Section III - College of Business and Economics

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 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 INSTRUCTOR

#1563 Section 01 [units: 3]
07/08-08/16 MW 06:00 PM - 09:20 PM HH2319 Clayton R Sager

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

#1564 Section 01 [units: 3]
NOTE: In addition to the regularly scheduled class periods, students must be available for exams from 3:00 PM to 5:00 PM on the following Wednesday dates: June 12, June 19 and July 3.
05/28-07/05 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

#1566 Section 01 [units: 3]
07/08-08/16 TR 06:00 PM - 09:20 PM HH2310 Clayton R Sager

*** 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

#1573 Section 01 [units: 3]
05/28-07/05 MW 06:00 PM - 09:20 PM HH2203 Robert A Gruber

**** FINANCE AND BUSINESS LAW ****

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 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

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

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 Commerical 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
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<td>HH2317</td>
<td>Curt M Weber</td>
<td>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</td>
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</table>
| #1704 | 05/28-07/05     | MW           | 06:30 PM - 09:50 PM | HH2317   | Joel E Schleusner | 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 |
| #1709 | 07/08-08/16     | MW           | 06:30 PM - 09:50 PM | HH2317   | Curt M Weber   |
| #1710 | 07/08-08/16     | TR           | 06:30 PM - 09:50 PM | HH2317   | Curt M Weber   |
| #1683 | 05/28-07/05     | TR           | 05:00 PM - 08:20 PM | HH3206   | Robert L Horton |
| #1685 | 05/28-07/05     | TR           | 05:00 PM - 08:20 PM | HH3202   | Robert L Horton |
| #1694 | 05/28-07/05     | MW           | 05:15 PM - 07:30 PM | OFF CAMPUS   | Jo Ann R Oravec |
| #1696 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |
| #1697 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |
| #1698 | 07/25           | R            | 06:00 PM - 08:00 PM | HH2306   | Terry Alan Hurst |
| #1699 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |
| #1700 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |
| #1701 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |
| #1702 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |
| #1703 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |
| #1704 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |
| #1705 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |
| #1706 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |
| #1707 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |
| #1708 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |
| #1709 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |
| #1710 | 07/08-07/26     | Arranged     | Arranged   | WEB BASED   | Terry Alan Hurst |

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.)
## 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

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<td>Megan R Matthews</td>
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### 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

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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 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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<td>Louise Tourigny</td>
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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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### Section IV - College of Education

#### College of Education - Counseling and Psychological Services

**COUNSELOR EDUCATION**

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

**COUNSED 718  PRINCIPLES OF COUNSELING ...** Principles of the roles and functions of professional counselors are discussed and practiced in a laboratory setting, including relationship building, conducting interviews and the counseling process. Professional issues as they relate to ethics, legal considerations, scope of practice, mental health service delivery, multicultural concerns, and the value of professional organizations are explored. This course is designed to provide the student with opportunities to define and explore the various roles/tasks of professional counselors, including case conceptualization, prevention, intervention, referral, and termination. By the end of the course, the student should develop a working knowledge of counseling skills, processes, and procedures to facilitate further study in subsequent practicum and internship classes.

**ADMISSION TO MS COUNSELING PROGRAM OR CONSENT OF INSTRUCTOR**

#1472  Section 02  [units: 3]
06/17-07/26  TR  05:00 PM - 08:20 PM  WH3002  Jeffrey D Cook

**COUNSED 746  COUNSELING AND THE CHEMICAL DEPENDENCY PROCESS ...** This course is a study of alcohol and other drug abuse, the process of chemical dependency, its impact on the family and its importance in the area of counseling. This course will enable the counselor to identify and assess the substance abuser and examine the counselor's role in the prevention and intervention process. Students will develop knowledge of the behavioral, psychological, physical health, and social effects of psychoactive substances and addictive disorders on the user and significant others. It will examine the history, philosophy, and trends in addiction counseling. The student will learn to identify the various symptoms of progressive stages of chemical dependency and counseling modalities for treatment.

**PREREQ: ADMISSION TO MS COUNSELING PROGRAM OR CONSENT OF INSTRUCTOR COREQ: COUNSED 718 AND COUNSED 722**

#1479  Section 01  [units: 3]
06/17-07/26  MW  05:00 PM - 08:20 PM  WH3012  David C Van Doren

**COUNSED 751  PROFESSIONAL PRACTICES: ETHICS AND CONSULTATION ...** This course is designed to review ethical principles across counseling disciplines and to apply these principles in the practice of counseling, collaboration, and consultation. Ethical codes will be reviewed, theories and paradigms of ethical decision-making models explored, and legal implications of ethical practice considered. Consultation theories, models, processes, and issues will be examined and applied. Consultation skill development will focus on benefiting both the client (consultee) and client system, in which the client, persons in the client's support system/context, various professionals within the educational or counseling setting, professionals in the mental health community, and other community members are empowered to facilitate change.

**PREREQ: ADMISSION TO MS COUNSELING PROGRAM OR CONSENT OF INSTRUCTOR COREQ: COUNSED 718**

#1481  Section 01  [units: 3]
06/17-07/26  MW  05:00 PM - 08:20 PM  WH3002  Donald M Norman
CURRICULUM AND INSTRUCTION

Curriculum & Instruction General

*** GRADUATE LEVEL COURSES ***

CIGENRL 734 SCHOOL AND COMMUNITY RELATIONS ... School and Community Relations is a 3 credit graduate class designed to help guide educators in engaging the public in our schools with the idea that schools benefit from parent and citizen involvement, input and understanding of what happens in public schools. The following are areas covered in this class: social, economic, and political characteristics of communities; marketing theory, marketing plans, and public relations; communications theory, mass media and group processes; political theory, community power, and conflict resolution; organization, operation, and evaluation of school-community relations programs. Special emphasis will be to ensure engagement of all members of the community, including diverse populations, both racially and income level.

#1323  Section 01   [units: 3]      NOTE: This course will meet for the first time on June 17; three additional meeting dates will be scheduled at the first class session. This is a hybrid course. A significant amount of work will be done online.

06/17-08/16 M 05:00 PM - 07:30 PM WH3011 Richard W Mason

Educational Administration

*** GRADUATE LEVEL COURSES ***

EDADMIN 734 SCHOOL AND COMMUNITY RELATIONS ... This course is designed to help guide educators in engaging the public in our schools with the idea that schools benefit from parent and citizen involvement, input and understanding of what happens in public schools. The following are areas covered in this class: social, economic, and political characteristics of communities; marketing theory, marketing plans, and public relations; communications theory, mass media and group processes; political theory, community power, and conflict resolution; organization, operation, and evaluation of school-community relations programs. Special emphasis will be to ensure engagement of all members of the community, including diverse populations, both racially and income level.

#1797  Section 01   [units: 3]

06/17-08/16 M 05:00 PM - 07:30 PM WH3011 Richard W Mason

HEALTH, PHYSICAL EDUCATION, RECREATION AND COACHING

Coaching

COACHING 490 WORKSHOP IN INTERCOLLEGIATE OR INTERSCHOLASTIC ATHLETICS ... Variable topics. Group activity oriented presentations emphasizing "hands on" and participatory instructional techniques. Repeatable for a maximum of 6 credits in major. Prereq: Consent of advisor or department chair.

#1575  Section 03   [units: 3]

06/11-06/18 T 06:00 PM - 08:30 PM WC0184 Patrick J Miller SPORT CAMP OBSER & PART
06/17-07/26 Arranged Arranged Patrick J Miller SPORT CAMP OBSER & PART

COACHING 690 WORKSHOP IN INTERCOLLEGIATE OR INTERSCHOLASTIC ATHLETICS ... Variable topics. Group activity oriented presentations emphasizing "hands on" and participatory instructional techniques.

#1576  Section 01   [units: 3]

06/11-06/18 T 06:00 PM - 08:30 PM WC0184 Patrick J Miller SPORT CAMP OBSER & PART
06/17-07/26 Arranged Arranged Patrick J Miller SPORT CAMP OBSER & PART

INTERDEPARTMENTAL

Education Interdepartmental

*** GRADUATE LEVEL COURSES ***

EDUINDP 789 CAPSTONE PROJECT SEMINAR ... The purpose of this seminar is to provide the master's student with faculty and peer support as the student grounds, implements, refines, assesses and reports his or her capstone project. The capstone project is a self-selected and defined project completed with advisor assistance, that makes a connection between the graduate study and the student's professional life as an educator. The course will be graded on a Satisfactory/No Credit grading scale. Approval of program coordinator and advisor is required.

#1772  Section 01   [units: 2-3]    Dept. Consent
06/17-07/26 W 05:00 PM - 07:00 PM WH3010 Pamela Rae Clinkenbeard
P/F Grading Basis Only

SPECIAL EDUCATION

Special Education

SPECED 426 INTRODUCTION TO INDIVIDUALIZED DIAGNOSTIC ASSESSMENT OF EEN ... A core course providing an overview of educational assessment and diagnosis of those with disabilities. Emphasis is placed upon testing for IEP development, the teaching and implications of the educational evaluation for multidisciplinary team decision making.

PREREQ: SPECED MAJOR AND 2.75 GPA AND PASSING 2 PORTIONS PPST AND SPECED 205 OR SPECED MINOR AND SPECED 205 AND ADMISSION TO PROF ED OR PHYED K-12 EMPHASIS AND SPECED 205 AND ADMISSION TO PROF ED

#1374  Section 01   [units: 3]      NOTE: Required additional course fee is $50.00.
05/28-07/05 MW 05:00 PM - 08:20 PM WH2005 Kelleah M Lewis
PHILOSOPHY 241 INTRODUCTION TO PHILOSOPHY ... An introduction to philosophical thought. Representative philosophers and representative issues, such as the nature of ethical reasoning, rival theories of knowledge, and the individual's relation to society, are considered. The emphasis is on argument and analysis, and on issues which are relevant to philosophical problems.

PHILOSOPHY 241 S

05/28-07/05
05:30 PM - 06:50 PM
WEB BASED
Christopher L Calvert-Minor