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 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:** ACCOUNT 244 AND LOWER LEVEL BUSINESS REQUIREMENTS

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<td>10:45 AM - 12:25 PM</td>
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<td>Michael J MacDonald</td>
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<td>02</td>
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<td>HH1309</td>
<td>Ron J Jastrzebski</td>
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### 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 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>Lynn M Hafemeister</td>
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### 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

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<td>Meifang Xiang</td>
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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 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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<td>Robert A Gruber</td>
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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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### 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 UPPER DIVISION BUSINESS COURSES AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

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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 341 OR ACCOUNT 342; ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS, OR 60 UNITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#1616 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2012-2013 is $389. Students must have access to the Internet and an Internet browser.

05/27-07/03 Arranged Arranged WEB BASED Margaret L Kuchan

FNBSLW 446 INSURANCE ... Principles of risk and insurance and their applications to business management and personal affairs. Analysis of concepts and methods of handling risks; insurance carriers and contracts; survey of policies for fire insurance, business interruption, liability, automobile, life and health.

PREREQ: ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#1619 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2013-2014 is $389. Students must have access to the Internet and an Internet browser.

05/27-07/03 Arranged Arranged WEB BASED Yuan Yuan

*** GRADUATE LEVEL COURSES ***

FNBSLW 735 BUSINESS VALUATION USING FINANCIAL STATEMENTS ... The objective of this course is to advance students understanding of how to use financial information in order to value and analyze firms. There is no major corporate investment decision that can be made without first asking and answering the question, 'what is it worth?'. The goal of this course is to build students skills and confidence in answering that question. The focus of firm valuation is on making investment decisions in real - as opposed to financial - assets. Firm valuation will acquaint students with the widely-used, yet rigorous, ideas that have revolutionized the practice of valuation of projects, divisions, and companies during the past few decades.

PREREQ: FNBSLW 718

#1621 Section 01 [units: 3] PREREQ: FNBSLW 718

05/27-07/03 WEB BASED 05:15 PM - 08:35 PM OFF CAMPUS Hamid Moini AMERICAN FAMILY

#1622 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.

05/27-07/03 Arranged Arranged WEB BASED Hamid Moini

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

#1623 Section 01 [units: 3] PREREQ: FNBSLW 718

05/27-07/03 WEB BASED 05:15 PM - 08:35 PM OFF CAMPUS Hamid Moini AMERICAN FAMILY

#1624 Section 22 [units: 3] NOTE: The cost per credit for COBE online graduate courses for 2013-2014 is $619. Students must have access to the Internet and an Internet browser.

05/27-07/03 Arranged Arranged WEB BASED Hamid Moini

INFORMATION TECHNOLOGY AND SUPPLY CHAIN MANAGEMENT

Information Technology & Supply Chain Management

ITSCM 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

#1698 Section 01 [units: 3] PREREQ: MATH 143 OR MATH 243 OR MATH 250 OR MATH 253 AND (MATH 231 OR ECON 245); ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

05/27-07/03 TWR 02:00 PM - 04:15 PM HH3202 Robert L Horton

ITSCM 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); ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#1599 Section 01 [units: 3] NOTE: This class is hybrid which requires 3 hours 20 minutes of work per week on the internet as well as attending class at the designated time.

05/27-07/03 T 06:30 PM - 09:50 PM HH1306 James R Sisak

*** GRADUATE LEVEL COURSES ***

ITSCM 760 TOPICS IN INFORMATION TECHNOLOGY AND MANAGEMENT ... This course addresses a changing milieu of topics concerning information systems business. Topics may include new methodologies and products that implement them, new problem solving approaches, or emerging business and environmental concerns.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#1604 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.

05/27-07/03 Arranged Arranged WEB BASED David L Munro
ITSCM 769 QUALITY ISSUES IN OPERATIONS ... A course focusing on qualitative and quantitative techniques used to study and improve quality of operations in manufacturing and service organizations. It covers topics such as quality philosophy, statistical process control (SPC), acceptance sampling, tools for quality improvement, product and process design. The role of quality in the entire cycle including product/service design, development, production, delivery, and customer support is emphasized. An individual research paper covering the topic of interest will be used.

PREREQ: MANGEMENT 719 OR MANGEMENT 306 OR ITSCM 719 OR ITSCM 306

#1605 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.

05/27-07/03 Arranged Arranged WEB BASED Manohar S Madan

ITSCM 770 FUNDAMENTALS OF PROJECT MANAGEMENT ... This course develops a basic understanding of a project management methodology through lectures, case analyses, problem solving and discussions. Topics covered include planning, budgeting, scheduling, resource allocation and controlling of projects. The course provides a good background for students interested in pursuing certification in the area of project management.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#1608 Section 01 [units: 2]

05/27-07/03 TR 05:15 PM - 07:30 PM Christina N Outlay AMERICAN FAMILY

#1609 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.

05/27-07/03 Arranged Arranged WEB BASED Andrew P Ciganek

INTERDEPARTMENTAL

Business & Economics Interdepartmental

*** GRADUATE LEVEL COURSES ***

BEINDP 740 PERSUASION AND NEGOTIATION STRATEGIES ... This course will emphasize persuasive communication strategies and applied negotiation techniques. The course also contains a strong written communication component. The course will apply a case-based methodology to teaching and learning in the class.

#1530 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.

05/27-07/03 Arranged Arranged WEB BASED Dennis A Kopf

MANAGEMENT

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 UPPER DIVISION BUSINESS COURSES AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#1479 Section 22 [units: 3] NOTE: Students must have access to the Internet and an Internet browser. The tuition for online courses in the College of Business and Economics is $389 per credit for both resident and non-resident students.

05/27-07/03 Arranged Arranged WEB BASED Megan R Matthews

*** GRADUATE LEVEL COURSES ***

MANGEMNT 770 ORGANIZATION DESIGN ... Application of organization theory to the structuring of organizations. The course examines organizational configurations and their effectiveness in different situational contexts to provide a rationale for management practice.

#1487 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.

05/27-07/03 Arranged Arranged WEB BASED William A Drago

05/27-07/03 Arranged Arranged WEB BASED Jeff P Vanvenhoven

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.

#1488 Section 01 [units: 3] NOTE: Section 01 meets at 5:15-8:35 on Tuesdays and Thursdays at American Family. This section is a hybrid class requiring the internet as well as class

05/27-07/03 Arranged Arranged WEB BASED Yezdi H Godiwala

05/27-07/03 R 05:15 PM - 08:35 PM Yezdi H Godiwala AMERICAN FAMILY
### 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 UPPER DIVISION BUSINESS COURSES AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

| #1503 | 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. | 05/27-07/03 | Arranged | Arranged | WEB BASED | Marilyn A Lavin |

**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 UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

| #1504 | Section 01 | [units: 3] | 05/27-07/03 | MW | 08:00 AM - 11:20 AM | HH2102 | Sharon A Roy |

### SCHOOL BUSINESS MANAGEMENT

#### *** 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.

| #1514 | Section 22 | [units: 2] | 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. | 05/27-07/03 | Arranged | Arranged | WEB BASED | Marilyn A Lavin |

**MARKETING 747 MARKETING STRATEGY** ... Marketing Strategy reviews topics related to marketers’ strategic efforts. It focuses on the Marketing Plan and offers students the opportunity to run a simulation, which will allow them to make specific choices related to Product, Promotion, Pricing and Distribution issues and gain feedback about the validity of their decisions.

**PREREQ:** MARKETING 716 OR EQUIVALENT

| #1516 | Section 22 | [units: 2] | NOTE: The tuition for online courses in the College of Business and Economics is $619 per credit for both resident and non-resident students. Students must have access to the internet and an internet browser. | 05/27-07/03 | Arranged | Arranged | WEB BASED | Pavan R Chennamaneni |

**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

| #1517 | 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. | 05/27-07/03 | Arranged | Arranged | WEB BASED | Jimmy W Peltier |

### SCHOOL BUSINESS MANAGEMENT

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

**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.

| #1612 | Section 01 | [units: 3] | NOTE: Students must have access to the internet and an internet browser. | 05/27-07/03 | Arranged | Arranged | WEB BASED | Debra L Towns |
Section IV - College of Education

1. All students entering the pre-professional education pre-block courses, including undergraduates, transfer students, and baccalaureate degree holding students, must meet the following criteria:
   [a] Passing scores on at least two subtests of the Pre-Professional Skills Test PPST;
   [b] A 2.75 grade point average on a minimum of 12 credits.
2. Students seeking teacher licensure must be admitted to Professional Education in order to enroll in selected upper divisions courses (300-400) in Education. For information pertaining to admission to Professional Education, check at Winther Hall Information Desk.
3. The Wisconsin Department of Public Instruction licensure code requires all new graduates in Early Childhood and Elementary Education to complete the Environmental Education requirement. Either Biology 214, Ecology and Society, or Geography 252, Human Environmental Problems, will partially satisfy the requirement. Students should check with their advisers about the requirement.

PROFESSIONAL EDUCATION ADMISSION
For courses Restricted to Professional Education Admission: Practicing Teachers must have a copy of their teaching certificate and the application to Professional Education for Licensed Teachers on file with the College of Education (send to Winther Hall 2033, UW-W, Whitewater, WI 53190) prior to registering. Teachers seeking their first license must be admitted to Professional Education at UW-W. This is in addition to being admitted to, and enrolled in, a graduate program.

COUNSELOR EDUCATION

*** GRADUATE LEVEL COURSES ***

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

#1302 Section 01 [units: 3] 05/27-07/03 TR 05:00 PM - 08:20 PM WH3012 David C Van Doren

CURRICULUM AND INSTRUCTION

CIGENRL 498 INDEPENDENT STUDY ... Study of a selected topic or topics under the direction of a faculty member. Repeatable.
PREREQ: JUNIOR/Senior STATUS OR CONSENT OF INSTRUCTOR

#1819 Section 06 [units: 1] 05/27-07/03 Arranged Arranged Lucinda G Heimer EDUINDP 332

*** GRADUATE LEVEL COURSES ***

CIGENRL 798 INDIVIDUAL STUDIES ... Variable Topics

#1745 Section 05 [units: 1-6] 05/27-07/03 Arranged Arranged Candace Head-Dylla

EDUCATIONAL FOUNDATIONS

EDFOUND 481 HUMAN ABILITIES AND LEARNING ... This course is designed to help educators comprehend and apply the fundamental psychological principles underlying the teacher-learning process. Among the areas considered are motivation, classroom management, instructional applications, individual differences and creativity.
PREREQ: PASS TWO PORTIONS OF PPST OR PROFESSIONAL ED ADMISSION OR CONSENT OF DEPARTMENT CHAIR

#1407 Section 01 [units: 3] 05/27-07/03 Arranged Arranged WEB BASED Michelle M Raasch

EDFOUND 498 INDEPENDENT STUDY ... Study of a selected topic or topics under the direction of a faculty member. Repeatable. Prereq: Sponsorship of instructor and permission of department.

#1816 Section 02 [units: 1-3] 05/27-07/03 Arranged Arranged Pamela Rae Clinkenbeard GIFTED AND TALENTED EDUCATION

05/31 S 09:00 AM - 12:00 PM Pamela Rae Clinkenbeard GIFTED AND TALENTED EDUCATION
06/16 M 09:00 AM - 12:20 PM Pamela Rae Clinkenbeard GIFTED AND TALENTED EDUCATION
07/02 W 09:00 AM - 12:00 PM Pamela Rae Clinkenbeard GIFTED AND TALENTED EDUCATION

*** GRADUATE LEVEL COURSES ***
EDFOUND 681 HUMAN ABILITIES AND LEARNING ... This course is designed to help educators comprehend and apply the fundamental psychological principles underlying the teaching-learning process. Among the areas considered are motivation, classroom management, instructional applications, individual differences and creativity.

PREREQ: PASS TWO PORTIONS OF PPST OR PROFESSIONAL ED ADMISSION OR CONSENT OF DEPARTMENT

#1412 Section 01 [units: 3] 05/27-07/03 Arranged Arranged WEB BASED Michelle M Raasch

EDFOUND 781 FOUNDATIONS OF GIFTED AND TALENTED EDUCATION ... An overview of the history and current research on giftedness and talent. Development, characteristics, and individual learning differences of students with gifts and talents will be explored, as will educational strategies and program options in gifted/talented education. Readings will emphasize multicultural issues at local, state, national and international levels.

PREREQ: GRADUATE STANDING

#1416 Section 01 [units: 1-3] NOTE: This course is offered primarily online via D2L (Desire2Learn) but also has three face to face meetings as shown.
05/27-07/03 Arranged Arranged WEB BASED Pamela Rae Clinkenbeard
05/31 S 09:00 AM - 12:00 PM WH3012 Pamela Rae Clinkenbeard
06/16 M 09:00 AM - 12:00 PM WH3012 Pamela Rae Clinkenbeard
07/02 W 09:00 AM - 12:00 PM WH3012 Pamela Rae Clinkenbeard

HEALTH, PHYSICAL EDUCATION, RECREATION AND 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.

#1424 Section 01 [units: 3] 06/13 F 01:00 PM - 05:00 PM SA0011 Andrew E Kotelnicki Org, impl & Dev - Sum FB Camp
06/16-06/18 MTW 08:00 AM - 09:00 PM SA0011 Andrew E Kotelnicki
06/19 R 10:00 AM - 02:00 PM SA0011 Andrew E Kotelnicki
06/20 F 01:00 PM - 05:00 PM SA0011 Andrew E Kotelnicki
06/23-06/25 MTW 08:00 AM - 09:00 PM SA0011 Andrew E Kotelnicki
06/26 R 10:00 AM - 02:00 PM SA0011 Andrew E Kotelnicki

Physical Education Professional

PEPROF 271 KINESIOLOGY ... The study of mechanical principles which are essential to the analysis of sport techniques as well as the performance of motor skills. The course includes a review of muscle-skeletal anatomy and the thorough study of human movement.

PREREQ: PEPROF 271

#1366 Section 01 [units: 3] NOTE: This course is totally web-based and delivered through Desire2Learn. Access to the course will be given via e-mail once you have registered for the course. For information about the course contact Chad Kelsey via e-mail at kelseycc@uww.edu. Required additional course fee is $50.00 per unit.
05/27-07/03 Arranged Arranged WEB BASED Chad Kelsey

OCCUPATIONAL AND ENVIRONMENTAL SAFETY AND HEALTH

Occupational and Environmental Safety & Health

SAFETY 255 ALCOHOL AND OTHER DRUGS ... An investigation into the physiological, psychological and sociological problems presented by the use of alcohol and other drugs. Prevention and treatment programs will be examined. Other areas of study will include alcohol and traffic safety, alcohol and other drugs education and employee assistance programs.

#1218 Section 01 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section taught out of D2L. Students must have internet access. For information and questions, email Kwang Ahn at ahnk@uww.edu. Required additional course fee of $150.00
05/27-07/03 Arranged Arranged WEB BASED Kwang Ahn

SAFETY 380 INDUSTRIAL ACCIDENT PREVENTION ... A combination of principles and practices designed to provide the student with a basis for understanding the nature of occupational accident prevention and loss reduction. The topics to be examined include legislative aspects, accident causation, strategies for minimizing injuries and losses, and sources of assistance in resolving safety and health problems.

#1232 Section 01 [units: 3] NOTE: This is an entirely web based course taught through D2L. For information or questions, please email loushinet@uww.edu. Required additional course fee in $150.
05/27-07/03 Arranged Arranged WEB BASED Todd W Loushine

SAFETY 481 ANALYSIS AND DESIGN FOR SAFETY IN INDUSTRIAL OPERATIONS ... The course examines the need for an interpretation of occupational safety and health standards. Emphasis is placed on local, state, federal and association standards to numerous applications including materials handling and storage, powered industrial trucks, machine guarding, working with hot and cold metals, welding and cutting, electrical hazards and flammable and combustible liquids. Class visits to selected industries will be scheduled to assist students in understanding industrial and plant processes and to recognize potential hazards.

PREREQ: SAFETY 380, SAFETY 479 AND SAFETY 488

#1801 Section 01 [units: 3] 05/27-07/03 MW 01:00 PM - 05:00 PM HH1309 Todd W Loushine
### CHEMISTRY

**CHEM 251 ORGANIC CHEMISTRY** ... Introductory chemistry of the compounds of carbon, their structures and reactions. Taken primarily by chemistry majors and pre-professional students. The foundation for understanding organic reactions is established with an emphasis on bonding, functional groups, three dimensional structure of organic molecules, relationship between structure and reactivity, kinetics, and reaction mechanisms. Three hours of lecture per week.

**PREREQ:** CHEM 104

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05/27-07/03   
MTW 07:30 AM - 10:00 AM   
UH0141   
Paul G House

**CHEM 261 ORGANIC CHEMISTRY LABORATORY** ... Basic organic manipulative techniques and simpler syntheses are considered. Spectroscopic topics are introduced. Generally taken concurrently with CHEM 251. Two three-hour laboratories per week.

**COREQ:** CHEM 251

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05/27-07/03   
RF 07:30 AM - 10:55 AM   
UH0246   
Paul G House

### GEOGRAPHY AND GEOLOGY

**GEOGRPY 210 PHYSICAL GEOGRAPHY** ... A study of selected physical aspects of our geographic environment. Emphasis is given to the origin and characteristic features of topographic, climatic, vegetative and soil regions of the earth and to their interrelationships. The ultimate objective is to provide a foundation upon which to build a better understanding of human interrelationships with the physical environment. Field trips are normally taken.

**COREQ:** MATH 141 OR WAIVER

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05/27-07/03   
MW 08:30 AM - 10:15 AM   
UH0150   
Dale K Splinter

### INTERDEPARTMENTAL

**LSINDP 490 WORKSHOP** ... Variable topics. Group activity oriented presentations emphasizing 'hands on' and participatory instructional techniques. Repeatable

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05/27-07/03   
Arranged   
Arranged   
WEB BASED   
Lori L Grady

### LANGUAGES AND LITERATURES

**ENGLISH 370 ADVANCED COMPOSITION** ... A course in advanced exposition and argumentation. Conventional grade basis only if course is required in the College of Business for major.

**PREREQ:** ENGLISH 101 AND ENGLISH 102 OR ENGLISH 161 AND ENGLISH 162. MUST BE CONVENTIONAL GRADE BASIS ONLY IF COURSE IS REQUIRED IN THE COLLEGE OF BUSINESS FOR MAJOR.

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05/27-07/03   
Arranged   
Arranged   
WEB BASED   
Rositza P Ivanova

**SPANISH 142 BEGINNING SPANISH** ... Continuation of SPANISH 141.

**PREREQ:** SPANISH 141 OR EQUIVALENT

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05/27-07/03   
MTWR 10:45 AM - 01:00 PM   
HE0115   
Manuel A Ossers
# MATH 41 BEGINNING ALGEBRA ...
A course for those who have a sound background in basic arithmetic, but who have not been exposed to algebra, or who need to strengthen their basic algebra skills. Topics include properties of the real numbers, linear and quadratic equations, linear inequalities, exponents, polynomials, rational expressions, the straight line, and systems of linear equations. The course counts towards the semester credit load and will be computed into the grade point average. It will not, however, be included in the credits necessary for graduation. It may be taken for a conventional grade or on a satisfactory/no credit basis.

Prereq: 760-040 or equivalent demonstration of capability. Students cannot receive credit for 760-041 if they have been waived from the Mathematics Proficiency Requirement. Not available to students who have satisfied the University Proficiency requirement in mathematics.

PREREQ: MATH 40 OR ITS EQUIVALENT

#1137  Section 01  [units: 4]
05/27-07/03  MTWR  10:45 AM - 01:05 PM  HE0112  Huckleberry Rahr

# MATH 141 INTERMEDIATE ALGEBRA ...
Introduction to college algebra. Topics and concepts extend beyond those taught in a beginning algebra course. A proficiency course for those who have not had sufficient preparation in high school to allow them to take MATH 143 or MATH 152. ACT Math subscore 19-23 (SAT 460-550)

PREREQ: MATH 041 WITH A GRADE OF C OR BETTER OR ITS EQUIVALENT

#1134  Section 01  [units: 4]
05/27-07/03  TWR  08:35 AM - 10:25 AM  HH1314  Fe S Evangelista

#1135  Section 02  [units: 4]
05/27-07/03  MF  Arranged  WEB BASED  Fe S Evangelista

# MATH 149 MATHEMATICS FOR THE ELEMENTARY TEACHER II ...
Topics in probability and statistics, with emphasis on descriptive techniques. Investigations in geometric figures, measurement, construction, transformations, congruent and similar geometric figures. Problem solving strategies, manipulatives, and cooperative learning activities are emphasized throughout the course. All students will prepare a mathematics based activity and present it at an area elementary school.

PREREQ: MATH 148 WITH A GRADE OF C OR BETTER

#1671  Section 01  [units: 3]
05/31  S  08:30 AM - 11:00 AM  WH2008  Teri J Alder
06/14  S  08:30 AM - 11:00 AM  WH2008  Teri J Alder
06/28  S  08:30 AM - 11:00 AM  WH2008  Teri J Alder

# MATH 253 CALCULUS AND ANALYTIC GEOMETRY I ...
Review of algebraic and trigonometric functions, transcendental functions, limits, study of the derivative, techniques of differentiation, continuity, applications of the derivative, L'Hospital's Rule and indeterminate forms, the Riemann integral, Fundamental Theorem of Calculus, and substitution rule.

PREREQ: MATH 152 WITH A GRADE OF C OR BETTER OR EQUIVALENT HIGH SCHOOL PREPARATION AS DETERMINED BY THE MATHEMATICS DEPARTMENT.

#1142  Section 01  [units: 5]
05/27-07/03  MTWR  10:45 AM - 01:00 PM  HH1310  Geethamali G Samaranayake

PHYSICS

# PHYSICS 212 PHYSICS FOR ELEMENTARY TEACHERS ...
This course is a one-semester introduction to physics with curriculum and instruction designed as an activity-based hands-on course for K-8 elementary education students and open to all education majors. The course emphasizes a student-oriented pedagogy in order to develop various physics concepts and the nature of science. Topics covered include motion, forces, energy, light, heat, electricity, and magnetism.

PREREQ: MATH 141 AND RESTRICTED TO STUDENTS WITH BSE PROGRAM

#1635  Section 01  [units: 4]
05/27-06/27  MTWRF  07:30 AM - 10:30 AM  UH0166  Steven C Sahyun
POLITICAL SCIENCE

POLSCI 320 PUBLIC POLICY AND ADMINISTRATION ... A course to introduce students to the concepts and problems of public policy and administration. Emphasis will be given to the role played by individuals and groups in large organizations; theories of organization will be set forth and operations of governmental administrative agencies in the political world will be examined.

PREREQ: 3 UNITS OF POLITICAL SCIENCE

#1452 Section 01 [units: 3] NOTE: This course will be taught using Desire2Learn. A short while before class, information will be sent to each student's UWW email address. Required additional fee of $150 will be assessed for this class.

05/27-07/03 Arranged Arranged WEB BASED Matthew E Andrzejewski

PSYCHOLOGY

PSYCH 215 BASIC STATISTICAL METHODS ... An introduction to descriptive and inferential statistics. Topics include preliminary concepts, frequency distribution, graphic methods, measures of central tendency and variability, percentiles, probability, normal distribution, correlation analysis, sampling theory, parametric and selected non-parametric hypotheses-testing procedures. Lectures are supplemented by computational laboratory sessions.

PREREQ: MATH 141 WITH GRADE OF C OR BETTER

#1541 Section 01 [units: 3] NOTE: This is a hybrid class that will meet online of Fridays.

05/27-07/03 MTWR 09:05 AM - 10:25 AM WH4008 Craig G Heatwole

RACE AND ETHNIC CULTURES

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

#1712 Section 01 [units: 3] Diversity (DV) NOTE: This travel study course is offered for Diversity credit and consists of three parts: 1) six face-to-face meetings during Spring 2014 (dates TBD); 2) a 9-day faculty-led travel study section to a Native American tribal school in South Dakota (Travel dates are Thursday, May 15 & Friday, May 23, 2014) and 3) final paper and poster presentation in June. Contact Kari Borne (bornek@uww.edu or 262-472-1003) for application information or Professor Aschenbrener (aschenbc@uww.edu or 262-472-1881) for academic requirements. Travel study registration is not available via WINS registration. Travel study participants may not add or drop a travel study course via WINS once it has been added to their academic schedule. Go to http://www.uww.edu/conteduc/travel/index.htm for more information on due dates, itinerary, and course fees.

05/27-07/03 Arranged Arranged Crystal S Aschenbrener

SOCIAL WORK

SOCWORK 337 INTRODUCTION TO SOCIAL GERONTOLOGY ... This course is designed to introduce the student to social and physical factors related to aging. It will include information regarding social services needed to assist the older person and an analysis of gaps in current services.

PREREQ: SOPHOMORE STATUS

#1672 Section 01 [units: 3] NOTE: This is a web based course. An additional $150 fee is required.

05/27-07/03 Arranged Arranged WEB BASED Jeannine M Rowe

SOCWORK 350 PSYCHOPHARMACOLOGY BASICS FOR THE HELPING PROFESSIONAL ... This course focuses on introducing students to the basic principles of psychotropic medication and their role when working with clients taking psychotropic medication. Basic neuropsychological principles and diagnostic groups involving various classes of psychopharmacological medications will be discussed. It will introduce the student to medical terminology and the medical field.

#1500 Section 01 [units: 3] NOTE: This is a web based course. An additional fee of $150 is required.

05/27-07/03 Arranged Arranged WEB BASED Katherine S Drechsler

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

#1710 Section 01 [units: 3] Diversity (DV) NOTE: This travel study course is offered for Diversity credit and consists of three parts: 1) six face-to-face meetings during Spring 2014 (dates TBD); 2) a 9-day faculty-led travel study section to a Native American tribal school in South Dakota (Travel dates are Thursday, May 15 & Friday, May 23, 2014) and 3) final paper and poster presentation in June. Contact Kari Borne (bornek@uww.edu or 262-472-1003) for application information or Professor Aschenbrener (aschenbc@uww.edu or 262-472-1881) for academic requirements. Travel study registration is not available via WINS registration. Travel study participants may not add or drop a travel study course via WINS once it has been added to their academic schedule. Go to http://www.uww.edu/conteduc/travel/index.htm for more information on due dates, itinerary, and course fees.

05/27-07/03 Arranged Arranged Crystal S Aschenbrener
<table>
<thead>
<tr>
<th>Course Topic (if applicable)</th>
<th>Instructor</th>
<th>Location</th>
<th>Meeting Days</th>
<th>Meeting Times</th>
<th>Start/End Dates</th>
<th>Consent</th>
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<tr>
<td><strong>#1711 Section 02</strong> [units: 3] Diversity (DV)</td>
<td>NOTE: This travel study course is offered for Diversity credit and consists of three parts: 1) six face-to-face meetings during Spring 2014 (dates TBD); 2) a 9-day faculty-led travel study section to a Native American tribal school in South Dakota (travel dates are Thursday, May 15 to Friday, May 23, 2014) and 3) final paper and poster presentation in June. Contact Kari Borne (<a href="mailto:bornek@uw.edu">bornek@uw.edu</a> or 262-472-1003) for application information or Professor Aschenbrener (<a href="mailto:aschenbc@uw.edu">aschenbc@uw.edu</a> or 262-472-1881) for academic requirements. Travel study registration is not available via WINS registration. Travel study participants may not add or drop a travel study course via WINS once it has been added to their academic schedule. Go to <a href="http://www.uww.edu/conteduc/travel/index.htm">http://www.uww.edu/conteduc/travel/index.htm</a> for more information on due dates, itinerary, and course fees.</td>
<td>Crystal S Aschenbrener</td>
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<td>Dept. Consent</td>
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<td><strong>#1705 Section 01</strong> [units: 3]</td>
<td>NOTE: This is a web based course. An additional $150 fee is required.</td>
<td>Jeannine M Rowe</td>
<td>WEB BASED</td>
<td>Arranged</td>
<td>05/27-07/03</td>
<td>Instructor Consent</td>
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<td><strong>SOCWORK 537 INTRODUCTION TO SOCIAL GERONTOLOGY</strong></td>
<td>This course is designed to introduce the student to social and physical factors related to aging. It will include information regarding social services needed to assist the older person and an analysis of gaps in current services.</td>
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<td><strong>SOCIOLGY 265 RACE AND ETHNIC RELATIONS</strong></td>
<td>This course examines relationships between racial minorities and the majority group in the United States in their socio-historical contexts. Early histories of relations between minorities and the majority as well as present relations will be addressed. Questions raised include whether American society should attempt to minimize differences between minorities and the majority, whether to blend or maintain group identities, and how we should address existing barriers and inequalities. Relationships and differences among minority groups will also be examined.</td>
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<td><strong>#1584 Section 01</strong> [units: 3] Gen Ed Social Science &amp; Diversity (GS) (DV)</td>
<td>NOTE: This section will be taught on the web and you must have an active UWW email account to take this class. Shortly before the course begins, information on how to access the class will be mailed to your UWW email account. An additional fee of $150 is required for this class.</td>
<td>Holly Denning</td>
<td>WEB BASED</td>
<td>Arranged</td>
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