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 minors 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.
<table>
<thead>
<tr>
<th>#</th>
<th>Section</th>
<th>Units</th>
<th>General Education Designation (if any)</th>
<th>Start/End Dates</th>
<th>Meeting Days</th>
<th>Meeting Times</th>
<th>Location</th>
<th>Instructor</th>
<th>Course Topic (if applicable)</th>
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<tbody>
<tr>
<td>#1399</td>
<td>Section 01</td>
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<td>Linda E Holmes</td>
<td>This course introduces students to the principles of financial accounting. Topics include the basic accounting cycle (i.e., double entry accounting), financial statements (i.e., income statement and statement of financial position), and specific discussions of cash, trade receivables, merchandise inventories, plant assets, current and long-term liabilities, and stockholders equity.</td>
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<td>JASON EDWARD JENDRACH</td>
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<tr>
<td>#1407</td>
<td>Section 03</td>
<td>3</td>
<td></td>
<td>09/04-12/21</td>
<td>MW</td>
<td>11:00 AM - 12:15 PM</td>
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<td>Linda E Holmes</td>
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<tr>
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<td>3</td>
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<tr>
<td>#1409</td>
<td>Section 05</td>
<td>3</td>
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<tr>
<td>#1410</td>
<td>Section 06</td>
<td>3</td>
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<td>09/04-12/21</td>
<td>T</td>
<td>02:15 PM - 03:30 PM</td>
<td>HH2310</td>
<td>Dawn M Doering</td>
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<tr>
<td>#1411</td>
<td>Section 07</td>
<td>3</td>
<td></td>
<td>09/04-12/21</td>
<td>T</td>
<td>06:30 PM - 09:00 PM</td>
<td>HH2301</td>
<td>Michael J MacDonald</td>
<td></td>
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<tr>
<td>#1412</td>
<td>Section 08</td>
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<td>HH2303</td>
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<td>09/04-12/21</td>
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<tr>
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<td>HH2301</td>
<td>Dawn M Doering</td>
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<tr>
<td>Course Code</td>
<td>Section</td>
<td>Start/End Dates</td>
<td>Meeting Days</td>
<td>Meeting Times</td>
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<td>ACCOUNT 249</td>
<td>Section 14</td>
<td>09/04-12/21</td>
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<td>HH2301</td>
<td>Linda E Holmes</td>
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ACCOUNT 249 INTRODUCTION TO MANAGERIAL ACCOUNTING ... This course introduces the student to the relevance, use, and interpretation of accounting information for decision making in support of business strategy. Topics include product costing (job order, process, absorption, variable), pricing, understanding cost structures (cost behavior), short-term decision-making, operational budgeting, evaluating performance, analyzing financial statements and ethical decision making.

PREREQ: ACCOUNTING 244, PRE-BUSINESS MAJOR, COMPLETION OF 24 CREDITS AND 2.50 GPA OR BETTER, MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Section 01</th>
<th>Start/End Dates</th>
<th>Meeting Days</th>
<th>Meeting Times</th>
<th>Location</th>
<th>Instructor</th>
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<td>ACCOUNT 261</td>
<td>Section 01</td>
<td>09/04-12/21</td>
<td>TR</td>
<td>09:30 AM - 10:45 AM</td>
<td>HH2319</td>
<td>Dawn M Doering</td>
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</tbody>
</table>

ACCOUNT 261 INTERMEDIATE ACCOUNTING I ... This course focuses on accounting for assets (except investments) such as cash, receivables, inventories, plant assets, and intangible assets. This course also presents a detailed discussion of the standard-setting process, conceptual framework, accounting cycle, income statement, statement of financial position, and theoretical and practical aspects of the time-value of money in accounting.

PREREQ: ACCOUNT 244, ACCOUNT 701 OR CONSENT OF DEPARTMENT

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<thead>
<tr>
<th>Course Code</th>
<th>Section 02</th>
<th>Start/End Dates</th>
<th>Meeting Days</th>
<th>Meeting Times</th>
<th>Location</th>
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<td>HH2319</td>
<td>Joe Gerard</td>
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ACCOUNT 264 INTERMEDIATE ACCOUNTING II ... This course continues the coverage of financial accounting topics started in ACCOUNT 261. Specific topics include accounting of investments, current liabilities, long-term liabilities (bonds, notes, leases, pensions), stockholders' equity, deferred income taxes, accounting changes, and other specialized financial accounting topics. This course emphasizes the application, interpretation, and analysis of accounting principles and procedures for complex accounting and reporting topics.

PREREQ: ACCOUNT 261 OR ACCOUNT 341 AND ACCOUNT 249 OR ACCOUNT 342 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

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<tr>
<th>Course Code</th>
<th>Section 01</th>
<th>Start/End Dates</th>
<th>Meeting Days</th>
<th>Meeting Times</th>
<th>Location</th>
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<td>09/04-12/21</td>
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<td>03:45 PM - 05:00 PM</td>
<td>HH2310</td>
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</table>

ACCOUNT 343 INTERMEDIATE ACCOUNTING II ... This course continues the coverage of financial accounting topics started in ACCOUNT 261. Specific topics include accounting of investments, current liabilities, long-term liabilities (bonds, notes, leases, pensions), stockholders' equity, deferred income taxes, accounting changes, and other specialized financial accounting topics. This course emphasizes the application, interpretation, and analysis of accounting principles and procedures for complex accounting and reporting topics.

PREREQ: ACCOUNT 261 OR ACCOUNT 341 AND ACCOUNT 249 OR ACCOUNT 342 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

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<tr>
<th>Course Code</th>
<th>Section 01</th>
<th>Start/End Dates</th>
<th>Meeting Days</th>
<th>Meeting Times</th>
<th>Location</th>
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<td>Section 01</td>
<td>09/04-12/21</td>
<td>MW</td>
<td>12:30 PM - 01:45 PM</td>
<td>HH2319</td>
<td>Lynn M Hafemeister</td>
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</table>
ACCOUNT 451 TAX I ... A study of federal income tax laws with emphasis on the individual taxpayer, particularly of employees and sole proprietors. The study includes a review of current proposals, discussion of practical problems in tax planning and practice in the preparation of tax returns.

PREREQ: ACCOUNT 244, ACCOUNT 701 OR CONSENT OF DEPARTMENT; 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

#1431 Section 01 [units: 3]
09/04-12/21 TR 09:30 AM - 10:45 AM HH2310 Pamela J Champeau
#1432 Section 02 [units: 3]
09/04-12/21 MW 12:30 PM - 01:45 PM HH2310 Pamela J Champeau
#1433 Section 03 [units: 3]
09/04-12/21 TR 02:15 PM - 03:30 PM HH2314 Pamela J Champeau

ACCOUNT 452 TAX II ... This course examines federal income tax laws and regulations with a specific emphasis on corporations (C and S), partnerships, estate and gift taxation, income taxation of estates and trusts, and taxation of exempt entities. Both compliance and tax planning are emphasized in this course. Tax research on related issues is also included.

PREREQ: ACCOUNT 451 AND A 2.75 GPA IN ACCOUNT 249 OR ACCOUNT 342, ACCOUNT 261 OR ACCOUNT 341 AND ACCOUNT 343 AND ADMISSION TO THE COLLEGEAND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPT

#1440 Section 01 [units: 3]
09/04-12/21 TR 09:30 AM - 10:45 AM HH2301 Michael J MacDonald

ACCOUNT 454 ACCOUNTING INFORMATION SYSTEMS ... This course examines the nature of accounting information systems and the ways in which various components are integrated to provide relevant and reliable financial information for decision making. Students will also study (a) the impact of information technology on the gathering, processing and reporting of financial information (b) risk management through the use of COSO’s internal control frameworks (c) ways in which technology affects internal control structures, and (d) how to model business processes and use decision criteria to determine ways in which processes can be improved.

PREREQ: ACCOUNT 451 AND A 2.75 GPA IN ACCOUNT 249 OR ACCOUNT 342 AND ACCOUNT 261 OR ACCOUNT 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

#1442 Section 01 [units: 3]
09/04-12/21 MW 12:30 PM - 01:45 PM HH2301 Joe Gerard
#1443 Section 02 [units: 3]
09/04-12/21 MW 02:15 PM - 03:30 PM HH2301 Carol J Normand
#1444 Section 03 [units: 3]
09/04-12/21 MW 03:45 PM - 05:00 PM HH2319 Joe Gerard

ACCOUNT 456 COST MANAGEMENT ... This course presents an overview of basic cost measurement principles and an in-depth examination of product costing procedures and techniques including process costing, job-order costing, activity-based costing, accounting for spoilage, and standards and variances (cost, expense, revenue, and selected variance investigation models). This course also includes the following specific cost allocation topics: joint products, byproduct products, and service departments. Special emphasis is placed on communicating accounting information to managers in a clear, concise manner.

PREREQ: ACCOUNT 249 OR CONSENT OF DEPARTMENT; ADMISSION TO THE COLLEGEAND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#1445 Section 01 [units: 3]
09/04-12/21 MW 11:00 AM - 12:15 PM HH2203 Robert A Gruber

ACCOUNT 461 ADVANCED ACCOUNTING ... This course presents an indepth examination of accounting for business combinations including mergers, parent-subsidiary relationships, and consolidated statements. It also covers accounting for partnerships, foreign currency translations, and an introduction to international accounting.

PREREQ: A 2.5 GPA IN ACCOUNT 249 OR ACCOUNT 342 AND ACCOUNT 261 OR ACCOUNT 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

#1446 Section 01 [units: 3]
09/04-12/21 T 03:40 PM - 06:25 PM HH2101 Ray C Weatherwax

ACCOUNT 463 ACCOUNTING FOR NONPROFIT ORGANIZATIONS ... This course is designed to provide students with an in-depth study of accounting for state and local governments, colleges and universities, health-care entities, and voluntary health and welfare organizations. Special topics include auditing non-profit entities, analysis of governmental financial statements, and accounting for special-purpose entities. Finally, students will examine the differences between private and public sector accounting, including ethical considerations in the public sector.

PREREQ: A 2.75 GPA IN ACCOUNT 249 OR ACCOUNT 342, ACCOUNT 261 OR ACCOUNT 341 AND ACCOUNT 343 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

#1448 Section 01 [units: 3]
09/04-12/21 TR 02:15 PM - 03:30 PM HH2319 Meifang Xiang

ACCOUNT 465 AUDITING ... This course introduces the student to auditing, attestation, and assurance services. Specific topics include materiality, audit risk, audit evidence, audit planning, AICPA audit standards, professional ethics, and legal liability. Additional topics include sampling, tests of controls and substantive tests, auditing EDP systems, preparing audit reports, and assessing internal control policies and procedures.

PREREQ: ACCOUNT 454 AND 2.75 GPA IN ACCOUNT 249 OR ACCOUNT 342, ACCOUNT 261 OR ACCOUNT 341 AND ACCOUNT 343 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

#1449 Section 01 [units: 3]
09/04-12/21 TR 12:30 PM - 01:45 PM HH2314 Bill Tatman
#1450 Section 02 [units: 3]
09/04-12/21 TR 02:15 PM - 03:30 PM HH2314 Bill Tatman
#1451 Section 03 [units: 3]
09/04-12/21 TR 03:45 PM - 05:00 PM HH2314 Bill Tatman
ACCOUNT 493 INTERNSHIP IN ACCOUNTING ... An opportunity for selected upperclassman to gain work experience in one of the various areas of accounting practice during a semester or summer. Course includes close faculty-employer coordination and an appropriate written report on the work experience.

PREREQ: COMPLETION OF 60 UNITS INCLUDING 18 UNITS IN ACCOUNTING COURSES BEYOND 244 AND HAVE A COMBINED 2.75 GPA IN ACCOUNT 249 OR ACCOUNT 342, ACCOUNT 261 OR ACCOUNT 341 AND ACCOUNT 343

#1452 Section 01  [units: 2-6]  Dept. Consent
09/04-12/21 Arranged Arranged Bill Tatman

ACCOUNT 498 INDEPENDENT STUDIES ... Study of a selected topic or topics under the direction of a faculty member. Repeatable.

PREREQ: STUDENTS MUST HAVE COMPLETED 60 UNITS AND HAVE A COMBINED 2.75 IN ACCOUNT 249 OR ACCOUNT 342, ACCOUNT 261 OR ACCOUNT 341 AND ACCOUNT 343 AND HAVE CONSENT OF THE DEPARTMENT

#1453 Section 01  [units: 1]  Dept. Consent
09/04-12/21 Arranged Arranged To Be Arranged

#1454 Section 02  [units: 1-3]  Dept. Consent
09/04-12/21 MW 05:05 PM - 06:20 PM HH2314 Robert A Gruber

#5618 Section 03  [units: 1-3]  Dept. Consent
09/04-12/21 Arranged Arranged Meifang Xiang

*** GRADUATE LEVEL COURSES ***

ACCOUNT 651 TAX I ... A study of federal income tax laws with emphasis on the individual taxpayer, particularly of employees and sole proprietors. Study includes a review of current proposals, discussion of practical problems in tax planning and practice in the preparation of tax returns.

PREREQ: ACCOUNT 244, ACCOUNT 701 OR CONSENT OF DEPARTMENT; 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

#1455 Section 01  [units: 3]  Dept. Consent
09/04-12/21 TR 09:30 AM - 10:45 AM HH2310 Pamela J Champeau

ACCOUNT 656 COST MANAGEMENT ... This course presents an overview of basic cost measurement principles and an in-depth examination of product costing procedures and techniques including process costing, job-order costing, activity-based costing, accounting for spoilage, and standards and variances (cost, expense, revenue, and selected variance investigation models). Course also includes the following specific cost allocation topics: joint products, byproduct products, and service departments. Special emphasis is placed on communicating accounting information to managers in a clear, concise manner.

PREREQ: ACCOUNT 725 OR ACCOUNT 249 AND CONSENT OF DEPARTMENT

#1462 Section 01  [units: 3]  Dept. Consent
09/04-12/21 MW 11:00 AM - 12:15 PM HH2203 Robert A Gruber

ACCOUNT 701 ACCOUNTING FOUNDATIONS ... This course introduces students to the principles of financial accounting, including the (1) basic accounting cycle (i.e., double-entry accounting), financial statements (i.e., income statement, statement of financial position, and statement of cash flows), and specific discussions of cash, trade receivables, merchandise inventories, plant assets, current and long-term liabilities, and stockholders' equity. Fundamental ratio and statement analysis techniques are also integrated throughout the course.

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.

#1463 Section 22  [units: 2]  NOTE: Grad online classes will bill at $619 per credit. Students must have access to the internet and an internet browser.
09/04-10/26 Arranged Arranged WEB BASED Linda E Holmes

ACCOUNT 725 PROFIT PLANNING AND CONTROL ... An in-depth look at the concepts and techniques of creating a firm's financial plan. Emphasis is on analysis of costs so as to predict future patterns, forecasting of sales, production costing, cash, and other components, while stressing the need for profitability analysis and evaluation of management performance. Prereq: ACCOUNT 701

PREREQ: ACCOUNT 244 OR ACCOUNT 701

#1464 Section 01  [units: 2]
09/04-12/21 M 06:35 PM - 08:15 PM HH2314 Joe Gerard

ACCOUNT 756 CORPORATE AND SPECIAL ENTITIES TAXATION ... This course examines federal income tax laws and regulations with a specific emphasis on corporations (C and S), partnerships, estate and gift taxation, income taxation of estates and trusts, and taxation of exempt entities. Both compliance and tax planning are emphasized in this course. Tax research on related issues is also included.

PREREQ: ACCOUNT 651 OR ACCOUNT 451

#1490 Section 01  [units: 3]
09/04-12/21 TR 11:00 AM - 12:15 PM HH2310 Richard G Cummings

#1491 Section 02  [units: 3]
09/04-12/21 TR 12:30 PM - 01:45 PM HH2310 Richard G Cummings

#1492 Section 03  [units: 3]
09/04-12/21 TR 06:30 PM - 07:45 PM HH2319 Richard G Cummings
ACCOUNT 757 ISSUES IN FINANCIAL ACCOUNTING ... This course presents an in-depth examination of accounting theory in some of the more complex and contentious areas that have evolved into current accounting practice. Major areas include: 1) earnings per share (EPS), 2) partial operations and SEC reporting requirements, and 3) revenue recognition, including how theory is applied in cases as diverse as consignments, installment sales, and franchises. This course also covers recent pronouncements not covered in ACCOUNT 341 and ACCOUNT 343.

PREREQ: ACCOUNT 343

| #1494 Section 01C [units: 3] | NOTE: Common Exam Dates: 10/2, 11/6, 12/4. | 09/04-12/21 | TR | 03:45 PM - 05:00 PM | HH2310 | Clayton R Sager |
| #1495 Section 02C [units: 3] | NOTE: Common Exam Dates: 10/2, 11/6, 12/4. | 09/04-12/21 | TR | 06:30 PM - 07:45 PM | HH2310 | Clayton R Sager |
| #1496 Section 03C [units: 3] | NOTE: Common Exam Dates: 10/2, 11/6, 12/4. | 09/04-12/21 | TR | 08:00 PM - 09:15 PM | HH2310 | Clayton R Sager |

ACCOUNT 767 FORENSIC ACCOUNTING AND PROFESSIONAL ETHICS ... This course, with a combined lecture and case approach, will provide in-depth coverage of internal control, EDP auditing, fraud detection and reporting, and the auditor’s code of ethics. A component of this course will follow a readings approach covering such topics as auditing estimates, auditor independence, audit failures, and going concern qualifications.

PREREQ: ACCOUNT 465 OR CONSENT OF DEPARTMENT

| #1465 Section 01 [units: 3] | 09/04-12/21 | M | 06:30 PM - 09:00 PM | HH2203 | Carol J Normand |

ACCOUNT 789 READINGS AND RESEARCH IN ACCOUNTING ... Study of selected contemporary areas in accounting through readings in current research and literature. Prereq: Consent of Instructor.

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.

| #1003 Section 01 [units: 1-3] | Dept. Consent |
| #1497 Section 02 [units: 1-3] | Dept. Consent |

ACCOUNT 793 PRACTICUM IN PROFESSIONAL ACCOUNTANCY ... This course provides students, under the direction of a faculty advisor, the opportunity to apply their theoretical backgrounds in settings ranging from internships in accounting organizations to other approved activities related to the practice of professional accountancy. A learning contract will be developed by the faculty advisor, professional supervisor (if applicable), and student that clearly delineates the expectations and responsibilities of each party involved in the practicum.

PREREQ: ADMISSION TO MPA PROGRAM AND DEPARTMENT CONSENT

| #1466 Section 01 [units: 1-3] | Dept. Consent |

ACCOUNT 798 INDIVIDUAL STUDIES ... Study of a selected topic or topics under the direction of a faculty member.

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.

| #1467 Section 01 [units: 1] | Dept. Consent |
| #1468 Section 02 [units: 1-3] | Dept. Consent |
| #1469 Section 03 [units: 1-3] | Dept. Consent |
| #1498 Section 04 [units: 1-3] | Dept. Consent |
| #1499 Section 05 [units: 1-3] | Dept. Consent |
| #3391 Section 06 [units: 1-3] | Dept. Consent |
| #5329 Section 07 [units: 1-3] | Dept. Consent |
| #5390 Section 08 [units: 1-3] | Dept. Consent |
| #5584 Section 09 [units: 1-3] | Dept. Consent |
### ECONOMICS

**ECON 201** PRINCIPLES OF MICROECONOMICS ... Consumer and firm behavior. Market supply and demand and the price system. Monopoly and imperfectly competitive market structures. The pricing of factors of production and the distribution of income. Additional topics may include: poverty, growth and development; international trade. Conventional grade basis only if course is required in the College of Business for major.

**PREREQ: MATH 141 WITH A GRADE OF C OR BETTER OR WAIVER.**

- **#5170 Section 01** [units: 3] Gen Ed Social Science (GS)  
  09/04-12/21 TR 08:00 AM - 09:15 AM HH1308  
  Russell D Kashian

- **#5172 Section 03** [units: 3] Gen Ed Social Science (GS)  
  09/04-12/21 MWF 11:00 AM - 11:50 AM HH2101  
  Daniel Teferra

- **#5173 Section 04** [units: 3] Gen Ed Social Science (GS)  
  09/04-12/21 MW 12:30 PM - 01:45 PM HH2312  
  David M Welsch

- **#5175 Section 06** [units: 3] Gen Ed Social Science (GS)  
  09/04-12/21 TR 12:30 PM - 01:45 PM HH2101  
  Jessica L Milli

- **#5176 Section 07** [units: 3] Gen Ed Social Science (GS)  
  09/04-12/21 MW 02:15 PM - 03:30 PM HH2312  
  David M Welsch

- **#5177 Section 08** [units: 3] Gen Ed Social Science (GS)  
  09/04-12/21 TR 02:15 PM - 03:30 PM HH2312  
  Jessica L Milli

- **#5180 Section 22** [units: 3] Gen Ed Social Science (GS)  
  NOTE: Students must have access to the internet and an internet browser.  
  09/04-12/21 Arranged Arranged WEB BASED  
  Jeffery S Heinrich

The cost per credit for COBE online undergraduate courses for 2012-2013 is $389.

**ECON 202** PRINCIPLES OF MACROECONOMICS ... The economic problem: allocating scarce resources among alternative uses. The role of the market: supply and demand. The aggregate economy: output, income, employment and inflation. The nature and role of money. The effect of government expenditure and taxation on the economy. Conventional grade basis only if course is required in the College of Business for major.

**PREREQ: ECON 201**

- **#5181 Section 01** [units: 3] Gen Ed Social Science (GS)  
  09/04-12/21 MWF 09:55 AM - 10:45 AM HH2312  
  Daniel Teferra

- **#5182 Section 02** [units: 3] Gen Ed Social Science (GS)  
  09/04-12/21 MW 11:00 AM - 12:15 PM HH1308  
  Stuart M Glosser

- **#5183 Section 03** [units: 3] Gen Ed Social Science (GS)  
  NOTE: Aplia - Students must have access to the internet and an internet browser and will be required to pay a $35 fee to use Aplia, a web-based learning tool/workbook.  
  09/04-12/21 MW 12:30 PM - 01:45 PM HH1308  
  Yamin S Ahmad

- **#5184 Section 04** [units: 3] Gen Ed Social Science (GS)  
  NOTE: Aplia - Students must have access to the internet and an internet browser and will be required to pay a $35 fee to use Aplia, a web-based learning tool/workbook.  
  09/04-12/21 TR 12:30 PM - 01:45 PM HH1308  
  Eylem Ersal

- **#5185 Section 05** [units: 3] Gen Ed Social Science (GS)  
  09/04-12/21 MW 02:15 PM - 03:30 PM HH1308  
  Stuart M Glosser

- **#5186 Section 06** [units: 3] Gen Ed Social Science (GS)  
  NOTE: Aplia - Students must have access to the internet and an internet browser and will be required to pay a $35 fee to use Aplia, a web-based learning tool/workbook.  
  09/04-12/21 TR 02:15 PM - 03:30 PM HH1308  
  Eylem Ersal

**ECON 245** BUSINESS STATISTICS I ... An introduction to descriptive statistics, probability theory and statistical inference. Graphical and numerical methods of summarizing data. Probability concepts and theoretical probability distributions. Sampling and sampling distributions. Estimation, confidence intervals and hypothesis testing. Correlation and regression analysis. The course emphasizes the application and interpretation of statistical techniques.

**PREREQ: MATH 143 OR MATH 243 OR MATH 250 OR MATH 253 AND LOWER LEVEL BUSINESS REQUIREMENT**

- **#5188 Section 01** [units: 3]  
  09/04-12/21 TR 03:45 PM - 05:00 PM HH1300  
  Jessica L Milli

- **#5189 Section 02** [units: 3]  
  09/04-12/21 MW 09:30 AM - 10:45 AM HH1300  
  David J Bashaw

- **#5190 Section 03** [units: 3]  
  09/04-12/21 MW 09:30 AM - 10:45 AM HH1308  
  Thomas E Schweigert

- **#5191 Section 04** [units: 3]  
  09/04-12/21 TR 09:30 AM - 10:45 AM HH1300  
  Jessica L Milli

- **#5192 Section 05** [units: 3]  
  09/04-12/21 TR 09:30 AM - 10:45 AM HH1308  
  Shreyasee Das

- **#5193 Section 06** [units: 3]  
  09/04-12/21 MW 11:00 AM - 12:15 PM HH1300  
  David J Bashaw

- **#5194 Section 07** [units: 3]  
  09/04-12/21 MW 12:30 PM - 01:45 PM HH1300  
  Matthew W Winden
ECON 301 INTERMEDIATE MICROECONOMICS ANALYSIS ... Consumer and firm behavior. Theories of consumption and production. Pricing of products and factors of production under different market structures. General equilibrium. Market failure, externalities and public goods.

PREREQ: ECON 202 AND MATH 234 OR MATH 250 OR MATH 253; 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

#5200 Section 01 [units: 3]
09/04-12/21 TR 12:30 PM - 01:45 PM HH1300 Salim M Araji

ECON 354 MONEY AND BANKING ... The demand for and supply of money in historical perspective including the role of the banking system in the credit creation process. Financial markets, interest rates and economic activity. The Federal Reserve System, monetary policy and the macroeconomy.

PREREQ: ECON 201 OR ECON 212; 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

#5201 Section 22 [units: 3] NOTE: Students must have access to the internet and an internet browser.
09/04-12/21 Arranged Arranged HH1301 Daniel Teferra

ECON 356 PUBLIC FINANCE ... Economic analysis of public sector issues in relation to the overall economy including: market failure and the role of the public sector; the effects of government expenditures, taxation and borrowing on the allocation and distribution of resources; stability of the U.S. economic system.

PREREQ: ECON 201 OR ECON 212; 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

#5202 Section 01 [units: 3]
09/04-12/21 TR 12:30 PM - 01:45 PM HH1301 Shreyasee Das

ECON 360 GROWTH AND DEVELOPMENT IN THE WORLD ECONOMY ... The historical growth experience of industrialized economies; the challenge of development in Asia, Africa and Latin America; problems of transition in formerly centrally planned economies. Economic growth and structural change; income distribution and poverty; population growth and human resources; international trade, foreign investment and development assistance.

PREREQ: ECON 202 OR ECON 211; 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.

#5203 Section 01 [units: 3]
09/04-12/21 MW 12:30 PM - 01:45 PM HH1301 Thomas E Schweigert

ECON 404 HISTORY OF ECONOMIC THOUGHT ... A study of the development of economic ideas, with emphasis on classical, neo-classical, socialist, Keynesian and institutional schools of thought.

PREREQ: ECON 202 OR ECON 211; 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.

#5204 Section 01 [units: 3]
09/04-12/21 MW 02:15 PM - 03:30 PM HH1301 Daniel Teferra

ECON 406 INTERNATIONAL FINANCE AND BANKING ... The monetary dimension of international economics. Balance of payments accounting; exchange rates, prices and interest rates; spot and forward foreign exchange; international financial markets and international banking; exchange rate systems and the role of central banks; open-economy macroeconomics; the international monetary system and current policy issues.

PREREQ: ECON 202 OR ECON 211; 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.

#5205 Section 01 [units: 3] NOTE: Aplia - Students must have access to the internet and an internet browser and will be required to pay a $35 fee to use Aplia, a web-based learning tool/workbook.
09/04-12/21 TR 09:30 AM - 10:45 AM HH1301 Eylem Ersal

ECON 413 ADVANCED ECONOMIC ANALYSIS ... A survey of fundamental micro and macro economic theory that can be presented as mathematical models. The course emphasizes the use of models in positive economic analysis of areas such as consumer behavior, production, financial markets; and their role in facilitating rigorous analysis and developing testable predictions.

PREREQ: ECONOMICS 201 AND MATH 243 OR MATH 250 OR MATH 253 OR CONSENT OF INSTRUCTOR, 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

#5206 Section 01 [units: 3]
09/04-12/21 MW 11:00 AM - 12:15 PM HH1301 Yamin S Ahmad
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<tr>
<td>ECON 438</td>
<td>URBAN REGIONAL AND TRANSPORT ECONOMICS</td>
<td>The economics of location. Zoning and land use planning. Urban sprawl and the urban/rural periphery. Real estate economics. The urban crisis in the US. The role of the automobile and the highway system. Public policy and the urban environment.</td>
<td>PREREQ: ECON 201 OR ECON 212; 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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<tr>
<td>ECON 493</td>
<td>INTERNSHIP IN ECONOMICS</td>
<td>This is an opportunity for an economics student to gain practical experience in a business, bank, government, non-profit organization before graduation. The experience will supplement the students’ academic work in preparation for a career. Instructor Consent required.</td>
<td>PREREQ: ECON MAJORS OR MINORS; 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>ECON 498</td>
<td>INDEPENDENT STUDY</td>
<td>Study of a selected topic or topics under the direction of a faculty member. Repeatable. Department Consent required.</td>
<td>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.</td>
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<tr>
<td>ECON 703</td>
<td>STATISTICS FOUNDATIONS</td>
<td>Introduction to descriptive statistics and basic statistical methods as applied to scientific problem solving and decision making. Topics covered include: Descriptive statistics, elementary probability theory, theoretical distributions, sampling distributions, estimation, tests of hypothesis, simple linear regression and correlation analysis, and index numbers.</td>
<td>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.</td>
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<td>ECON 704</td>
<td>ECONOMICS FOUNDATIONS</td>
<td>A study of micro and macro economic tools of analysis. The functioning of a market economy in product and factor markets under alternative market structures. National income, fiscal policy, and the role of the money supply.</td>
<td>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.</td>
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<td>#5213</td>
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<tr>
<td>ECON 736</td>
<td>BUSINESS CONDITIONS ANALYSIS</td>
<td>A study of the macroeconomic structure and operations of the economic system. Analysis of fluctuations in national income, output, employment, prices and exchange rates and the implication of such changes for business decisions. Evaluation of the influence of monetary policy, fiscal policies, and other macroeconomic events on economic activity. Assessment of the various approaches and methodologies available for forecasting business conditions. Prereq: ECON 704</td>
<td>PREREQ: ECON 704 OR ECON 211 OR ECON 202 OR EQUIVALENT. GRADUATE STUDENTS MUST BE ADMITTED TO THE M.B.A. OR THE M.S. OR M.P.A. ACCOUNTING OR M.S. OFFICE SYSTEMS.</td>
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<td>#5214</td>
<td>Section 22 09/04-10/26 Arranged Arranged WEB BASED Stuart M Glosser</td>
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<td>ECON 737</td>
<td>MANAGERIAL ECONOMICS</td>
<td>Applications of microeconomic theory to problems of formulating managerial decisions. Emphasis on economics as a science that facilitates decision making. Topics considered include optimization techniques, risk analysis and estimation of demand and costs of production, market structures and pricing practice, and antitrust economics. Integrates theory and practice.</td>
<td>PREREQ: ECON 703 OR ECON 245 OR EQUIVALENT AND ECON 704 OR ECON 212 OR ECON 201 OR EQUIVALENT</td>
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<td>#5215</td>
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## FINANCE AND BUSINESS LAW

### FNBSLW 301 CONSUMER FINANCE

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.

**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

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<th>HH1311</th>
<th>Margaret L Kuchan</th>
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### FNBSLW 341 BUSINESS AND COMMERCIAL LAW

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.

**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

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### FNBSLW 342 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:** 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

| #3340  | Section 22 | [units: 3] | 09/04-12/21 | Arranged | Arranged | WEB BASED | Gene M Taboyek |

### FNBSLW 344 BUSINESS FINANCE

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

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### FNBSLW 474 BUSINESS FINANCE

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

| #3350  | Section 05H | [units: 3] | 09/04-12/21 | MW | 12:30 PM - 01:45 PM | HH1305 | Jianzhou Zhu |

### FNBSLW 349 BUSINESS FINANCE

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

| #3355  | Section 05H | [units: 3] | 09/04-12/21 | MW | 12:30 PM - 01:45 PM | HH1305 | Jianzhou Zhu |

### FNBSLW 349 BUSINESS FINANCE

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

| #3355  | Section 05H | [units: 3] | 09/04-12/21 | MW | 12:30 PM - 01:45 PM | HH1305 | Jianzhou Zhu | HONORS |

### FNBSLW 349 BUSINESS FINANCE

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

| #3355  | Section 05H | [units: 3] | 09/04-12/21 | MW | 12:30 PM - 01:45 PM | HH1305 | Jianzhou Zhu | HONORS |

The cost per credit for COBE online undergraduate courses for 2012-2013 is $389.
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<th>Location</th>
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<td>HH2317</td>
<td>David C Porter</td>
<td>FNBSLW 345 INVESTMENTS ... 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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<td>HH3101</td>
<td>Philip A Seagraves</td>
<td>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</td>
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<td>#3361</td>
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<td>09/04-12/21</td>
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<td>02:15 PM - 03:30 PM</td>
<td>HH2317</td>
<td>Rashiqa Kamal</td>
<td>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</td>
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<td>#3362</td>
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<td>09/04-12/21</td>
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<td>HH2317</td>
<td>Rashiqa Kamal</td>
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| #3363  | Section 01     | [units: 3]                             | 09/04-12/21    | TR          | 11:00 AM - 12:15 PM | HH1311   | Gene M Toboyek | 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 |
| #3364  | Section 01     | [units: 3]                             | 09/04-12/21    | TR          | 02:15 PM - 03:30 PM | HH2306   | Hamid Moini |                                                             |
| #3365  | Section 02     | [units: 3]                             | 09/04-12/21    | TR          | 03:45 PM - 05:00 PM | HH2317   | Rashiqa Kamal | 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 |
| #3366  | Section 01     | [units: 3]                             | 09/04-12/21    | MW          | 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 |
| #3367  | Section 01     | [units: 3]                             | 09/04-12/21    | W           | 06:30 PM - 09:00 PM | HH1311   | Curt M Weber | 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 |
| #3368  | Section 01     | [units: 3]                             | 09/04-12/21    | MW          | 02:15 PM - 03:30 PM | HH2317   | Linda A Reid | 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; 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 AN OPTION |
| #3369  | Section 01     | [units: 3]                             | 09/04-12/21    | MW          | 12:30 PM - 01:45 PM | HH3101   | Zaifeng S Fan |                                                             |
| #3370  | Section 02     | [units: 3]                             | 09/04-12/21    | MW          | 02:15 PM - 03:30 PM | HH3101   | Zaifeng S Fan |                                                             |

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<td>06:30 PM - 09:00 PM</td>
<td>HH1305</td>
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**GRADUATE LEVEL COURSES**

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<td>3</td>
<td>ADVANCED BUSINESS AND COMMERCIAL LAW</td>
<td>09/04-12/21</td>
<td>MW</td>
<td>12:30 PM - 01:45 PM</td>
<td>HH2317</td>
<td>Curt M Weber</td>
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</table>

The cost per credit for COBE online undergraduate courses for 2012-2013 is $389.

NOTE: Students must have access to the internet and an Internet browser.

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 AN OPTION
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<tr>
<td>09/04-12/21</td>
<td>M</td>
<td>06:30 PM - 09:00 PM</td>
<td>HH1301</td>
<td>Rashiqa Kamal</td>
<td>FINANCIAL PLANNING PROCESS</td>
</tr>
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</table>

FNBSLW 712  LEGAL ENVIRONMENT OF BUSINESS ... An introduction to the legal environment of business. Includes topics such as legal systems, court procedure, business torts and crimes, 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 |

FNBSLW 739  FINANCIAL PLANNING PROCESS ... This course explores the quantitative and qualitative aspects of the Personal Financial Planning process. It includes study of the following areas: determining financial objectives, formulating investment objectives, tax planning, insurance planning, retirement planning and estate planning. Prereq: FNBSLW 718

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.

#3381 Section 01 [units: 3]

| 09/04-12/21 | R | 06:30 PM - 09:00 PM | HH1310 | Rashiqa Kamal |
| 09/04-09/13 | R | 06:30 PM - 09:00 PM | HH1308 | Rashiqa Kamal |

FNBSLW 755  MULTINATIONAL BUSINESS FINANCE ... An advanced course of international financial principles covering major macroeconomic factors affecting international corporate decisions, foreign exchange transactions, hedging strategies, international capital structure decisions, capital budgeting, international financial markets, and taxation. Prereq: FNBSLW 718 or equivalent

PREREQ: FNBSLW 718

#3382 Section 01 [units: 3]

| 09/04-12/21 | T | 06:30 PM - 09:00 PM | HH1302 | Hamid Moini |

#3383 Section 22 [units: 3] 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.

| 09/04-12/21 | Arranged | Arranged | WEB BASED | Hamid Moini |

FNBSLW 770  CAPITAL BUDGETING ... Financial planning for working capital management and long range investment projects. Emphasis on capital budgeting problem solving. Readings on capital budgeting and related topics, cost of capital structure, and dividend policy. Prereq: FNBSLW 718

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.

#3384 Section 01 [units: 3]

| 09/04-12/21 | M | 06:30 PM - 09:00 PM | OFF CAMPUS | Jianzhou Zhu | AMERICAN FAMILY |

FNBSLW 780  PORTFOLIO THEORY AND PRACTICE ... Formulation of objectives and the development of portfolios to meet these objectives for individuals and institutions. Special attention will be focused on statistical and analytical techniques for portfolio selection and management. Prereq: FNBSLW 718 AND MARKETING 731 or consent of instructor

PREREQ: FNBSLW 344 OR FNBSLW 718 AND MARKETING 731 OR CONSENT OF INSTRUCTOR

#3385 Section 01 [units: 3]

| 09/04-12/21 | W | 06:30 PM - 09:00 PM | HH2317 | David C Porter |

FNBSLW 798  INDIVIDUAL STUDIES ... A student may satisfy up to 3 credits of the 9 credit emphasis by pursuing this course with one or more members of the graduate faculty. A copy of the proposal must be on file in the chairman's office prior to registration.

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.

#3386 Section 01 [units: 1-3] NOTE: Section 01 is designed for students interested in a project related to Finance or Law.

| 09/04-12/21 | Arranged | Arranged | Linda Yu | FINANCE/LAW |

#3388 Section 22 [units: 1-3] 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.

| 09/04-12/21 | Arranged | Arranged | WEB BASED | Linda Yu |

INFORMATION TECHNOLOGY AND BUSINESS EDUCATION

Information Technology and Business Education

ITBE 141  CONCEPTS OF BUSINESS ... Introduction to the organization and operation of the business enterprise system in the American economic system and in a global economy; surveying management, marketing, production, accounting, finance, administrative support, and risk management; career exploration for those in the process of selecting a career; utilizes microcomputer in quantifying business decisions. This course is open to all who have not completed or are currently enrolled in three or more courses from the business and economics area.

#3916 Section 01X [units: 3] 

| 09/04-10/26 | TR | 09:30 AM - 10:45 AM | HH1000 | John C Smith  |
| 09/04-12/21 | TR | 09:30 AM - 10:45 AM | HH1000 | John C Smith  |

ITBE 221  INFORMATION TECHNOLOGY INFRASTRUCTURE ... This course includes a detailed investigation of the primary infrastructure components of modern information systems. In particular the course focuses on computer hardware and networking components, infrastructure troubleshooting methodologies and tools, and networking protocols.

PREREQ: BUSINESS MAJORS, 2.50 COMBINED CUMULATIVE GPA AND 24 CREDITS; FOR ALL OTHER MAJORS, 2.00 GPA AND 24 CREDITS.

#3918 Section 01 [units: 3] 

| 09/04-12/21 | TR | 11:00 AM - 12:15 PM | HH3200 | Li-Chung Roger Yin  |
ITBE 245 TECHNOLOGY APPLICATIONS FOR BUSINESS TEACHERS ... Future business teachers will demonstrate the ability to use the keyboard while applying the touch method. They also will learn how to format business documents and apply rules of the English language to written exercises and business documents. Additionally, students will explore other methods of data entry and current events related to course content.

PREREQ: BUSINESS EDUCATION, BUSINESS & MARKETING EDUCATION COMPREHENSIVE MAJORS AND MSBE STUDENTS (SECONDARY EMPHASIS)

#3920 Section 01 [units: 3]
09/04/21-12/21 TR 02:15 PM - 03:30 PM HH3202 Denise L Schulz
09/04/21-12/21 MW 02:15 PM - 03:30 PM HH2309 Denise L Schulz
S/NC Grading Basis Only

ITBE 280 INTRODUCTION TO INFORMATION SYSTEMS ... This course introduces students to information systems, and details how and why they are critical to the functioning of modern organizations. The course provides technological, organizational, and managerial foundations of information, and explains how successful systems are built. Students also learn to develop and use a database system for personal productivity.

PREREQ: 24 CREDITS AND 2.50 COMBINED CUMULATIVE GPA OR PUBLIC POLICY MAJOR

Consent

ITBE 285 BUSINESS WEB APPLICATION DESIGN ... Students will learn web design and maintenance, graphics development, prototyping, design methodologies, and usability testing. Students are guided through a hands-on, step-by-step process of creating an attractive, well-designed Web site for an enterprise. Also e-business technologies and practices will be overviewed.

#5296 Section 01 [units: 3]
09/04/21-12/21 TR 11:00 AM - 12:15 PM HH3202 Andrew P Ciganek

ITBE 300 INTRODUCTION TO BUSINESS AND MARKETING EDUCATION ... This course is designed to introduce business and marketing education majors to the professions structure, standards, issues, expectations, and career development procedures.

PREREQ: BUSINESS EDUCATION MAJOR AND JUNIOR STANDING, 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

#3926 Section 01 [units: 3]
09/04/21-12/21 TR 09:30 AM - 10:45 AM HH2306 Andrew P Ciganek
ITBE 320  BUSINESS ANALYSIS  ... The basic role of a business analyst is to serve as a liaison between business divisions and the technical staff by translating business goals into information-system requirements and communicating those requirements to the technicians. This course provides students with the knowledge and techniques to perform this service.

PREREQ: ITBE 280
#3928  Section 01  [units: 3]
09/04-12/21  T  06:30 PM - 09:00 PM   HH1303  Robert L Leitheiser

ITBE 321  SYSTEMS ANALYSIS AND DESIGN I  ... In this course, the student learns to analyze the business organization as a system, to structure both the information and processes of a business or organization, and to complete the systems development process through the logical design phase. The course utilizes an object-oriented methodology for the systems development process. The student begins a team project that is completed in MCS 431.

PREREQ: ITBE 280, 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
#3929  Section 01  [units: 3]
09/04-12/21  TR  03:45 PM - 05:00 PM   HH2306  Robert L Leitheiser

ITBE 325  WEB DEVELOPMENT  ... This course will give students familiarity with client/server computing in two/three-tiered Internet environment. This includes the development of dynamic web pages to exchange data with relational database management systems using scripting technologies. Students will use an event-driven, object-oriented programming language to construct ActiveX components that connect with database servers. The course will also explore basic networking concepts.

PREREQ: ITBE 285 AND (COMPSCI 172 OR COMPSCI 174), ADMISSION TO THE COLLEGE AND 2.50 OR BETTER GPA FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 OR BETTER GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION
#3930  Section 01  [units: 3]
09/04-12/21  TR  12:30 PM - 01:45 PM   HH2306  John J Ottow

ITBE 331  SYSTEM ADMINISTRATION  ... This course provides in depth coverage of the best practices for administering network systems. Students will be expected to demonstrate an ability to administer network operating systems (NOS) and applications.

PREREQ: ITBE 221 AND COMPSCI 171 OR COMPSCI 172 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
#3931  Section 01  [units: 3]
09/04-12/21  M  06:30 PM - 09:00 PM   HH3200  Lajuan Davis

ITBE 332  NETWORK MANAGEMENT  ... This course provides in depth coverage of the best practices for managing wide area network (WAN) components. Students will be expected to demonstrate an ability to manage network interconnection devices, such as routers and switches. The course will focus on designing appropriate data link (OSI Layer 2) and Internet layer (OSI Layer 3) architectures.

PREREQ: ITBE 221 AND COMPSCI 171 OR COMPSCI 172 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
#3932  Section 01  [units: 3]
09/04-12/21  TR  09:30 AM - 10:45 AM   HH2307  Lajuan Davis

ITBE 333  BUSINESS COMMUNICATION  ... Instruction in and application of the principles and practices of communication used in business and the professions. This includes the writing of short and long reports, letters, and memos as well as the sending and receiving of oral and nonverbal messages—special attention is given to oral presentations. Basic language skills are emphasized.

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
#3933  Section 01  [units: 3]
09/04-12/21  TR  09:30 AM - 10:45 AM   HH2307  Lajuan Davis

09/04-12/21  M  06:30 PM - 09:00 PM   HH2307  Megan R Matthews

09/04-12/21  M  07:30 PM - 08:45 PM   HH3202  Jann R Oravec

09/04-12/21  T  06:30 PM - 09:00 PM   HH2307  To Be Arranged
ITBE 356 BUSINESS COMMUNICATION ISSUES AND PRACTICES ... An in depth analysis of business communication issues and practices as they occur in today's business environment. Special emphasis is given to development of business writing and presentation skills including technologies and human factors affecting the business climate as they apply to business decision making, report writing, and communication systems.

PREREQ: ITBE 353, 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.

#3941 Section 11 (units: 3)
09/04-12/21 W 06:30 PM - 09:00 PM HH2307 Jo Ann R Oravec
09/04-12/21 W 07:30 PM - 08:45 PM HH3202 Jo Ann R Oravec

ITBE 380 BUSINESS INTELLIGENCE: CONCEPTS, METHODS AND TECHNOLOGIES ... Business Intelligence (BI) is the application of information processes, methodologies, and technologies to support analysis and decision making in organizations. This course will provide students with an understanding of: the basic concepts of BI, the role of BI in today's organizations, the methodologies involved in creating effective BI systems, and the tools that are available to support BI applications.

PREREQ: ITBE 280 OR MCS 214 OR ECON 245 OR MATH 231 OR MATH 342; 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.

#3942 Section 01 (units: 2)
09/04-12/21 MW 09:55 AM - 10:45 AM HH2307 John C Smith

ITBE 385 PROJECT MANAGEMENT: METHODOLOGIES, TECHNIQUES & TOOLS ... This course is designed to allow students from all business disciplines to understand how to manage projects. PM presents a methodology for managers to balance their time, cost, risks, resources, and people while ensuring quality goals are built into the project. The genesis of PM is covered using specific cases and examples.

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.

#3943 Section 01 (units: 3)
09/04-12/21 TR 11:00 AM - 12:15 PM HH2306 Robert L Leitheiser

ITBE 388 CAREER INFORMATION ... Offered on a satisfactory/no credit basis only. A presentation of techniques of self-analysis in preparation for the job search. The job search includes resume, cover letter, and interview preparation. Also included are the various types of correspondences necessary in the job search.

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.

#3944 Section 01 (units: 3)
09/04-12/21 TR 02:15 PM - 03:30 PM HH3202 Christina N Outlay

ITBE 425 MOBILE DEVELOPMENT ... This course teaches students how to develop Web applications using Java technologies. The course focuses on design and implementation of distributed applications for the Internet and/or intranet. Topics include object-oriented distributed systems and technologies, database access, security, advanced Java programming, and technical design issues for e-Commerce systems.

PREREQ: ITBE 285 AND (COMPSCI 172 OR COMPSCI 174), ADMISSION TO THE COLLEGE AND 2.50 OR BETTER GPA FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 OR BETTER GPA FOR MINORS NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.

#5292 Section 01 (units: 3)
09/04-12/21 TR 12:30 PM - 01:45 PM HH1303 David L Munro

ITBE 451 MANAGING INFORMATION TECHNOLOGY SYSTEMS ... This course covers material appropriate for individuals who may be expected to manage IT people and resources. Topics include business continuity planning, developing service level agreements, change management / revision control, capacity planning, impact analysis, testing, communication with vendors, customers and other constituents, and managing IT professionals.

PREREQ: ITBE 385 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.

#3949 Section 01 (units: 3)
09/04-12/21 TR 12:30 PM - 01:45 PM HH3200 Christina N Outlay

ITBE 452 INFORMATION ASSURANCE AND SECURITY ... This course provides an in depth investigation into meeting the security needs of modern IT systems. Students will be expected to demonstrate an ability to establish security policies and configure security devices and software.

PREREQ: ITBE 331 AND ITBE 332 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.

#3950 Section 01 (units: 3)
09/04-12/21 W 03:45 PM - 06:15 PM HH3200 Li-Chung Roger Yin
ITBE 460 PRINCIPLES OF CAREER AND TECHNICAL EDUCATION ... History and development of vocational education both in the United States and Wisconsin are explored. The administrative structure of vocational education at the local, state, and national levels is outlined. Vocational program areas are discussed with emphasis given to issues, trends, and problems in vocational education. Meets the Department of Public Instruction's course requirement for vocational certification and fulfills one of the certification requirements of the Wisconsin Technical College System.

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

#3951 Section 01 [units: 2] NOTE: Students must have access to the internet and an internet browser.
09/04-12/21 Arranged Arranged WEB BASED Lila Waldman

ITBE 485 PROJECT ... This course provides students with the opportunity to participate on a student project team under the management of a faculty member and industry practitioners. The project will be sponsored by a partnering business firm or organization and may involve a wide array of technologies, functional areas and geographically dispersed teammates. This course will only be offered when projects are available. Students will be carefully chosen through an interview process. The number of credits will be determined by the complexity of the project and the level of student involvement. Prereg: Consent of Department

#3952 Section 01 [units: 1-3] Dept. Consent
09/04-12/21 TR Arranged Arranged Paul Ambrose

ITBE 491 TRAVEL STUDY ... Variable topics. Faculty-led courses abroad.

#1004 Section 01 [units: 3] NOTE: The course addresses sustainability and freshwater initiatives in Thailand drawing upon historical, geographical, political, and cultural traditions. Students will be exposed to various issues facing the Greater Mekong Subregion and observe local entrepreneurial solutions to promote self-sufficiency. The on-campus portion of the course will consist of class sessions held every other Tuesday from 3:45 - 5:45 p.m. (Dates: 9/11, 9/25, 10/9, 10/23, 11/6, 11/20, 12/4, 12/18) during the fall semester. The study abroad portion of the course (two weeks of travel and study throughout Thailand) is tentatively scheduled from January 2 to January 15. Contact the Office of International Education and Programs (Hyland Hall, Suite 1227, phone: 5759, studyabroad@uww.edu) for application and registration information. Contact the instructor of the course, Dr. Andrew Ciganek (ciganeka@uww.edu, phone: 6946) for academic requirements, course costs, and instructor consent. Space in the course is limited and is available on a first-come, first-serve basis. Applications received by September 7, 2012 will receive priority. After a students application is accepted, the OIEP office will register the student for the course and bill the students account (for a deposit on the course costs) over the holiday break.

09/04-12/21 T 03:45 PM - 05:45 PM HH1312 Andrew P Ciganek INT’L SUSSTAINABILITY:THAILAND

ITBE 493 IT INTERNSHIP ... The student is to work as an information technology infrastructure professional in a business or government organization for the prescribe number of hours and report on the experience to the ITI faculty and fellow students. Consent of ITI Internship Coordinator required.

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

#3953 Section 01 [units: 1-3] Instructor Consent
09/04-12/21 Arranged Arranged Paul Ambrose

ITBE 498 INDEPENDENT STUDIES ... Study of a selected topic or topics under the direction of a faculty member. Offered on a satisfactory/no credit basis only. Repeatable for a maximum of 3 credits in major/degree. Department Consent required.

PREREQ: SENIOR 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

#3954 Section 01 [units: 1-3] Dept. Consent
09/04-12/21 TR Arranged To Be Arranged S/NC Grading Basis Only

*** GRADUATE LEVEL COURSES ***

ITBE 500 INTRODUCTION TO BUSINESS AND MARKETING EDUCATION ... This course is designed to introduce potential business and marketing education teachers to the major and to the profession. Students begin their culminating experience in this class by developing a successful applied research proposal for research with their academic advisor.

#3955 Section 01 [units: 3]
09/04-12/21 W 06:30 PM - 09:00 PM L1230A Lila Waldman

#3956 Section 02 [units: 3] NOTE: A technology fee of $150 per credit will be charged for this course. Students are encouraged to register well in advance so that we can assess the need for DE sites and make arrangements. Contact Dr. Lila Waldman, Business Education Program Coordinator with questions (262-472-5475 or waldmanl@uww.edu).
09/04-12/21 W 06:30 PM - 09:00 PM OFF CAMPUS Lila Waldman

ITBE 660 PRINCIPLES OF CAREER & TECHNICAL EDUCATION ... History and development of vocational education both in the United States and Wisconsin are explored. The administrative structure of vocational education at the local, state, and national levels is outlined. Vocational program areas are discussed with emphasis given to issues, trends, and problems in vocational education. Requirement for vocational certification and fulfills one of the certification requirements of the Wisconsin Technical College System.

#3957 Section 01 [units: 2] NOTE: Students must have access to the internet and an internet browser.
09/04-12/21 Arranged Arranged WEB BASED Lila Waldman
ITBE 691 TRAVEL STUDY ... Variable topics. Faculty-led courses abroad.

#1005 Section 01 [units: 3] NOTE: The course addresses sustainability and freshwater initiatives in Thailand drawing upon historical, geographical, political, and cultural traditions. Students will be exposed to various issues facing the Greater Mekong Subregion and observe local entrepreneurial solutions to promote self-sufficiency. The on-campus portion of the course will consist of class sessions held every other Tuesday from 3:45 p.m. to 5:45 p.m. (Dates: 9/11, 9/25, 10/9, 10/23, 11/6, 11/20, 12/4, 12/18) during the fall semester. The study abroad portion of the course (two weeks of travel and study throughout Thailand) is tentatively scheduled from January 2 to January 15. Contact the Office of International Education and Programs (Hyland Hall, Suite 1227, phone: 5759, studyabroad@uw.edu) for application and registration information. Contact the instructor of the course, Dr. Andrew Ciganek (ciganeka@uw.edu, phone: 6946) for academic requirements, course costs, and instructor consent. Space in the course is limited and is available on a first-come, first-serve basis. Applications received by September 7, 2012 will receive priority. After a student's application is accepted, the OIEP office will register the student for the course and bill the student's account (for a deposit on the course costs) over the holiday break.

09/04-12/21 T 03:45 PM - 05:45 PM  HH1312  Andrew P Ciganek  INT'L SUSTAINABILITY-THAILAND

ITBE 734 MANAGEMENT INFORMATION SYSTEMS ... A graduate business course that examines how organizations use information technology and systems to achieve business objectives. Emphasis is placed on how managers use information systems for achieving operational excellence, developing new products and services, improving decision making, and achieving competitive advantage. The course covers management, organizational, and technology elements of information systems.

PREREQ: GRADUATE STUDENTS MUST BE ADMITTED TO THE MBA OR THE MS OR MPA ACCOUNTING OR THE MS BUSINESS AND MARKETING EDUCATION OR THE MSE SCHOOL OF BUSINESS MANAGEMENT OR CONSENT OF INSTRUCTOR

#3958 Section 01 [units: 3]

09/04-12/21 T 06:30 PM - 09:00 PM  HH2306  Paul Ambrose

ITBE 740 BUSINESS AND PROFESSIONAL COMMUNICATION ... This course is designed to introduce students to communication theories and leadership strategies that, if applied in business settings, can improve interpersonal and organizational goal setting, planning and evaluation. In addition, emphasis will be placed on fostering positive day-to-day human interactions as well as the continuous growth of both individuals and organizations. Emphasis will be placed on the application of concepts explored in this course to management roles in a variety of business enterprises. As a result, extensive analysis of actual business communication is a major part of this course.

#3959 Section 01 [units: 2]

09/04-10/26 R 06:15 PM - 09:35 PM  HH2307  Lajuan Davis

#3960 Section 22 [units: 2] 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.

09/04-10/26 Arranged Arranged WEB BASED  Robert M Schramm

ITBE 775 BUSINESS TELECOMMUNICATIONS ... The business analyses of the multifaceted regulatory issues, economic factors, management practices, and technological forces underpinning the telecommunications and information systems industry. The course is equally concerned with providing the student with the analytical tools and industry trends that will facilitate continued study and analyses of telecommunications after completion of the course.

PREREQ: GRADUATE STUDENTS MUST BE ADMITTED TO THE MBA OR THE MPA ACCOUNTING OR THE MS BUSINESS AND MARKETING EDUCATION OR THE MSE SCHOOL BUSINESS MANAGEMENT OR CONSENT OF INSTRUCTOR

#3961 Section 01 [units: 3]

09/04-12/21 R 06:30 PM - 09:00 PM  HH3200  David L Munro

ITBE 791 POST-SECONDARY EDUCATION INTERNSHIP ... This course is designed to provide hands-on teaching experience in a post-secondary education environment. The experience will provide the student with an opportunity to gain experience and apply knowledge and skills learned in the classroom.

EDFOUND 625 AND EITHER ITBE 750 OR ITBE 762

#5298 Section 01 [units: 1]

09/04-12/21 Arranged Arranged Lila Waldman  P/F Grading Basis Only

ITBE 798 INDIVIDUAL STUDIES ... Study of a selected topic or topics under the direction of a faculty member.

#3962 Section 01 [units: 1-3]

09/04-12/21 Arranged Arranged Lila Waldman

#3963 Section 22 [units: 1-3] 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.

09/04-12/21 Arranged Arranged WEB BASED  Paul Ambrose
<table>
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<th>Course #</th>
<th>Section</th>
<th>General Education Designation (if any)</th>
<th>Start/End Dates</th>
<th>Meeting Days</th>
<th>Meeting Times</th>
<th>Location</th>
<th>Instructor</th>
<th>Consent</th>
</tr>
</thead>
</table>
| BEINDP 293 | Applied Business Basics | The purpose of this course is to acquire skills and knowledge relating personal values to customer service, personal empowerment, problem-solving, effective communication, teamwork, time management, cultural sensitivity, and career planning. The Disney Theme Parks and Resorts offer students a learning laboratory where they can live, learn and earn while taking courses and completing assignments related to their work experience. 
PREREQ: COMPLETION OF 15 UNITS, 2.0 GPA, ACCEPTANCE INTO THE DISNEY COLLEGE PROGRAM, AND INSTRUCTOR CONSENT | #1767 Section 01 | [units: 3-12] | Arranged | Robert A Gruber |
| BEINDP 321 | Growing Entrepreneurial and Family Businesses | This course investigates key issues and competencies needed for starting, growing, managing, and transitioning small and family businesses. Attention is given to a wide range of functional competencies, including marketing, management and human resources, accounting, finance, business law, and technology required for developing strategic and tactical plans. Students taking the course will develop a complete strategic plan for operating a small and/or family business. 
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 | #5127 Section 01 | [units: 3] | M | 06:30 PM - 09:00 PM | HH2305 | Jonathan Saffold |
| MANGEMNT 301 | Organizational Behavior | A study of the intraorganizational behavior and attitudes of people in an organizational setting; the organization’s effect on perceptions, feelings, and actions; and the consequences of behavior on the organization, particularly how it affects the achievement of the organization’s purposes. 
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 | #3269 Section 01 | [units: 3] | TR | 11:00 AM - 12:15 PM | HH2305 | Georgiana Luecker |
| MANGEMNT 306 | Operations Management | The study of contemporary theory, methods and procedures used to manage the production/operations (P/OM) function in service and manufacturing organizations. Included is a thorough overview of the qualitative and quantitative methods used by managers in making the decisions needed to effectively and efficiently transform resource inputs into goods and services. 
PREREQ: MATH 143 OR MATH 243 OR MATH 250 OR MATH 253 AND (MATH 231 OR ECON 245) 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 | #3276 Section 01 | [units: 3] | MW | 12:30 PM - 01:45 PM | HH2308 | Tom Bramorski |
| #3277 Section 02 | [units: 3] | MW | 02:15 PM - 03:30 PM | HH2308 | Tom Bramorski |
| #3278 Section 03 | [units: 3] | TR | 12:30 PM - 01:45 PM | HH2305 | Manohar S Madan |
| #3279 Section 04 | [units: 3] | TR | 02:15 PM - 03:30 PM | HH1306 | Manohar S Madan |
| #3280 Section 05 | [units: 3] | TR | 08:00 AM - 09:15 AM | HH1306 | James R Sisak |
| #3281 Section 06 | [units: 3] | M | 06:30 PM - 09:00 PM | HH1306 | Patrick Tierney |
| #3282 Section 22 | [units: 3] | NOTE: Students must have access to the internet and an Internet browser. | #3283 Section 01 | [units: 3] | Arranged | WEB BASED | Sameer Prasad |

The cost per credit for COBE online undergraduate courses for 2012-2013 is $389. 
09/04/12/21 Arranged | Arranged | WEB BASED | Sameer Prasad |
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<th>Start/End Dates</th>
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<th>Location</th>
<th>Instructor</th>
<th>Course Topic (if applicable)</th>
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<td>Megan R Matthews</td>
<td>MANGEMENT 310 ORGANIZATION AND MANAGEMENT ... A study of the theory and art of management from a decision-making perspective within the context of formal organization. Traces the development of management thought and practice since the Industrial Revolution, including the managerial functions of planning, organizing, and controlling. Includes a discussion of managerially relevant behavioral topics including motivation, group process, leadership and communication. Recommended for students who aspire to managerial careers, both majors and non-majors. 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 #3283 Section 01 [units: 3] 09/04-12/21 MW 09:30 AM - 10:45 AM HH2302 Megan R Matthews</td>
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<td>HH1306</td>
<td>Louise Tourigny</td>
<td>MANGEMENT 320 HUMAN RESOURCE MANAGEMENT ... A study of employee relations from the standpoint of the business firm, including recruitment, selection, placement, training, promotion, discipline, compensation, records, and employee services. 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 #3285 Section 01 [units: 3] 09/04-12/21 TR 09:30 AM - 10:45 AM HH2305 Richard J Wagner</td>
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<td>Louise Tourigny</td>
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<td>MANGEMENT 366 SOCIAL RESPONSIBILITY ... This course will provide students with an understanding of the relationship of organizations with their stakeholders (e.g., customers, employees, society, etc.) and provide both an exposure to and an understanding of both ethical and unethical behavior. By investigating organizations and their linkages with various environmental entities, students will have a better appreciation of what produces socially responsible behavior so as to expedite socially responsible actions and prevent irresponsible ones. 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 #3287 Section 01 [units: 3] 09/04-12/21 W 09:30 AM - 10:45 AM HH2302 Kaviraj Praveen Parboteeah</td>
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<td>Louise Tourigny</td>
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<td>MANGEMENT 368 ENTREPRENEURSHIP: BUSINESS FEASIBILITY ... This course concentrates on identifying and evaluating opportunities that may become the foundation for a new business or non-profit entity. Identification focuses on exploring demographic and societal trends, consumer and industrial needs, technological and knowledge changes. Evaluation involves customer and industry market assessments, potential for intellectual property protection and financial feasibility. Additional consideration will be given to development and resource options. PREREQ: ACCOUNT 244; MAY NOT BE TAKEN FOR CREDIT BY ENTREPRENEURSHIP MAJORS; 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 #3288 Section 01 [units: 3] 09/04-12/21 MW 09:30 AM - 10:45 AM HH1306 Louise Tourigny</td>
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<td>HH2302</td>
<td>William L Dougan</td>
<td>MANGEMENT 410 INTERNATIONAL MANAGEMENT ... A study of the concepts, problems, processes and practice of International Management, focused on the Multi-National Corporation (MNC). Management in multi-environments, MNC corporate plans, objectives, strategies, viable organizational structures, MNC social/cultural/ethical issues, and coordinating globally spread out MNC units are emphasized. PREREQ: MANAGEMENT 301, 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 #3290 Section 01 [units: 3] 09/04-12/21 TR 02:15 PM - 03:30 PM HH2302 William L Dougan</td>
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<td>MANGEMENT 419 ORGANIZATIONAL THEORY AND EFFECTIVENESS ... An analysis of organization theory. A study of classical and modern organization theory. Relationships among theory, design and behavior variables and organizational effectiveness are examined. PREREQ: MANAGEMENT 301, 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 #3291 Section 01 [units: 3] 09/04-12/21 MW 09:30 AM - 10:45 AM HH2100 Yezdi H Godiwalla</td>
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<td>MANGEMENT 425 COMPENSATION MANAGEMENT ... A detailed study of job analysis, methods of job evaluation, performance appraisal, community wage survey, basic systems and plans of compensating employees, and fringe benefits. PREREQ: MANAGEMENT 320 OR POLITICAL SCIENCE 421, 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 #3293 Section 01 [units: 3] 09/04-12/21 TR 11:00 AM - 12:15 PM HH2100 Xuguang Guo</td>
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MANGEMNT 426 STAFFING ... A study of the theory and application of methods used in recruiting and selecting employees. This course will include: the legal issues in employment, research in the employment process, the development and use of selection devices, and recruiting applicants for job openings.
PREREQ: MANAGEMENT 320 OR POLITICAL SCIENCE 421, 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

#3295 Section 01 [units: 3]
09/04-12/21 TR 09:30 AM - 10:45 AM HH2308 Jon M Werner

MANGEMNT 428 TRAINING AND DEVELOPMENT ... The course will emphasize theory of training and development, research to determine needs, types of programs, practicum in conducting a training and development session, and evaluation of programs.
PREREQ: MANAGEMENT 320 OR POLISCI 421 OR SENIOR 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

#3297 Section 01 [units: 3]
09/04-12/21 TR 12:30 PM - 01:45 PM HH2308 Richard J Wagner

The cost per credit for COBE online undergraduate courses for 2012-2013 is $389.

MANGEMNT 444 QUALITY MANAGEMENT ... A comprehensive study of contemporary perspectives on Total Quality (TQ) theory and practice applied to operations systems. Includes a thorough discussion of statistical and quality methods including process control, acceptance sampling, and variance reduction. Explores Quality Function Deployment and the customer-focused implications of quality.
PREREQ: MANAGEMENT 306, 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

#3299 Section 01 [units: 3]
09/04-12/21 TR 12:30 PM - 01:45 PM HH2302 Hung-Chung Su

MANGEMNT 450 OPERATIONS PLANNING ... Study in depth of the planning processes performed in the operations setting integrating the topics of systems modeling, forecasting, production planning, capacity planning, capacity requirements planning, master scheduling, and material requirements planning. Emphasis is on concepts and their application.
PREREQ: MANAGEMENT 306, 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

#3301 Section 01 [units: 3]
09/04-12/21 TR 11:00 AM - 12:15 PM HH1306 James R Sisak

MANGEMNT 462 PURCHASING MANAGEMENT ... This course provides an understanding of the business role of purchasing and procurement in relation to both operational and strategic organizational goals. Students will be able to identify alternative terms and conditions of sale, source suppliers and build supplier relationships. In addition, exposure to the bidding and auction process, negotiating with suppliers and total cost of ownership will be provided.
PREREQ: MANGEMNT 306 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

#3303 Section 01 [units: 3]
09/04-12/21 R 06:30 PM - 09:00 PM HH1306 Rick Pues

MANGEMNT 478 SEMINAR IN HUMAN RESOURCES ... A capstone course required of students in Personnel/Human Resources Management. The course will integrate HR subject matter areas through empirical research. Students will utilize their academic preparation, analytical skills, and communication skills to develop a proposal and prepare a research report.
MANGEMNT 320 (OR POLISCI 421 FOR PUBLIC POLICY MAJORS), HUMAN RESOURCE MAJOR OR MINOR AND AT LEAST 6 UNITS FROM THE FOLLOWING: MANGEMNT 425, MANGEMNT 426, MANGEMNT 428, MANGEMNT 429 OR MANGEMNT 430

#3304 Section 01 [units: 3]
09/04-12/21 TR 02:15 PM - 03:30 PM HH2308 Kelly A Delaney-Klinger

MANGEMNT 485 CONSULTING FOR ENTREPRENEURIAL COMPANIES ... The Consulting course exposes students to some of the opportunities and challenges inherent in a career in consulting with small, growth-oriented companies. Students also develop an appreciation of both problems and opportunities faced by entrepreneurs through participating in "hands-on" learning experiences by conducting field case studies and providing consulting services that may involve marketing, management, IT, and/or finance.
PREREQ: MARKETING 311 OR FNBSLW 344 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

#3305 Section 01 [units: 3]
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<td>MANGEMNT 489 ADMINISTRATIVE POLICY</td>
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<td>03:45 PM - 05:00 PM</td>
<td>HH2200</td>
<td>Andy Yu</td>
<td>MANGEMNT 493 COOPERATIVE/INTERNSHIP IN MANAGEMENT</td>
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<td>MANGEMNT 498 INDEPENDENT STUDY</td>
<td>Repeatable for a maximum of 3 credits in major/degree. Department Consent required. 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</td>
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The cost per credit for COBE online undergraduate courses for 2012-2013 is $389.

| #3315  | 01      | 09/04-12/21     | TR           | 09:30 AM - 10:45 AM | HH2200   | Rimi Zakaria | MANGEMNT 493 COOPERATIVE/INTERNSHIP IN MANAGEMENT | NOTE: Students enrolled in this course are required to meet as a group One Time Only on Tuesday, September 4, 2012 from 3:45-4:45 in Hyland Hall 4306. Dept. Consent |
| #3316  | 01      | 09/04-12/21     | Arranged     | Arranged        | Louise Tourigny | MANGEMNT 498 INDEPENDENT STUDY | Repeatable for a maximum of 3 credits in major/degree. Department Consent required. 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 |
| #3317  | 02      | 09/04-12/21     | Arranged     | Arranged        | Xuguang Guo | MANGEMNT 498 INDEPENDENT STUDY | Repeatable for a maximum of 3 credits in major/degree. Department Consent required. 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 |
| #3318  | 03      | 09/04-12/21     | Arranged     | Arranged        | Jerry J Goenepd | MANGEMNT 498 INDEPENDENT STUDY | Repeatable for a maximum of 3 credits in major/degree. Department Consent required. 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 |
| #3319  | 04      | 09/04-12/21     | Arranged     | Arranged        | Sameer Prasad | MANGEMNT 498 INDEPENDENT STUDY | Repeatable for a maximum of 3 credits in major/degree. Department Consent required. 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 |
| #3321  | 05      | 09/04-12/21     | Arranged     | Arranged        | Louise Tourigny | MANGEMNT 498 INDEPENDENT STUDY | Repeatable for a maximum of 3 credits in major/degree. Department Consent required. 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 |
| #5321  | 06      | 09/04-12/21     | Arranged     | Arranged        | James W Bronson | MANGEMNT 498 INDEPENDENT STUDY | Repeatable for a maximum of 3 credits in major/degree. Department Consent required. 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 |
| #5619  | 07      | 09/04-12/21     | Arranged     | Arranged        | Kaviraj Praveen Parboteah | MANGEMNT 498 INDEPENDENT STUDY | Repeatable for a maximum of 3 credits in major/degree. Department Consent required. 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 |

*** GRADUATE LEVEL COURSES ***
MANGEMNT 719 OPERATIONS MANAGEMENT ... A survey course focusing on the performance of managerial activities entailed in selecting, designing, operating, controlling, and updating productive systems. This life cycle approach will include treatment of non-manufacturing activities, and will draw heavily upon latest developments in the field.

PREREQ: ECON 703
#3320 Section 01 [units: 2]
10/29/12/21 R 06:15 PM - 09:35 PM HH2302 Hung-Chung Su

MANGEMNT 738 MANAGEMENT OF TECHNOLOGY ... This is a graduate course designed to acquaint the student with the foundations and the processes of research, development, technology, and innovation. This course draws upon current literatures in the management of engineering and technology-based organizations. Students are exposed to the workings of technology within the company, from its generation in the research and development function, to its commercialization as new products and services.

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.
#3321 Section 01 [units: 3]
09/04/12/21 T 05:15 PM - 07:45 PM OFF CAMPUS William L Dougan AMERICAN FAMILT
#3322 Section 22 [units: 3] 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.
10/29/12/21 Arranged Arranged WEB BASED William A Drago

MANGEMNT 745 BUILDING EFFECTIVE ORGANIZATIONS ... The course surveys concepts and research in the analysis of an organization. It examines the history of organization theory, as well as environmental and technological influences on organizational effectiveness. Contemporary developments in management and organization theory are also reviewed.

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.
#3323 Section 01 [units: 2]
09/04/10/26 W 06:15 PM - 09:35 PM HH1306 Jeff P Vanevenhoven
#3324 Section 02 [units: 2]
09/04/10/26 W 05:15 PM - 08:35 PM OFF CAMPUS Louise Tourigny AMERICAN FAMILY
#3325 Section 22 [units: 2] 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.
09/04/10/26 Arranged Arranged WEB BASED Jeff P Vanevenhoven

MANGEMNT 751 STAFFING & EVALUATION ... An examination of the organization and administration of the personnel function in management. It is concerned with the employment, training, safety and health, employees services, and employee relations functions of personnel administration. Attention is focused on a limited number of topics drawn from these areas so more crucial concepts and methods involved may be dealt with in-depth.

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.
#3326 Section 22 [units: 3] NOTE: Online classes will be billed at $619 per credit for all students. Students must have access to the Internet and an Internet browser.
09/04/12/21 Arranged Arranged WEB BASED Kelly A Deloney-Klinger

MANGEMNT 753 TRAINING AND DEVELOPMENT ... The course will emphasize the theories of Management Training and Development, and the practical application of these theories in today’s organizations. Special emphasis will be on current topics in the field of Human Resource Development, including: training self-directed work teams, managing a diverse work force, and the practical application of designing programs in today's environment. This will include actually designing a needs analysis and training evaluation programs. The course will frame the concept of training and development within the applicable theory of adult learning.

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.
#3327 Section 01 [units: 3]
09/04/12/21 R 06:30 PM - 09:00 PM HH2308 Jan M Werner

MANGEMNT 759 SOCIAL RESPONSIBILITY OF BUSINESS ... The course analyzes (1) a broad spectrum of social, political, ethical, and legal frameworks within which organizations must function, and (2) social trends and their underlying causes as they can affect businesses. Prereq: MANGEMNT 745 OR MANGEMNT 721 OR FNBSLW 721.

PREREQ: MANGEMNT 745 OR 721 OR FNBSLW 721
#3328 Section 01 [units: 2]
10/29/12/21 W 06:15 PM - 09:35 PM HH2200 Jerry J Gosenpud
#3329 Section 02 [units: 2]
10/29/12/21 W 05:15 PM - 08:35 PM OFF CAMPUS Yezdi H Godiwalla AMERICAN FAMILY

MANGEMNT 760 STRATEGIC MANAGEMENT OF HUMAN RESOURCES ... This course examines strategic human resources (HR) management and HR planning. Applicable theories and methods of strategic, operational, and tactical planning and their relationship to HR management are covered, as well as the multiple roles HR plays in assisting organizations to gain and sustain competitive advantages in a fast-paced environment.

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.
#3330 Section 01 [units: 3]
09/04/12/21 W 06:30 PM - 09:00 PM HH2305 Xuguang Guo

MANGEMNT 761 SUPPLY CHAIN SYSTEMS ... The course uses a supply chain management framework to study flow of material. Topics include capacity planning, production systems, production planning, material planning, sourcing, and delivery of products. In addition, the role of Information systems in integrating operations throughout the supply chain is discussed. The course uses case studies and research papers.

PREREQ: MANGEMNT 719, MANGEMNT 306 OR EQUIVALENT AND BUS GRAD LEVEL REQUIREMENT
#3331 Section 22 [units: 3] 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.
09/04/12/21 Arranged Arranged WEB BASED Manohar S Madan
**MANGEMNT 762 PROJECT MANAGEMENT AND ENTERPRISE RESOURCE PLANNING** ... This course is designed to develop a basic understanding of project management methodology and Enterprise Resource Planning (ERP). Upon completion of this course students will be able to analyze operations and setup ERP systems. Topics may include team management, PERT/CPM, and development of operational decision support systems through the use of macros and visual basic. The course may require visiting/working with local firms in setting up such systems or working on cases.

**PREREQ: MANGEMNT 719 OR ITBE 734 OR EQUIVALENT**

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**MANGEMNT 764 SUSTAINABLE MANAGEMENT** ... This course focuses on proving concept and methodologies relevant to ensuring businesses can sustainably manage their operations. Topics include an introduction to sustainable management, organizational response, redefining business models, product design, realigning supply chains, social sustainability, and the role of Non Governmental Organizations (NGOs).

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**MANGEMNT 771 STRATEGIC MANAGEMENT** ... The course surveys the theoretical backgrounds of strategic management. It also covers practical methods and applications of strategic management models based upon existing theory, research, and practice. Comparative analysis of emerging strategic management frameworks are examined with implications for management practice.

**PREREQ: MANGEMNT 745 OR MANGEMNT 721**

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**MANGEMNT 777 INTERNATIONAL MANAGEMENT** ... The course deals with concepts, issues, problems, and research in international management, with a focus on the international application of: (1) strategic management, (2) organizational theory and design, (3) organizational behavior, culture, conflict, leadership, and communication, (4) ethical issues, and (5) development, control, and coordination of international subsidiaries.

**PREREQ: MANGEMNT 745 OR MANGEMNT 721**

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**MANGEMNT 788 STRATEGIC DECISION MAKING** ... The course analyzes organizational environments from the perspective of top management in their efforts to manage a firm’s mission, goals and corporate strategy. Case analyses are used extensively to provide students with an opportunity to apply course content to real businesses. Corporate social responsibility and business ethics are also covered. Prereq: Last semester of program.

**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.**

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**MANGEMNT 798 INDIVIDUAL STUDIES** ... Student and adviser decide the study, with the consent of the professor in charge of the study and the approval of the College Graduate Studies Committee. Consult the Associate Dean’s Office for further information/limitations.

**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.**

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**MARKETING**

**MARKETING 311 PRINCIPLES OF MARKETING** ... A study of the activities involved in the distribution of goods and services in a system-analysis framework. Examines consumer buying behavior and marketing functions within the firm. Investigates constraints imposed on decision makers and evaluates the performance of marketing in terms of social and economic efficiency.

**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**

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MARKETING 321 MARKETING RESEARCH ... Methods of planning and carrying out marketing and consumer research studies. Problem formulation, exploratory research, questionnaire construction and design, observational and sampling techniques, conducting surveys, data analysis, reporting, interpretation of findings and implementation of recommendations.
PREREQ: MARKETING 311 AND ECON 245, 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

#1337 Section 01 [units: 3]
09/04-12/21 MW 09:30 AM - 10:45 AM HH2303 Andrew J Dahl

#1338 Section 02 [units: 3]
09/04-12/21 MW 11:00 AM - 12:15 PM HH2303 Andrew J Dahl

MARKETING 337 RETAIL MANAGEMENT ... This class addresses the particular issues related to marketing to ultimate consumers. Particular attention is given to the role of retailing in the economy, retail mathematics, merchandising, technology, and global expansion.
PREREQ: MARKETING 311, 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

#1339 Section 01 [units: 3]
09/04-12/21 TR 11:00 AM - 12:15 PM HH2309 Marilyn A Lavin

MARKETING 350 INTEGRATED MARKETING COMMUNICATIONS ... Theory and concepts employed by organizations in presenting promotional messages through various communication media. Management strategy in promotion and the problems encountered will be emphasized.
PREREQ: MARKETING 311, 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

#1340 Section 01 [units: 3]
09/04-12/21 TR 09:30 AM - 10:45 AM HH2300 Victor A Barger

#1341 Section 02 [units: 3]
09/04-12/21 TR 12:30 PM - 01:45 PM HH2300 Victor A Barger

MARKETING 360 ENTREPRENEURIAL MARKETING ... The course focuses on key marketing strategies relevant for new businesses and/or new product launches. Students will apply marketing concepts to the wide range of business challenges facing entrepreneurs. Through experiential learning opportunities, students will apply what they learned for developing comprehensive entrepreneurial marketing plans.
PREREQ: MARKETING 311, 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

#1342 Section 01 [units: 3]
09/04-12/21 R 06:30 PM - 09:00 PM HH2300 Robert Allan Malewicki

MARKETING 361 INTERNATIONAL MARKETING ... The course provides a critical assessment of global market opportunities and of the tactics and strategies for marketing of goods and services across national boundaries. Covered in the course are global marketing environment, modes of market entry, and of managing marketing mix variables in a foreign setting.
PREREQ: MARKETING 311, 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

#1343 Section 01 [units: 3]
09/04-12/21 TR 09:30 AM - 10:45 AM HH2102 Maxwell K Hsu

#1344 Section 02 [units: 3]
09/04-12/21 TR 12:30 PM - 01:45 PM HH2102 Maxwell K Hsu

MARKETING 400 INNOVATION AND TECHNOLOGY MARKETING ... Analysis of marketing problems encountered in developing and introducing new products, managing existing products, and phasing out obsolete products. Emphasis is placed on the coordination of activities that lead to successful market management of products. Various marketing concepts and problems related to product development and introduction are surveyed and analyzed.
PREREQ: MARKETING 311, 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

#1345 Section 01 [units: 3]
09/04-12/21 TR 11:00 AM - 12:15 PM HH2300 Yushan Zhao

#1346 Section 02 [units: 3]
09/04-12/21 T 06:30 PM - 09:00 PM HH2300 Yushan Zhao

MARKETING 412 BUSINESS TO BUSINESS MARKETING ... An intensive examination of the industrial marketing sector. Emphasis is placed on understanding the unique dimensions of the industrial marketing environment and translating this understanding into effective integrated industrial marketing programs. Attention is given to producer, reseller and government markets.
PREREQ: MARKETING 311, 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

#1347 Section 01 [units: 3]
09/04-12/21 MW 08:00 AM - 09:15 AM HH2300 Sharon A Roy

#1348 Section 02 [units: 3]
09/04-12/21 MW 09:30 AM - 10:45 AM HH2300 Sharon A Roy
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<td>#1349</td>
<td>Section 01</td>
<td>[units: 3]</td>
<td>MARKETING 420 CONSUMER BEHAVIOR ... Survey of social science theories pertinent to information processing, human behavior, and social interaction. Emphasis is placed on using this information to develop marketing strategies. PREREQ: MARKETING 311, 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>Section 01</td>
<td>[units: 3]</td>
<td>MARKETING 429 PRINCIPLES OF SELLING ... A seminar in the art and science of selling. Examined and probed in depth will be the whys and hows of selling theories, principles, techniques, practices and the basics of sales force management. PREREQ: MARKETING 311, 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>[units: 3]</td>
<td>MARKETING 430 ENTREPRENEURIAL AND ADVANCED SALES TECHNIQUES ... Selling is a critical criterion for successful enterprises. This course provides advanced hands-on and practical approaches for selling new products/services, obtaining new customers, launching new enterprises, or for creating relationships in other entrepreneurial selling scenarios. Through video and other technologies, students will present interactive solutions for developing strong customer relationships. PREREQ: MARKETING 311, MARKETING 429 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>MARKETING 431 SALES MANAGEMENT ... This course examines sales management from a motivational and an institutional perspective. The goal of the course is to examine the elements of operating an effective sales force as the key component to organizational success. Topics include sales force structure, use of technology and issues in compensating and retaining salespeople. PREREQ: MARKETING 311, 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>[units: 3]</td>
<td>MARKETING 432 LOGISTICS ... Analysis of the problems encountered in the physical movement of goods from the end of production to the consumer. Surveyed in this course are various techniques and methods for analyzing spatial arrangements of markets, plant and warehouse location, inventory systems, selection of carrier alternatives and selection of physical movement channels. PREREQ: MARKETING 311, 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>#1354</td>
<td>Section 01</td>
<td>[units: 3]</td>
<td>MARKETING 444 DIRECT AND MULTICHANNEL MARKETING ... The interactive nature of direct marketing initiatives that use one or more media to generate a traceable and measurable response from the target audience is emphasized. The course includes grounding in all major direct marketing media. The measurability and accountability of direct marketing and its relationship to the total marketing mix are stressed. PREREQ: MARKETING 311, 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>Section 01</td>
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<td>MARKETING 445 CUSTOMER RELATIONSHIP MANAGEMENT ... Advancing technology is enabling marketers to create individualized customer relationships in situations where previously such relationships were not possible. This course is designed to increase students’ understanding of how technology, specifically the customer database, is used to design and implement marketing strategies. Special attention will be devoted to studying the types of information needed in a customer database and how this information can be integrated into the marketing decision making process. PREREQ: MARKETING 311, 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>#1356</td>
<td>Section 01</td>
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<td>MARKETING 446 MARKETING MANAGEMENT AND POLICIES ... Organization and coordination of the total marketing program including sales, advertising, credit, marketing research, distribution policies, pricing, sales forecasting and demand analysis. Focus is on firm’s ability to adjust to competitive trends and changing market conditions. PREREQ: MARKETING 311 AND MARKETING 321 AND SENIOR STATUS, 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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MARKETING 493D INTERNSHIP IN MARKETING - DIRECT AND INTERACTIVE EMPHASIS ... Structured-supervised work experience for students interested in a Direct and Interactive Emphasis. Internship experiences offer students an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor. PREREQ: MARKETING 311, 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.

MARKETING 493E INTERNSHIP IN MARKETING - ENTREPRENEURIAL MARKETING EMPHASIS ... Structured-supervised work experience for students interested in an Entrepreneurial Marketing Emphasis. The internship experience offers the student an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor. PREREQ: MARKETING 311, 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.

MARKETING 493I INTERNSHIP IN MARKETING - IMC EMPHASIS ... Structured-supervised work experience for students interested in an Integrated Marketing Communication Emphasis. Internships offer students an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor. PREREQ: MARKETING 311, 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.

MARKETING 493E INTERNSHIP IN MARKETING - SALES EMPHASIS ... This course is a structured-supervised work experience within the sales function. The internship experience offers the student an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor. PREREQ: MARKETING 311, 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.

MARKETING 497 EXCHANGE STUDY ... Variable topics. 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.

MARKETING 498 INDEPENDENT STUDY IN MARKETING ... Study of a selected topic or topics under the direction of a faculty member. PREREQ: SENIOR STATUS AND CONSENT OF DEPARTMENT 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.

***GRADUATE LEVEL COURSES***

MARKETING 716 MARKETING ... Analysis of the institutional, behavioral, competitive, legal, and intra-firm aspects of the marketing function in business and other organizations. 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.

#4368 Section 22 [units: 2] 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. 09/04/12/21 Arranged Arranged WEB BASED Marilyn A Lavin

Fall 2012 UWU Class Listing > College of Business and Economics -- Page 27 / 29 12.10.2012 10:43 AM
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<th>Description</th>
<th>Prerequisites</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARKETNG 731</td>
<td>ADVANCED STATISTICAL METHODS</td>
<td>Applications of advanced statistical methods to managerial problems of prediction, inference, parametric and nonparametric, and decision making under uncertainty. Topics emphasized are multiple regression and time series. Prereq: Graduate status and demonstrated proficiency in Mathematics and Statistics or MARKETNG 702 and ECON 703</td>
<td></td>
</tr>
<tr>
<td>#1370</td>
<td>Section 01</td>
<td>09/04-12/21 M 06:30 PM - 08:10 PM</td>
<td>Pavan R Chennamaneni</td>
</tr>
<tr>
<td>#1371</td>
<td>Section 22</td>
<td>09/04-12/21 Arranged</td>
<td>WEB BASED</td>
</tr>
<tr>
<td>MARKETNG 733</td>
<td>SEMINAR IN METHODOLOGY OF BUSINESS RESEARCH</td>
<td>Designed to acquaint graduate students with the research process, its tools and techniques, as well as the methods which form a basis for business planning, decision making, and problem solving.</td>
<td>PREREQ: MARKETNG 731</td>
</tr>
<tr>
<td>#5589</td>
<td>Section 01</td>
<td>09/04-12/21 Arranged</td>
<td>Jimmy W Peltier</td>
</tr>
<tr>
<td>MARKETNG 751</td>
<td>BUYER BEHAVIOR</td>
<td>The study and explanation of the behavior of consumers, research methods and findings from the behavioral sciences. Prereq: MARKETNG 731</td>
<td>PREREQ: MARKETNG 716 OR EQUIVALENT AND GRAD LEVEL BUSINESS REQUIREMENT</td>
</tr>
<tr>
<td>#1373</td>
<td>Section 01</td>
<td>09/04-12/21 W 06:30 PM - 09:00 PM</td>
<td>Robert E Boostrom</td>
</tr>
<tr>
<td>MARKETNG 761</td>
<td>INTERNATIONAL BUSINESS (MARKETING)</td>
<td>Fundamental aspects of international business will be studied. Emphasis is placed on decision making in an international setting and appraisal of market opportunities worldwide. Cases will be used to illustrate operational problems of multinational organizations as well as international intermediaries. Prereq: MARKETNG 716 or equivalent</td>
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</tr>
<tr>
<td>#1372</td>
<td>Section 01</td>
<td>09/04-12/21 TR 02:15 PM - 03:30 PM</td>
<td>Maxwell K Hsu</td>
</tr>
<tr>
<td>MARKETNG 766</td>
<td>ETHICS IN THE MARKETPLACE</td>
<td>This course will focus primarily on issues related to the business/customer relationship, with customers being defined as both other organizations and consumers. The course will emphasize current issues such as privacy rights, pricing ethics, promotional tactics and targeting. Students will discuss topics, analyze cases, and write essays defending their opinions and suggesting strategies. The course will provide examples of both exemplary and poor business behavior.</td>
<td>PREREQ: MARKETNG 716 OR EQUIVALENT</td>
</tr>
<tr>
<td>#1374</td>
<td>Section 22</td>
<td>10/29-12/21 Arranged</td>
<td>WEB BASED</td>
</tr>
<tr>
<td>MARKETNG 767</td>
<td>STRATEGIC MARKETING FOR ENTREPRENEURS</td>
<td>The course focuses on key marketing strategies relevant for new businesses and/or new product launches. Students will apply marketing concepts to the wide range of business challenges facing entrepreneurs. Through experiential learning opportunities, students will apply what they learned for developing comprehensive entrepreneurial marketing plans.</td>
<td>PREREQ: MARKETNG 716</td>
</tr>
<tr>
<td>#1375</td>
<td>Section 22</td>
<td>09/04-12/21 Arranged</td>
<td>WEB BASED</td>
</tr>
<tr>
<td>MARKETNG 789</td>
<td>READINGS AND RESEARCH IN MARKETING</td>
<td>Study of a selected area in marketing through readings and/or empirical research. Areas of study will be selected by the student in consultation with an adviser. Prereq: Consent of instructor.</td>
<td>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.</td>
</tr>
<tr>
<td>#5623</td>
<td>Section 01</td>
<td>09/04-12/21 Arranged</td>
<td>Jimmy W Peltier</td>
</tr>
<tr>
<td>MARKETNG 798</td>
<td>INDIVIDUAL STUDIES</td>
<td>Study of a selected topic or topics under the direction of a faculty member.</td>
<td>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.</td>
</tr>
<tr>
<td>#1376</td>
<td>Section 01</td>
<td>09/04-12/21 Arranged</td>
<td>Jimmy W Peltier</td>
</tr>
<tr>
<td>#1377</td>
<td>Section 02</td>
<td>09/04-12/21 Arranged</td>
<td>Dennis A Kopf</td>
</tr>
<tr>
<td>#1378</td>
<td>Section 03</td>
<td>09/04-12/21 Arranged</td>
<td>Maxwell K Hsu</td>
</tr>
</tbody>
</table>
### SCHOOL BUSINESS MANAGEMENT

#### *** GRADUATE LEVEL COURSES ***

**SCHBUSMG 770 SCHOOL FINANCE AND ACCOUNTING** ... School Finance and Accounting is designed for administrators and other school personnel who desire to learn the principles and concepts of school accounting; auditing and financial reporting; major sources of revenue; and cost management and investment techniques.

- **#3964**  Section 01  [units: 3]  
  - 09/04-12/21  Arranged  Arranged  WEB BASED  Debra L Towns  
  - NOTE: Students must have access to the internet and an internet browser.

**SCHBUSMG 775 ADMINISTRATION AND ORGANIZATION OF PUBLIC SCHOOLS** ... This survey of the foundation, organization and administration of the American public school system includes the identification and examination of major issues relative to the continual development of public education such as the financing of public education and the role of the school business manager in this development.

- **#3965**  Section 01  [units: 3]  
  - 10/29-12/21  Arranged  Arranged  WEB BASED  Debra L Towns  
  - NOTE: Students must have access to the internet and an internet browser.

**SCHBUSMG 777 SCHOOL AUXILIARY SERVICES MANAGEMENT** ... This course is designed for students seeking background knowledge and training in the management of school auxiliary services. The course emphasizes the processes and procedures necessary in the management of food services operations, school transportation operations and plant/maintenance operations. Restricted to students admitted to School Business Management Degree program or with consent of Program Coordinator.

- **#3966**  Section 01  [units: 3]  
  - 09/04-10/26  Arranged  Arranged  WEB BASED  Roger W Price  
  - NOTE: Students must have access to the internet and an internet browser.

**SCHBUSMG 778 INTERNSHIP IN SCHOOL BUSINESS MANAGEMENT** ... The internship is a clinical experience which provides prospective school business managers with varied opportunities to learn in a school setting. The internship is normally an 18-week assignment in a local school system. Applications must be made one semester in advance of the desired internship period.

- **#3967**  Section 01  [units: 1-6]  
  - 09/04-12/21  Arranged  Arranged  Debra L Towns  
  - NOTE: The system defaults to 1 credit. Please be sure to input 3 credits to meet the full requirement. If questions, contact Debra Towns, SBM Program Coordinator at 262-472-6947 or townsd@uww.edu.

**SCHBUSMG 798 INDIVIDUAL STUDIES** ... Study of a selected topic or topics under the direction of a faculty member.

- **#3968**  Section 01  [units: 1-3]  
  - 09/04-12/21  Arranged  Arranged  Debra L Towns