LOWER DIVISION (200-LEVEL) ELIGIBILITY:

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

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

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

UPPER DIVISION (300/400-LEVEL) ELIGIBILITY:

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

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

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

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

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

ADMISSION TO UPPER DIVISION BUSINESS COURSES:

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

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

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

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

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

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

ONLINE BUSINESS COURSES ..... Charges for online business courses are stated with the course listings. The charge is the same for both in-state and out-of-state students.
ACCOUNT 244 INTRODUCTION TO FINANCIAL ACCOUNTING ... 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.

PREREQ: SOPHOMORE STATUS & LOWER LEVEL BUSINESS REQUIREMENTS

#1560 Section 01  [units: 3]
05/28-07/05  MW  06:00 PM - 09:20 PM  HH2310  Linda E Holmes

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

#1561 Section 01  [units: 3]
07/08-08/16  MTWR  10:45 AM - 12:25 PM  HH2319  Michael J MacDonald

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: ACCOUNTING 244, ACCOUNT 701 OR CONSENT OF DEPARTMENT

#1563 Section 01  [units: 3]
07/08-08/16  MW  06:00 PM - 09:20 PM  HH2310  Clayton R Sager

ACCOUNT 263 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 249 OR ACCOUNT 342 AND ADMISSION TO THE COLLEGE AND 2.50 GPA OR BETTER, MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#1564 Section 01  [units: 3]
05/27-07/05  MW  06:00 PM - 09:20 PM  HH2319  Lynn M Hafemeister

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 COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#1565 Section 01  [units: 3]
07/08-08/16  TR  06:00 PM - 09:20 PM  HH2310  Clayton R Sager

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

#1920 Section 01  [units: 2-6]
05/28-08/16  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

#1804 Section 01  [units: 1-3]
05/28-08/16  Arranged  Arranged  Robert A Gruber

*** GRADUATE LEVEL COURSES ***

ACCOUNT 748 FINANCIAL STATEMENT ANALYSIS ... This course investigates the role and value of accounting information for users as they make business decisions. It includes a review of the generally accepted accounting principles and assumptions underlying the basic accounting model that generates the financial statements. The course focuses on the interpreting and analyzing financial statements to assess (a) historical trends and patterns, (b) short-term liquidity and long-term solvency, (c) profitability and operating performance, and (d) capital structure and asset utilization. Additional topics include the effects of alternative accounting methods, specialized industry analysis (e.g., banks, insurance, and utilities) and earnings quality and earnings management.

PREREQ: ACCOUNT 343 OR ACCOUNT 543 OR CONSENT OF DEPARTMENT

#1567 Section 01  [units: 3]
07/08-08/16  MW  06:00 PM - 09:20 PM  HH2203  Meifang Xiang
### ACCOUNT 783 INTERNATIONAL ACCOUNTING
This course examines the international dimension of accounting and financial reporting for multinational enterprises. Topics include (a) the international standard-setting process, including harmonization with US GAAP, (b) IFRS GAAP for recording transactions and preparing financial statements, (c) a detailed comparison of IFRS and US GAAP, (d) foreign currency translations and accounting for changing prices, (e) international taxation and transfer pricing.

**PREREQ:** ACCOUNT 343 OR ACCOUNT 543 OR CONSENT OF INSTRUCTOR

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### 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.

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### 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

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<th>Course #</th>
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### 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.

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### 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.

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<td>David J Bashaw</td>
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#### 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

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#### ECON 245 BUSINESS STATISTICS I

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

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#### ECON 491 TRAVEL STUDY
Variable topics. Faculty-led courses abroad.

**Course #** #1800  
**Section** Section 01  
**Units** 3  
**Start/End Dates** 05/28-07/05  
**Meeting Days** WRF  
**Meeting Times** 10:00 AM - 02:00 PM  
**Location** HH2317  
**Instructor** Linda A Reid  
**Course Topic** GLOBAL WATER BUSINESS ISSUES

#### ECON 499 INDEPENDENT STUDY
Study of a selected topic or topics under the direction of a faculty member. Repeatable. 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

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<th>Start/End Dates</th>
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**Course Topic** ECONMCS OF LBR MKRT & LBR PLCY

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### GRADUATE LEVEL COURSES

**ECON 691 TRAVEL STUDY ... Variable topics. Faculty-led courses abroad.**

- **#1801 Section 01** [units: 3]  
  - **NOTE:** Class meets May 20 and June 12-14, 2013 at 10am & 2:00 pm in HH2317  
  - **Travel dates are May 21- June 11, 2013**  
  - **06/12-06/14**  
  - **WRF 10:00 AM - 02:00 PM HH2317**  
  - **Linda A Reid**  
  - **GLOBAL WATER BUSINESS ISSUES**  
  - **WEB BASED**  
  - **Curt M Weber**  
  - **Russell D Kashian**

**ECON 737 MANAGERIAL ECONOMICS ... 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.**

- **PREREQ:** ECON 703 OR ECON 245 OR EQUIVALENT AND ECON 704 OR ECON 212 OR ECON 201 OR EQUIVALENT

**#1933 Section 22** [units: 2]  
- **NOTE:** The per credit for COBE online graduate courses for 2012-2013 is $619. Students must have access to the Internet and an Internet browser.

  - **07/08-08/16**  
  - **Arranged Arranged**  
  - **WEB BASED**  
  - **Jeffery S Heinrich**

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# FINANCE AND BUSINESS LAW

**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 Commercial 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

  - **#1805 Section 01** [units: 3]  
    - **05/28-07/05**  
    - **TR 06:30 PM - 09:50 PM HH2317**  
    - **Jonathan Saffold**

  - **#1701 Section 22** [units: 3]  
    - **NOTE:** The per credit for COBE online undergraduate courses for 2012-2013 is $389. Students must have access to the Internet and an Internet browser.

    - **05/28-07/05**  
    - **Arranged Arranged**  
    - **WEB BASED**  
    - **Gene M Toboyek**

**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

  - **#1702 Section 01** [units: 3]  
    - **07/08-08/16**  
    - **MW 06:30 PM - 09:50 PM HH2317**  
    - **Curt M Weber**

  - **#1703 Section 02** [units: 3]  
    - **07/08-08/16**  
    - **TR 06:30 PM - 09:50 PM HH2317**  
    - **Curt M Weber**

**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

  - **#1704 Section 01** [units: 3]  
    - **05/28-07/05**  
    - **MW 06:30 PM - 09:50 PM HH2317**  
    - **Joel E Schleusner**

  - **#1705 Section 22** [units: 3]  
    - **NOTE:** The per credit for COBE online undergraduate courses for 2012-2013 is $389. Students must have access to the Internet and an Internet browser.

    - **05/28-07/05**  
    - **Arranged Arranged**  
    - **WEB BASED**  
    - **Margaret L Kuchan**

**FNBSLW 442 ESTATES AND TRUSTS ... A study of the substantive and procedural laws relating to wills, estates, 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

  - **#1706 Section 22** [units: 3]  
    - **NOTE:** The per credit for COBE online undergraduate courses for 2012-2013 is $389. Students must have access to the Internet and an Internet browser.

    - **07/08-08/16**  
    - **Arranged Arranged**  
    - **WEB BASED**  
    - **Gene M Toboyek**
FNBSLW 491 TRAVEL STUDY ... Variable topics. Faculty-led courses abroad.
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.

#1707 Section 01 [units: 1-3] NOTE: Class meets May 20 and June 12-14, 2013 at 10am & 2:00 pm in HH2317
Travel dates are May 21- June 11, 2013
06/12-06/14 WRF 10:00 AM - 02:00 PM HH2317 Linda A Reid GLOBAL WATER BUSINESS ISSUES
05/28-06/11 Arranged Arranged OFF CAMPUS Linda A Reid GLOBAL WATER BUSINESS ISSUES

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

#1708 Section 01 [units: 1-3] Dept. Consent
06/17-08/16 Arranged Arranged OFF CAMPUS Linda A Reid GLOBAL WATER BUSINESS ISSUES

*** GRADUATE LEVEL COURSES ***

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

#1709 Section 01 [units: 3]
07/08-08/16 MW 06:30 PM - 09:50 PM HH2317 Curt M Weber
#1710 Section 02 [units: 3]
07/08-08/16 TR 06:30 PM - 09:50 PM HH2317 Curt M Weber

FNBSLW 691 TRAVEL STUDY ... Variable topics. Faculty-led courses abroad.

#1711 Section 01 [units: 1-3] Dept. Consent
06/12-06/14 WRF 10:00 AM - 02:00 PM HH2317 Linda A Reid GLOBAL WATER BUSINESS ISSUES
05/28-06/11 Arranged Arranged OFF CAMPUS Linda A Reid GLOBAL WATER BUSINESS ISSUES

FNBSLW 718 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 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.

#1714 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.
07/08-08/16 Arranged Arranged WEB BASED Jianzhou Zhu

INFORMATION TECHNOLOGY AND BUSINESS EDUCATION

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

#1683 Section 01 [units: 3]
05/28-07/05 TR 05:00 PM - 08:20 PM HH2306 Robert L Horton
05/30-06/27 R 05:00 PM - 08:20 PM HH3202 Robert L Horton
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

#1684  Section 01  [units: 3]  NOTE: Enrollment in this class is limited to students enrolled in the BE4U program only. Students must have access to the internet and an internet browser.

05/28-08/16  Arranged  Arranged  WEB BASED  John C Smith

ITBE 353  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

#1685  Section 01  [units: 3]  05/28-07/05  TR  06:00 PM - 09:20 PM  HH2307  Lajuan Davis

#1686  Section 22  [units: 3]  NOTE: The tuition for online courses in the College of Business and Economics is $389 per credit for both resident and non-resident students. Students must have access to the internet and an internet browser.

05/28-07/05  Arranged  Arranged  WEB BASED  John C Smith

ITBE 470  DIRECTED OCCUPATIONAL PRACTICE ... A course for selected upper level students to gain work experience in an area of business education, marketing (distributive) education, or computer technologies during a semester or summer. The culmination of this experience is a written report detailing the work experience and its contribution to the overall development of the student’s career plan.

PREREQ: ITBE 461 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

#1687  Section 01  [units: 1-3]  NOTE: Please contact instructor before registering for this class.

05/28-08/16  Arranged  Arranged  John C Smith

ITBE 490  WORKSHOP ... Variable topics. Group activity oriented presentations emphasizing `hands on` and participatory instructional techniques. Repeatable. Consent of Instructor 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

#1688  Section 01  [units: 1]  NOTE: Students must have access to the internet and an internet browser.  Instructor Consent

07/29-08/16  Arranged  Arranged  WEB BASED  Michelle J Gibson-Herman

07/29-08/16  Arranged  Arranged  WEB BASED  Paul Ambrose

08/12-08/13  MT  08:30 AM - 12:00 PM  HH3200  Michelle J Gibson-Herman

08/12-08/13  MT  08:30 AM - 12:00 PM  HH3200  Paul Ambrose

08/12-08/13  MT  09:00 AM - 02:00 PM  HH3202  Michelle J Gibson-Herman

08/12-08/13  MT  09:00 AM - 02:00 PM  HH3202  Paul Ambrose

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

#1689  Section 01  [units: 1-3]  Instructor Consent

05/28-08/16  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

#1690  Section 01  [units: 1-3]  Dept. Consent

05/28-08/16  Arranged  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.

#1691  Section 01  [units: 3]  NOTE: Enrollment in this class is limited to students enrolled in the BE4U program only. Students must have access to the internet and an internet browser.

05/28-08/16  Arranged  Arranged  WEB BASED  John C Smith
**ITBE 690 WORKSHOP** ... Variable topics. Group activity oriented presentations emphasizing ‘hands on’ and participatory instructional techniques. Prereq: Consent of Instructor.

#1692 Section 01 [units: 1] **NOTE:** Students must have access to the internet and an internet browser.
07/29-08/16 Arranged Arranged WEB BASED Michelle J Gibson-Herman
07/29-08/16 Arranged Arranged WEB BASED Paul Ambrose
08/12-08/13 MT 08:30 AM - 12:00 PM HH3200 Michelle J Gibson-Herman
08/12-08/13 MT 08:30 AM - 12:00 PM HH3200 Paul Ambrose
08/12-08/13 MT 09:00 AM - 02:00 PM HH3202 Michelle J Gibson-Herman
08/12-08/13 MT 09:00 AM - 02:00 PM HH3202 Paul Ambrose

**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

#1693 Section 22 [units: 3] **NOTE:** Online classes will bill at $619 per credit for all students. Students must have access to the internet and an internet browser.
05/28-07/05 Arranged Arranged WEB BASED 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 personal 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 class 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.

#1694 Section 01 [units: 2]
05/28-07/05 MW 05:15 PM - 07:30 PM OFF CAMPUS Jo Ann R Oravec

#1695 Section 22 [units: 2] **NOTE:** Online classes will bill at $619 per credit for all students. Students must have access to the internet and an internet browser.
05/28-07/05 Arranged Arranged WEB BASED Robert M Schramm

**ITBE 762 CURRICULUM ISSUES AND DESIGN FOR BUSINESS AND MARKETING EDUCATION** ... A study of the issues currently confronting the supervisor, teacher, and students of business and marketing education on the middle, secondary and post-secondary levels. Includes a study of curriculum development and objectives of business and marketing education. Meets No. 50 curriculum requirements for WTCS certification. Also, culminating experiences (research projects) initiated in BSEDCNA 500 Introduction to Business and Marketing Education are presented in written and oral form.

**PREREQ:** ITBE 500 OR CONSENT OF INSTRUCTOR

#1696 Section 01 [units: 3] **NOTE:** Students must have access to the internet and an internet browser.
Two meetings in Whitewater are required on July 8th and July 25th from 6:00pm-8:00pm. All other meetings will be web based. (Contact the instructor with questions at hurstt@uww.edu.)
07/08-07/26 Arranged Arranged WEB BASED Terry Alan Hurst
07/08 M 06:00 PM - 08:00 PM HH2306 Terry Alan Hurst
07/25 R 06:00 PM - 08:00 PM HH2306 Terry Alan Hurst

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

#1697 Section 22 [units: 1-3] **NOTE:** Online classes will bill at $619 per credit for all students. Students must have access to the internet and an internet browser.
05/28-08/16 Arranged Arranged WEB BASED To Be Arranged

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## MANAGEMENT

**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

#1622 Section 01 [units: 3]
07/08-08/16 M 06:30 PM - 09:50 PM HH2308 Megan R Matthews
07/08-08/16 Arranged Arranged WEB BASED Megan R Matthews

#1623 Section 22 [units: 3] **NOTE:** Online (the cost for 2012-13 COBE online undergraduate courses is $389 per credit).
05/28-07/05 Arranged Arranged WEB BASED Megan R Matthews

#1902 Section 23 [units: 3] **NOTE:** Online (the cost for 2012-13 COBE online undergraduate courses is $389 per credit).
07/08-08/16 Arranged Arranged WEB BASED Helena M Addae
### 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 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

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### MANGEMNT 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

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### MANGEMNT 325 ADMINISTRATIVE POLICY

This course emphasizes management issues and practices from a top management perspective. Students learn theories and skills relevant to the strategic management of organizations, including the ability to assess the external and internal environments of the organization, strategy formulation and implementation.

**PREREQ:** SR STATUS AND COMPL OF OTHER COBE REQ COURSES (I.E. MGMT 301, MGMT 306, FNBSLW 341, FNBSLW 344, MARKTN 311, AND ITBE 353) EXCEPT ITBE 388, AND ADM TO COLLEGE & 2.50 FOR BUS MAJ; 60 CR & 2.00 FOR MINORS/NON-BUS MAJ FOR WHICH THIS COURSE IS OPTION

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### MANGEMNT 493 COOPERATIVE/INTERNSHIP IN MANAGEMENT

This course is a constructed-supervised work experience within the major area of concentration of the student. The internship experience offers the student an opportunity to merge with actual day-to-day activity in business. No more than 5 credits will apply toward graduation. Repeatable for a maximum of 5 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

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### MANGEMNT 498 INDEPENDENT STUDY

Repeateable 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

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

### 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.

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### 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.

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### MANGEMNT 752 CURRENT ISSUES IN COMPENSATION AND BENEFITS

An examination of compensation programs in profit/ nonprofit organizations. It is concerned with a detailed study of job structures, job evaluation, performance appraisal, wage surveys, basic systems/plans of compensation, and fringe benefits. Attention is focused on a limited number of topics from these areas so more crucial concepts/methods 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.

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NOTE: The cost for 2012-13 COBE online graduate courses is $619 per credit.
MANGEMNT 798 READINGS AND RESEARCH IN MANAGEMENT ... Study of a selected area in management through readings and/or empirical research. Prereq: Permission of instructor and department chairperson. Instructor Consent required.
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 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

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**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

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**MARKETING 493 DIRECT INTERNET MARKETING ...** A marketing internship consists of a structured-supervised work experience within a major area of marketing concentration within the department. The internship experience offers students opportunities to apply classroom learning to the needs of the sponsoring company and to acquire some new skill sets during this process. Internships consist of 15-20 hours of work/week during the semester. A minimum of 150 hours work is required for a 3 credit internship. Only one MARKETING 493 course allowed to count towards major or minor.
PREREQ: MARKETING 311, JUNIOR STATUS AND 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

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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

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<th>Consent</th>
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<tr>
<td>#1510</td>
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<td>3</td>
<td>Sharon A Roy</td>
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<td>05/28-08/16</td>
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</table>
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

#1511 Section 01 [units: 3] 
05/28-08/16 Arranged Arranged WEB BASED Sharon A Roy

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

#1512 Section 01 [units: 3] 
05/28-08/16 Arranged Arranged WEB BASED Sharon A Roy

MARKETING 493S 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

#1513 Section 01 [units: 3] 
05/28-08/16 Arranged Arranged WEB BASED Jimmy W Peltier

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

#1514 Section 01 [units: 1-3] 
05/28-08/16 Arranged Arranged WEB BASED Jimmy W Peltier

#1515 Section 02 [units: 1-3] 
05/28-08/16 Arranged Arranged WEB BASED Sharon A Roy

#1516 Section 03 [units: 1-3] 
05/28-08/16 Arranged Arranged Jimmy W Peltier

*** 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.

#1516 Section 22 [units: 2] NOTE: Graduate online courses will be billed at $619 per credit for all students. Students must have access to the Internet and an Internet browser. 
05/28-07/05 Arranged Arranged WEB BASED Marilyn A Lavin

MARKETING 731 ADVANCED STATISTICAL METHODS ... 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 MARKETING 702 and ECON 703

PREREQ: GRADUATE STATUS AND DEMONSTRATED PROFICIENCY IN STATISTICS OR ECON 703, OR MATH 143 AND ECON 245

#1517 Section 22 [units: 2] NOTE: Graduate online courses will be billed at $619 per credit for all students. Students must have access to the Internet and an Internet browser. 
07/08-08/16 Arranged Arranged WEB BASED Pavan R Chennamaneni

MARKETING 765 ADVERTISING AND PROMOTION MANAGEMENT ... The course focuses on the identification and utilization of key marketing communication components in the development and implementation of promotional strategies and tactics. Attention will be devoted to understanding effective and efficient ways to integrate various marketing promotion techniques. Specific topics include sales promotion, Internet marketing, advertising, direct marketing, database marketing and personal selling.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#1518 Section 01 [units: 3] 
07/08-08/16 M W 05:15 PM - 06:35 PM OFF CAMPUS Dennis A Kapf AMERICAN FAMILY - MADISON

MARKETING 767 STRATEGIC MARKETING FOR ENTREPRENEURS ... 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 716

#1519 Section 22 [units: 3] NOTE: Graduate online courses will be billed at $619 per credit for all students. Students must have access to the Internet and an Internet browser. 
05/28-07/05 Arranged Arranged WEB BASED Jimmy W Peltier
<table>
<thead>
<tr>
<th>Class #</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>Consent</th>
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</thead>
<tbody>
<tr>
<td>MARKETING 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>#1874 Section 01</td>
<td>[units: 3]</td>
<td>05/28-07/05</td>
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<td>Yushan Zhao</td>
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<td>MARKETING 798</td>
<td>INDIVIDUAL STUDIES</td>
<td>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.</td>
<td>#1520 Section 01</td>
<td>[units: 1-3]</td>
<td>05/28-08/16</td>
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<td>Instructor Consent</td>
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<td>MARKETING 799</td>
<td>THESIS RESEARCH</td>
<td>Students must complete a Thesis Proposal Form in the Graduate Studies Office before registering for this 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.</td>
<td>#1522 Section 01</td>
<td>[units: 1-6]</td>
<td>05/28-08/16</td>
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### SCHOOL BUSINESS MANAGEMENT

**School Business Management**

***** GRADUATE LEVEL COURSES ***

**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. | #1698 Section 01 | [units: 1-6] | 05/28-08/16 | Arranged | Arranged | Debra L Towns | NOTE: Please register only after conferring with advisor. |
| SCHBUSMG 782 | NEGOTIATIONS AND CONFLICT RESOLUTION IN EDUCATION | Designed for school administrators and other educators who desire to learn the principles and concepts and acquire the skills needed in collective negotiations and contract management in the public schools. | #1699 Section 01 | [units: 3] | 05/28-07/05 | Arranged | Arranged | Debra L Towns | NOTE: Students must have access to the internet and an internet browser. |