

**LOWER DIVISION (200-LEVEL) ELIGIBILITY:**

Students pursuing a Bachelor of Business Administration degree must achieve 24 credits and maintain a 2.50 GPA or better in order to take lower division business courses except BEINDP 101, 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 UW-Whitewater 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 a 2.00 UW-Whitewater grade point average and must have completed 24 credits to take lower division (200-level) business courses.

**UPPER DIVISION (300/400-LEVEL) ELIGIBILITY:**

Students in the BBA curriculum 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 UW-Whitewater 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 UW-Whitewater 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; BEINDP 290; ECON 201; ECON 202; ITSCM 280; 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; 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 (assistant dean of the College of Business and Economics) and special students without full credentials (SPNC) can register on a space available basis with the approval of the assistant dean of the College of Business and Economics, [undergradbus@uw.edu](mailto:undergradbus@uw.edu), 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 MBA, or MPA degree program, or to the Graduate Business Foundations, Human Resources Management, or Project Management certificate program to enroll in 500-700 level courses offered in the College of Business and Economics. Only DBA students can enroll in 800-900 level courses. Non-Candidate for Degree (NCFD) students cannot register for College of Business and Economics courses. Exceptions to this policy may be granted to a student enrolled in a graduate business degree program at another accredited institution that wants to transfer the UW-Whitewater course work to their non-UW-Whitewater business degree program. Exceptions 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.

**MANAGEMENT****Management**

*Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)*

**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**

#3440	Section 01	[units: 3]				
	09/07-12/23	MW	08:00 AM - 09:15 AM	HH2308	Dennis Martin Baskin	
#3441	Section 02	[units: 3]				
	09/07-12/23	MW	09:30 AM - 10:45 AM	HH2308	Dennis Martin Baskin	
#3442	Section 03	[units: 3]				
	09/07-12/23	MW	11:00 AM - 12:15 PM	HH2308	Dennis Martin Baskin	
#3443	Section 04	[units: 3]				
	09/07-12/23	MW	02:00 PM - 03:15 PM	HH2308	Dennis Martin Baskin	
#3444	Section 05	[units: 3]	NOTE: There are some behavioral simulations (exercises) included in the required material for this class. Some of these exercises are copyright protected and the students must pay for the royalties in the beginning of the semester. The total cost is \$9.			
	09/07-12/23	TR	12:30 PM - 01:45 PM	HH2308	Soroush Aslani	
#3445	Section 06	[units: 3]	NOTE: There are some behavioral simulations (exercises) included in the required material for this class. Some of these exercises are copyright protected and the students must pay for the royalties in the beginning of the semester. The total cost is \$9.			
	09/07-12/23	TR	02:00 PM - 03:15 PM	HH2308	Soroush Aslani	
#3446	Section 07	[units: 3]				
	09/07-12/23	TR	03:30 PM - 04:45 PM	HH2308	Ruth Hansen	
#3447	Section 08	[units: 3]				
	09/07-12/23	T	06:30 PM - 09:00 PM	HH2308	Yezdi H Godiwalla	
#4569	Section 09	[units: 3]				
	09/07-12/23	TR	02:00 PM - 03:15 PM	HH2309	Ruth Hansen	
#3448	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. WebCam required for remote exam monitoring			
	09/07-12/23	Arranged	Arranged	WEB BASED	Jim Schnaedter	

**MANGEMNT 310 ORGANIZATION AND MANAGEMENT ...** *A study of the theory and art of management from a decision-making perspective within the context of formal organization. Traces the development of management thought and practice since the Industrial Revolution, including the managerial functions of planning, organizing and controlling. Includes a discussion of managerially relevant behavioral topics including motivation, group process, leadership and communication. Recommended for students who aspire to managerial careers, both majors and non-majors.*

**PREREQ: ADMISSION TO THE 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**

#3449	Section 01	[units: 3]				
	09/07-12/23	MW	09:30 AM - 10:45 AM	HH2100	Megan R Matthews	

**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**

#3450	Section 01	[units: 3]				
	09/07-12/23	TR	11:00 AM - 12:15 PM	HH2305	Kelly A Delaney-Klinger	
#3451	Section 02	[units: 3]				
	09/07-12/23	TR	12:30 PM - 01:45 PM	HH2100	Uma Kedharnath	

**MANGEMNT 364 SUSTAINABILITY MANAGEMENT ...** *This course provides concepts and methodologies to help businesses manage their operations so that results are sustainable, economically, for people and for the environment. Topics include sustainability goals and controversies inherent to sustainability efforts, organizational and institutional responses, stakeholder analysis, realigning supply chains, and measuring sustainability.*

**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**

#3452	Section 01	[units: 3]				
	09/07-12/23	MW	12:30 PM - 01:45 PM	HH2305	Carol Brunt	

**MANGEMNT 366 SOCIAL RESPONSIBILITY ...** *This course will provide students with an understanding of the relationship of organizations with their stakeholders (e.g., customers, employees, society, etc.) and provide both an exposure to and an understanding of both ethical and unethical behavior. By investigating organizations and their linkages with various environmental entities, students will have a better appreciation of what produces socially responsible behavior so as to expedite socially responsible actions and prevent irresponsible ones.*

**PREREQ: ADMISSION TO THE 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**

#3453	Section 01	[units: 3]				
	09/07-12/23	MW	02:00 PM - 03:15 PM	HH2305	Carol Brunt	
#3454	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. WebCam required for remote exam monitoring			
	09/07-12/23	Arranged	Arranged	WEB BASED	Carol Brunt	

*Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)*

**MANGEMNT 369 LEADERSHIP IN MANAGEMENT ...** *A theoretical and experiential investigation of leadership theory and practice. Discussion includes relevant aspects of personality and motivation theory as they affect interpersonal processes of influence. Substantial time is devoted to self-assessment and development of personal leadership style and skills.*

**PREREQ: MANGEMNT 301 AND ADMISSION TO UPPER DIVISION 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.**

#3455 Section 01 [units: 3]

09/07-12/23 MW 02:00 PM - 03:15 PM HH2100 Louise Tourigny

#3456 Section 02 [units: 3]

09/07-12/23 MW 11:00 AM - 12:15 PM HH2100 Louise Tourigny

#3457 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. WebCam required for remote exam monitoring

09/07-12/23 Arranged Arranged WEB BASED Aditya Simha

**MANGEMNT 386 ENTREPRENEURSHIP: BUSINESS FEASIBILITY ...** *This course concentrates on identifying and evaluating opportunities that may become the foundation for a new business or non-profit entity. Identification focuses on exploring demographic and societal trends, consumer and industrial needs, technological and knowledge changes. Evaluation involves customer and industry market assessments, potential for intellectual property protection and financial feasibility. Additional consideration will be given to development and resource options.*

**PREREQ: ACCOUNT 244; MAY NOT BE TAKEN FOR CREDIT BY ENTREPRENEURSHIP MAJORS. ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMB GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.**

#3458 Section 01 [units: 3]

09/07-12/23 MW 12:30 PM - 01:45 PM HH2302 David R Gee

**MANGEMNT 410 INTERNATIONAL MANAGEMENT ...** *A study of the concepts, problems, processes and practice of International Management, focused on the Multi-National Corporation (MNC). Management in multi-environments, MNC corporate plans, objectives, strategies, viable organizational structures, MNC social/cultural/ethical issues, and coordinating globally spread out MNC units are emphasized.*

**PREREQ: MANGEMNT 301 AND ADMISSION TO UPPER DIVISION 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.**

#3459 Section 01 [units: 3]

09/07-12/23 MW 12:30 PM - 01:45 PM HH2308 Andy Yu

#3460 Section 02 [units: 3]

09/07-12/23 MW 02:00 PM - 03:15 PM HH2200 Andy Yu

**MANGEMNT 419 ORGANIZATIONAL THEORY AND EFFECTIVENESS ...** *An analysis of organization theory. A study of classical and modern organization theory. Relationships among theory, design and behavior variables and organizational effectiveness are examined.*

**PREREQ: MANGEMNT 301 AND ADMISSION TO UPPER DIVISION 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.**

#3461 Section 01 [units: 3]

09/07-12/23 MW 09:30 AM - 10:45 AM HH2305 Donghoon Shin

#3462 Section 02 [units: 3]

09/07-12/23 MW 11:00 AM - 12:15 PM HH2305 Donghoon Shin

**MANGEMNT 425 COMPENSATION MANAGEMENT ...** *A detailed study of job analysis, methods of job evaluation, performance appraisal, community wage survey, basic systems and plans of compensating employees, and fringe benefits.*

**PREREQ: MANGEMNT 320 OR POLISCI 421 AND ADMISSION TO UPPER DIVISION 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**

#3463 Section 01 [units: 3]

09/07-12/23 TR 09:30 AM - 10:45 AM HH2100 Joshua R Knapp

#3464 Section 02 [units: 3]

09/07-12/23 TR 12:30 PM - 01:45 PM HH2302 Joshua R Knapp

**MANGEMNT 426 STAFFING ...** *A study of the theory and application of methods used in recruiting and selecting employees. This course will include: the legal issues in employment, research in the employment process, the development and use of selection devices, and recruiting applicants for job openings.*

**PREREQ: MANGEMNT 320 OR POLISCI 421 AND ADMISSION TO UPPER DIVISION 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**

#3465 Section 01 [units: 3]

09/07-12/23 TR 11:00 AM - 12:15 PM HH2302 Uma Kedharnath

#3466 Section 02 [units: 3]

09/07-12/23 TR 02:00 PM - 03:15 PM HH2302 Uma Kedharnath

**MANGEMNT 428 TRAINING AND DEVELOPMENT ...** *The course will emphasize theory of training and development, research to determine needs, types of programs, practicum in conducting a training and development session, and evaluation of programs.*

**PREREQ: MANGEMNT 320 OR POLISCI 421 OR SENIOR STATUS, ADMISSION TO UPPER DIVISION 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.**

#3467 Section 01 [units: 3]

09/07-12/23 TR 11:00 AM - 12:15 PM HH2100 Jim Schnaedter

#3468 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. WebCam required for remote exam monitoring

09/07-12/23 Arranged Arranged WEB BASED Jim Schnaedter

*Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)*

**MANGEMNT 478 SEMINAR IN HUMAN RESOURCES ...** A capstone course required of students in Personnel/Human Resources Management. The course will integrate HR subject matter areas through empirical research. Students will utilize their academic preparation, analytical skills, and communication skills to develop a proposal and prepare a research report.

**PREREQ:** MANGEMNT 320 OR POLISCI 421 (PUBLIC POLICY MAJORS), HR MAJOR OR MINOR & AT LEAST 6 UNITS FROM: MANGEMNT 425, MANGEMNT 426, MANGEMNT 428, MANGEMNT 429, MANGEMNT 430. ADMISSION TO UPPER DIVISION & 2.5 GPA FOR BUS MAJ, 2.0 AND 60 UNITS FOR HR MIN

#3472 Section 01 [units: 3]

09/07-12/23 TR 03:30 PM - 04:45 PM HH2100 Kelly A Delaney-Klinger

**MANGEMNT 485 PROFESSIONAL SERVICES ENTREPRENEURSHIP ...** This course exposes students to some of the opportunities and challenges inherent in starting and managing a professional services consulting organization by providing an opportunity to work with small, growth-oriented companies. Students will engage in consulting projects with firms while being exposed to speakers, readings and professional practice materials pertaining to professionals who provide consulting advice to new firms.

**PREREQ:** MARKETNG 311 OR FNBSLW 344 AND ADMISSION TO UPPER DIVISION 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

#3469 Section 01 [units: 3]

09/07-12/23 MW 03:30 PM - 04:45 PM HH2302 William L Dougan

**MANGEMNT 486 SUPERVISORY MANAGEMENT ...** A study of the theories and techniques of general management, organizational behavior, and human relations involved in effective supervisory management. The supervisor's role and the supervisor-subordinate relationship will be analyzed. The skills required for successful supervision will be practiced through small group work, role play and other activities.

**PREREQ:** MANGEMNT 301 AND 85 CREDITS AND ADMISSION TO UPPER DIVISION 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

#3470 Section 01 [units: 3]

09/07-12/23 MW 03:30 PM - 04:45 PM HH2200 Craig W C Schmidt

**MANGEMNT 487 ENTREPRENEURSHIP: NEW VENTURES ...** This course concentrates on how new businesses are started and includes business start-ups, buyouts and franchising. Objectives are understanding entrepreneurs, and seeking and evaluating opportunities for new ventures. This course assesses the development of ideas that might become business opportunities and examines the merit of those ideas. The writing of business plans and the acquisition of resources is included.

**PREREQ:** FNBSLW 370 AND MARKETNG 360, AND SENIOR STANDING, AND (ADMISSION TO UPPER DIVISION AND 2.5 COMBINED CUM GPA FOR BUSINESS MAJORS) OR (2.0 COMBINED CUMULATIVE GPA AND 60 UNITS FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION).

#3471 Section 01 [units: 3]

09/07-12/23 MW 09:30 AM - 10:45 AM HH2302 William L Dougan

**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, ITSCM 306, FNBSLW 341, FNBSLW 344; MARKETNG 311. ADMISSION TO UPPER DIVISION AND 2.5 GPA OR 2.0 GPA AND 60 UNITS FOR MINORS/NON-BUSINESS MAJORS

#3473 Section 01 [units: 3]

09/07-12/23 MW 11:00 AM - 12:15 PM HH2200 James W Bronson

#3474 Section 02 [units: 3]

09/07-12/23 MW 12:30 PM - 01:45 PM HH2100 Craig W C Schmidt

#3475 Section 03 [units: 3]

09/07-12/23 TR 02:00 PM - 03:15 PM HH2200 Jeff P Vanevenhoven

#3476 Section 04 [units: 3]

09/07-12/23 TR 03:30 PM - 04:45 PM HH2200 Jeff P Vanevenhoven

#3477 Section 05 [units: 3]

09/07-12/23 W 06:30 PM - 09:00 PM HH2200 Rimi Zakaria

#3478 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. WebCam required for remote exam monitoring

09/07-12/23 Arranged Arranged WEB BASED Rimi Zakaria

**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

#3479 Section 01 [units: 2-3]

09/07-12/23 Arranged Arranged Jim Schnaedter

Dept. Consent

**MANGEMNT 496 SPECIAL STUDIES ...** Variable topics. Group activity. Not offered regularly in the curriculum but offered on topics selected on the basis of timeliness, need, and interest, and generally in the format of regularly scheduled Catalog offerings. Repeatable for a maximum of 6 credits in major/degree. Consent of instructor required.

**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

#4547 Section 01 [units: 3] NOTE: There are 10 behavioral simulations (exercises) included in the required material for this class. Some of these exercises are copyright protected and the students must pay for the royalties in the beginning of the semester. The total cost is \$16.

09/07-12/23 TR 03:30 PM - 04:45 PM HH2302 Soroush Aslani NEGOTIATION STRATEGY

*Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)*

**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**

#3480	Section 01	[units: 1-3]								Dept. Consent
	09/07-12/23	Arranged	Arranged						Kelly A Delaney-Klinger	
#4792	Section 02	[units: 1-3]								Dept. Consent
	09/07-12/23	Arranged	Arranged						Jim Schnaedter	
#4802	Section 03	[units: 1-3]								Dept. Consent
	09/07-12/23	Arranged	Arranged						David R Gee	

**\*\*\* GRADUATE LEVEL COURSES \*\*\***

**MANGEMNT 738 MANAGEMENT OF INNOVATION ... 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 M.P.A. ACCOUNTING.**

#3481	Section 01	[units: 3]								
	09/07-12/23	T	05:15 PM - 07:45 PM	OFF CAMPUS	William L Dougan				AMERICAN FAMILY	
#3482	Section 22	[units: 3]								
									NOTE: Online classes will be billed at \$637.43 per credit for all students. Students must have access to the Internet and an Internet browser.	
	10/31-12/23	Arranged	Arranged		WEB BASED	Jeff P Vanevenhoven				

**MANGEMNT 741 ORGANIZATIONAL BEHAVIOR ... Organizational Behavior is the study of many factors that impact how individuals and groups act, think, feel, and respond to work and organizations, and how organizations in turn respond to their environments. It provides a set of tools for understanding, analyzing and predicting individual and group behavior in organizations, and offers managers means to improve, enhance, or change organizational behavior such that individuals, groups, and the whole organization can achieve their goals.**

#3483	Section 01	[units: 3]								
	09/07-12/23	R	06:30 PM - 09:00 PM	HH1314	Louise Tourigny					

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

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

#3484	Section 22	[units: 3]								
									NOTE: Online classes will be billed at \$637.43 per credit for all students. Students must have access to the Internet and an Internet browser.	
	09/07-12/23	Arranged	Arranged		WEB BASED	Kelly A Delaney-Klinger				

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

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

#3485	Section 01	[units: 3]								
	09/07-12/23	M	06:30 PM - 09:00 PM	HH2100	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.**

#3486	Section 01	[units: 3]								
	09/07-12/23	T	06:30 PM - 09:00 PM	HH1314	Aditya Simha					
#3487	Section 22	[units: 3]								
									NOTE: Online classes will be billed at \$637.43 per credit for all students. Students must have access to the Internet and an Internet browser.	
	09/07-12/23	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.**

#3488	Section 01	[units: 2]								
	10/31-12/23	M	05:15 PM - 08:35 PM	OFF CAMPUS	Yezdi H Godiwalla				AMERICAN FAMILY	

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

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

#3489	Section 01	[units: 3]								
	09/07-12/23	R	06:30 PM - 09:00 PM	HH2100	Yezdi H Godiwalla					

*Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)*

**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.*

#3492 Section 22 [units: 3] NOTE: Online classes will be billed at \$637.43 per credit for all students. Students must have access to the Internet and an Internet browser.

09/07-12/23 Arranged Arranged WEB BASED James W Bronson

**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.*

#3493 Section 22 [units: 3] NOTE: Online classes will be billed at \$637.44 per credit for all students. Students must have access to the Internet and an Internet browser.

10/31-12/23 Arranged Arranged WEB BASED Andy Yu

**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**

#3494 Section 01 [units: 3]

09/07-12/23 T 06:30 PM - 09:00 PM HH2100 Rimi Zakaria

#3495 Section 22 [units: 3] NOTE: Online classes will be billed at \$637.43 per credit for all students. Students must have access to the Internet and an Internet browser.

09/07-10/28 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 M.P.A. ACCOUNTING.**

#3496 Section 01 [units: 1-3]

Dept. Consent

All class meeting details to be arranged.