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.
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

#1478  Section 01  [units: 3]  NOTE: Section 01 meets at 6:15-9:35 on Mondays. This section is a hybrid class requiring the internet as well as class attendance.
07/07-08/15 M 06:15 PM - 08:45 PM HH2308  Megan R Matthews
07/07-08/15 Arranged Arranged WEB BASED Megan R Matthews

#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.
07/07-08/15 Arranged Arranged WEB BASED Megan R Matthews

#1480  Section 23  [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.
07/07-08/15 Arranged Arranged WEB BASED Helena M Addae

#1809  Section 24  [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.
07/07-08/15 Arranged Arranged WEB BASED Jim Schneidter

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 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

#1481  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.
07/07-08/15 Arranged Arranged WEB BASED Kelly A Delaney-Klinger

MANGEMNT 489  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: SENIOR STANDING, COMPLETION OF COMMUNITY SERVICE REQUIREMENT, COMPLETION OF MANGEMNT 301, MANGEMNT 306, FNBSLW 341, FNBSLW 344; ITBE 353; MARKETING 311. ADMISSION TO UPPER DIVISION AND 2.5 GPA OR 2.0 GPA AND 60 UNITS FOR MINORS NON-BUSINESS MAJORS

#1482  Section 01  [units: 3]  NOTE: Section 01 meets at 8:30AM-11:50 AM on Tuesdays and Thursdays. This section is a hybrid class requiring the internet as well as class attendance.
05/27-06/19 Arranged Arranged WEB BASED Yezdi H Godiwalla
05/27-06/19 TR 08:30 AM - 11:50 AM HH2308  Yezdi H Godiwalla

#1483  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.
07/07-08/15 Arranged Arranged WEB BASED James W Bronson

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

#1493  Section 01  [units: 2-3]  Dept. Consent
05/27-08/15 Arranged Arranged James R Sisak

MANGEMNT 498  INDEPENDENT STUDY ... Repeatable for a maximum of 3 credits in major/degree. Department Consent required.

PREREQ: JUNIOR STATUS, ADMISSION TO THE UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#1494  Section 01  [units: 1-3]  Dept. Consent
All class meeting details to be arranged.

#1495  Section 02  [units: 1-3]  Dept. Consent
All class meeting details to be arranged.

#1865  Section 03  [units: 1-3]  Dept. Consent
05/27-08/15 Arranged Arranged Yezdi H Godiwalla

*** GRADUATE LEVEL COURSES ***

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

PREREQ: GRADUATE STUDENTS MUST BE ADMITTED TO THE M.B.A. OR THE M.S. OR M.P.A. ACCOUNTING OR M.S. OFFICE SYSTEMS.

#1484  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.
07/07-08/15 Arranged Arranged WEB BASED Jon M Werner
MANGEMNT 757 LEADERSHIP DEVELOPMENT ... The Leadership course presents evidence-based models of leadership. It focuses on the development of authentic leaders through the enhancement of individual self-awareness, acquisition of knowledge on effective leadership practices in organizations, and a critical evaluation of the contextual, cultural, and individual factors that enable or constrain leadership action and effectiveness.

#1485 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.  
07/07-08/15  Arranged  Arranged  WEB BASED  Aditya Simha

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

#1486 Section 22 [units: 2]  NOTE: Online classes will be billed at $619 per credit for all students. Students must have access to the Internet and an Internet browser.  
07/07-08/15  Arranged  Arranged  WEB BASED  William A Drago

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  Yezdi H Godiwalla  William A Drago  Jeff P Vanovenhoven

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 Godiwalla  Yezdi H Godiwalla  AMERICAN FAMILY

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.

#1489 Section 01 [units: 3]  NOTE: Section 01 meets at 5:15-8:35 on Tuesdays and Thursdays. This section is a hybrid class requiring the internet as well as class attendance.  
07/07-08/15  Arranged  Arranged  WEB BASED  Louise Tourigny  Louise Tourigny

MANGEMNT 787 BUSINESS POLICY & STRATEGY ... Business Policy and Strategy is a case based course that identifies the firm's competencies as the building blocks of strategies. Strategies that may be implemented to make the firm competitive in a global business environment.

PREREQ: 24 UNITS OF COBE GRADUATE LEVEL COURSES ABOVE 730  
#1720 Section 01 [units: 3]  
07/07-08/15  Arranged  Arranged  WEB BASED  Yezdi H Godiwalla  Yezdi H Godiwalla

#1721 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.  
07/07-08/15  Arranged  Arranged  WEB BASED  Louise Tourigny

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.  
#1490 Section 01 [units: 2]  NOTE: Section 01 meets at 6:15-9:35 on Wednesdays. This section is a hybrid class requiring the internet as well as class attendance.  
07/07-08/15  Arranged  Arranged  WEB BASED  Yezdi H Godiwalla  Yezdi H Godiwalla

#1492 Section 22 [units: 2]  NOTE: Online classes will be billed at $619 per credit for all students. Students must have access to the Internet and an Internet browser.  
07/07-08/15  Arranged  Arranged  WEB BASED  James W Bronson

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.  
#1496 Section 01 [units: 1-3]  Dept. Consent  
All class meeting details to be arranged.