, and ECON 245, the student may apply for admission to the upper division business courses. All students with at least a 2.80 combined GPA will be admitted. Application forms for admission to the upper division business courses are completed at a registration information meeting or online after completion of an online advising exercise.

ENROLLMENT PREFERENCE in all business courses will be given to the following officially declared majors and minors:

• All BBA Majors; management computer systems majors; integrated science and business; business education; other non-business majors with business course requirements
• Minors; business minors; arts management minors; other minors with business course requirements.

SPECIAL STUDENTS ..... Students admitted with full/complete credentials of all previous post-secondary work (SPFC) may register with the approval of the SPFC advisor (Chris Kutz, Hyland 4300, 262 472 4993) and special students without full credentials (SPNC) can register on a space available basis with the approval of the assistant dean (Jan Olson, Hyland Hall 4300, 262-472-4900).

COMMON EXAMINATIONS ..... Certain courses have common exams during the semester when all sections will be tested at the same time. Students should not schedule other classes at those times.

GRADUATE STUDENTS ..... Graduate students must be admitted to the M.B.A. or M.P.A. program to enroll in 500-700 level courses offered in the College of Business and Economics (except Business Education and School Business Management). Non-Candidate for Degree (NCFD) students cannot register for College of Business and Economics courses. Exceptions to this policy must be approved in advance by the associate dean, College of Business and Economics (262-472-1945).

ONLINE BUSINESS COURSES ..... Charges for online business courses are stated with the course listings. The charge is the same for both in-state and out-of-state students.

FINANCE AND BUSINESS LAW

Finance and Business Law
<table>
<thead>
<tr>
<th>Class#</th>
<th>Section</th>
<th>Meeting Days</th>
<th>Start/End Dates</th>
<th>Meeting Times</th>
<th>Location</th>
<th>Instructor</th>
<th>Course Topic</th>
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<tr>
<td>FNBSLW 301</td>
<td>CONSUMER FINANCE</td>
<td>Study for managing personal and household resources; utilizing sources of consumer information and protection; handling the continuous decisions encountered with personal finance relative to goals, financial analysis, insurances, income taxes, borrowing, banking, housing, household operation, savings, investments; utilizes the microcomputer and compound interest tables in the decision process.</td>
<td>PREREQ: ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION</td>
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<td>FNBSLW 341</td>
<td>BUSINESS AND COMMERCIAL LAW</td>
<td>An introduction to business and the law. Includes topics such as legal systems, court procedure, business torts and crimes, contracts and related areas of the Uniform Commerical Code, government regulation of business, and the ethical and legal rights and duties of individuals and businesses in our society.</td>
<td>PREREQ: ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION</td>
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<td>Jonathan Saffold</td>
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<td>Gene M Toboyek</td>
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<td>FNBSLW 342</td>
<td>ADVANCED BUSINESS AND COMMERCIAL LAW</td>
<td>This course provides an advanced study of the law for business or pre-law students, including an examination of the Uniform Commercial Code and the Law of Sales, Negotiable Instruments, Secured Transactions and Documents of Title. This course also includes a study of the Law of Business Entities and Creditor and Debtor Relations. PREREQ: FNBSLW 341, ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION</td>
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<td>FNBSLW 344</td>
<td>BUSINESS FINANCE</td>
<td>Problems of financing long-run funds requirements of the business enterprise to include reserve and dividend policies, promotion, expansion, combination of business, planning, planning of capital structure, legal forms of business enterprise. PREREQ: ACCOUNT 249 OR ACCOUNT 261 AND ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION</td>
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<td>Scott D Opsal</td>
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<td>HH1302</td>
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<td>NOTE: STUDENTS IN THE HONORS PROGRAM OR BUSINESS MAJORS AND MINORS WHO HAVE A 3.40 COMBINED CUMULATIVE GPA OR HIGHER PREREQ: ELIGIBILITY FOR THE UNIVERSITY HONORS PROGRAM AND AN ACT SUBSCORE OF AT LEAST 24, OR CONSENT OF UNIVERSITY HONORS PROGRAM DIRECTOR</td>
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<td>Section 06L</td>
<td>[units: 3]</td>
<td>NOTE: This is an interactive finance course which will make significant use of laptop computers. All students are required to bring their own laptop to class every day -- wireless capabilities recommended, but not required.</td>
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<td>HH1302</td>
<td>Joel E Schleusner</td>
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<td>FNBSLW 345</td>
<td>INVESTMENTS</td>
<td>A study of the various types of investments available, the markets in which they are traded, the techniques used to make sound investment decisions, and the factors which affect those decisions for various types of investors. PREREQ: FNBSLW 344, ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION</td>
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09/04/21 - 12/21  
12:30 PM - 01:45 PM  
HH2317  
David C Porter

FNBSLW 348  REAL ESTATE  ... Designed to integrate the theory and practice of real estate operations through a discussion of the following areas: Urban structure and urban growth, the urban economy, appraisal analysis, property development and real estate investments analysis. 
PREREQ: ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION
#3356  Section 01  [units: 3]  
09/04/21 - 12/21  
03:45 PM - 05:00 PM  
HH3101  
Philip A Seagraves

FNBSLW 360  FINANCIAL INSTITUTIONS  ... Survey of institutional arrangements through which funds are accumulated and made available to consumers, farmers, business and government. An understanding of the behavior of the non-monetary as well as the money and capital markets is developed. 
PREREQ: FNBSLW 344, ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION
#3361  Section 01  [units: 3]  
09/04/21 - 12/21  
02:15 PM - 03:30 PM  
HH2317  
Rashiqa Kamal

FNBSLW 401  FINANCIAL PLANNING  ... This course serves as an introduction to the occupational area of Financial Planning and surveys the following topics: determining financial objectives, formulating investment objectives, tax planning, insurance planning, and retirement and estate planning. 
PREREQ: A FINANCE MAJOR WITH FNBSLW 341 AND FNBSLW 345, AND ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION
#3363  Section 01  [units: 3]  
09/04/21 - 12/21  
11:00 AM - 12:15 PM  
HH1311  
Gene M Toboyek

FNBSLW 420  BANK ADMINISTRATION  ... Commercial banking, principles and practices, comprehensively treated with emphasis on operations and administration, bank services, credit analysis, loan and investment policies, profit planning and control. This course cannot be used to satisfy the MBA degree requirement. 
PREREQ: FNBSLW 344 AND FNBSLW 360, AND ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION
#3364  Section 01  [units: 3]  
09/04/21 - 12/21  
02:15 PM - 03:30 PM  
HH2306  
Hamid Moini

FNBSLW 430  FINANCIAL FUTURES AND OPTIONS  ... A study of financial futures and options. Course topics will include: characteristics of futures and options contracts, how the markets function, the ways in which the instruments are used and why, option valuation models, the cash-futures basis, and regulation.
PREREQ: FNBSLW 345, ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION
#3365  Section 01  [units: 3]  
09/04/21 - 12/21  
09:30 AM - 10:45 AM  
HH1311  
Zaifeng S Fan

FNBSLW 442  ESTATES AND TRUSTS  ... A study of the substantive and procedural laws relating to wills, estates, trusts, guardianships, fiduciaries, estate taxation, retirement, and end-of-life planning. 
PREREQ: FNBSLW 341, ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION
#3366  Section 01  [units: 3]  
09/04/21 - 12/21  
02:15 PM - 03:30 PM  
HH2317  
Linda A Reid

FNBSLW 443  LABOR LAW  ... A legalistic introduction to labor law through a study of cases and related statutes of those general principles important to both workers and management. The study of these materials will aid management and labor in understanding the position of the law in determining and providing a solution to labor law problems. 
PREREQ: FNBSLW 341, ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION
#3367  Section 01  [units: 3]  
09/04/21 - 12/21  
06:30 PM - 09:00 PM  
HH1311  
Curt M Weber

FNBSLW 444  CORPORATE FINANCIAL MANAGEMENT DECISIONS  ... An advanced study of the requirements for and sources of funds in the business organizations. The course deals with both long and short-term aspects of finance with emphasis placed on analysis and decision making.
PREREQ: B- OR BETTER IN FNBSLW 344; FNBSLW 345; 80 CR; & MAJ: FINANCE, INSUR EMPH; REAL EST EMPH; & FIN PLAN EMPH; ADM TO COLLEGE & 2.50 FOR BUSINESS MAJ; 60 CR & 2.00 FOR MINORS/NON-BUS MAJ FOR WHICH THIS COURSE IS OPTION
#2372  Section 01  [units: 3]  
09/04/21 - 12/21  
12:30 PM - 01:45 PM  
HH3101  
Zaifeng S Fan
#2373  Section 02  [units: 3]  
09/04/21 - 12/21  
02:15 PM - 03:30 PM  
HH3101  
Zaifeng S Fan

FNBSLW 446  INSURANCE  ... Principles of risk and insurance and their applications to business management and personal affairs. Analysis of concepts and methods of handling risks; insurance carriers and contracts; survey of policies for fire insurance, business interruption, liability, automobile, life and health. 
PREREQ: ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION
#3368  Section 01  [units: 3]  
09/04/21 - 12/21  
06:30 PM - 09:00 PM  
HH1305  
Yuan Yuan

Fall 2012 UWW Class Listing > BE > Finance and Business Law -- Page 3 / 5  12.10.2012 10:43 AM
FNBSLW 456 SECURITY ANALYSIS ... A detailed examination of the various classes of securities available for investors, and the development of techniques used to reach dependable conclusions as to the safety and attractiveness of a given security at the current market price or at some assumed price. 
PREREQ: B- OR BETTER IN FNBSLW 344; FNBSLW 345; 84 CR; & MAJ: FINANCE, INSUR EMPH; REAL EST EMPH; & FIN PLAN EMPH; ADM TO COLLEGE & 2.50 FOR BUSINESS MAJ; 60 CR & 2.00 FOR MINORS/NON-BUS MAJ FOR WHICH THIS COURSE IS OPTION

#3370 Section 01  [units: 3]  
09/04-12/21  TR 02:15 PM - 03:30 PM  HH1311  Scott D Opsal

#3371 Section 02  [units: 3]  
09/04-12/21  TR 03:45 PM - 05:00 PM  HH1311  Scott D Opsal

FNBSLW 458 REAL ESTATE INVESTMENTS ... Examination of investment principles and tax considerations as they apply to real estate, specifically apartment houses, shopping centers, office buildings, urban development and vacant land. 
PREREQ: FNBSLW 348, ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.

#3372 Section 01  [units: 3]  
09/04-12/21  T 06:30 PM - 09:00 PM  HH3101  Philip A Seagraves

FNBSLW 460 ADVANCED PROPERTY AND CASUALTY INSURANCE ... Consideration of advanced topics in property and casualty insurance. Among items covered are direct and indirect property coverages, inland marine insurance, liability coverage including its legal foundations, workmen's compensation, the general liability contract, crime coverages, surety and fidelity bonding and insurance regulation.
COREQ: FNBSLW 446. PREREQ: ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.

#3373 Section 01  [units: 3]  
09/04-12/21  MW 11:00 AM - 12:15 PM  HH2317  Yuan Yuan

FNBSLW 484 APPLIED INVESTMENTS ... Students will gain hands-on experience by managing a real portfolio of securities. After developing a group investment philosophy, they will analyze the current holdings, investigate other alternatives, and make buy and sell decisions as a group. Presentations of the students' research will be made to an advisory board made up of faculty and investment professionals.
COREQ: FNBSLW 456. PREREQ: ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3374 Section 01  [units: 3]  
09/04-09/12  W 06:00 PM - 08:30 PM  HH2200  Scott D Opsal

FNBSLW 493 INTERNSHIP ... This is an opportunity for a finance student to gain practical experience in a business before graduation. The experience will supplement the students' academic work in preparation for a career in business. Repeatable for a maximum of 3 credits in the major. Department Consent required.
PREREQ: JUNIOR STATUS AND FINANCE MAJOR, OR FINANCIAL PLANNING MAJOR, OR INSURANCE MAJOR, OR REAL ESTATE MAJOR. ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.

#3375 Section 01  [units: 1-3]  
09/04-12/21  Arranged Arranged  Linda Yu

FNBSLW 498 INDEPENDENT STUDY ... Study of a selected topic or topics under the direction of a faculty member. Repeatable.
PREREQ: JUNIOR STATUS, ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3377 Section 01  [units: 1-3]  
09/04-12/21  Arranged Arranged  Linda Yu

*** GRADUATE LEVEL COURSES ***

FNBSLW 542 ADVANCED BUSINESS AND COMMERCIAL LAW ... This course provides an advanced study of the law for business or pre-law students, including an examination of the Uniform Commercial Code and the Law of Sales, Negotiable Instruments, Secured Transactions and Documents of Title. This course also includes a study of the Law of Business Entities and Creditor and Debtor Relations.
PREREQ: GRADUATE STUDENTS MUST BE ADMITTED TO THE M.B.A. OR THE M.S. OR M.P.A. ACCOUNTING OR M.S. OFFICE SYSTEMS.

#3378 Section 01  [units: 3]  
09/04-12/21  MW 12:30 PM - 01:45 PM  HH2317  Curt M Weber

FNBSLW 721 LEGAL ENVIRONMENT OF BUSINESS ... An introduction to the legal environment of business. Includes topics such as legal systems, court procedure, business torts and crimes, contracts and related areas of the Uniform Commercial Code, government regulation of business, and the ethical and legal rights and duties of individuals and businesses in our society. 
PREREQ: GRADUATE STUDENTS MUST BE ADMITTED TO THE M.B.A. OR THE M.S. OR M.P.A. ACCOUNTING OR M.S. OFFICE SYSTEMS.

#3380 Section 01  [units: 2]  
09/04-10/26  M 06:00 PM - 09:20 PM  HH2317  Linda A Reid
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<th>Instructor</th>
<th>Start/End Dates</th>
<th>Meeting Days</th>
<th>Meeting Times</th>
<th>Location</th>
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<td>FNBSLW 739</td>
<td>FINANCIAL PLANNING PROCESS</td>
<td>Rashiqa Kamal</td>
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<td>Hamid Moini</td>
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<td>CAPITAL BUDGETING</td>
<td>Jianzhou Zhu</td>
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<td>AMERICAN FAMILY</td>
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<td>FNBSLW 780</td>
<td>PORTFOLIO THEORY AND PRACTICE</td>
<td>David C Porter</td>
<td>09/04-12/21</td>
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<td>Linda Yu</td>
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<td>Linda Yu</td>
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PREREQ: FNBSLW 718 OR FNBSLW 344, GRADUATE STUDENTS MUST BE ADMITTED TO THE M.B.A. OR THE M.S. OR M.P.A. ACCOUNTING OR M.S. OFFICE SYSTEMS.

NOTE: The cost per credit for COBE online graduate courses for 2012-2013 is $619. Students must have access to the Internet and an Internet browser.

NOTE: Section 01 is designed for students interested in a project related to Finance or Law.