

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, 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.

ACCOUNTING**Accounting**

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

ACCOUNT 244 INTRODUCTION TO FINANCIAL ACCOUNTING ... This course introduces students to the principles of financial accounting. Topics include the basic accounting cycle (i.e., double entry accounting), financial statements (i.e., income statement and statement of financial position), and specific discussions of cash, trade receivables, merchandise inventories, plant assets, current and long-term liabilities, and stockholders equity.

PREREQ: SOPHOMORE STATUS AND 2.50 COMBINED CUMULATIVE GPA

#3382 Section 01 [units: 3] NOTE: All students must be available for Common Exams: Sept 30th, Oct 21st, Nov 18th--3:30-5:30pm. The Dec 15th (final) --time TBD. Students will need to purchase WileyPLUS content, an online content accompaniment to the class textbook. Instructions for purchasing this content will be provided by the instructors before class starts. (This may come pre-bundled with the textbook)

09/07-12/23 MW 09:30 AM - 10:45 AM HH2319 Jane Weiss

#3383 Section 02 [units: 3] NOTE: All students must be available for Common Exams: Sept 30th, Oct 21st, Nov 18th--3:30-5:30pm. The Dec 15th (final) --time TBD. Students will need to purchase WileyPLUS content, an online content accompaniment to the class textbook. Instructions for purchasing this content will be provided by the instructors before class starts. (This may come pre-bundled with the textbook)

09/07-12/23 TR 11:00 AM - 12:15 PM HH2314 Jill Weber

#3384 Section 03 [units: 3] NOTE: All students must be available for Common Exams: Sept 30th, Oct 21st, Nov 18th--3:30-5:30pm. The Dec 15th (final) --time TBD. Students will need to purchase WileyPLUS content, an online content accompaniment to the class textbook. Instructions for purchasing this content will be provided by the instructors before class starts. (This may come pre-bundled with the textbook)

09/07-12/23 MW 12:30 PM - 01:45 PM HH2301 Michael J MacDonald

#3385 Section 04 [units: 3] NOTE: All students must be available for Common Exams: Sept 30th, Oct 21st, Nov 18th--3:30-5:30pm. The Dec 15th (final) --time TBD. Students will need to purchase WileyPLUS content, an online content accompaniment to the class textbook. Instructions for purchasing this content will be provided by the instructors before class starts. (This may come pre-bundled with the textbook)

09/07-12/23 MW 12:30 PM - 01:45 PM HH2314 Robert H Meyers

#3386 Section 05 [units: 3] NOTE: All students must be available for Common Exams: Sept 30th, Oct 21st, Nov 18th--3:30-5:30pm. The Dec 15th (final) --time TBD. Students will need to purchase WileyPLUS content, an online content accompaniment to the class textbook. Instructions for purchasing this content will be provided by the instructors before class starts. (This may come pre-bundled with the textbook)

09/07-12/23 TR 12:30 PM - 01:45 PM HH2310 Michael J MacDonald

#3387 Section 06 [units: 3] NOTE: All students must be available for Common Exams: Sept 30th, Oct 21st, Nov 18th--3:30-5:30pm. The Dec 15th (final) --time TBD. Students will need to purchase WileyPLUS content, an online content accompaniment to the class textbook. Instructions for purchasing this content will be provided by the instructors before class starts. (This may come pre-bundled with the textbook)

09/07-12/23 MW 02:00 PM - 03:15 PM HH2314 Michael J MacDonald

#3388 Section 07 [units: 3] NOTE: All students must be available for Common Exams: Sept 30th, Oct 21st, Nov 18th--3:30-5:30pm. The Dec 15th (final) --time TBD. Students will need to purchase WileyPLUS content, an online content accompaniment to the class textbook. Instructions for purchasing this content will be provided by the instructors before class starts. (This may come pre-bundled with the textbook)

09/07-12/23 MW 02:00 PM - 03:15 PM HH2203 Linda K Amann

#3389 Section 08 [units: 3] NOTE: All students must be available for Common Exams: Sept 30th, Oct 21st, Nov 18th--3:30-5:30pm. The Dec 15th (final) --time TBD. Students will need to purchase WileyPLUS content, an online content accompaniment to the class textbook. Instructions for purchasing this content will be provided by the instructors before class starts. (This may come pre-bundled with the textbook)

09/07-12/23 TR 02:00 PM - 03:15 PM HH2314 Kalana Malimage

#3390 Section 09 [units: 3] NOTE: All students must be available for Common Exams: Sept 30th, Oct 21st, Nov 18th--3:30-5:30pm. The Dec 15th (final) --time TBD. Students will need to purchase WileyPLUS content, an online content accompaniment to the class textbook. Instructions for purchasing this content will be provided by the instructors before class starts. (This may come pre-bundled with the textbook)

09/07-12/23 TR 03:30 PM - 04:45 PM HH2203 Dawn M Doering

#3391 Section 10 [units: 3] NOTE: All students must be available for Common Exams: Sept 30th, Oct 21st, Nov 18th--3:30-5:30pm. The Dec 15th (final) --time TBD. Students will need to purchase WileyPLUS content, an online content accompaniment to the class textbook. Instructions for purchasing this content will be provided by the instructors before class starts. (This may come pre-bundled with the textbook)

09/07-12/23 TR 05:00 PM - 06:15 PM HH2310 Dawn M Doering

#3392 Section 11 [units: 3] NOTE: All students must be available for Common Exams: Sept 30th, Oct 21st, Nov 18th--3:30-5:30pm. The Dec 15th (final) --time TBD. Students will need to purchase WileyPLUS content, an online content accompaniment to the class textbook. Instructions for purchasing this content will be provided by the instructors before class starts. (This may come pre-bundled with the textbook)

09/07-12/23 M 05:00 PM - 07:30 PM HH2301 Jane Weiss

#4623 Section 13 [units: 3]

09/07-12/23 TR 11:00 AM - 12:15 PM HH2203 Robert H Meyers

#3394 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser. WebCam required for remote exam monitoring

09/07-12/23 Arranged Arranged WEB BASED Robert Yu

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

#3395 Section 01 [units: 3] NOTE: All students must be available for Common Exams: Sept 30, Oct 28, and Nov 18 from 3:30 - 5:30 PM. EXAM 4 will be Thursday Dec 15 from 4:45 - 6:45 PM.

09/07-12/23 TR 02:00 PM - 03:15 PM HH2310 Robert H Meyers

#3396 Section 02 [units: 3] NOTE: All students must be available for Common Exams: Sept 30, Oct 28, and Nov 18 from 3:30 - 5:30 PM. EXAM 4 will be Thursday Dec 15 from 4:45 - 6:45 PM.

09/07-12/23 TR 02:00 PM - 03:15 PM HH2319 Jill Weber

#3397 Section 03 [units: 3] NOTE: All students must be available for Common Exams: Sept 30, Oct 28, and Nov 18 from 3:30 - 5:30 PM. EXAM 4 will be Thursday Dec 15 from 4:45 - 6:45 PM.

09/07-12/23 MW 03:30 PM - 04:45 PM HH2310 Carol J Normand

<i>Start/End Dates</i>	<i>Meeting Days</i>	<i>Meeting Times</i>	<i>Location</i>	<i>Instructor</i>	<i>Course Topic (if applicable)</i>
#3398 Section 04 [units: 3] EXAM 4 will be Thursday Dec 15		NOTE: All students must be available for Common Exams: Sept 30, Oct 28, and Nov 18 from 3:30 - 5:30 PM. from 4:45 - 6:45 PM.			
09/07-12/23	TR	03:30 PM - 04:45 PM	HH2319	Jill Weber	
#3399 Section 05 [units: 3] EXAM 4 will be Thursday Dec 15		NOTE: All students must be available for Common Exams: Sept 30, Oct 28, and Nov 18 from 3:30 - 5:30 PM. from 4:45 - 6:45 PM.			
09/07-12/23	MW	05:00 PM - 06:15 PM	HH2310	Carol J Normand	
#3400 Section 06 [units: 3] EXAM 4 will be Thursday Dec 15		NOTE: All students must be available for Common Exams: Sept 30, Oct 28, and Nov 18 from 3:30 - 5:30 PM. from 4:45 - 6:45 PM.			
09/07-12/23	T	05:00 PM - 07:30 PM	HH2319	Carol J Normand	
#4821 Section 07EX [units: 3]					
09/30	F	03:00 PM - 05:30 PM	HH2203	Joe Gerard	COMMON EXAM
11/18	F	03:00 PM - 05:30 PM	HH2305	Joe Gerard	COMMON EXAM
11/18	F	03:00 PM - 05:30 PM	HH2312	Joe Gerard	COMMON EXAM
11/18	F	03:00 PM - 05:30 PM	HH2314	Joe Gerard	COMMON EXAM
09/30	F	03:00 PM - 05:30 PM	HH2317	Joe Gerard	COMMON EXAM
10/28	F	03:00 PM - 05:30 PM	HH2317	Joe Gerard	COMMON EXAM
11/18	F	03:00 PM - 05:30 PM	HH2317	Joe Gerard	COMMON EXAM
09/07-12/23	T	03:00 PM - 05:00 PM	MG0117	Joe Gerard	MAKEUP EXAM
10/31	M	03:30 PM - 06:30 PM	HH2102	Joe Gerard	MAKEUP EXAM
11/01	T	03:30 PM - 06:30 PM	HH2101	Joe Gerard	MAKEUP EXAM
09/30	F	03:00 PM - 05:30 PM	HH2305	Joe Gerard	COMMON EXAM
09/30	F	03:00 PM - 05:30 PM	HH2312	Joe Gerard	COMMON EXAM
09/30	F	03:00 PM - 05:30 PM	HH2314	Joe Gerard	COMMON EXAM
10/28	F	03:00 PM - 05:30 PM	HH2203	Joe Gerard	COMMON EXAM
10/28	F	03:00 PM - 05:30 PM	HH2305	Joe Gerard	COMMON EXAM
10/28	F	03:00 PM - 05:30 PM	HH2312	Joe Gerard	COMMON EXAM
10/28	F	03:00 PM - 05:30 PM	HH2314	Joe Gerard	COMMON EXAM
11/18	F	03:00 PM - 05:30 PM	HH2203	Joe Gerard	COMMON EXAM
#3401 Section 22 [units: 3]		NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser. WebCam required for remote exam monitoring			
09/07-12/23	Arranged	Arranged	WEB BASED	Joe Gerard	

ACCOUNT 261 INTERMEDIATE ACCOUNTING I ... This course focuses on accounting for assets (except investments) such as cash, receivables, inventories, plant assets, and intangible assets. This course also presents a detailed discussion of the standard-setting process, conceptual framework, accounting cycle, income statement, statement of financial position, and theoretical and practical aspects of the time-value of money in accounting.

PREREQ: ACCOUNT 244 AND LOWER LEVEL BUSINESS REQUIREMENTS

#3402 Section 01 [units: 3]					
09/07-12/23	MW	09:30 AM - 10:45 AM	HH2314	Meifang Xiang	
#3403 Section 02 [units: 3]					
09/07-12/23	MW	11:00 AM - 12:15 PM	HH2314	Meifang Xiang	
#3404 Section 03 [units: 3]					
09/07-12/23	MW	11:00 AM - 12:15 PM	HH2301	Linda K Amann	
#3405 Section 04 [units: 3]					
09/07-12/23	TR	12:30 PM - 01:45 PM	HH2319	Dawn M Doering	

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 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

#3406 Section 01 [units: 3]		NOTE: All students must be available for Common Exams: September 30, October 28, and November 18, 2016. Students will need to purchase WileyPLUS content, an online content accompaniment to the class textbook. Instructions for purchasing this content will be provided by the instructor before class starts. (This may come pre-bundled with the textbook.)			
09/07-12/23	TR	11:00 AM - 12:15 PM	HH2319	Lynn M Hafemeister	
#3407 Section 02 [units: 3]		NOTE: All students must be available for Common Exams: September 30, October 28, and November 18, 2016. Students will need to purchase WileyPLUS content, an online content accompaniment to the class textbook. Instructions for purchasing this content will be provided by the instructor before class starts. (This may come pre-bundled with the textbook.)			
09/07-12/23	TR	12:30 PM - 01:45 PM	HH2203	Lynn M Hafemeister	

<i>Start/End Dates</i>	<i>Meeting Days</i>	<i>Meeting Times</i>	<i>Location</i>	<i>Instructor</i>	<i>Course Topic (if applicable)</i>
#4746	Section 03EX	[units: 3]			
09/30	F	03:00 PM - 05:15 PM	HH2306	Lynn M Hafemeister	COMMON EXAM
10/28	F	03:00 PM - 05:15 PM	HH2309	Lynn M Hafemeister	COMMON EXAM
10/28	F	03:00 PM - 05:15 PM	HH2310	Lynn M Hafemeister	COMMON EXAM
10/28	F	03:00 PM - 05:15 PM	HH2311	Lynn M Hafemeister	COMMON EXAM
11/18	F	03:00 PM - 05:15 PM	HH2306	Lynn M Hafemeister	COMMON EXAM
11/18	F	03:00 PM - 05:15 PM	HH2307	Lynn M Hafemeister	COMMON EXAM
11/18	F	03:00 PM - 05:15 PM	HH2308	Lynn M Hafemeister	COMMON EXAM
11/18	F	03:00 PM - 05:15 PM	HH2309	Lynn M Hafemeister	COMMON EXAM
11/18	F	03:00 PM - 05:15 PM	HH2310	Lynn M Hafemeister	COMMON EXAM
11/18	F	03:00 PM - 05:15 PM	HH2311	Lynn M Hafemeister	COMMON EXAM
09/30	F	03:00 PM - 05:15 PM	HH2307	Lynn M Hafemeister	COMMON EXAM
09/30	F	03:00 PM - 05:15 PM	HH2308	Lynn M Hafemeister	COMMON EXAM
09/30	F	03:00 PM - 05:15 PM	HH2309	Lynn M Hafemeister	COMMON EXAM
09/30	F	03:00 PM - 05:15 PM	HH2310	Lynn M Hafemeister	COMMON EXAM
09/30	F	03:00 PM - 05:15 PM	HH2311	Lynn M Hafemeister	COMMON EXAM
10/28	F	03:00 PM - 05:15 PM	HH2306	Lynn M Hafemeister	COMMON EXAM
10/28	F	03:00 PM - 05:15 PM	HH2307	Lynn M Hafemeister	COMMON EXAM
10/28	F	03:00 PM - 05:15 PM	HH2308	Lynn M Hafemeister	COMMON EXAM

Dept. Consent

ACCOUNT 451 TAX I ... A study of federal income tax laws with emphasis on the individual taxpayer, particularly of employees and sole proprietors. The study includes a review of current proposals, discussion of practical problems in tax planning and practice in the preparation of tax returns.

PREREQ: ACCOUNT 244, ACCOUNT 701 OR CONSENT OF DEPARTMENT AND ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#3408	Section 01	[units: 3]			
09/07-12/23	TR	08:00 AM - 09:15 AM	HH2314	Richard G Cummings	
#3409	Section 02	[units: 3]			
09/07-12/23	TR	09:30 AM - 10:45 AM	HH2314	Richard G Cummings	
#3417	Section 03	[units: 3]			
09/07-12/23	MW	09:30 AM - 10:45 AM	HH2301	Robert H Meyers	

ACCOUNT 452 TAX II ... This course examines federal income tax laws and regulations with a specific emphasis on corporations (C and S), partnerships, estate and gift taxation, income taxation of estates and trusts, and taxation of exempt entities. Both compliance and tax planning are emphasized in this course. Tax research on related issues is also included.

PREREQ: ACCOUNT 451 & 2.75 GPA IN ACCOUNT 244, ACCOUNT 249, ACCOUNT 261 (FORMERLY 341), & ACCOUNT 343; ADMISSION TO THE COLLEGE AND 2.50 COMB CUMULATIVE GPA FOR BUSINESS MAJORS OR 2.0 COMB CUMULATIVE GPA AND 60 UNITS FOR BUSINESS MINORS AND OTHER MAJORS

#3410	Section 01	[units: 3]			
09/07-12/23	TR	09:30 AM - 10:45 AM	HH2310	Michael J MacDonald	
10/28	F	02:30 PM - 05:30 PM	HH1300	Michael J MacDonald	EXAM

ACCOUNT 454 ACCOUNTING INFORMATION SYSTEMS ... This course examines the nature of accounting information systems and the ways in which various components are integrated to provide relevant and reliable financial information for decision making. Students will also study (a) the impact of information technology on the gathering, processing and reporting of financial information (b) risk management through the use of COSO's internal control frameworks (c) ways in which technology affects internal control structures, and (d) how to model business processes and use decision criteria to determine ways in which processes can be improved.

PREREQ: A 2.5 GPA IN ACCOUNT 249 AND ACCOUNT 261 ; ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3411	Section 01	[units: 3]			
09/07-12/23	TR	09:30 AM - 10:45 AM	HH2308	Kalana Malimage	
#3412	Section 02	[units: 3]			
09/07-12/23	TR	11:00 AM - 12:15 PM	HH2308	Kalana Malimage	
#3413	Section 03	[units: 3]			
09/07-12/23	TR	11:00 AM - 12:15 PM	HH2310	D'Arcy Becker	

ACCOUNT 456 COST MANAGEMENT ... This course presents an overview of basic cost measurement principles and an in-depth examination of product costing procedures and techniques including process costing, job-order costing, activity-based costing, accounting for spoilage, and standards and variances (cost, expense, revenue, and selected variance investigation models). This course also includes the following specific cost allocation topics: joint products, byproduct products, and service departments. Special emphasis is placed on communicating accounting information to managers in a clear, concise manner.

PREREQ: ACCOUNT 249 OR CONSENT OF DEPARTMENT; ADMISSION TO THE COLLEGE AND 2.80 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3414	Section 01	[units: 3]			
09/07-12/23	TR	09:30 AM - 10:45 AM	HH2301	Joe Gerard	
#3415	Section 02	[units: 3]			
09/07-12/23	TR	11:00 AM - 12:15 PM	HH2301	Joe Gerard	

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

ACCOUNT 461 ADVANCED ACCOUNTING ... This course presents an indepth examination of accounting for business combinations including mergers, parent-subsidiary relationships, and consolidated statements. It also covers accounting for partnerships, foreign currency translations, and an introduction to international accounting.

PREREQ: A 2.75 GPA IN ACCOUNT 249, ACCOUNT 261 AND ACCOUNT 343 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

#3418 Section 01 [units: 3]
09/07-12/23 TR 09:30 AM - 10:45 AM HH2319 Lynn M Hafemeister

#3419 Section 02 [units: 3]
09/07-12/23 MW 12:30 PM - 01:45 PM HH2319 Jane Weiss

ACCOUNT 463 ACCOUNTING FOR NONPROFIT ORGANIZATIONS ... This course is designed to provide students with an in-depth study of accounting for state and local governments, colleges and universities, health-care entities, and voluntary health and welfare organizations. Special topics include auditing non-profit entities, analysis of governmental financial statements, and accounting for special-purpose entities. Finally, students will examine the differences between private and public sector accounting, including ethical considerations in the public sector.

PREREQ: A 2.75 GPA IN ACCOUNT 249, ACCOUNT 261 AND ACCOUNT 343 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

#3420 Section 01 [units: 3]
09/07-12/23 MW 02:00 PM - 03:15 PM HH2301 Meifang Xiang

ACCOUNT 465 AUDITING ... This course introduces the student to auditing, attestation, and assurance services. Specific topics include materiality, audit risk, audit evidence, audit planning, AICPA audit standards, professional ethics, and legal liability. Additional topics include sampling, tests of controls and substantive tests, auditing EDP systems, preparing audit reports, and assessing internal control policies and procedures.

PREREQ: ACCOUNT 454, 2.75 GPA IN ACCOUNT 249, ACCOUNT 261 & ACCOUNT 343 & ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3421 Section 01 [units: 3]
09/07-12/23 TR 12:30 PM - 01:45 PM HH2301 Bill Tatman

#3422 Section 02 [units: 3]
09/07-12/23 TR 02:00 PM - 03:15 PM HH2301 Bill Tatman

#3423 Section 03 [units: 3]
09/07-12/23 TR 03:30 PM - 04:45 PM HH2301 Bill Tatman

ACCOUNT 493 INTERNSHIP IN ACCOUNTING ... An opportunity for selected upperclassman to gain work experience in one of the various areas of accounting practice during a semester or summer. Course includes close faculty-employer coordination and an appropriate written report on the work experience.

PREREQ: STUDENTS MUST HAVE COMPLETED 60 UNITS & HAVE A 2.75 GPA IN ACCOUNT 249, ACCOUNT 261, AND ACCOUNT 343. ADMISSION TO COLLEGE OF BUSINESS AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS ALSO REQUIRED.

#4639 Section 01 [units: 2-6] Dept. Consent
09/07-12/23 Arranged Arranged Bill Tatman

ACCOUNT 496 SPECIAL STUDIES ... 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 3 credits in the accounting major and a maximum of 6 credits in the degree.

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

#3424 Section 01 [units: 3]
PREREQ: ITSCM 280 AND ACCOUNT 343
09/07-12/23 MW 09:30 AM - 10:45 AM HH3202 Linda K Amann EXCEL FOR ACCOUNTANTS

ACCOUNT 498 INDEPENDENT STUDIES ... Study of a selected topic or topics under the direction of a faculty member. Repeatable.

PREREQ: STUDENTS MUST HAVE COMPLETED 60 UNITS AND HAVE A COMBINED 2.75 IN ACCOUNT 249, ACCOUNT 261 AND ACCOUNT 343 AND HAVE CONSENT OF THE DEPARTMENT

#4800 Section 01 [units: 1] Dept. Consent
09/07-12/23 Arranged Arranged D'Arcy Becker

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

ACCOUNT 651 TAX I ... A study of federal income tax laws with emphasis on the individual taxpayer, particularly of employees and sole proprietors. The study includes a review of current proposals, discussion of practical problems in tax planning and practice in the preparation of tax returns.

PREREQ: ACCOUNT 244, ACCOUNT 701 OR CONSENT OF DEPARTMENT.

#3506 Section 01 [units: 3]
09/07-12/23 TR 08:00 AM - 09:15 AM HH2314 Richard G Cummings

#3507 Section 02 [units: 3]
09/07-12/23 TR 09:30 AM - 10:45 AM HH2314 Richard G Cummings

ACCOUNT 656 COST MANAGEMENT ... This course presents an overview of basic cost measurement principles and an in-depth examination of product costing procedures and techniques including process costing, job-order costing, activity-based costing, accounting for spoilage, and standards and variances (cost, expense, revenue, and selected variance investigation models). This course also includes the following specific cost allocation topics: joint products, byproduct products, and service departments. Special emphasis is placed on communicating accounting information to managers in a clear, concise manner.

PREREQ: ACCOUNT 725 OR ACCOUNT 249 AND CONSENT OF DEPARTMENT

#3425 Section 01 [units: 3] Dept. Consent
09/07-12/23 TR 09:30 AM - 10:45 AM HH2301 Joe Gerard

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
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#3426 Section 02 [units: 3]

Dept. Consent

09/07-12/23	TR	11:00 AM - 12:15 PM	HH2301	Joe Gerard	
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ACCOUNT 701 ACCOUNTING FOUNDATIONS ... This course introduces students to the principles of financial accounting, including the (1) basic accounting cycle (i.e., double-entry accounting), financial statements (i.e., income statement, statement of financial position, and statement of cash flows), and specific discussions of cash, trade receivables, merchandise inventories, plant assets, current and long-term liabilities, and stockholders' equity. Fundamental ration and statement analysis techniques are also integrated throughout the course.

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

#3427 Section 22 [units: 2] NOTE: The cost per credit for COBE online graduate courses for 2016-2017 is \$637.43. Students must have access to the Internet and an Internet browser.

09/07-10/28	Arranged	Arranged	WEB BASED	Richard G Cummings	
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ACCOUNT 756 CORPORATE AND SPECIAL ENTITIES TAXATION ... This course examines federal income tax laws and regulations with a specific emphasis on corporations (C and S), partnerships, estate and gift taxation, income taxation of estates and trusts, and taxation of exempt entities. Both compliance and tax planning are emphasized in this course. Tax research on related issues is also included.

PREREQ: ACCOUNT 651 OR ACCOUNT 451

#3428 Section 01 [units: 3]

09/07-12/23	MW	08:00 AM - 09:15 AM	HH2310	Dawn J Drnevich	
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#3429 Section 02 [units: 3]

09/07-12/23	MW	09:30 AM - 10:45 AM	HH2310	Dawn J Drnevich	
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ACCOUNT 757 ISSUES IN FINANCIAL ACCOUNTING ... This course examines some of the more complex and contentious areas that have evolved into accounting practice. Major areas include: 1) statement of cash flows, 2) segment and interim reporting, 3) accounting for derivatives, 4) pensions and other postretirement benefits, 5) accounting changes and error corrections, and 6) assessing the quality of financial statements. This course also covers recent pronouncements not covered in ACCOUNT 261 and ACCOUNT 343.

PREREQ: ACCOUNT 343

#3430 Section 01 [units: 3]

09/07-12/23	MW	12:30 PM - 01:45 PM	HH2310	Robert Yu	
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#3431 Section 02 [units: 3]

09/07-12/23	MW	02:00 PM - 03:15 PM	HH2310	Robert Yu	
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ACCOUNT 783 INTERNATIONAL ACCOUNTING ... This course examines the international dimension of accounting and financial reporting for multinational enterprises. Topics include (a) the international standard-setting process, including harmonization with US GAAP, (b) IFRS GAAP for recording transactions and preparing financial statements, (c) a detailed comparison of IFRS and US GAAP, (d) foreign currency translations and accounting for changing prices, (e) international taxation and transfer pricing.

PREREQ: ACCOUNT 343 OR CONSENT OF INSTRUCTOR

#3432 Section 01 [units: 3]

09/07-12/23	TR	12:30 PM - 01:45 PM	HH2314	Abbie L Daly	
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#3433 Section 02 [units: 3]

09/07-12/23	TR	03:30 PM - 04:45 PM	HH2314	Abbie L Daly	
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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 M.P.A. ACCOUNTING.

#3435 Section 02 [units: 1-3]

Dept. Consent

09/07-12/23	MW	11:00 AM - 12:15 PM	HH2203	D'Arcy Becker	
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#3436 Section 03 [units: 1-3]

Dept. Consent

09/07-12/23	TR	02:00 PM - 03:15 PM	HH2203	D'Arcy Becker	
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#4563 Section 05 [units: 1-3]

Dept. Consent

09/07-12/23	TR	05:00 PM - 06:15 PM	HH2301	D'Arcy Becker	
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ECONOMICS

Economics

ECON 201 PRINCIPLES OF MICROECONOMICS (GS) ... 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.

#3883 Section 01 [units: 3] Gen Ed Social Science (GS) NOTE: Students are required to attend a recitation run by their instructor's TA on Friday. Recitation is Fridays 9:30-10:45 in Timmerman Auditorium.

09/07-12/23	MW	09:30 AM - 10:45 AM	HH2101	Daniel Teferra	
09/07-11/25	F	09:30 AM - 10:45 AM	HH1000	Daniel Teferra	RECITATION
12/02-12/09	F	09:30 AM - 10:45 AM	HH2101	Daniel Teferra	RECITATION
12/16-12/23	F	09:30 AM - 10:45 AM	HH1000	Daniel Teferra	RECITATION

#3884 Section 02 [units: 3] Gen Ed Social Science (GS) NOTE: Students are required to attend a recitation run by their instructor's TA on Friday. Recitation is Fridays 9:30-10:45 in Timmerman Auditorium.

09/07-12/23	TR	09:30 AM - 10:45 AM	HH1308	Nicholas B Lovett	
09/07-12/23	F	09:30 AM - 10:45 AM	ARRANGED	Nicholas B Lovett	RECITATION

Class# Section (Units) General Education Designation (if any)

<i>Start/End Dates</i>	<i>Meeting Days</i>	<i>Meeting Times</i>	<i>Location</i>	<i>Instructor</i>	<i>Course Topic (if applicable)</i>
#3885 Section 03 [units: 3]	Gen Ed Social Science (GS)	NOTE: Students are required to attend a recitation run by their instructor's TA on Friday. Recitation is Fridays 11:00-12:15 in HH1308.			
09/07-12/23	TR	11:00 AM - 12:15 PM	HH1308	Shreyasee Das	
09/07-12/23	F	11:00 AM - 12:15 PM	HH1308	Shreyasee Das	RECITATION
#3886 Section 04 [units: 3]	Gen Ed Social Science (GS)	NOTE: Students are required to attend a recitation run by their instructor's TA on Friday. Recitation is Fridays 12:30-1:45 in HH1308.			
09/07-12/23	MW	12:30 PM - 01:45 PM	HH1308	James A Feigenbaum	
09/07-12/23	F	12:30 PM - 01:45 PM	HH1308	James A Feigenbaum	RECITATION
#3887 Section 05 [units: 3]	Gen Ed Social Science (GS)	NOTE: Students are required to attend a recitation run by their instructor's TA on Friday. Recitation is Fridays 12:30-1:45 in HH2101.			
09/07-12/23	MW	12:30 PM - 01:45 PM	HH2312	L Denton Marks	
09/07-12/23	F	12:30 PM - 01:45 PM	HH2101	L Denton Marks	RECITATION
#4018 Section 06 [units: 3]	Gen Ed Social Science (GS)	NOTE: Students are required to attend a recitation run by their instructor's TA on Friday. Recitation is Fridays 2:00-3:15 in HH2101.			
09/07-12/23	MW	02:00 PM - 03:15 PM	HH2312	Daniel Teferra	
09/07-12/23	F	02:00 PM - 03:15 PM	HH2101	Daniel Teferra	RECITATION
#4019 Section 07 [units: 3]	Gen Ed Social Science (GS)	NOTE: Students are required to attend a recitation run by their instructor's TA on Friday. Recitation is Fridays 2:00-3:15 in HH2101.			
09/07-12/23	TR	02:00 PM - 03:15 PM	HH1308	Nicholas B Lovett	
09/07-12/23	F	02:00 PM - 03:15 PM	ARRANGED	Nicholas B Lovett	RECITATION
#4021 Section 08 [units: 3]	Gen Ed Social Science (GS)	NOTE: Students are required to attend a recitation run by their instructor's TA on Friday. Recitation is Fridays 3:30-4:45 in HH1308.			
09/07-12/23	MW	03:30 PM - 04:45 PM	HH1308	James A Feigenbaum	
09/07-12/23	F	03:30 PM - 04:45 PM	HH1308	James A Feigenbaum	RECITATION
#4022 Section 09 [units: 3]	Gen Ed Social Science (GS)	NOTE: Students are required to attend a recitation run by their instructor's TA on Friday. Recitation is Fridays 3:30-4:45 in HH2101.			
09/07-12/23	TR	03:30 PM - 04:45 PM	HH1308	Nicholas B Lovett	
09/07-12/23	F	03:30 PM - 04:45 PM	HH2101	Nicholas B Lovett	RECITATION
#4023 Section 10 [units: 3]	Gen Ed Social Science (GS)	NOTE: Students are required to attend a recitation run by their instructor's TA on Friday. Recitation is Fridays 3:30-4:45 in HH2101.			
09/07-12/23	TR	03:30 PM - 04:45 PM	HH2312	Shreyasee Das	
09/07-12/23	F	03:30 PM - 04:45 PM	ARRANGED	Shreyasee Das	RECITATION
#4024 Section 11 [units: 3]	Gen Ed Social Science (GS)	NOTE: Students are required to attend a recitation run by their instructor's TA on Friday. Recitation is Fridays 12:30-1:45 in HH2101.			
09/07-12/23	W	05:00 PM - 07:30 PM	HH2312	L Denton Marks	
09/07-12/23	F	12:30 PM - 01:45 PM	ARRANGED	L Denton Marks	RECITATION
#4025 Section 22 [units: 3]	Gen Ed Social Science (GS)	NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser. WebCam required for remote exam monitoring			
09/07-12/23	Arranged	Arranged	WEB BASED	David J Bashaw	

ECON 202 PRINCIPLES OF MACROECONOMICS (GS) ... The economic problem: allocating scarce resources among alternative uses. The role of the market: supply and demand. The aggregate economy: output, income, employment and inflation. The nature and role of money. The effect of government expenditure and taxation on the economy. Conventional grade basis only if course is required in the College of Business for major.

PREREQ: ECON 201

#4026 Section 01 [units: 3]	Gen Ed Social Science (GS)				
09/07-12/23	MW	09:30 AM - 10:45 AM	HH1308	Linh Pham	
#4027 Section 02 [units: 3]	Gen Ed Social Science (GS)				
09/07-12/23	MW	11:00 AM - 12:15 PM	HH2312	Eylem Ersal	
#4028 Section 03 [units: 3]	Gen Ed Social Science (GS)				
09/07-12/23	TR	11:00 AM - 12:15 PM	HH2312	Stuart M Glosser	
#4029 Section 04 [units: 3]	Gen Ed Social Science (GS)				
09/07-12/23	MW	12:30 PM - 01:45 PM	HH2101	Linh Pham	
#4030 Section 05 [units: 3]	Gen Ed Social Science (GS)				
09/07-12/23	TR	12:30 PM - 01:45 PM	HH1308	Stuart M Glosser	
#4031 Section 06 [units: 3]	Gen Ed Social Science (GS)				
09/07-12/23	MW	02:00 PM - 03:15 PM	HH1308	Eylem Ersal	
#4032 Section 07 [units: 3]	Gen Ed Social Science (GS)				
09/07-12/23	MW	06:30 PM - 07:45 PM	HH1310	Nick Guo	
#4752 Section 08 [units: 3]	Gen Ed Social Science (GS)				
09/07-12/23	MW	02:00 PM - 03:15 PM	HH1301	Nick Guo	

ECON 245 BUSINESS STATISTICS ... An introduction to descriptive statistics, probability theory and statistical inference. Graphical and numerical methods of summarizing data. Probability concepts and theoretical probability distributions. Sampling and sampling distributions. Estimation, confidence intervals and hypothesis testing. Correlation and regression analysis. The course emphasizes the application and interpretation of statistical techniques.

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

#4033 Section 01 [units: 3]					
09/07-12/23	MW	09:30 AM - 10:45 AM	HH2312	Gabriel Courey	

Class# Section (Units) General Education Designation (if any)

<i>Start/End Dates</i>	<i>Meeting Days</i>	<i>Meeting Times</i>	<i>Location</i>	<i>Instructor</i>	<i>Course Topic (if applicable)</i>
#4034 Section 02 [units: 3] 09/07-12/23	TR	09:30 AM - 10:45 AM	HH1300	David J Bashaw	
#4035 Section 03 [units: 3] 09/07-12/23	TR	09:30 AM - 10:45 AM	HH2312	Sujata Saha	
#4036 Section 04 [units: 3] 09/07-12/23	MW	11:00 AM - 12:15 PM	HH1300	David M Welsch	
#4038 Section 05 [units: 3] 09/07-12/23	MW	11:00 AM - 12:15 PM	HH1308	Linh Pham	
#4039 Section 06 [units: 3] 09/07-12/23	TR	11:00 AM - 12:15 PM	HH1300	Thomas E Schweigert	
#4040 Section 07 [units: 3] 09/07-12/23	TR	12:30 PM - 01:45 PM	HH1300	David J Bashaw	
#4041 Section 08 [units: 3] 09/07-12/23	MW	02:00 PM - 03:15 PM	HH1300	Gabriel Courey	
#4042 Section 09 [units: 3] 09/07-12/23	TR	02:00 PM - 03:15 PM	HH1300	Sujata Saha	
#4043 Section 10 [units: 3] 09/07-12/23	MW	03:30 PM - 04:45 PM	HH1300	Linh Pham	
#4044 Section 11 [units: 3] 09/07-12/23	TR	03:30 PM - 04:45 PM	HH1300	Thomas E Schweigert	
#4045 Section 22 [units: 3] 09/07-12/23	Arranged	Arranged	WEB BASED	Matthew W Winden	NOTE: Students will be required to buy MindTap to get access to the digital textbook, practice problems, and the online homework. The cost of the software is \$24. The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser. WebCam required for remote exam monitoring

ECON 301 INTERMEDIATE MICROECONOMIC ANALYSIS ... Consumer and firm behavior. Theories of consumption and production. Pricing of products and factors of production under different market structures. General equilibrium. Market failure, externalities and public goods.

PREREQ: ECON 202 AND MATH 243 OR MATH 250 OR MATH 253 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

#4046 Section 01 [units: 3] 09/07-12/23	TR	11:00 AM - 12:15 PM	HH3202	Nicholas B Lovett	
09/07-12/23	F	11:00 AM - 12:15 PM	HH1303	Nicholas B Lovett	RECITATION

ECON 345 ECONOMETRICS ... The second course in statistics is a course in applied regression analysis with particular emphasis on economic analysis. It begins with a review and extension of descriptive statistics, probability and statistical inference as presented in Business Statistics before going on to a detailed treatment of simple and multiple regression.

PREREQ: ECON 245 AND MATH 243 OR MATH 250 OR MATH 253 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

#4047 Section 01 [units: 3] 09/07-12/23	TR	05:00 PM - 06:15 PM	HH3202	Yuhan Xue	
09/07-12/23	TR	05:00 PM - 06:15 PM	HH1301	Yuhan Xue	

ECON 354 MONEY AND BANKING ... The demand for and supply of money in historical perspective including the role of the banking system in the credit creation process. Financial markets, interest rates and economic activity. The Federal Reserve System, monetary policy and the macroeconomy.

PREREQ: ECON 201 (FORMERLY 212) AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.0 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4048 Section 22 [units: 3] 09/07-12/23	Arranged	Arranged	WEB BASED	Russell D Kashian	NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser. WebCam required for remote exam monitoring
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ECON 356 PUBLIC FINANCE ... Economic analysis of public sector issues in relation to the overall economy including: market failure and the role of the public sector; the effects of government expenditures, taxation and borrowing on the allocation and distribution of resources; stability of the U.S. economic system.

PREREQ: ECON 201 (FORMERLY 212) AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.0 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4049 Section 01 [units: 3] 09/07-12/23	TR	12:30 PM - 01:45 PM	HH1301	Shreyasee Das	
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ECON 359 COMPARATIVE ECONOMIC SYSTEMS ... Study of the modern theories of capitalism and socialism and their variants. Examination of the origin, organization, operation and performance of alternative economic systems. Contemporary economies considered are those of United States, Russia, China, Japan and selected economies from Eastern and Western Europe. Emphasis is on reform/transition efforts in these economies.

PREREQ: ECON 202 (FORMERLY 211) AND ADMISSION TO 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

#4050 Section 01 [units: 3] 09/07-12/23	TR	02:00 PM - 03:15 PM	HH1301	Thomas E Schweigert	
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Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)

ECON 402 BUSINESS CYCLES ... *An historical overview and theoretical interpretations of U.S. business cycle experience. U.S. business cycles in a global context, business cycle theories and stabilization policy.*

PREREQ: ECON 202 AND MATH 243 OR MATH 250 OR MATH 253 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

#4051 Section 01 [units: 3]

09/07-12/23 TR 03:30 PM - 04:45 PM HH1301 Stuart M Glosser

ECON 404 HISTORY OF ECONOMIC THOUGHT ... *A study of the development of economic ideas, with emphasis on classical, neo-classical, socialist, Keynesian and institutional schools of thought.*

PREREQ: ECON 202 (FORMERLY 211) AND ADMISSION TO 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

#4052 Section 01 [units: 3]

09/07-12/23 MW 12:30 PM - 01:45 PM HH1301 Daniel Teferra

ECON 406 INTERNATIONAL FINANCE AND BANKING ... *The monetary dimension of international economics. Balance of payments accounting; exchange rates, prices and interest rates; spot and forward foreign exchange; international financial markets and international banking; exchange rate systems and the role of central banks; open-economy macroeconomics; the international monetary system and current policy issues.*

PREREQ: ECON 202 (FORMERLY 211) AND ADMISSION TO 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

#4053 Section 01 [units: 3]

09/07-12/23 MW 09:30 AM - 10:45 AM HH1301 Eylem Ersal

ECON 438 URBAN REGIONAL AND TRANSPORT ECONOMICS ... *The economics of location. Zoning and land use planning. Urban sprawl and the urban/rural periphery. Real estate economics. The urban crisis in the US. The role of the automobile and the highway system. Public policy and the urban environment.*

PREREQ: ECON 201 (FORMERLY 212) AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.0 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4055 Section 01 [units: 3]

09/07-12/23 TR 09:30 AM - 10:45 AM HH1303 Russell D Kashian

ECON 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 3 credits in the major or 6 credits in the degree.*

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

#4056 Section 01 [units: 3]

PREREQ: ECON 201 AND ECON 202 AND ECON 245

09/07-12/23 TR 08:00 AM - 09:15 AM HH2305 Russell D Kashian MICROECONOMICS OF BANKING

ECON 498 INDEPENDENT STUDY ... *Study of a selected topic or topics under the direction of a faculty member. Repeatable. Department Consent required.*

PREREQ: JUNIOR STATUS, ADMISSION TO THE 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

#4057 Section 01 [units: 1]

09/07-12/23 Arranged Arranged David J Bashaw

#4058 Section 02 [units: 3]

09/07-12/23 Arranged Arranged Russell D Kashian

Dept. Consent

#4071 Section 03 [units: 1]

09/07-12/23 Arranged Arranged David J Bashaw

Dept. Consent

#4072 Section 04 [units: 3]

09/07-12/23 Arranged Arranged David M Welsch

Dept. Consent

#4073 Section 05 [units: 1-3]

All class meeting details to be arranged.

Dept. Consent

#4074 Section 06 [units: 1-3]

All class meeting details to be arranged.

Dept. Consent

#4075 Section 07 [units: 1-3]

All class meeting details to be arranged.

Dept. Consent

#4076 Section 08 [units: 1-3]

All class meeting details to be arranged.

Dept. Consent

*** GRADUATE LEVEL COURSES ***

ECON 703 STATISTICS FOUNDATIONS ... *Introduction to descriptive statistics and basic statistical methods as applied to scientific problem solving and decision making. Topics covered include: Descriptive statistics, elementary probability theory, theoretical distributions, inferences about a single population (sampling distributions, estimation, tests of hypothesis), and regression analysis.*

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

#4059 Section 01 [units: 2]

09/07-12/23 W 04:30 PM - 06:10 PM HH1301 Matthew W Winden

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

ECON 704 ECONOMICS FOUNDATIONS ... *A study of micro and macro economic tools of analysis. The functioning of a market economy in product and factor markets under alternative market structures. National income, fiscal policy, and the role of the money supply.*

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

#4060 Section 22 [units: 2] NOTE: The cost per credit for COBE online graduate courses for 2016-2017 is \$637.43. Students must have access to the Internet and an Internet browser.

10/31-12/23 Arranged Arranged WEB BASED Jeffery S Heinrich

ECON 731 MICROECONOMIC THEORY I ... *This course presents advanced topics in microeconomic theory, including consumer behavior, the firm and market structure, equilibrium conditions, and welfare economics. Students will learn important techniques and theories including multivariate optimization, fundamentals of general equilibrium theory and game theory, which form the building blocks of modern microeconomics analysis.*

PREREQ: ENTRY INTO MS APPLIED ECONOMICS PROGRAM

#4061 Section 01 [units: 3]

09/07-12/23 MW 06:30 PM - 07:45 PM HH1300 Matthew W Winden

ECON 732 MACROECONOMIC THEORY ... *Macroeconomics is concerned with the behavior of aggregate economic variables such as GDP or unemployment and the relationship between these variables. This course provides a rigorous introduction to the techniques and models required for these analyses, which form the building blocks of modern macroeconomics as practiced by researchers today.*

PREREQ: ENTRY INTO MS APPLIED ECONOMICS PROGRAM

#4062 Section 01 [units: 3]

09/07-12/23 MW 09:30 AM - 10:45 AM HH1300 Nick Guo

ECON 733 ECONOMETRICS I ... *Econometrics I will focus on the estimation of models using various computer programs and understanding these models from an intuitive perspective. It introduces students to Regression methodology, focusing on assumptions of the framework, correcting for violations of the assumptions and examines the possibility of determining causality with observational data.*

PREREQ: ENTRY INTO MS ECONOMICS PROGRAM

#4063 Section 01 [units: 3]

09/07-12/23 MW 12:30 PM - 01:45 PM HH1300 David M Welsch
09/07-12/23 MW 12:30 PM - 01:45 PM HH3101 David M Welsch

ECON 736 BUSINESS CONDITIONS ANALYSIS ... *A study of the macroeconomic structure and operations of the economic system. Analysis of fluctuations in national income, output, employment, prices and exchange rates and the implication of such changes for business decisions. Evaluation of the influence of monetary policy, fiscal policies, and other macroeconomic events on economic activity. Assessment of the various approaches and methodologies available for forecasting business conditions.*

PREREQ: ECON 704 OR ECON 202 OR EQUIVALENT, GRADUATE STUDENTS MUST BE ADMITTED TO THE M.B.A. OR M.P.A. ACCOUNTING

#4064 Section 22 [units: 2] NOTE: The cost per credit for COBE online graduate courses for 2016-2017 is \$637.43. Students must have access to the Internet and an Internet browser.

09/07-10/28 Arranged Arranged WEB BASED Yamin S Ahmad

ECON 737 MANAGERIAL ECONOMICS ... *Applications of microeconomic theory to problems of formulating managerial decisions. Emphasis on economics as a science that facilitates decision making. Topics considered include optimization techniques, risk analysis and estimation of demand and costs of production, market structures and pricing practice, and antitrust economics. Integrates theory and practice.*

PREREQ: ECON 703 OR ECON 245 OR EQUIVALENT AND ECON 704 OR ECON 201 OR EQUIVALENT

#4065 Section 01 [units: 2]

10/31-12/23 M 06:30 PM - 09:50 PM HH1308 L Denton Marks

ECON 738 QUANTITATIVE METHODS IN ECONOMICS ... *This course will provide students with the mathematical methods and tools used in modern economic analysis. Linear algebra, multivariable calculus, and optimization theory are the main topics of the course and applications to simple economic models will be emphasized.*

PREREQ: ENTRY INTO MS APPLIED ECONOMICS PROGRAM

#4066 Section 01 [units: 3]

09/07-12/23 MW 11:00 AM - 12:15 PM HH3101 Yamin S Ahmad

ECON 758 INTERNATIONAL ECONOMICS ... *A study of international trade and finance issues; multinational enterprises, international investments, currency problems, and balance of payments issues. Analyzes the structure and scope of world trade and international financial markets in developed and developing countries.*

PREREQ: ECON 704 OR ECON 202 AND ECON 201 OR EQUIVALENT, GRADUATE STUDENTS MUST BE ADMITTED TO THE M.B.A. OR M.P.A. ACCOUNTING

#4067 Section 01 [units: 3]

09/07-12/23 M 06:30 PM - 09:00 PM HH1301 Jeffery S Heinrich

ECON 784 SEMINAR TOPICS IN ECONOMICS ... *This course is a graduate-level seminar which introduces students to current research at the frontier of economics. By bringing in guest speakers in the fields of micro- and macroeconomics, the seminar exposes students to different types of research questions in the field of economics, as well as the different techniques researchers use to approach answering those questions. Understanding the current frontier of research and ways to ask and answer questions at this frontier will prepare you to work on your own original research in the field. Certain seminars will also be used to emphasize the importance of and best practices in good written and oral communication.*

PREREQ: ENTRY INTO MS APPLIED ECONOMICS PROGRAM

#4069 Section 01 [units: 1] NOTE: Pass/Fail Only

09/07-12/23 M 03:30 PM - 05:00 PM HH2312 Yamin S Ahmad
P/F Grading Basis Only

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

ECON 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 M.P.A. ACCOUNTING.

#4070 Section 01 [units: 3]

09/07-12/23 Arranged Arranged Matthew W Winden

ECON 799 THESIS ... Students must complete a Thesis Proposal Form in the Graduate Studies Office before registering for this course. Prereq: 28 credits in undergraduate and graduate economics courses. Some of these may be taken concurrently with approval of advisor.

PREREQ: GRADUATE STANDING

#4077 Section 01 [units: 1-6]

All class meeting details to be arranged.

#4078 Section 02 [units: 1-6]

All class meeting details to be arranged.

#4079 Section 03 [units: 1-6]

All class meeting details to be arranged.

#4080 Section 04 [units: 1-6]

All class meeting details to be arranged.

#4081 Section 05 [units: 1-6]

All class meeting details to be arranged.

#4082 Section 06 [units: 1-6]

All class meeting details to be arranged.

#4083 Section 07 [units: 1-6]

All class meeting details to be arranged.

#4084 Section 08 [units: 1-6]

All class meeting details to be arranged.

FINANCE AND BUSINESS LAW

Finance & Business Law

FNBSLW 301 CONSUMER FINANCE ... Study for managing personal and household resources; utilizing sources of consumer information and protection; handling the continuous decisions encountered with personal finance relative to goals, financial analysis, insurances, income taxes, borrowing, banking, housing, household operation, savings, investments; utilizes the microcomputer and compound interest tables in the decision process.

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

#3895 Section 01 [units: 3]

09/07-12/23 M 06:30 PM - 09:00 PM HH1302 Joel E Schleusner

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

#3896 Section 01 [units: 3]

09/07-12/23 TR 11:00 AM - 12:15 PM HH2317 Ruzhen Wei

#3897 Section 02 [units: 3]

09/07-12/23 MW 12:30 PM - 01:45 PM HH2317 Amy K Verbos

#3898 Section 03 [units: 3]

09/07-12/23 MW 12:30 PM - 01:45 PM HH1311 Curt M Weber

#3899 Section 04 [units: 3]

09/07-12/23 MW 02:00 PM - 03:15 PM HH2317 Amy K Verbos

#3900 Section 05 [units: 3]

09/07-12/23 TR 02:00 PM - 03:15 PM HH2317 Ruzhen Wei

#3901 Section 06 [units: 3]

09/07-12/23 TR 03:30 PM - 04:45 PM HH2317 JEFFREY HAHN

#4604 Section 07 [units: 3]

09/07-12/23 W 05:00 PM - 07:30 PM HH1308 Levi Citrin

#3902 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser. WebCam required for remote exam monitoring

09/07-12/23 Arranged Arranged WEB BASED Gene M Toboyek

FNBSLW 342 ADVANCED BUSINESS AND COMMERCIAL LAW ... This course provides an advanced study of the law for business or pre-law students, including an examination of the Uniform Commercial Code and the Law of Sales, Negotiable Instruments, Secured Transactions and Documents of Title. This course also includes a study of the Law of Business Entities and Creditor and Debtor Relations.

PREREQ: FNBSLW 341 AND ADMISSION TO THE 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

#3903 Section 01 [units: 3]

09/07-12/23 M 05:00 PM - 07:30 PM HH1311 Curt M Weber

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

FNBSLW 344 BUSINESS FINANCE ... Problems of financing long-run funds requirements of the business enterprise to include reserve and dividend policies, promotion, expansion, combination of business, planning, planning of capital structure, legal forms of business enterprise.

PREREQ: ACCOUNT 249 OR ACCOUNT 261; 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

#3904 Section 01 [units: 3]

09/07-12/23 MW 09:30 AM - 10:45 AM HH2317 Garrett C Smith

#3905 Section 02 [units: 3]

09/07-12/23 TR 11:00 AM - 12:15 PM HH1305 Rashiqa Kamal

#3906 Section 03 [units: 3]

09/07-12/23 MW 12:30 PM - 01:45 PM HH1305 James R Harris

#3907 Section 04 [units: 3]

09/07-12/23 MW 02:00 PM - 03:15 PM HH1302 Arjan Premti

#3908 Section 05H [units: 3]

PREREQ: ELIGIBILITY FOR THE UNIVERSITY HONORS PROGRAM AND AN ACT SUBSCORE OF AT LEAST 24, OR CONSENT OF UNIVERSITY HONORS PROGRAM DIRECTOR

09/07-12/23 TR 02:00 PM - 03:15 PM HH1302 Robert New HONORS

#3909 Section 06 [units: 3]

09/07-12/23 TR 03:30 PM - 04:45 PM HH1302 Robert New

#3910 Section 07 [units: 3]

09/07-12/23 W 06:30 PM - 09:00 PM HH1311 Joel E Schleusner

#4587 Section 08 [units: 3]

09/07-12/23 M 06:30 PM - 09:00 PM HH2308 James R Harris

FNBSLW 345 INVESTMENTS ... A study of the various types of investments available, the markets in which they are traded, the techniques used to make sound investment decisions, and the factors which affect those decisions for various types of investors.

PREREQ: FNBSLW 344, ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS, 60 CREDITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3911 Section 01 [units: 3]

09/07-12/23 MW 09:30 AM - 10:45 AM HH1302 Pascal Letourneau

#3912 Section 02 [units: 3]

09/07-12/23 TR 09:30 AM - 10:45 AM HH1302 Mohammad Jafarnejad

#3913 Section 03 [units: 3]

09/07-12/23 MW 11:00 AM - 12:15 PM HH1302 Pascal Letourneau

FNBSLW 348 REAL ESTATE ... Designed to integrate the theory and practice of real estate operations through a discussion of the following areas: Urban structure and urban growth, the urban economy, appraisal analysis, property development and real estate investments analysis.

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

#3914 Section 01 [units: 3]

09/07-12/23 T 05:00 PM - 07:30 PM HH1311 Kenneth W Soyeh

FNBSLW 360 FINANCIAL INSTITUTIONS ... Survey of institutional arrangements through which funds are accumulated and made available to consumers, farmers, business and government. An understanding of the behavior of the non-monetary as well as the money and capital markets is developed.

PREREQ: FNBSLW 344, ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS, 60 CREDITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3915 Section 01 [units: 3]

09/07-12/23 MW 12:30 PM - 01:45 PM HH1302 Arjan Premti

#3916 Section 02 [units: 3]

09/07-12/23 TR 02:00 PM - 03:15 PM HH1305 Rashiqa Kamal

#3917 Section 03 [units: 3]

09/07-12/23 TR 03:30 PM - 04:45 PM HH1305 Rashiqa Kamal

FNBSLW 401 ESSENTIALS OF FINANCIAL PLANNING ... This course serves as an introduction to the occupational area of Financial Planning and surveys the following topics: determining financial objectives, formulating investment objectives, tax planning, insurance planning, and retirement and estate planning.

PREREQ: FNBSLW 345 CAN BE TAKEN AS EITHER A PREREQ OR COREQ. ADMISSION TO UPPER DIVISION AND A 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

#3918 Section 01 [units: 3]

09/07-12/23 MW 09:30 AM - 10:45 AM HH1305 Gene M Toboyek

#3919 Section 02 [units: 3]

09/07-12/23 MW 11:00 AM - 12:15 PM HH1305 Gene M Toboyek

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

FNBSLW 420 BANK ADMINISTRATION ... Commercial banking, principles and practices, comprehensively treated with emphasis on operations and administration, bank services, credit analysis, loan and investment policies, profit planning and control. This course cannot be used to satisfy the MBA degree requirement.

PREREQ: FNBSLW 344 AND FNBSLW 360, 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

#3920 Section 01 [units: 3]
09/07-12/23 W 05:00 PM - 07:30 PM HH1305 Arjan Prenti

FNBSLW 430 FINANCIAL FUTURES AND OPTIONS ... A study of financial futures and options. Course topics will include: characteristics of futures and options contracts, how the markets function, the ways in which the instruments are used and why, option valuation models, the cash-futures basis, and regulation.

PREREQ: FNBSLW 345, 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

#3921 Section 01 [units: 3]
09/07-12/23 MW 02:00 PM - 03:15 PM HH3101 Pascal Lefourneau

FNBSLW 442 ESTATES AND TRUSTS ... A study of the substantive and procedural laws relating to wills, estates, trusts, guardianships, fiduciaries, estate taxation, retirement, and end-of-life planning.

PREREQ: FNBSLW 341 AND ADMISSION TO THE 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

#3923 Section 01 [units: 3]
09/07-12/23 W 05:00 PM - 07:30 PM HH2317 Gene M Toboyek

FNBSLW 443 LABOR LAW ... A legalistic introduction to labor law through a study of cases and related statutes of those general principles important to both workers and management. The study of these materials will aid management and labor in understanding the position of the law in determining and providing a solution to labor law problems.

PREREQ: FNBSLW 341 AND ADMISSION TO THE 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

#3924 Section 01 [units: 3]
09/07-12/23 M 05:00 PM - 07:30 PM HH2317 Amy K Verbos

FNBSLW 444 CORPORATE FINANCIAL MANAGEMENT DECISIONS ... An advanced study of the requirements for and sources of funds in the business organizations. The course deals with both long and short-term aspects of finance with emphasis placed on analysis and decision making.

PREREQ: B- OR BETTER IN FNBSLW 344, FNBSLW 345, 84 UNITS, RESTRICTED TO STUDENTS WITH MAJOR: FINANCE: WITH AN EMPHASIS IN FINANCIAL PLANNING, INSURANCE, OR REAL ESTATE. ADMISSION TO UPPER DIVISION AND 2.5 COMBINED CUMULATIVE GPA REQUIRED.

#3925 Section 01 [units: 3]
09/07-12/23 TR 11:00 AM - 12:15 PM HH1302 Zaifeng S Fan

#3926 Section 02 [units: 3]
09/07-12/23 TR 12:30 PM - 01:45 PM HH1302 Zaifeng S Fan

#3927 Section 03 [units: 3]
09/07-12/23 MW 02:00 PM - 03:15 PM HH1311 Bakhtear U Talukdar

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

#3928 Section 01 [units: 3]
09/07-12/23 M 05:00 PM - 07:30 PM HH1305 Yuan Yuan

#3929 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser. WebCam required for remote exam monitoring

09/07-12/23 Arranged Arranged WEB BASED Yuan Yuan

FNBSLW 456 SECURITY ANALYSIS ... A detailed examination of the various classes of securities available for investors, and the development of techniques used to reach dependable conclusions as to the safety and attractiveness of a given security at the current market price or at some assumed price.

PREREQ: B- OR BETTER IN FNBSLW 344, FNBSLW 345, 84 UNITS, RESTRICTED TO STUDENTS WITH MAJOR: FINANCE: WITH AN EMPHASIS IN FINANCIAL PLANNING, INSURANCE, OR REAL ESTATE. ADMISSION TO UPPER DIVISION AND 2.5 COMBINED CUMULATIVE GPA REQUIRED.

#3930 Section 01 [units: 3]
09/07-12/23 MW 09:30 AM - 10:45 AM HH1311 Bakhtear U Talukdar

#3931 Section 02 [units: 3]
09/07-12/23 TR 12:30 PM - 01:45 PM HH1311 Garrett C Smith

#3932 Section 03 [units: 3]
09/07-12/23 TR 02:00 PM - 03:15 PM HH1311 Garrett C Smith

FNBSLW 458 REAL ESTATE INVESTMENTS ... Examination of investment principles and tax considerations as they apply to real estate, specifically apartment houses, shopping centers, office buildings, urban development and vacant land.

PREREQ: FNBSLW 348, 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.

#3933 Section 01 [units: 3]
09/07-12/23 TR 09:30 AM - 10:45 AM HH1305 Kenneth W Soyeh

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

FNBSLW 460 ADVANCED PROPERTY AND CASUALTY INSURANCE ... Consideration of advanced topics in property and casualty insurance. Among items covered are direct and indirect property coverages, inland marine insurance, liability coverage including its legal foundations, workmen's compensation, the general liability contract, crime coverages, surety and fidelity bonding and insurance regulation.

COREQ: FNBSLW 446; **PREREQ:** ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3934 Section 01 [units: 3]
09/07-12/23 MW 11:00 AM - 12:15 PM HH2317 Yuan Yuan

FNBSLW 484 APPLIED INVESTMENTS ... Students will gain hands-on experience by managing a real portfolio of securities. After developing a group investment philosophy, they will analyze the current holdings, investigate other alternatives, and make buy and sell decisions as a group. Presentations of the students' research will be made to an advisory board made up of faculty and investment professionals.

COREQ: FNBSLW 456. **PREREQ:** 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

#3936 Section 01 [units: 3] Dept. Consent
09/07-12/23 W 05:00 PM - 07:30 PM HH2202 Robert New

FNBSLW 493 INTERNSHIP ... This is an opportunity for a finance student to gain practical experience in a business before graduation. The experience will supplement the students' academic work in preparation for a career in business. Repeatable for a maximum of 3 credits in the major. Department Consent required.

PREREQ: JR STATUS & FINANCE, FINANCIAL PLANNING, INSURANCE, OR REAL ESTATE MAJOR, ADMISSION TO UPPER DIVISION BUSINESS COURSES & 2.50 FOR BUSINESS MAJORS OR 60 CREDITS & 2.00 FOR MINORS/NON-BUSINESS MAJORS WHICH THIS COURSE IS AN OPTION.

#3937 Section 01 [units: 1-3] Dept. Consent
09/07-12/23 Arranged Arranged Garrett C Smith

FNBSLW 498 INDEPENDENT STUDY ... Study of a selected topic or topics under the direction of a faculty member. Repeatable.

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

#3938 Section 01 [units: 1-3] Dept. Consent
09/07-12/23 Arranged Arranged Linda Yu

*** GRADUATE LEVEL COURSES ***

FNBSLW 542 ADVANCED BUSINESS AND COMMERCIAL LAW ... This course provides an advanced study of the law for business or pre-law students, including an examination of the Uniform Commercial Code and the Law of Sales, Negotiable Instruments, Secured Transactions and Documents of Title. This course also includes a study of the Law of Business Entities and Creditor and Debtor Relations.

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

#3939 Section 01 [units: 3]
09/07-12/23 MW 11:00 AM - 12:15 PM HH1311 Curt M Weber

FNBSLW 718 FINANCIAL MANAGEMENT ... Consideration of the finance function as it relates to other organizational roles, the use of capital budgeting techniques, other quantitative methods, and model building in decision making. Not open to students with an undergraduate finance degree.

PREREQ: ACCOUNT 701

#3940 Section 01 [units: 2]
09/07-12/23 R 04:30 PM - 06:10 PM HH1311 Mohammad Jafarnejad

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 apposed 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

#3941 Section 01 [units: 3]
09/07-12/23 W 05:15 PM - 07:45 PM OFF CAMPUS Zaifeng S Fan AMERICAN FAMILY

#3942 Section 22 [units: 3] NOTE: The cost per credit for COBE online graduate courses for 2016-2017 is \$637.43. Students must have access to the Internet and an Internet browser.

09/07-12/23 Arranged Arranged WEB BASED Linda Yu

FNBSLW 750 REAL ESTATE FINANCE AND INVESTMENT ... Consideration of the institutional environment affecting the financing and ownership of real estate. Detailed evaluation of both the nature of and the risks associated with lender and investor yields from real estate investment.

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

#3943 Section 22 [units: 3] NOTE: The cost per credit for COBE online graduate courses for 2016-2017 is \$637.43. Students must have access to the Internet and an Internet browser.

09/07-12/23 Arranged Arranged WEB BASED Kenneth W Soyeh

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

#3944 Section 22 [units: 3] NOTE: The cost per credit for COBE online graduate courses for 2016-2017 is \$637.43. Students must have access to the Internet and an Internet browser.

09/07-12/23 Arranged Arranged WEB BASED Garrett C Smith

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

FNBSLW 770 CAPITAL BUDGETING ... Financial planning for working capital management and long range investment projects. Emphasis on capital budgeting problem solving. Readings on capital budgeting and related topics, cost of capital structure, and dividend policy.

PREREQ: FNBSLW 718 OR FNBSLW 344, GRADUATE STUDENTS MUST BE ADMITTED TO THE M.B.A. OR M.P.A. ACCOUNTING.

#3945 Section 01 [units: 3]

09/07-12/23 R 06:30 PM - 09:00 PM HH1305 Michael Chitavi

FNBSLW 798 INDIVIDUAL STUDIES ... A student may satisfy up to 3 credits of the 9 credit emphasis by pursuing this course with one or more members of the graduate faculty. A copy of the proposal must be on file in the chairman's office prior to registration.

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

#3947 Section 01 [units: 3] NOTE: Section 01 is designed for students interested in a project related to Finance or Law.

Dept. Consent

09/07-12/23 Arranged Arranged Zaifeng S Fan

#3948 Section 22 [units: 1-3] NOTE: The cost per credit for COBE online graduate courses for 2016-2017 is \$637.43. Students must have access to the Internet and an Internet browser.

Dept. Consent

09/07-12/23 Arranged Arranged WEB BASED Linda Yu

INFORMATION TECHNOLOGY AND SUPPLY CHAIN MANAGEMENT

Information Technology & Supply Chain Management

ITSCM 180 INTRODUCTION TO PROGRAMMING FOR BUSINESS APPLICATIONS ... This course introduces the essentials of object-oriented programming for business application. Students will learn programming fundamentals, object-oriented design, file i/o, and fundamental data structures within the context of building tools for business end-users. Topics related to the business environment, such as eliciting software requirements and effective technical communication are also covered.

PREREQ: BUSINESS MAJOR (STUDENTS IN BBA DEGREE) OR OTHER MAJOR OR MINOR FOR WHICH THIS COURSE IS AN OPTION

#4317 Section 01 [units: 3]

09/07-12/23 MW 02:00 PM - 03:15 PM HH3200 Christina N Outlay

09/12-12/14 MW 02:00 PM - 03:15 PM HH3106 Christina N Outlay

#4318 Section 02 [units: 3]

09/07-12/23 TR 03:30 PM - 04:45 PM HH3200 Alana J Platt

ITSCM 221 INFORMATION TECHNOLOGY INFRASTRUCTURE ... This course includes a detailed investigation of the primary infrastructure components of modern information systems. In particular the course focuses on computer hardware and networking components, infrastructure troubleshooting methodologies and tools, and networking protocols.

PREREQ: BUSINESS MAJOR, 2.50 COMBINED CUMULATIVE GPA AND 24 CREDITS OR FOR ALL OTHER MAJORS, 2.00 GPA AND 24 CREDITS

#4319 Section 01 [units: 3]

09/07-12/23 TR 11:00 AM - 12:15 PM HH3200 Sara C Deschner

#4320 Section 02 [units: 3]

09/07-12/23 TR 12:30 PM - 01:45 PM HH3200 Sara C Deschner

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

#4321 Section 01 [units: 3] NOTE: This is an interactive course for business information systems and hands on database skills which will make significant use of laptop computers. All students are required to bring their own laptop to class every day--wireless capabilities strongly recommended.

09/07-12/23 T 11:00 AM - 12:15 PM HH2101 Choton Basu

09/07-12/23 R 11:00 AM - 12:15 PM HH2101 Linda K Amann

#4322 Section 02 [units: 3] NOTE: This is an interactive course for business information systems and hands on database skills which will make significant use of laptop computers. All students are required to bring their own laptop to class every day--wireless capabilities strongly recommended.

09/07-12/23 T 02:00 PM - 03:15 PM HH2101 Choton Basu

09/07-12/23 R 02:00 PM - 03:15 PM HH2101 Linda K Amann

#4323 Section 03 [units: 3]

09/07-12/23 M 03:30 PM - 04:45 PM HH2306 Robert L Horton

09/07-12/23 W 03:30 PM - 04:45 PM HH3101 Robert L Horton

#4324 Section 04 [units: 3]

09/07-12/23 M 05:00 PM - 06:15 PM HH2306 Robert L Horton

09/07-12/23 W 05:00 PM - 06:15 PM HH3101 Robert L Horton

#4325 Section 05 [units: 3]

09/07-12/23 R 05:00 PM - 07:30 PM HH1306 Theresa M Miller

09/07-12/23 R 06:15 PM - 07:30 PM HH3101 Theresa M Miller

#4326 Section 06 [units: 3]

09/07-12/23 M 06:30 PM - 09:00 PM HH3101 Robert L Horton

#4764 Section 07 [units: 3]

09/07-12/23 T 03:30 PM - 04:45 PM HH1311 Theresa M Miller

09/07-12/01 TR 03:30 PM - 04:45 PM HH3101 Theresa M Miller

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#4327	Section 22	[units: 3]	NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser. WebCam required for remote exam monitoring		
09/07-12/23	Arranged	Arranged	WEB BASED	Christina N Outlay	

ITSCM 285 BUSINESS WEB APPLICATION DESIGN ... Students will learn web design and maintenance, graphics development, prototyping, design methodologies, and usability testing. Students are guided through a hands-on, step-by-step process of creating an attractive, well-designed Web site for an enterprise. Also e-business technologies and practices will be overviewed.

PREREQ: SOPHOMORE STATUS & LOWER LEVEL BUSINESS REQUIREMENTS

#4328	Section 01	[units: 3]			
09/07-12/23	TR	12:30 PM - 01:45 PM	HH3202	Balaji Sankaranarayanan	
#4329	Section 02	[units: 3]			
09/07-12/23	TR	03:30 PM - 04:45 PM	HH3202	Balaji Sankaranarayanan	

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 152 OR MATH 243 OR MATH 250 OR MATH 253 AND 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

#4330	Section 01	[units: 3]			
09/07-12/23	MW	11:00 AM - 12:15 PM	HH1306	Richard Pues	
#4331	Section 02	[units: 3]			
09/07-12/23	TR	12:30 PM - 01:45 PM	HH1306	Richard Pues	
#4332	Section 03	[units: 3]			
09/07-12/23	MW	02:00 PM - 03:15 PM	HH2101	Anto J Verghese	
#4333	Section 04	[units: 3]			
09/07-12/23	TR	02:00 PM - 03:15 PM	HH1306	Anna L Land	
#4334	Section 05	[units: 3]			
09/07-12/23	M	06:30 PM - 09:00 PM	HH1306	Patrick Tierney	
#4335	Section 06	[units: 3]			
09/07-12/23	W	06:30 PM - 09:00 PM	HH2306	Patrick Tierney	
#4336	Section 22	[units: 3]	NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser. WebCam required for remote exam monitoring		
09/07-12/23	Arranged	Arranged	WEB BASED	Manohar S Madan	

ITSCM 310 ENTERPRISE SYSTEMS & BUSINESS PROCESS INTEGRATION ... This course introduces students to enterprise/ERP systems and their importance for business process integration. Managerial and technical issues in planning, designing, and implementing such systems are also discussed. Students have the opportunity of practicing course concepts in an industry used ERP system.

PREREQ: ITSCM 280; 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

#4337	Section 01	[units: 3]			
09/07-12/23	MW	11:00 AM - 12:15 PM	HH3200	Sara C Deschner	

ITSCM 314 DATABASE DESIGN AND ADMINISTRATION ... This course teaches students how to analyze, design and implement a computerized database. It further teaches students how to use a database to answer questions and support analyses. Students learn the basics of administering a database including providing security, performance tuning, backup and recovery, and other administrative tasks.

PREREQ: ITSCM 280 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.

#4338	Section 01	[units: 3]			
09/07-12/23	TR	09:30 AM - 10:45 AM	HH2306	Robert L Leitheiser	

ITSCM 320 BUSINESS ANALYSIS ... The basic role of a business analyst is to serve as a liaison between business divisions and the technical staff by translating business goals into information-system requirements and communicating those requirements to the technicians. This course provides students with the knowledge and techniques to perform this service.

PREREQ: ITSCM 280 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.

#4341	Section 01	[units: 3]			
09/07-12/23	TR	12:30 PM - 01:45 PM	HH2306	Robert L Leitheiser	
#4342	Section 02	[units: 3]			
09/07-12/23	TR	02:00 PM - 03:15 PM	HH2306	Robert L Leitheiser	

ITSCM 331 SYSTEM ADMINISTRATION ... This course provides in depth coverage of the best practices for administering network systems. Students will be expected to demonstrate an ability to administer network operating systems (NOS) and applications.

PREREQ: ITSCM 180 AND ITSCM 221; 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

#4344	Section 01	[units: 3]			
09/07-12/23	MW	03:30 PM - 04:45 PM	HH3200	Theresa M Miller	
09/12-12/14	MW	03:30 PM - 04:45 PM	HH3106	Theresa M Miller	

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

ITSCM 332 NETWORK MANAGEMENT ... This course provides in depth coverage of the best practices for managing wide area network (WAN) components. Students will be expected to demonstrate an ability to manage network interconnection devices, such as routers and switches. The course will focus on designing appropriate data link (OSI Layer 2) and Internet layer (OSI Layer 3) architectures.

PREREQ: ITSCM 180 AND ITSCM 221; 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

#4345 Section 01 [units: 3]

09/07-12/23 MW 09:30 AM - 10:45 AM HH3200 Sara C Deschner

ITSCM 380 BUSINESS INTELLIGENCE: CONCEPTS, METHODS AND TECHNOLOGIES ... Business Intelligence (BI) is the application of information processes, methodologies, and technologies to support analysis and decision making in organizations. This course will provide students with an understanding of: the basic concepts of BI, the role of BI in today's organizations, the methodologies involved in creating effective BI systems, and the tools that are available to support BI applications.

PREREQ: (ITSCM 280 OR MCS 214) AND (ECON 245 OR MATH 342) AND ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4346 Section 01 [units: 3]

09/07-12/23 TR 11:00 AM - 12:15 PM HH2306 Alana J Platt

ITSCM 382 VISUALIZATION, INFOGRAPHICS, AND TECHNICAL DOCUMENTATION ... The course explores data visualization, infographic design, and information presentation methods and technologies, along with technical documentation basics. It equips students to produce and critically evaluate visualization, presentation, and documentation efforts in high-technology contexts. Students are immersed in team design and development as well as case studies of organizational initiatives.

PREREQ: ITSCM 280; 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

#4495 Section 01 [units: 3]

09/07-12/23 MW 11:00 AM - 12:15 PM HH3202 Jo Ann R Oravec

ITSCM 384 DATA MINING FOR BUSINESS ANALYTICS ... This course provides an introduction to the major methods used in the data mining of quantified data. The way to use the large amounts of data available in data warehouses and data marts available to organizations to support business analytics is discussed. Students will learn and apply an understanding of classification, association and prediction methods. The role of understanding the data in the context of the organization and its environment will be examined.

PREREQ: ITSCM 380; 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

#4347 Section 01 [units: 3]

09/07-12/23 TR 09:30 AM - 10:45 AM HH1001 David L Munro

ITSCM 385 PROJECT MANAGEMENT: METHODOLOGIES, TECHNIQUES & TOOLS ... This course is designed to allow students from all business disciplines to understand how to manage projects. PM presents a methodology for managers to balance their time, cost, risks, resources, and people while ensuring quality goals are built into the project. The genesis of PM is covered using specific cases and examples.

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

#4348 Section 01 [units: 3]

09/07-12/23 TR 02:00 PM - 03:15 PM HH3200 Andrew P Ciganek

#4349 Section 02 [units: 3]

09/07-12/23 T 05:00 PM - 07:30 PM HH3200 Theresa M Miller

ITSCM 421 BUSINESS SYSTEMS ANALYSIS AND DESIGN PROJECT ... This is the capstone course for the Business Application Development emphasis of the IT major. Students work in teams to create software applications for "real-world" clients. These teams use industry standard methods, technologies and processes to meet client needs in a project setting.

PREREQ: ITSCM 321 AND (ITSCM 325 OR ITSCM 425); ADM 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

#4641 Section 01 [units: 3]

09/07-12/23 TR 03:30 PM - 04:45 PM HH3013 Robert L Leitheiser

ITSCM 445 QUALITY MANAGEMENT ... A comprehensive study of contemporary perspectives on Total Quality (TQ) theory and practice applied to operations systems. Includes a thorough discussion of statistical and quality methods including process control, acceptance sampling, and variance reduction. Explores Quality Function Deployment and the customer-focused implications of quality.

PREREQ: ITSCM 306, 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

#4351 Section 01 [units: 3]

09/07-12/23 M 06:30 PM - 09:00 PM HH1303 Paul J Drechsler

ITSCM 450 OPERATIONS PLANNING ... Study in depth of the planning processes performed in the operations setting integrating the topics of systems modeling, forecasting, production planning, capacity planning, capacity requirements planning, master scheduling, and material requirements planning. Emphasis is on concepts and their application.

PREREQ: ITSCM 306, 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

#4352 Section 01 [units: 3]

09/07-12/23 W 06:30 PM - 09:00 PM HH1306 Richard Pues

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

ITSCM 451 MANAGING INFORMATION TECHNOLOGY SERVICES ... This course covers material appropriate for individuals who may be expected to manage IT people and resources. Topics include business continuity planning, developing service level agreements, change management / revision control, capacity planning, impact analysis, testing, communication with vendors, customers and other constituents, and managing IT professionals.

PREREQ: ITSCM 221, ITSCM 314, ITSCM 320, AND ITSCM 385; SENIOR STANDING; ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS AND 60 UNITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4353 Section 01 [units: 3]

09/07-12/23 MW 11:00 AM - 12:15 PM HH2306 Christina N Outlay

ITSCM 452 INFORMATION ASSURANCE AND SECURITY ... This course provides an in depth investigation into meeting the security needs of modern IT systems. Students will be expected to demonstrate an ability to establish security policies and configure security devices and software.

PREREQ: ITSCM 331 AND ITSCM 332 AND 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

#4354 Section 01 [units: 3]

09/07-12/23 M 05:00 PM - 07:30 PM HH3200 Roger Yin

ITSCM 462 PURCHASING MANAGEMENT ... This course provides an understanding of the business role of purchasing and procurement in relation to both operational and strategic organizational goals. Students will be able to identify alternative terms and conditions of sale, source suppliers and build supplier relationships. In addition, exposure to the bidding and auction process, negotiating with suppliers and total cost of ownership will be provided.

PREREQ: ITSCM 306, 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

#4357 Section 01 [units: 3]

09/07-12/23 T 06:30 PM - 09:00 PM HH1303 Richard Pues

ITSCM 485 PROJECT ... This course provides students with the opportunity to participate on a student project team under the management of a faculty member and industry practitioners. The project will be sponsored by a partnering business firm or organization and may involve a wide array of technologies, functional areas and geographically dispersed teammates. This course will only be offered when projects are available. Students will be carefully chosen through an interview process. The number of credits will be determined by the complexity of the project and the level of student involvement. **Prereq: Consent of Department**

#4358 Section 01 [units: 1-3]

09/07-12/23 Arranged Arranged David L Munro

Dept. Consent

ITSCM 493 IT INTERNSHIP ... The student is to work as an information technology infrastructure professional in a business or government organization for the prescribe number of hours and report on the experience to the IT faculty and fellow students. **Prereq: Consent of IT Internship Coordinator required.**

PREREQ: ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.0 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHOM THE COURSE IS AN OPTION

#4359 Section 01 [units: 1-3]

09/07-12/23 Arranged Arranged NOTE: The system defaults to 1 credit. Please be sure to input 3 credits to meet the full requirement.

Sara C Deschner

Dept. Consent

ITSCM 493S SUPPLY CHAIN MANAGEMENT INTERNSHIP ... This course is a structured-supervised work experience within the area of Supply Chain Management. The internship experience offers the student an opportunity to merge supply chain metrics, scheduling/planning, strategic/master planning, supplier/buyer relations, and/or quality & lean concepts with real-world activities in business, government or the non-profit sector.

PREREQ: SUPPLY CHAIN MAJOR AND DEPARTMENT CONSENT

#4360 Section 01 [units: 3]

09/07-12/23 Arranged Arranged Sara C Deschner

Dept. Consent

ITSCM 498 INDEPENDENT STUDIES ... Study of a selected topic or topics under the direction of a faculty member. Offered on a satisfactory/no credit basis only. Repeatable for a maximum of 3 credits in major/degree. Department Consent required.

PREREQ: SENIOR STATUS, CONSENT OF DEPARTMENT CHAIR. 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 WHOM THIS COURSE IS AN OPTION

#4361 Section 01 [units: 1-3]

09/07-12/23 Arranged Arranged David L Munro

Dept. Consent

S/NC Grading Basis Only

*** GRADUATE LEVEL COURSES ***

ITSCM 715 TECHNOLOGY AND INFORMATION SYSTEMS ... A graduate business course that provides a fundamental understanding of technology and information systems in organizations. The course surveys a wide range of information topics covering management, organizational, and technology foundations of information systems. Emphasis is placed on how organizations plan, implement, and use information systems for operational and strategic excellence.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#4362 Section 22 [units: 2]

NOTE: Online courses will bill 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 Roger Yin

ITSCM 719 OPERATIONS MANAGEMENT ... A survey course focusing on the performance of managerial activities entailed in selecting, designing, operating, controlling, and updating productive systems. This life cycle approach will include treatment of non-manufacturing activities, and will draw heavily upon latest developments in the field.

PREREQ: ECON 703

#4363 Section 01 [units: 2]

09/07-12/23 T 04:30 PM - 06:10 PM HH1306 Manohar S Madan

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

ITSCM 745 STRATEGIC TECHNOLOGY AND INNOVATION MANAGEMENT ... A graduate business course covering technology led strategic innovation designed to provide an understanding of the dynamic links between technology and innovation strategy. Students will acquire essential managerial and critical thinking skills to develop competitive technology enhanced business strategies and models.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#4364 Section 01 [units: 2]

09/07-10/28 M 06:30 PM - 09:50 PM HH2306 David L Munro

#4365 Section 22 [units: 2] NOTE: Online courses will bill 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 Balaji Sankaranarayanan

ITSCM 761 SUPPLY CHAIN SYSTEMS ... The course uses a supply chain management framework to study flow of material. Topics include capacity planning, production systems, production planning, material planning, sourcing, and delivery of products. In addition, the role of information systems in integrating operations throughout the supply chain is discussed. The course uses case studies and research papers.

PREREQ: ITSCM 719 OR ITSCM 306

#4366 Section 22 [units: 3] NOTE: Online courses will bill 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 Manohar S Madan

ITSCM 768 OPERATIONS STRATEGY ... A course focusing on strategic implications of operations decisions facing the top manager, such as the operations vice-president or plant manager. Cases are used to identify, analyze and recommend solutions to specific problems resulting from corporate decisions taken in the areas of processes and infrastructure. Current trends in selected industries are discussed.

PREREQ: ITSCM 719

#4367 Section 01 [units: 3]

09/07-12/23 T 06:30 PM - 09:00 PM HH2306 Anna L Land

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: ITSCM 719 OR ITSCM 306

#4368 Section 01 [units: 3]

09/07-12/23 W 06:30 PM - 09:00 PM HH1303 Anto J Verghese

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

#4369 Section 01 [units: 2]

10/31-12/23 R 06:30 PM - 09:50 PM HH2306 Choton Basu

10/31-12/23 R 06:30 PM - 09:50 PM HH2306 Manohar S Madan

#4370 Section 22 [units: 2] NOTE: Online courses will bill 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 Manohar S Madan

ITSCM 772 INFORMATION TECHNOLOGY SERVICE MANAGEMENT ... The course is designed to introduce information technology service management in a variety of enterprise and service industry settings. Concepts of IT service management based on contemporary best practices such as ITIL are covered. The course will cover the management of service systems, IT service system design, operations, and management.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#4371 Section 01 [units: 3]

09/07-12/23 W 06:30 PM - 09:00 PM HH3200 Roger Yin

ITSCM 774 DATA ANALYTICS AND BUSINESS INTELLIGENCE ... A graduate course covering the use information technology to assist decision making in today's business environment. This course provides an overview of decision making theory, data warehousing, data mining, business intelligence and analytics. The course also surveys contemporary framework, tools, and techniques for BI and data analytics.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#4372 Section 22 [units: 3] NOTE: Online courses will bill 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 David L Munro

ITSCM 780 DISASTER RECOVERY AND BUSINESS CONTINUITY ... The course covers Business Continuity Planning, a methodology used to create and validate a plan for maintaining continuous business operations before, during, and after disasters or disruptive events. It also covers Disaster Recovery, which is aimed at stopping the effects of disasters as quickly as possible, and addressing the immediate aftermath.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#4373 Section 22 [units: 3] NOTE: Online courses will bill 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 Alana J Platt

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

ITSCM 785 APPLIED PROJECT MANAGEMENT ... This course utilizes a formal project management process to convey the key competencies that project managers must develop. Students will apply project management tools and techniques to execute a full project from initiation through closure for a community partner. Topics covered in the course include project management and organization; planning; budgeting; scheduling; resource management; project control; project termination; project management tools; and project completion hours. Emphasis is on hands-on application and practice with project management software tools.

#4374 Section 22 [units: 3] NOTE: Online courses will bill 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 Andrew P Ciganek

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

#4375 Section 01 [units: 1-3]

09/07-12/23 MW 02:00 PM - 03:15 PM HH1306 David L Munro

#4384 Section 22 [units: 1-3] NOTE: Online courses will bill 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 David L Munro

INTERDEPARTMENTAL

Business & Economics Interdepartmental

BEINDP 101 BUSINESS AND SOCIETY ... An introductory business course intended to introduce all business majors to the business professions and the global societal issues that surround business. Curriculum focuses on the College's mission statement of building professional leadership through cultural and diversity awareness, ethical responsiveness, innovative problem solving, and critical thinking.

PREREQ: BUSINESS MAJOR (STUDENTS IN BBA DEGREE) OR OTHER MAJOR OR MINOR FOR WHICH THIS COURSE IS AN OPTION

#3340 Section 01X [units: 3]

09/07-12/23 MW 12:30 PM - 01:45 PM HH1314 Megan R Matthews

#3341 Section 02X [units: 3]

09/07-12/23 TR 08:00 AM - 09:15 AM HH1314 Eric M Roche

#3342 Section 03 [units: 3]

09/07-12/23 TR 09:30 AM - 10:45 AM HH1314 Daryl A Parker

#3343 Section 04X [units: 3]

09/07-12/23 TR 11:00 AM - 12:15 PM HH1314 Daryl A Parker

#3344 Section 05 [units: 3]

09/07-12/23 TR 12:30 PM - 01:45 PM HH1314 Daryl A Parker

#3345 Section 06 [units: 3]

09/07-12/23 TR 02:00 PM - 03:15 PM HH1314 Daryl A Parker

#3346 Section 07 [units: 3]

09/07-12/23 TR 03:30 PM - 04:45 PM HH1314 Lynn M DuPree

#3347 Section 08 [units: 3]

09/07-12/23 MW 09:30 AM - 10:45 AM HH1314 Julie A Woletz

#3348 Section 09X [units: 3]

09/07-12/23 MW 11:00 AM - 12:15 PM HH1314 Megan R Matthews

#3349 Section 10 [units: 3]

09/07-12/23 MW 02:00 PM - 03:15 PM HH1314 Megan R Matthews

#3350 Section 11 [units: 3]

09/07-12/23 W 06:30 PM - 09:00 PM HH1314 Ron Buchholz

#3351 Section 12 [units: 3]

09/07-12/23 MW 11:00 AM - 12:15 PM HH2302 Emily Iverson

#3352 Section 13 [units: 3]

09/07-12/23 MW 03:30 PM - 04:45 PM HH2100 Donald D Dantzer

#4570 Section 14 [units: 3]

09/07-12/23 T 06:30 PM - 09:00 PM HH1309 Ruth Hansen

#4696 Section 15 [units: 3]

09/07-12/23 MW 02:00 PM - 03:15 PM HH1303 Emily Iverson

#4698 Section 16 [units: 3]

09/07-12/23 TR 03:30 PM - 04:45 PM HH1303 Michele Peetz

#4699 Section 17 [units: 3]

09/07-12/23 TR 09:30 AM - 10:45 AM HH3200 Michele Peetz

#3353 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

PREREQ: RESTRICTED TO ONLINE MAJORS IN THE COLLEGE OF BUSINESS AND ECONOMICS

09/07-12/23 Arranged Arranged WEB BASED Margaret L Kuchan

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

BEINDP 201 INTRODUCTION TO ENTREPRENEURSHIP ... The course focuses on introducing students to the world of entrepreneurship. Students will apply general business concepts to the wide range of challenges facing entrepreneurs. Through experiential learning opportunities, students will apply what they learned to develop a basic plan for a startup business and our new product opportunity.

PREREQ: SOPHOMORE STATUS AND 2.50 COMBINED CUMULATIVE GPA

#4383 Section 01 [units: 3]

09/07-12/23 W 05:00 PM - 07:30 PM HH2307 Choton Basu

BEINDP 288 CAREER INFORMATION ... Offered on a satisfactory/no credit basis only. A presentation of techniques of self-analysis in preparation for the job search. The job search includes resume, cover letter, and interview preparation.

PREREQ: ENGLISH 102 OR ENGLISH 162 OR ENGLISH 105; AND LOWER DIVISION BUSINESS ENROLLMENT REQUIREMENTS

#3354 Section 01 [units: 1]

09/07-10/28 M 04:00 PM - 05:40 PM HH2101 Frank A Lanko

S/NC Grading Basis Only

#3355 Section 02 [units: 1]

09/07-10/28 T 09:00 AM - 10:40 AM HH2101 Frank A Lanko

S/NC Grading Basis Only

#3356 Section 03 [units: 1]

10/31-12/23 M 04:00 PM - 05:40 PM HH2101 Frank A Lanko

S/NC Grading Basis Only

#3357 Section 22 [units: 1]

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

09/07-10/28 Arranged Arranged WEB BASED John C Smith

S/NC Grading Basis Only

#3358 Section 23 [units: 1]

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

10/31-12/23 Arranged Arranged WEB BASED John C Smith

S/NC Grading Basis Only

#4602 Section 24 [units: 1]

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.

10/31-12/23 Arranged Arranged WEB BASED John C Smith

S/NC Grading Basis Only

BEINDP 290 BUSINESS WRITING ... This course will assist students in transitioning from academic writing to business writing. The course will teach students to effectively analyze communication situations and write business documents that are clear, complete, concise, and courteous. Business grammar, writing mechanics, and document format will be covered.

PREREQ: ENGLISH 102 OR ENGLISH 105 OR ENGLISH 162 AND STUDENTS MUST ACHIEVE 24 CREDITS AND MAINTAIN A 2.50 GPA OR BETTER IN ORDER TO TAKE LOWER DIVISION BUSINESS COURSES.

#3359 Section 01 [units: 2]

09/07-12/23 MW 08:00 AM - 08:50 AM HH3101 Jo Ann R Oravec

S/NC Grading Basis Only

#3360 Section 02 [units: 2]

09/07-12/23 MW 09:00 AM - 09:50 AM HH3101 Jo Ann R Oravec

S/NC Grading Basis Only

#3361 Section 03 [units: 2]

09/07-12/23 MW 10:00 AM - 10:50 AM HH3101 Jo Ann R Oravec

S/NC Grading Basis Only

#3362 Section 04 [units: 2]

09/07-12/23 MW 11:00 AM - 11:50 AM HH2307 Denise L Schulz

S/NC Grading Basis Only

#3363 Section 05 [units: 2]

09/07-12/23 MW 12:00 PM - 12:50 PM HH2307 Denise L Schulz

S/NC Grading Basis Only

#3364 Section 06 [units: 2]

09/07-12/23 MW 01:00 PM - 01:50 PM HH2307 Denise L Schulz

S/NC Grading Basis Only

#3365 Section 07 [units: 2]

09/07-12/23 MW 02:00 PM - 02:50 PM HH2307 Denise L Schulz

S/NC Grading Basis Only

#3366 Section 08 [units: 2]

09/07-12/23 MW 03:00 PM - 03:50 PM HH2307 Ann Roe

S/NC Grading Basis Only

#3367 Section 09 [units: 2]

09/07-12/23 MW 04:00 PM - 04:50 PM HH2307 Emily Iverson

S/NC Grading Basis Only

Class# Section (Units) General Education Designation (if any)

<u>Start/End Dates</u>	<u>Meeting Days</u>	<u>Meeting Times</u>	<u>Location</u>	<u>Instructor</u>	<u>Course Topic (if applicable)</u>
#3368	Section 10 [units: 2] 09/07-12/23 TR	08:00 AM - 08:50 AM	HH2307	Julie A Woletz	
S/NC Grading Basis Only					
#3369	Section 11 [units: 2] 09/07-12/23 TR	09:00 AM - 09:50 AM	HH2307	Julie A Woletz	
S/NC Grading Basis Only					
#3370	Section 12 [units: 2] 09/07-12/23 TR	10:00 AM - 10:50 AM	HH2307	Julie A Woletz	
S/NC Grading Basis Only					
#3371	Section 13H [units: 2]	PREREQ: ELIGIBILITY FOR THE UNIVERSITY HONORS PROGRAM AND AN ACT SUBSCORE OF AT LEAST 24, OR CONSENT OF UNIVERSITY HONORS PROGRAM DIRECTOR			
09/07-12/23	TR	11:00 AM - 11:50 AM	HH2307	Julie A Woletz	
S/NC Grading Basis Only					
#3372	Section 14 [units: 2] 09/07-12/23 TR	12:00 PM - 12:50 PM	HH2307	Lynn M DuPree	
S/NC Grading Basis Only					
#3373	Section 15 [units: 2] 09/07-12/23 TR	01:00 PM - 01:50 PM	HH2307	Lynn M DuPree	
S/NC Grading Basis Only					
#3374	Section 16 [units: 2] 09/07-12/23 TR	01:00 PM - 01:50 PM	HH2305	John C Smith	
S/NC Grading Basis Only					
#3375	Section 17 [units: 2] 09/07-12/23 TR	02:00 PM - 02:50 PM	HH2305	John C Smith	
S/NC Grading Basis Only					
#3376	Section 18 [units: 2] 09/07-12/23 M	06:30 PM - 08:10 PM	HH2307	Christine Marie Kutz	
S/NC Grading Basis Only					
#4571	Section 19 [units: 2] 09/07-12/23 MW	01:00 PM - 01:50 PM	HH2306	Emily Iverson	
S/NC Grading Basis Only					
#4705	Section 20 [units: 2] 09/07-12/23 TR	11:00 AM - 11:50 AM	HH3101	Michele Peetz	
S/NC Grading Basis Only					
#4706	Section 21 [units: 2] 09/07-12/23 TR	08:00 AM - 08:50 AM	HH2301	Michele Peetz	
S/NC Grading Basis Only					
#3377	Section 22 [units: 2] 09/07-12/23 Arranged	Arranged	WEB BASED	Lynn M DuPree	
S/NC Grading Basis Only					
#3378	Section 23 [units: 2] 09/07-12/23 Arranged	Arranged	WEB BASED	Lynn M DuPree	
S/NC Grading Basis Only					

BEINDP 293 APPLIED BUSINESS BASICS ... *The purpose of this course is to acquire skills and knowledge relating personal values to customer service, personal empowerment, problem-solving, effective communication, teamwork, time management, cultural sensitivity, and career planning. The Disney Theme Parks and Resorts offer students a learning laboratory where they can live, learn and earn while taking courses and completing assignments related to their work experience.*

PREREQ: COMPLETION OF 15 UNITS, 2.0 GPA, ACCEPTANCE INTO THE DISNEY COLLEGE PROGRAM, AND INSTRUCTOR CONSENT

#4585	Section 01 [units: 3-12] 09/07-12/23 Arranged	Arranged		William E Lowell	DISNEY COLLEGE PROGRAM	Dept. Consent
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BEINDP 321 GROWING ENTREPRENEURIAL AND FAMILY BUSINESSES ... *This course investigates key issues and competencies needed for starting, growing, managing, and transitioning small and family businesses. Attention is given to a wide range of functional competencies, including marketing, management and human resources, accounting, finance, business law, and technology required for developing strategic and tactical plans. Students taking the course will develop a complete strategic plan for operating a small and/or family business.*

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

#3380	Section 01 [units: 3] 09/07-12/23 MW	02:00 PM - 03:15 PM	HH2302	David R Gee	
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Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)

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

#4523 Section 01 [units: 3] NOTE: Class sessions will be held every other Monday from 6:00 - 8:00 during Fall, 2016. Students will also participate in the faculty-led travel study component of the course scheduled for Ghana from Jan 2 to Jan 16, 2017. Contact the Center for Global Education (email: studyabroad@uww.edu), the course faculty, or the web www.uww.edu/international for a program application; contact Professor Christina Outlay (outlayc@uww.edu) for academic requirements or for more information about the course. Applications are due to the Center for Global Education on or before September 9, 2016. Shortly after course registration, an initial billing based on most of the estimated Travel Study Program Course fee, as noted on the course application, will be charged to the student's account. A second billing will occur once the travel study registration fee has been officially determined less the amount already billed initially. 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. Failure to abide by the add/drop provisions of the Travel Study Program could result in severe financial penalties. Students are advised to refer to the Travel Study Application and Student Contract for more information.

Dept. Consent

09/07-12/23	M	06:00 PM - 08:00 PM	HH1319	Christina N Outlay	GHANA: CULTURE, EDU, & ECONOMY
09/07-12/23	M	06:00 PM - 08:00 PM	HH1319	Dennis Martin Baskin	GHANA: CULTURE, EDU, & ECONOMY

BEINDP 493 INTERNATIONAL BUSINESS INTERNSHIP ... An opportunity for international exchange students to gain work experience in the United States during a semester or summer. Course includes an appropriate written report on the work experience. Repeatable for a maximum of 12 units. Offered on a satisfactory/no credit basis only. Prereq: Consent of the Assistant Dean, College of Business and Economics.

PREREQ: RESTRICTED TO INTERNATIONAL EXCHANGE STUDENTS; ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4767 Section 01 [units: 3]

Dept. Consent

09/07-12/23	Arranged	Arranged		Andrew P Ciganek	
S/NC Grading Basis Only					

***** 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.**

#4385 Section 01 [units: 2]

09/07-10/28	R	06:30 PM - 09:50 PM	HH2309	Dennis A Kopf	
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#4386 Section 22 [units: 2] NOTE: Online graduate courses in CoBE will be billed at \$637.43 per credit for all students. Students must access to the Internet and an Internet browser.

10/31-12/23	Arranged	Arranged	WEB BASED	Dennis A Kopf	
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Business Administration***** GRADUATE LEVEL COURSES *******DBA 800 SEMINAR IN CONTEMPORARY BUSINESS ISSUES ... The seminar in contemporary business issues allows program participants to explore current issues facing business professionals and consider ways to apply DBA activities and ideas to their current and future professions.****PREREQ: ADMISSION TO DBA PROGRAM**

#4503 Section 01 [units: 1-2] NOTE: This course will meet in Hyland 2100

12/09	F	03:00 PM - 07:30 PM		Kaviraj Praveen Parboteeah	
09/09	F	03:00 PM - 07:30 PM		Kaviraj Praveen Parboteeah	
09/23	F	03:00 PM - 07:30 PM		Kaviraj Praveen Parboteeah	
10/14	F	03:00 PM - 07:30 PM		Kaviraj Praveen Parboteeah	
11/11	F	03:00 PM - 07:30 PM		Kaviraj Praveen Parboteeah	

#4534 Section 06 [units: 1-2] NOTE: This course will meet in Hyland 2200

09/07-12/23	F	03:00 PM - 07:30 PM	HH2100	Jon M Werner	ACCOUNTING
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#4535 Section 07 [units: 1-2] NOTE: This course will meet in Hyland 2200

09/07-12/23	F	03:00 PM - 07:30 PM		Jon M Werner	FINANCE
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#4536 Section 08 [units: 1-2] NOTE: This course will meet in Hyland 2200

09/07-12/23	F	03:00 PM - 07:30 PM		Jon M Werner	IT
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#4537 Section 09 [units: 1-2] NOTE: This course will meet in Hyland 2200

09/07-12/23	F	03:00 PM - 07:30 PM		Jon M Werner	MANAGEMENT
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#4538 Section 10 [units: 1-2] NOTE: This course will meet in Hyland 2200

09/07-12/23	F	03:00 PM - 07:30 PM		Jon M Werner	MARKETING
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DBA 810 MEASUREMENT AND RESEARCH DESIGN IN BUSINESS ... This course main goal is to provide students with the necessary skills to conduct original research. The course will provide an overview of key concepts relevant to the design and conduct of organizational research and to help them develop critical thinking skills to evaluate the study designs of other researchers.**PREREQ: ADMISSION TO DBA PROGRAM**

#4501 Section 01 [units: 4]

09/11	U	08:00 AM - 05:00 PM	HH2200	Andy Yu	
09/25	U	08:00 AM - 05:00 PM	HH2200	Andy Yu	
10/16	U	08:00 AM - 05:00 PM	HH2200	Andy Yu	
11/13	U	08:00 AM - 05:00 PM	HH2200	Andy Yu	
12/11	U	08:00 AM - 05:00 PM	HH2200	Andy Yu	

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

DBA 840 APPLIED MULTIVARIATE METHODS ... This course covers multivariate data analysis with an emphasis on applications for business and market research. The course compares and contrasts many different multivariate techniques. The course emphasizes applications of multivariate analysis from a conceptual viewpoint as well as research design.

PREREQ: DBA 820

#4529 Section 01 [units: 4]

09/10	S	08:00 AM - 05:00 PM	HH2100	Jimmy W Peltier
09/24	S	08:00 AM - 05:00 PM	HH2100	Jimmy W Peltier
10/15	S	08:00 AM - 05:00 PM	HH2100	Jimmy W Peltier
11/12	S	08:00 AM - 05:00 PM	HH2100	Jimmy W Peltier
12/10	S	08:00 AM - 05:00 PM	HH2100	Jimmy W Peltier

DBA 860 SCIENTIFIC INQUIRY IN BUSINESS ... This course provides students with an understanding of principles of scientific research pertinent to business research. A scientific approach implies the recognition of gaps in the literature that is addressed through specific approaches. The course will help students understand the approach to enable them to identify a personal research interest.

PREREQ: ADMISSION TO DBA PROGRAM

#4502 Section 01 [units: 4]

12/10	S	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan
09/10	S	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan
09/24	S	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan
10/15	S	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan
11/12	S	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan

DBA 880 MACRO ISSUES IN BUSINESS ... The primary purpose of the course is to expose students to key macro level areas in finance, management and marketing as they apply to business research. This course should help students understand this perspective and determine whether they want to pursue personal areas of research interests in this domain.

PREREQ: ADMISSION TO DBA PROGRAM

#4528 Section 01 [units: 4]

09/11	U	08:00 AM - 05:00 PM	HH2100	Kaviraj Praveen Parboteeah
09/11	U	08:00 AM - 05:00 PM	HH2100	Andrew P Ciganek
09/11	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti
09/11	U	08:00 AM - 05:00 PM	HH2100	Pavan R Chennamaneni
09/25	U	08:00 AM - 05:00 PM	HH2100	Kaviraj Praveen Parboteeah
09/25	U	08:00 AM - 05:00 PM	HH2100	Andrew P Ciganek
09/25	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti
09/25	U	08:00 AM - 05:00 PM	HH2100	Pavan R Chennamaneni
10/16	U	08:00 AM - 05:00 PM	HH2100	Kaviraj Praveen Parboteeah
10/16	U	08:00 AM - 05:00 PM	HH2100	Andrew P Ciganek
10/16	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti
10/16	U	08:00 AM - 05:00 PM	HH2100	Pavan R Chennamaneni
11/13	U	08:00 AM - 05:00 PM	HH2100	Kaviraj Praveen Parboteeah
11/13	U	08:00 AM - 05:00 PM	HH2100	Andrew P Ciganek
11/13	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti
11/13	U	08:00 AM - 05:00 PM	HH2100	Pavan R Chennamaneni
12/11	U	08:00 AM - 05:00 PM	HH2100	Kaviraj Praveen Parboteeah
12/11	U	08:00 AM - 05:00 PM	HH2100	Andrew P Ciganek
12/11	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti
12/11	U	08:00 AM - 05:00 PM	HH2100	Pavan R Chennamaneni

DBA 988 DBA DISSERTATION ... Students develop essays to investigate business problems that are of strategic importance to a firm/organization. A dissertation proposal must be completed and approved by the student's dissertation committee before the student moves on to collect data in the area of research. A final defense before the dissertation committee is required.

PREREQ: 45 DBA CREDITS, RESTRICTED TO STUDENTS IN THE DBA PROGRAM

#4504 Section 01 [units: 1-6]

09/07-12/23	Arranged	Arranged		Kaviraj Praveen Parboteeah	ACCOUNTING
P/F Grading Basis Only					

#4663 Section 02 [units: 1-6]

09/07-12/23	Arranged	Arranged		Kaviraj Praveen Parboteeah	FINANCE
P/F Grading Basis Only					

#4664 Section 03 [units: 1-6]

09/07-12/23	Arranged	Arranged		Kaviraj Praveen Parboteeah	IT
P/F Grading Basis Only					

#4665 Section 04 [units: 1-6]

09/07-12/23	Arranged	Arranged		Kaviraj Praveen Parboteeah	MANAGEMENT
P/F Grading Basis Only					

<i>Start/End Dates</i>	<i>Meeting Days</i>	<i>Meeting Times</i>	<i>Location</i>	<i>Instructor</i>	<i>Course Topic (if applicable)</i>	
#4666	Section 05 [units: 1-6]	09/07-12/23	Arranged	Arranged	Kaviraj Praveen Parboteeah	MARKETING
P/F Grading Basis Only						

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

#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
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MANGEMNT 320 HUMAN RESOURCE MANAGEMENT ... *A study of employee relations from the standpoint of the business firm, including recruitment, selection, placement, training, promotion, discipline, compensation, records, and employee services.*

PREREQ: ADMISSION TO THE 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
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Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)

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

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

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

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] Dept. Consent
09/07-12/23 Arranged Arranged Jim Schnaedter

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

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

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

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	
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MANGEMNT 777 INTERNATIONAL MANAGEMENT ... The course deals with concepts, issues, problems, and research in international management, with a focus on the international application of: (1) strategic management, (2) organizational theory and design, (3) organizational behavior, culture, conflict, leadership, and communication, (4) ethical issues, and (5) development, control, and coordination of international subsidiaries.

#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	
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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	
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MANGEMNT 798 INDIVIDUAL STUDIES ... Student and adviser decide the study, with the consent of the professor in charge of the study and the approval of the College Graduate Studies Committee. Consult the Associate Dean's Office for further information/limitations.

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

#3496	Section 01	[units: 1-3]			
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Dept. Consent

All class meeting details to be arranged.

MARKETING

Marketing

MARKETNG 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

#4165	Section 01	[units: 3]			
09/07-12/23	MW	09:30 AM - 10:45 AM	HH1000	Jimmy W Peltier	

#4268	Section 02	[units: 3]			
09/07-12/23	TR	11:00 AM - 12:15 PM	HH2303	Karen Marie Bess	

#4171	Section 03	[units: 3]			
09/07-12/23	T	06:30 PM - 09:00 PM	HH2303	Karen Marie Bess	

#4269 Section 22 [units: 3] NOTE: Online undergraduate courses in CoBE will bill at \$389 per credit for all students. Students must have access to the Internet and an Internet browser.

09/07-12/23	Arranged	Arranged	WEB BASED	John DeGraff	
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MARKETNG 312 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.

COREQ: MARKETNG 311 & PREREQ: 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

#4173	Section 01	[units: 3]			
09/07-12/23	MW	09:30 AM - 10:45 AM	HH2300	Shannon M Cummins	

#4175	Section 02	[units: 3]			
09/07-12/23	MW	11:00 AM - 12:15 PM	HH2300	Shannon M Cummins	

<i>Start/End Dates</i>	<i>Meeting Days</i>	<i>Meeting Times</i>	<i>Location</i>	<i>Instructor</i>	<i>Course Topic (if applicable)</i>
#4177 Section 03 [units: 3]	09/07-12/23	MW	02:00 PM - 03:15 PM	HH2300	Daniel R Herlache
#4270 Section 22 [units: 3]	NOTE: Online undergraduate courses in CoBE will bill at \$389 per credit for all students. Students must have access to the Internet and an Internet browser. WebCam required for remote exam monitoring				
PREREQ: RESTRICTED TO ONLINE MAJORS IN THE COLLEGE OF BUSINESS AND ECONOMICS					
09/07-12/23	Arranged	Arranged	WEB BASED	Shannon M Cummins	

MARKETNG 321 MARKETING RESEARCH ... *Methods of planning and carrying out marketing and consumer research studies. Problem formulation, exploratory research, questionnaire construction and design, observational and sampling techniques, conducting surveys, data analysis, reporting, interpretation of findings and implementation of recommendations.*

PREREQ: MARKETNG 311 AND ECON 245, AND 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

#4180 Section 01 [units: 3]	09/07-12/23	TR	09:30 AM - 10:45 AM	HH2303	Maxwell K Hsu
#4188 Section 02 [units: 3]	09/07-12/23	TR	12:30 PM - 01:45 PM	HH2303	Maxwell K Hsu

MARKETNG 337 RETAIL MANAGEMENT ... *This class addresses the particular issues related to marketing to ultimate consumers. Particular attention is given to the role of retailing in the economy, retail mathematics, merchandising, technology, and global expansion.*

PREREQ: MARKETNG 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

#4189 Section 01 [units: 3]	09/07-12/23	MW	11:00 AM - 12:15 PM	HH2102	Robert E Boostrom
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MARKETNG 350 INTEGRATED MARKETING COMMUNICATIONS ... *Theory and concepts employed by organizations in presenting promotional messages through various communication media. Management strategy in promotion and the problems encountered will be emphasized.*

PREREQ: MARKETNG 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

#4191 Section 01 [units: 3]	09/07-12/23	TR	12:30 PM - 01:45 PM	HH2102	Karen Marie Bess
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MARKETNG 351 INTRODUCTION TO DIGITAL MARKETING ... *Technological changes and the "always connected" consumer have forced marketers to evolve. The basics of emerging digital marketing media and related techniques for reaching online consumers across multiple devices including desktop and mobile are covered. Additionally, the course explores digital marketing's transformative impact on traditional marketing practices and examines digital segmentation, digital marketing around the globe, digital divide, digital privacy, and digital analytics.*

PREREQ: MARKETNG 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

#4192 Section 01 [units: 3]	09/07-12/23	MW	09:30 AM - 10:45 AM	HH2309	Andrew J Dahl
#4193 Section 02 [units: 3]	09/07-12/23	MW	02:00 PM - 03:15 PM	HH2309	Andrew J Dahl

#4195 Section 22 [units: 3]	NOTE: Online undergraduate courses in CoBE will bill at \$389 per credit for all students. Students must have access to the Internet and an Internet browser. WebCam required for remote exam monitoring				
09/07-12/23	Arranged	Arranged	WEB BASED	Andrew J Dahl	

MARKETNG 352 SOCIAL MEDIA AND INTERACTIVE MARKETING ... *Social media is rapidly changing the marketing landscape. Marketers who previously relied on mass media to broadcast messages are faced with the challenge of interacting with digitally empowered consumers. This course explores the impact of social media and other communications technologies on marketing strategy, marketing communications, and marketing research.*

PREREQ: MARKETNG 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

#4197 Section 01 [units: 3]	09/07-12/23	TR	09:30 AM - 10:45 AM	HH2309	Victor A Barger
#4200 Section 02 [units: 3]	09/07-12/23	TR	12:30 PM - 01:45 PM	HH2309	Victor A Barger
#4272 Section 03 [units: 3]	09/07-12/23	TR	05:00 PM - 06:15 PM	HH2309	Victor A Barger
#4594 Section 04 [units: 3]	09/07-12/23	TR	03:30 PM - 04:45 PM	HH2303	Karen Marie Bess

MARKETNG 360 ENTREPRENEURIAL MARKETING ... *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: MARKETNG 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

#4202 Section 01 [units: 3]	09/07-12/23	MW	09:30 AM - 10:45 AM	HH2102	John DeGraff
#4203 Section 02 [units: 3]	09/07-12/23	MW	02:00 PM - 03:15 PM	HH2102	John DeGraff

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

MARKETNG 361 INTERNATIONAL MARKETING ... *The course provides a critical assessment of global market opportunities and of the tactics and strategies for marketing of goods and services across national boundaries. Covered in the course are global marketing environment, modes of market entry, and of managing marketing mix variables in a foreign setting.*

PREREQ: MARKETNG 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

#4204 Section 01 [units: 3]
09/07-12/23 TR 11:00 AM - 12:15 PM HH2102 Yushan Zhao

MARKETNG 400 INNOVATION AND TECHNOLOGY MARKETING ... *Analysis of marketing problems encountered in developing and introducing new products, managing existing products, and phasing out obsolete products. Emphasis is placed on the coordination of activities that lead to successful market management of products. Various marketing concepts and problems related to product development and introduction are surveyed and analyzed.*

PREREQ: MARKETNG 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

#4206 Section 01 [units: 3]
09/07-12/23 TR 09:30 AM - 10:45 AM HH2102 Yushan Zhao

#4207 Section 02 [units: 3]
09/07-12/23 TR 03:30 PM - 04:45 PM HH2102 Yushan Zhao

MARKETNG 412 BUSINESS TO BUSINESS MARKETING ... *An intensive examination of the industrial marketing sector. Emphasis is placed on understanding the unique dimensions of the industrial marketing environment and translating this understanding into effective integrated industrial marketing programs. Attention is given to producer, reseller and government markets.*

PREREQ: MARKETNG 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

#4208 Section 01 [units: 3]
09/07-12/23 TR 09:30 AM - 10:45 AM HH2300 Sharon A Roy

#4278 Section 02 [units: 3]
09/07-12/23 TR 02:00 PM - 03:15 PM HH2303 Sharon A Roy

MARKETNG 420 CONSUMER BEHAVIOR ... *Survey of social science theories pertinent to information processing, human behavior, and social interaction. Emphasis is placed on using this information to develop marketing strategies.*

PREREQ: MARKETNG 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

#4279 Section 01 [units: 3]
09/07-12/23 MW 12:30 PM - 01:45 PM HH2102 Robert E Boostrom

MARKETNG 431 SALES MANAGEMENT ... *This course examines sales management from a motivational and an institutional perspective. The goal of the course is to examine the elements of operating an effective sales force as the key component to organizational success. Topics include sales force structure, use of technology and issues in compensating and retaining salespeople.*

PREREQ: MARKETNG 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

#4212 Section 01 [units: 3]
09/07-12/23 MW 09:30 AM - 10:45 AM HH2303 Daniel R Herlache

#4277 Section 02 [units: 3]
09/07-12/23 MW 12:30 PM - 01:45 PM HH2300 Daniel R Herlache

MARKETNG 432 MARKETING IN SERVICE ORGANIZATIONS ... *A reconsideration of traditional marketing topics in the context of a variety of service organizations. Emphasis is placed on discussion of how product-oriented marketing activities need to be adjusted or even re-invented to accommodate "nonproducts."*

PREREQ: MARKETNG 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

#4214 Section 01 [units: 3]
09/07-12/23 TR 03:30 PM - 04:45 PM HH2300 Sharon A Roy

MARKETNG 442 LOGISTICS ... *Analysis of the problems encountered in the physical movement of goods from the end of production to the consumer. Surveyed in this course are various techniques and methods for analyzing spatial arrangements of markets, plant and warehouse location, inventory systems, selection of carrier alternatives and selection of physical movement channels.*

PREREQ: MARKETNG 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

#4215 Section 01 [units: 3]
09/07-12/23 TR 11:00 AM - 12:15 PM HH2300 Sharon A Roy

MARKETNG 444 DIRECT AND MULTICHANNEL MARKETING ... *The interactive nature of direct marketing initiatives that use one or more media to generate a traceable and measurable response from the target audience is emphasized. The course includes grounding in all major direct marketing media. The measurability and accountability of direct marketing and its relationship to the total marketing mix are stressed.*

PREREQ: MARKETNG 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

#4216 Section 01 [units: 3]
09/07-12/23 MW 11:00 AM - 12:15 PM HH2303 John DeGraff

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

MARKETNG 445 MARKETING AND RETAIL ANALYTICS ... Advancing technology is enabling marketers to create individualized customer relationships in situations where previously such relationships were not possible. This course is designed to increase students' understanding of how technology, specifically the customer database, is used to design and implement marketing strategies. Special attention will be devoted to studying the types of information needed in a customer database and how this information can be integrated into the marketing decision making process.

PREREQ: MARKETNG 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

#4217 Section 01 [units: 3]
09/07-12/23 MW 02:00 PM - 03:15 PM HH3202 Pavan R Chennamaneni

MARKETNG 460 ENTREPRENEURIAL AND ADVANCED SALES TECHNIQUES ... Selling is a critical criterion for successful enterprises. This course provides advanced hands-on and practical approaches for selling new products/services, obtaining new customers, launching new enterprises, or for creating relationships in other entrepreneurial selling scenarios. Through video and other technologies, students will present interactive solutions for developing strong customer relationships.

PREREQ: MARKETNG 311, MARKETNG 312 (PREVIOUSLY MARKETNG 429) AND ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4219 Section 01 [units: 3]
09/07-12/23 W 05:00 PM - 07:30 PM HH2300 Daniel R Herlache

MARKETNG 479 MARKETING MANAGEMENT AND POLICIES ... Organization and coordination of the total marketing program including sales, advertising, credit, marketing research, distribution policies, pricing, sales forecasting and demand analysis. Focus is on firm's ability to adjust to competitive trends and changing market conditions.

PREREQ: MARKETNG 311 & MARKETNG 321, SENIOR STATUS, ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4220 Section 01 [units: 3]
09/07-12/23 TR 11:00 AM - 12:15 PM HH2309 Carol Scovotti

#4221 Section 02 [units: 3]
09/07-12/23 TR 03:30 PM - 04:45 PM HH2309 Carol Scovotti

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

PREREQ: MARKETNG 311, JUNIOR STATUS, CONSENT OF INSTRUCTOR AND ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS OR 60 UNITS & 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.

#4222 Section 01 [units: 3]
09/07-12/23 Arranged Arranged OFF CAMPUS Sharon A Roy

Dept. Consent

MARKETNG 493D INTERNSHIP IN MARKETING - DIGITAL MARKETING EMPHASIS ... Structured-supervised work experience for students interested in a Digital Marketing Emphasis. Internship experiences offer students an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor.

PREREQ: MARKETNG 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

#4223 Section 01 [units: 3]
09/07-12/23 Arranged Arranged OFF CAMPUS Sharon A Roy

Dept. Consent

MARKETNG 493E INTERNSHIP IN MARKETING - ENTREPRENEURIAL MARKETING EMPHASIS ... Structured-supervised work experience for students interested in an Entrepreneurial Marketing Emphasis. The internship experience offers the student an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor.

PREREQ: MARKETNG 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

#4224 Section 01 [units: 3]
09/07-12/23 Arranged Arranged OFF CAMPUS Sharon A Roy

Dept. Consent

MARKETNG 493I INTERNSHIP IN MARKETING - IMC EMPHASIS ... Structured-supervised work experience for students interested in an Integrated Marketing Communication Emphasis. Internships offer students an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor.

PREREQ: MARKETNG 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

#4226 Section 01 [units: 3]
09/07-12/23 Arranged Arranged OFF CAMPUS Sharon A Roy

Dept. Consent

MARKETNG 493R INTERNSHIP IN MARKETING-RETAIL MANAGEMENT EMPHASIS ... This course is structured-supervised work experience within the retail management function. The internship experience offers the student an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply toward major or minor.

PREREQ: MARKETNG 311, ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4227 Section 01 [units: 3]
09/07-12/23 Arranged Arranged OFF CAMPUS Sharon A Roy

Dept. Consent

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

MARKETNG 493S INTERNSHIP IN MARKETING - SALES EMPHASIS ... This course is a structured-supervised work experience within the sales function. The internship experience offers the student an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor.

PREREQ: MARKETNG 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

#4229 Section 01 [units: 3] Dept. Consent
09/07-12/23 Arranged Arranged OFF CAMPUS Sharon A Roy

MARKETNG 498 INDEPENDENT STUDY IN MARKETING ... Study of a selected topic or topics under the direction of a faculty member.

PREREQ: SENIOR STATUS AND CONSENT OF DEPARTMENT AND ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4230 Section 01 [units: 1-3] NOTE: This system defaults to one credit. Please be sure to input three credits to meet the full requirement. Dept. Consent
09/07-12/23 Arranged Arranged WEB BASED Jimmy W Peltier

#4231 Section 02 [units: 1-3] NOTE: This system defaults to one credit. Please be sure to input three credits to meet the full requirement. Dept. Consent
09/07-12/23 Arranged Arranged WEB BASED Carol Scovotti

#4232 Section 03 [units: 1-3] NOTE: This system defaults to one credit. Please be sure to input three credits to meet the full requirement. Dept. Consent
09/07-12/23 Arranged Arranged WEB BASED Robert E Boostrom

#4233 Section 04 [units: 1-3] NOTE: This system defaults to one credit. Please be sure to input three credits to meet the full requirement. Dept. Consent
09/07-12/23 Arranged Arranged WEB BASED Andrew J Dahl

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

MARKETNG 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 M.P.A. ACCOUNTING.

#4235 Section 01 [units: 2]
10/31-12/23 M 06:30 PM - 09:50 PM HH2102 Dennis A Kopf

MARKETNG 731 QUANTITATIVE ANALYSIS FOR BUSINESS ... Applications of advanced statistical methods to managerial problems of prediction, inference, parametric and nonparametric, and decision making under uncertainty. Topics emphasized are multiple regression and time series.

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

#4234 Section 01 [units: 3] NOTE: In addition to the textbook, this class requires the use of the statistical analysis software SPSS. SPSS can be accessed free via the virtual lab application provided by UWW. It is recommended that students test the virtual lab application before the start of class. If you are not comfortable with the virtual lab application for any reason, you can purchase a personal license for the SPSS software. The cost of the license varies from \$45-90 depending on the term of license and other factors.

09/07-12/23 W 06:30 PM - 09:00 PM HH2102 Maxwell K Hsu

#4236 Section 22 [units: 3] NOTE: Online graduate courses in CoBE will be billed at \$637.43 per credit for all students. Students must have access to the Internet and an Internet browser. In addition to the textbook, this class requires the use of the statistical analysis software SPSS. SPSS can be accessed free via the virtual lab application provided by UWW. It is recommended that students test the virtual lab application before the start of class. If you are not comfortable with the virtual lab application for any reason, you can purchase a personal license for the SPSS software. The cost of the license varies from \$45-90 depending on the term of license and other factors.

09/07-12/23 Arranged Arranged WEB BASED Pavan R Chennamaneni

MARKETNG 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: MARKETNG 716 OR EQUIVALENT

#4241 Section 01 [units: 2] NOTE: There will be a \$35 fee for the Positioning Strategy Simulation for this course, payable to LINKS Simulations. The fee is not added to the registrants bill.

09/07-10/28 M 05:15 PM - 08:35 PM OFF CAMPUS Pavan R Chennamaneni AMERICAN FAMILY

#4240 Section 22 [units: 2] NOTE: There will be a \$35 fee for the Positioning Strategy Simulation for this course, payable to LINKS Simulations. The fee is not added to the registrants bill. Online graduate courses in CoBE 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 Pavan R Chennamaneni

MARKETNG 751 CONSUMER BEHAVIOR ... The study of the behavior of consumers, including research methods and findings from the behavioral sciences, with emphasis placed on how marketing managers apply those ideas. The strategic implications of segmentation, targeting, and positioning will be explored in depth.

PREREQ: MARKETNG 716 OR EQUIVALENT AND GRAD LEVEL BUSINESS REQUIREMENT

#4387 Section 22 [units: 3] NOTE: Online graduate courses in CoBE 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 Robert E Boostrom

MARKETNG 761 INTERNATIONAL MARKETING ... Fundamental aspects of international business will be studied. Emphasis is placed on decision making in an international setting and appraisal of market opportunities worldwide. A multinational assignment enables students to experience issues associated with doing business outside one's home country.

PREREQ: MARKETNG 716 OR EQUIVALENT AND GRAD LEVEL BUSINESS REQUIREMENT

#4243 Section 01 [units: 3]
09/07-12/23 W 06:30 PM - 09:00 PM HH2309 Carol Scovotti

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

MARKETNG 766 ETHICS IN THE MARKETPLACE ... This course will focus primarily on issues related to the business/customer relationship, with customers being defined as both other organizations and consumers. The course will emphasize current issues such as privacy rights, pricing ethics, promotional tactics and targeting. Students will discuss topics, analyze cases, and write essays defending their opinions and suggesting strategies. The course will provide examples of both exemplary and poor business behavior.

PREREQ: MARKETNG 716 OR EQUIVALENT

#4247 Section 22 [units: 2] NOTE: Online graduate courses in CoBE 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 Dennis A Kopf

MARKETNG 772 DIGITAL MARKETING ... This course provides students with applied and theoretical knowledge of digital marketing, which is necessary to understand how the Internet and related technologies have and will continue to impact marketing practices. Topics covered include online advertising, search engine optimization, paid search, web analytics, email marketing, social media marketing, and online brand building.

PREREQ: MARKETNG 716 OR EQUIVALENT

#4388 Section 22 [units: 3] NOTE: Online graduate courses in CoBE 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 Andrew J Dahl

MARKETNG 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 M.P.A. ACCOUNTING.

#4256 Section 01 [units: 1-3]

Dept. Consent

09/07-12/23 Arranged Arranged WEB BASED Jimmy W Peltier

#4257 Section 02 [units: 1-3]

Dept. Consent

09/07-12/23 Arranged Arranged WEB BASED Carol Scovotti

#4258 Section 03 [units: 1-3]

Dept. Consent

10/31-12/23 Arranged Arranged WEB BASED Dennis A Kopf

OCCUPATIONAL AND ENVIRONMENTAL SAFETY AND HEALTH

Occupational and Environmental Safety & Health

SAFETY 201 PERSONAL AND PUBLIC SAFETY (GI) ... Presents a systematic account of the foundations of safety to students with little previous knowledge of the subject. It presents the accident problem, philosophical implications, concepts of accident causation and countermeasures, and an overview of specific areas of safety concern: fire, water safety, traffic, disasters, etc.

#1251 Section 01 [units: 3] Gen Ed Interdisciplinary (GI)

09/07-12/23 MWF 10:00 AM - 10:50 AM HH1309 Deborah C Bowen

#1252 Section 02 [units: 3] Gen Ed Interdisciplinary (GI)

09/07-12/23 MWF 11:00 AM - 11:50 AM HH1309 Deborah C Bowen

#1253 Section 03 [units: 3] Gen Ed Interdisciplinary (GI)

09/07-12/23 MW 02:00 PM - 03:15 PM HH1309 Deborah C Bowen

#3868 Section 07 [units: 3] Gen Ed Interdisciplinary (GI)

09/07-12/23 MWF 09:00 AM - 09:50 AM HH1309 Deborah C Bowen

#1258 Section 11 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact Robert Evangelisti, evangelr@uwu.edu. Required additional course fee is \$150.00. WebCam required for remote exam monitoring

09/07-12/23 Arranged Arranged WEB BASED Robert Evangelisti

#1257 Section 12 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact Robert Evangelisti, evangelr@uwu.edu. Required additional course fee is \$150.00. WebCam required for remote exam monitoring

09/07-12/23 Arranged Arranged WEB BASED Robert Evangelisti

SAFETY 255 ALCOHOL AND OTHER DRUGS (GI) ... 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.

#1262 Section 11 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact Kwan Ahn, ahnk@uwu.edu. Required additional course fee is \$150.00. WebCam required for remote exam monitoring

09/07-12/23 Arranged Arranged WEB BASED Kwangseog Ahn

#1263 Section 12 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact David Vosburgh, vosburdh@uwu.edu. Required additional course fee is \$150.00. WebCam required for remote exam monitoring

09/07-12/23 Arranged Arranged WEB BASED David A Vosburgh

#1264 Section 13 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact David Vosburgh, vosburdh@uwu.edu. Required additional course fee is \$150.00. WebCam required for remote exam monitoring

09/07-12/23 Arranged Arranged WEB BASED David A Vosburgh

#1312 Section 14 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact David Vosburgh, vosburdh@uwu.edu. Required additional course fee is \$150.00. WebCam required for remote exam monitoring

09/07-12/23 Arranged Arranged WEB BASED David A Vosburgh

<i>Start/End Dates</i>	<i>Meeting Days</i>	<i>Meeting Times</i>	<i>Location</i>	<i>Instructor</i>	<i>Course Topic (if applicable)</i>
#3746	Section 15 [units: 3]	Gen Ed Interdisciplinary (GI)	NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact David Vosburgh, vosburdh@uww.edu. Required additional course fee is \$150.00. WebCam required for remote exam monitoring		
09/07-12/23	Arranged	Arranged	WEB BASED	David A Vosburgh	
#4747	Section 16 [units: 3]	Gen Ed Interdisciplinary (GI)	NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact Kwan Ahn, ahnk@uww.edu.		
09/07-12/23	Arranged	Arranged	WEB BASED	Kwangseog Ahn	
#1260	Section 33 [units: 3]	Gen Ed Interdisciplinary (GI)			
09/07-12/23	TR	09:30 AM - 10:45 AM	HH1307	Ted D Izydor	
#1261	Section 34 [units: 3]	Gen Ed Interdisciplinary (GI)			
09/07-12/23	TR	11:00 AM - 12:15 PM	HH1307	Ted D Izydor	
#3747	Section 35 [units: 3]	Gen Ed Interdisciplinary (GI)			
09/07-12/23	TR	12:30 PM - 01:45 PM	HH1307	Treena Fiesel	
#3748	Section 36 [units: 3]	Gen Ed Interdisciplinary (GI)			
09/07-12/23	TR	02:00 PM - 03:15 PM	HH1307	Treena Fiesel	

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.

#1265	Section 01 [units: 3]				
09/07-12/23	MW	12:00 PM - 01:15 PM	HH1307	Tracy Buchman	
#1266	Section 02 [units: 3]				
09/07-12/23	R	06:30 PM - 09:00 PM	HH1309	George R Gruetzmacher	

SAFETY 381 MOTOR FLEET SAFETY ... An analysis of fleet safety problems and programs. Detailed study of the truck transportation industry, motor carrier responsibilities, federal regulations and safety supervision programs.

PREREQ: SAFETY 380 OR CONSENT OF INSTRUCTOR

#3963	Section 01 [units: 3]				
09/07-12/23	M	05:00 PM - 07:30 PM	HH1312	Peter VanDyne	

SAFETY 382 SAFETY IN THE CONSTRUCTION INDUSTRY ... This course examines the practices and safety-related problems found in the construction industry. Administrative and organizational issues that impact construction safety programs are examined. Students will be introduced to specific problems and countermeasures for correction through lectures and field experiences. The course provides an overview of applicable OSHA and MSHA standards.

PREREQ: SAFETY 380 OR CONSENT OF INSTRUCTOR

#1267	Section 01 [units: 3]				
09/07-12/23	TR	02:00 PM - 03:15 PM	HH1309	Wayne M Cole	

SAFETY 384 CONSTRUCTION ACCIDENT PREVENTION ... A combination of principles and practices designed to provide a basis for understanding the nature of accident prevention, health preservation and loss reduction in construction operations. The topics to be examined include federal safety and health regulations, techniques of hazard control, strategies for minimizing injuries and losses, and sources of assistance in resolving safety and health problems.

PREREQ: SAFETY 382 OR SAFETY 582 OR CONSENT OF INSTRUCTOR

#1269	Section 01 [units: 3]				
09/07-12/23	T	05:00 PM - 07:30 PM	HC0005	Wayne M Cole	

SAFETY 388 OCCUPATIONAL SAFETY & HEALTH STANDARDS AND APPLICATIONS ... This course is designed to provide the student with a comprehensive understanding of occupational safety and health standards and their application for the management of workplace injury prevention and health promotion. Topics to be examined include federal regulations and their interpretations and accident investigation methodologies.

PREREQ: SAFETY 380

#1271	Section 01 [units: 3]				
09/07-12/23	TR	09:30 AM - 10:45 AM	HH1311	Todd W Loushine	

SAFETY 420 PRINCIPLES OF ENVIRONMENTAL MANAGEMENT ... This course addresses the U.S. Environmental Protection Agency regulations and the related responsibilities of the safety professional to insure compliance. Areas to be covered are: Safe Drinking Water Act, Storm Water Discharges, Hazardous Waste Disposal, Environmental Audits, Clean Air Act, etc.

PREREQ: CHEM 102 AND COREQ: SAFETY 453

#1318	Section 01 [units: 3]				
09/07-12/23	TR	12:30 PM - 01:45 PM	HH1309	Robert Evangelisti	

SAFETY 450 BEHAVIORAL ASPECTS OF ACCIDENT PREVENTION ... Selected theories of accident causation and countermeasures are studied. Examination of physiological, medical, psychological, and sociological factors which influence behavior, and methods for modifying unsafe behavior.

PREREQ: SOPH ST OR CONS INSTR.

#1272	Section 01 [units: 3]				
09/07-12/23	R	05:00 PM - 07:30 PM	HH1307	Wayne M Cole	

SAFETY 453 FUNDAMENTALS OF ENVIRONMENTAL LAW ... An examination of federal and state laws with judicial and regulatory interpretations having application to the management of the occupational and environmental safety & health responsibilities of private sector firms in the United States.

#1274	Section 01 [units: 3]				
09/07-12/23	TR	09:30 AM - 10:45 AM	HH1309	Robert Evangelisti	

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

SAFETY 471 APPLIED METHODS IN ERGONOMICS ... Students will study methods and techniques for job and workstation evaluation to identify potential ergonomic hazards that contribute to work-related musculoskeletal disorders. At the conclusion of the course students will be able to select and apply appropriate ergonomics methods and techniques to industry-specific problems.

PREREQ: SAFETY 488/SAFETY 688 OR CONSENT OF INSTRUCTOR

#1276 Section 01 [units: 3]

09/07-12/23 M 05:00 PM - 07:30 PM HH1309 Sang D Choi

SAFETY 474 FACILITY WATER MANAGEMENT ... This course will cover water related topics from a facility point of view. Topics to be covered are basic water ecology, drinking water sources, water quality monitoring, facility level water management, facility and municipal level wastewater treatment, basic water related public health issues, stormwater management, and water related regulatory compliance.

PREREQ: CHEM 102

#1278 Section 01 [units: 3]

09/07-12/23 MW 09:30 AM - 10:45 AM HC0005 Donna J Vosburgh

SAFETY 479 PRINCIPLES AND METHODS OF INDUSTRIAL HYGIENE ... An introduction to the science and art of anticipating, recognizing, evaluating, and controlling the chemical, physical, and biological agents that affect the health and safety of workers. The laboratory provides working knowledge and hands-on experience with equipment for recognizing, analyzing, and evaluating occupational health hazards in industry. One 2.5 hour lecture and one 2.5 hour lab per week.

PREREQ: CHEM 102, (CHEM 104 OR CHEM 112), PHYSCS 130 AND MAJOR GPA OF 2.50

#1279 Section 01 [units: 5]

09/07-12/23 W 11:00 AM - 01:30 PM HC0005A Donna J Vosburgh

09/07-12/23 M 11:00 AM - 01:30 PM HC0005A Donna J Vosburgh

SAFETY 481 ANALYSIS AND DESIGN FOR SAFETY IN INDUSTRIAL OPERATIONS ... The course reviews interpretations and applications of occupational safety and health standards. Emphasis is placed on local, state, federal and trade standards to numerous applications including materials handling, machine guarding, metalworking, electrical hazards, and flammable liquids. Class visitations to selected industries will be scheduled to assist students in understanding industrial and plant processes and to recognize potential hazards.

PREREQ: SAFETY 388, SAFETY 488, AND MAJOR GPA OF 2.5 FOR SAFETY MAJORS **CDREQ: SAFETY 479**

#1283 Section 01 [units: 3]

09/07-12/23 W 02:00 PM - 04:30 PM HH2303 Sang D Choi

#3888 Section 02 [units: 3]

09/07-12/23 F 09:00 AM - 11:30 AM HH1307 Todd W Loushine

SAFETY 483 OCCUPATIONAL SAFETY MANAGEMENT ... Emphasis will be on the organizational and administrative problems that relate to risk assessments, occupational accidents, worker compensation management, safety committees and employee safety training programs. The course is designed for students majoring in the business related areas and future safety professionals who desire to develop an understanding of these management problems as well as applicable solutions.

PREREQ: SAFETY 388 OR CONSENT OF INSTRUCTOR, ONE SEMESTER OF COLLEGE STATISTICS, AND MAJOR GPA OF 2.50

#1284 Section 01 [units: 3]

09/07-12/23 TR 11:00 AM - 12:15 PM HH1311 Todd W Loushine

SAFETY 485 FIRE PROTECTION/PREVENTION ... Control of fire through study of building construction to prevent fire spread, occupancy-hazard relationships, exposure to and from adjacent occupancies, lifesaving aspects, and the development of professional knowledge of flammable gases, liquids, combustible solids, dusts, chemicals, and explosives. Interpretation of appropriate codes will be covered.

PREREQ: CHEM 102 OR ONE SEMESTER OF GENERAL COLLEGE CHEMISTRY OR CONSENT OF INSTRUCTOR

#1286 Section 01 [units: 3]

09/07-12/23 MW 09:00 AM - 10:15 AM HH1307 Tracy Buchman

SAFETY 488 ERGONOMICS ... This course is intended to provide the student with basic introductory information concerning human information processing capabilities and limitations. Ergonomic strategies for preventing manual material handling, repetitive motion injury and ergonomic design and evaluation of man-machine systems will be included in the course.

Prereq: Consent of Instructor.

#1288 Section 01 [units: 3]

09/07-12/23 TR 11:00 AM - 12:15 PM HH1309 Alvaro D Taveira

SAFETY 489 HAZARDOUS MATERIALS MANAGEMENT ... This course provides a framework for understanding the nature of hazardous materials and how the risks from such materials may be reduced. The focus is on the properties and characteristics of hazardous materials and the life cycle of hazardous materials (manufacturing/importing, use, storage, transportation, disposal and remediation); emphasizing hazardous material minimization and the best practices of using and handling hazardous materials based on their properties and characteristics.

PREREQ: CHEM 102, AND CHEM 112 OR CHEM 104; OR ONE YEAR OF GENERAL COLLEGE CHEMISTRY; OR CONSENT OF INSTRUCTOR

#1290 Section 01 [units: 3]

09/07-12/23 MW 02:00 PM - 03:15 PM HH1307 Kwangseog Ahn

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

SAFETY 492 FIELDWORK INTERNSHIP IN SAFETY ... Offered on a satisfactory/no credit grade basis only. Internship students will be assigned to a company or governmental agency according to their interests to study in the field under the joint direction of the organization's Safety Manager and a University Supervisor. Students will be required to work with administrative and operational personnel at various levels. Written documentation of experiences will be required.

PREREQ: CONSENT OF COORDINATOR OF FIELD EXPERIENCES AND CONCURRENT ENROLLMENT IN SAFETY 470 AND MAJOR GPA OF 2.5

#1291 Section 01 [units: 1-12]
09/07-12/23 F 01:30 PM - 04:00 PM HH1307 Todd W Loushine
S/NC Grading Basis Only

SAFETY 498 INDEPENDENT STUDY ... Study of a selected topic or topics under the direction of a faculty member. May be taken for a maximum of 3 units in major/degree.

PREREQ: CONSENT OF INSTRUCTOR AND JUNIOR STATUS AND OCCUPATIONAL SAFETY MAJOR OR MINOR

#1292	Section 01	[units: 1-3]					Instructor Consent
	09/07-12/23	Arranged	Arranged		Kwangseog Ahn		
#1293	Section 02	[units: 1-3]					Instructor Consent
	09/07-12/23	Arranged	Arranged		Deborah C Bowen		
#1294	Section 03	[units: 1-3]					Instructor Consent
	09/07-12/23	Arranged	Arranged		Sang D Choi		
#1295	Section 04	[units: 1-3]					Instructor Consent
	09/07-12/23	Arranged	Arranged		Todd W Loushine		
#1296	Section 05	[units: 1-3]					Instructor Consent
	09/07-12/23	Arranged	Arranged		Alvaro D Taveira		
#1297	Section 06	[units: 1-3]					Instructor Consent
	09/07-12/23	Arranged	Arranged		Donna J Vosburgh		

*** GRADUATE LEVEL COURSES ***

SAFETY 582 SAFETY IN THE CONSTRUCTION INDUSTRY ... This course examines the practices and safety-related problems found in the construction industry. Administrative and organizational issues that impact construction safety programs are examined. Students will be introduced to specific problems and countermeasures for correction through lectures and field experiences. The course provides an overview of applicable OSHA and MSHA standards.

PREREQ: SAFETY 380 OR CONSENT OF INSTRUCTOR

#1268 Section 01 [units: 3]
09/07-12/23 TR 02:00 PM - 03:15 PM HH1309 Wayne M Cole

SAFETY 584 CONSTRUCTION ACCIDENT PREVENTION ... A combination of principles and practices designed to provide a basis for understanding the nature of accident prevention, health preservation and loss reduction in construction operations. The topics to be examined include federal safety and health regulations, techniques of hazard control, strategies for minimizing injuries and losses, and sources of assistance in resolving safety and health problems.

PREREQ: SAFETY 382 OR SAFETY 582 OR CONSENT OF INSTRUCTOR

#1270 Section 01 [units: 3]
09/07-12/23 T 05:00 PM - 07:30 PM HC0005 Wayne M Cole

SAFETY 650 BEHAVIORAL ASPECTS OF ACCIDENT PREVENTION ... Selected theories of accident causation and countermeasures are studied. Examination of physiological, medical, psychological, and sociological factors which influence behavior, and methods for modifying unsafe behavior.

PREREQ: CONSENT OF INSTRUCTOR

#1273 Section 01 [units: 3]
09/07-12/23 R 05:00 PM - 07:30 PM HH1307 Wayne M Cole

SAFETY 671 APPLIED METHODS IN ERGONOMICS ... Students will study methods and techniques for job and workstation evaluation to identify potential ergonomic hazards that contribute to work-related musculoskeletal disorders. At the conclusion of the course students will be able to select and apply appropriate ergonomics methods and techniques to industry-specific problems.

PREREQ: SAFETY 488/SAFETY 688 OR CONSENT OF INSTRUCTOR

#1277 Section 01 [units: 3]
09/07-12/23 M 05:00 PM - 07:30 PM HH1309 Sang D Choi

SAFETY 683 OCCUPATIONAL SAFETY MANAGEMENT ... Emphasis will be on the organizational and administrative problems that relate to risk assessments, occupational accidents, worker compensation management, safety committees and employee safety training programs. The course is designed for students majoring in the business related areas and future safety professionals who desire to develop an understanding of these management problems as well as applicable solutions.

PREREQ: SAFETY 388 OR CONSENT OF INSTRUCTOR, ONE SEMESTER OF COLLEGE STATISTICS, AND MAJOR GPA OF 2.50

#1285 Section 01 [units: 3]
09/07-12/23 TR 11:00 AM - 12:15 PM HH1311 Todd W Loushine

SAFETY 685 FIRE PROTECTION/PREVENTION ... Control of fires through study of building construction to prevent fire spread, occupancy-hazard relationships, exposure to and from adjacent occupancies, lifesaving aspects, and the development of professional knowledge of flammable gases, liquids, combustible solids, dusts, chemicals, and explosives. Interpretation of appropriate codes will be covered.

PREREQ: CHEM 102 OR ONE SEMESTER OF GENERAL COLLEGE CHEMISTRY OR CONSENT OF INSTRUCTOR

#1287 Section 01 [units: 3]
09/07-12/23 MW 09:00 AM - 10:15 AM HH1307 Tracy Buchman

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

SAFETY 688 ERGONOMICS ... This course is intended to provide the student with basic introductory information concerning human information processing capabilities and limitations. Ergonomic strategies for preventing manual material handling, repetitive motion injury and ergonomic design and evaluation of man-machine systems will be included in the course. **PREREQ: CONSENT OF INSTRUCTOR**

#1289 Section 01 [units: 3]

09/07-12/23 TR 11:00 AM - 12:15 PM HH1309 Alvaro D Taveira

SAFETY 784 ADVANCED ERGONOMICS ... Study of methods for job and workstation analysis aiming at the identification, characterization and mitigation of ergonomic hazards. Review of common musculoskeletal disorders, their etiology, epidemiology and prevention. Examination of high-risk industries and their specific needs. Selection and application of appropriate methods to different settings and industries.

#3966 Section 22 [units: 3] NOTE: Graduate 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 Alvaro D Taveira

SAFETY 787 SYSTEM SAFETY ANALYSIS ... Introduction to the system technique as applied to the recognition of potential accident situations in occupational environments. Concentration will be on the qualitative aspects of safety, utilizing numerous examples and problems.

#3965 Section 22 [units: 3] NOTE: Graduate 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 Sang D Choi

SAFETY 789 READINGS AND RESEARCH IN SAFETY ... Under the direction of a faculty member the student will examine current research and professional practices and apply that knowledge to an ESH problem. The course serves as the capstone experience and requires the successful completion of a research paper.

#1300 Section 22 [units: 3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

09/07-12/23 Arranged Arranged Kwangseog Ahn

#1301 Section 23 [units: 3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

09/07-12/23 Arranged Arranged Sang D Choi

#1302 Section 24 [units: 3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

09/07-12/23 Arranged Arranged Todd W Loushine

#1303 Section 25 [units: 3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

09/07-12/23 Arranged Arranged Alvaro D Taveira

#1304 Section 26 [units: 3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

09/07-12/23 Arranged Arranged Donna J Vosburgh

09/07-12/23 Arranged Arranged Donna J Vosburgh

#4823 Section 27 [units: 3] NOTE: Graduate 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 Tracy Buchman

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

#1306 Section 22 [units: 1-3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

09/07-12/23 Arranged Arranged Kwangseog Ahn

#1307 Section 23 [units: 1-3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

09/07-12/23 Arranged Arranged Sang D Choi

#1308 Section 24 [units: 1-3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

09/07-12/23 Arranged Arranged Todd W Loushine

#1309 Section 25 [units: 1-3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

09/07-12/23 Arranged Arranged Alvaro D Taveira

#1310 Section 26 [units: 1-3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

09/07-12/23 Arranged Arranged Donna J Vosburgh

*Start/End Dates**Meeting Days**Meeting Times**Location**Instructor**Course Topic (if applicable)***SCHOOL BUSINESS MANAGEMENT****School Business Management******* GRADUATE LEVEL COURSES *****

SCHBUSMG 771 SCHOOL BUSINESS MANAGEMENT TECHNIQUES ... *This course is designed specifically for prospective school business managers and other school administrators who desire to become acquainted with various management concepts and techniques in school business operations and with applications that can utilize computerized systems for efficient operations.*

PREREQ: SCHBUSMG 770

#4379 Section 01 [units: 3] NOTE: Students must have access to the internet and an internet browser.

09/07-12/23 Arranged Arranged WEB BASED Diane Pertzborn

09/07-12/23 Arranged Arranged WEB BASED Jason P Demerath

SCHBUSMG 778 INTERNSHIP IN SCHOOL BUSINESS MANAGEMENT ... *The internship is a clinical experience which provides prospective school business managers with varied opportunities to learn in a school setting. The internship is normally an 18-week assignment in a local school system. Applications must be made one semester in advance of the desired internship period.*

PREREQ: SCHBUSMG 770

#4380 Section 01 [units: 1-6] NOTE: The system defaults to 1 credit. Please be sure to input 3 credits to meet the full requirement. If questions, contact Diane Pertzborn, SBM Program Coordinator at 262-472-6947 or pertzbod@uww.edu.

09/07-12/23 Arranged Arranged Diane Pertzborn

SCHBUSMG 781 SCHOOL COMMUNITY RELATIONS IN A DIVERSE SOCIETY ... *This course is designed for aspiring business managers and other school administrators who desire to more effectively apply the concepts of leadership, interpersonal relations, conflict management, ethical decision-making, politics, diversity, and public relations in public education. The identification of varying student and community needs based on demographic differences is an integral part of this course. Specifically, racial, ethnic and gender differences are examined. Political factions at the school, local community and state levels are discussed with conclusions drawn about effective communication patterns. Ethical decision-making and conflict resolution in practical management situations is emphasized. This course is designed to assist future leaders of diverse learning organizations to enhance their abilities to foster positive relationships between schools and communities of all types.*

#4381 Section 01 [units: 3] NOTE: Students must have access to the internet and an internet browser.

09/07-12/23 Arranged Arranged WEB BASED Diane Pertzborn

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

#4382 Section 01 [units: 1-3]

09/07-12/23 Arranged Arranged Diane Pertzborn