

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

Students pursuing a Bachelor of Business Administration degree must achieve 24 credits and maintain a 2.50 GPA or better in order to take lower division business courses except BEINDP 101, ECON 201 and ECON 202. Grades received for all appropriate college courses taken at other institutions will be included in determining the student's grade point average eligibility for enrolling in business courses.

Business minors and non-business minors required to take business courses must have at least a 2.00 UW-Whitewater gpa and 24 credits completed to enroll in lower division (200-level) business courses required in the minor.

Non-business majors who are required or who may elect to take business courses in the major must have a 2.00 UW-Whitewater grade point average and must have completed 24 credits to take lower division (200-level) business courses.

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

Students in the BBA curriculum are not eligible to enroll in the College of Business and Economics 300- and 400-level courses unless they have 60.0 or more credits to degree, at least a 2.50 cum GPA and have been admitted to the upper division business courses. Transfer students must maintain a combined GPA (transfer and UW-W) of 2.50 to continue eligibility.

Business minors must have a 2.00 UW-Whitewater gpa and 60 credits completed to enroll in upper division (300- or 400-level) business courses. In order to graduate with a business minor, the student must have a 2.25 gpa in the minor.

S/NC grading may not be used in any business course or any BBA degree requirement unless offered on an S/NC basis only. Courses in the College of Business and Economics may not be taken on an audit basis. A course cannot be used to satisfy both a BBA degree and a major requirement.

Non-business majors who are required or who may elect to take 300/400-level business courses must have completed 60 credits and have a 2.00 UW-Whitewater gpa to take upper division (300- and 400-level) business courses.

Non-business majors who are not required to take business courses in the major may register for business courses during the first week of classes if all course prerequisites and credits completed (24 for lower division or 60 for upper division) are met, and the student has a 2.50 combined grade point average.

**ADMISSION TO UPPER DIVISION BUSINESS COURSES:**

When a student is projected to complete at least 54 credits and has satisfactorily completed or is enrolled in ENGLISH 101, ENGLISH 102, COMM 110, ACCOUNT 244, ACCOUNT 249 or ACCOUNT 261; BEINDP 290; ECON 201; ECON 202; ITSCM 280; MATH 143; and ECON 245, the student may apply for admission to the upper division business courses. All students with at least a 2.80 combined GPA will be admitted. Application forms for admission to the upper division business courses are completed at a registration information meeting or online after completion of an online advising exercise.

ENROLLMENT PREFERENCE in all business courses will be given to the following officially declared majors and minors:

- All BBA Majors; integrated science and business; business education; other non-business majors with business course requirements
- Minors; business minors; arts management minors; other minors with business course requirements.

SPECIAL STUDENTS ..... Students admitted with full/complete credentials of all previous post-secondary work (SPFC) may register with the approval of the SPFC advisor (assistant dean of the College of Business and Economics) and special students without full credentials (SPNC) can register on a space available basis with the approval of the assistant dean of the College of Business and Economics, [undergradbus@uw.edu](mailto:undergradbus@uw.edu), 262-472-4900.

COMMON EXAMINATIONS ..... Certain courses have common exams during the semester when all sections will be tested at the same time. Students should not schedule other classes at those times.

GRADUATE STUDENTS ..... Graduate students must be admitted to the MBA, or MPA degree program, or to the Graduate Business Foundations, Human Resources Management, or Project Management certificate program to enroll in 500-700 level courses offered in the College of Business and Economics. Only DBA students can enroll in 800-900 level courses. Non-Candidate for Degree (NCFD) students cannot register for College of Business and Economics courses. Exceptions to this policy may be granted to a student enrolled in a graduate business degree program at another accredited institution that wants to transfer the UW-Whitewater course work to their non-UW-Whitewater business degree program. Exceptions must be approved in advance by the associate dean, College of Business and Economics (262-472-1945).

ONLINE BUSINESS COURSES ..... Charges for online business courses are stated with the course listings. The charge is the same for both in-state and out-of-state students.

**FINANCE AND BUSINESS LAW****Finance & Business Law**

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

**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**

#3917	Section 01	[units: 3]				
	01/19-05/17	MW	09:30 AM - 10:45 AM	HH1305	Amy K Verbos	
#3918	Section 02	[units: 3]				
	01/19-05/17	MW	11:00 AM - 12:15 PM	HH1305	Amy K Verbos	
#3919	Section 03	[units: 3]				
	01/19-05/17	TR	11:00 AM - 12:15 PM	HH1314	Kathy Wantuch	
#3920	Section 04	[units: 3]				
	01/19-05/17	TR	02:00 PM - 03:15 PM	HH1305	Kathy Wantuch	
#3921	Section 05	[units: 3]				
	01/19-05/17	TR	03:30 PM - 04:45 PM	HH1305	Kathy Wantuch	
#3922	Section 06	[units: 3]				
	01/19-05/17	W	05:00 PM - 07:30 PM	HH1302	Kathy Wantuch	

**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**

#3923	Section 01	[units: 3]				
	01/19-05/17	MW	11:00 AM - 12:15 PM	HH1302	Curt M Weber	

**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**

#3925	Section 01	[units: 3]				
	01/19-05/17	TR	11:00 AM - 12:15 PM	HH1305	Arjan Premfi	
#3926	Section 02	[units: 3]				
	01/19-05/17	MW	12:30 PM - 01:45 PM	HH2317	Garrett C Smith	
#3927	Section 03	[units: 3]				
	01/19-05/17	MW	12:30 PM - 01:45 PM	HH1305	Jianzhou Zhu	
#3928	Section 04	[units: 3]				
	01/19-05/17	TR	12:30 PM - 01:45 PM	HH1305	Arjan Premfi	
#3929	Section 05	[units: 3]				
	01/19-05/17	MW	02:00 PM - 03:15 PM	HH1305	Jianzhou Zhu	
#3930	Section 06	[units: 3]				
	01/19-05/17	MW	05:00 PM - 06:15 PM	HH2317	Garrett C Smith	
#3931	Section 07	[units: 3]				
	01/19-05/17	M	06:30 PM - 09:00 PM	HH2317	Joel E Schleusner	
#3932	Section 22	[units: 3]	NOTE: The cost per credit for COBE online undergraduate courses for 2015-2016 is \$389. Students must have access to the Internet and an Internet browser.			
	01/19-05/17	Arranged	Arranged	WEB BASED	Rashiqa Kamal	

**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**

#3935	Section 01	[units: 3]				
	01/19-05/17	MW	09:30 AM - 10:45 AM	HH1306	Pascal Letourneau	
#3936	Section 02	[units: 3]				
	01/19-05/17	MW	11:00 AM - 12:15 PM	HH1306	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**

#3937	Section 01	[units: 3]				
	01/19-05/17	TR	11:00 AM - 12:15 PM	HH1302	Kenneth W Soyeh	
#3938	Section 02	[units: 3]				
	01/19-05/17	R	05:00 PM - 07:30 PM	HH2317	Kenneth W Soyeh	

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

#3939 Section 01 [units: 3]

01/19-05/17	TR	11:00 AM - 12:15 PM	HH1311	Rashiqa Kamal
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#3940 Section 02 [units: 3]

01/19-05/17	TR	12:30 PM - 01:45 PM	HH1311	Rashiqa Kamal
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**FNBSLW 370 ENTREPRENEURIAL FINANCIAL MANAGEMENT ...** A detailed study of the financial management problems confronting small business. This course includes topics such as development of financial plans and controls, financing a business, and working capital management.

**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**

#3941 Section 01 [units: 3]

01/19-05/17	T	05:00 PM - 07:30 PM	HH1305	Kenneth W Soyeh
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**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**

#3942 Section 01 [units: 3]

01/19-05/17	MW	09:30 AM - 10:45 AM	HH1311	Gene M Toboyek
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**FNBSLW 402 ADVANCED RETIREMENT AND FINANCIAL PLANNING ...** This course is an advanced study of the various disciplines in the financial planning industry, specializing in retirement planning for businesses and individuals. Students will further their understanding of the financial services industry through the exploration of the regulatory environment of the practices of financial planning and its integrated disciplines, such as investments and insurance.

**PREREQ: FNBSLW 401**

#3943 Section 01 [units: 3]

01/19-05/17	MW	11:00 AM - 12:15 PM	HH1311	Gene M Toboyek
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**FNBSLW 410 MULTINATIONAL BUSINESS FINANCE ...** Application of financial theory to multinational firms. The course includes an investigation of: determinants of international portfolio and direct investment, management of foreign exchange positions, a survey of the international financial environment, multinational credit institutions and markets and taxation.

**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**

#3944 Section 01 [units: 3]

01/19-05/17	TR	03:30 PM - 04:45 PM	HH1302	Arjan Premti
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**FNBSLW 440 WATER LAW ...** Legal and policy issues related to the allocation and protection of freshwater. The right to surface and ground waters in eastern riparian and western prior appropriation systems, public rights in water, federal and Indian water rights, resolving transboundary water conflicts, and environmental law impacts on water rights. Particular attention is paid to Wisconsin and Great Lakes.

**PREREQ: 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**

#3946 Section 01 [units: 3]

01/19-05/17	W	05:00 PM - 07:30 PM	HH1306	Linda A Reid
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**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**

#3947 Section 01 [units: 3]

01/19-05/17	MW	02:00 PM - 03:15 PM	HH1311	Gene M Toboyek
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#3948 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2015-2016 is \$389. Students must have access to the Internet and an Internet browser.

01/19-05/17	Arranged	Arranged	WEB BASED	Gene M Toboyek
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**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**

#3949 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2015-2016 is \$389. Students must have access to the Internet and an Internet browser.

01/19-05/17	Arranged	Arranged	WEB BASED	Amy K Verbos
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*Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)*

**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.**

#3951 Section 01 [units: 3]

01/19-05/17 TR 09:30 AM - 10:45 AM HH2317 Zaifeng S Fan

#3952 Section 02 [units: 3]

01/19-05/17 TR 11:00 AM - 12:15 PM HH2317 Zaifeng S Fan

**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**

#3953 Section 01 [units: 3]

01/19-05/17 MW 09:30 AM - 10:45 AM HH2317 Yuan Yuan

#3954 Section 02 [units: 3]

01/19-05/17 MW 11:00 AM - 12:15 PM HH2317 Yuan Yuan

**FNBSLW 455 CORPORATE GOVERNANCE AND ADMINISTRATIVE LAW ...** Every business activity is affected by the issues of corporate governance and administrative law. This course will examine how modern corporations are governed and to whom they are responsible. The course explores business, financial, political, ethical, and legal issues affecting systems by which corporations are directed and controlled. Students will examine the nature of the corporation, the basic theory of the firm, the internal and external architecture of corporate governance, the role of regulatory authorities, models of corporate governance, principal-agent theory within the corporate context, as well as corporate culture, corruption, management and board compensation, sustainability, and conceptions of social responsibility. The course will focus on both the theoretical and policy implications of corporate governance, including legislation implemented to effect reforms and set new standards in the wake of corporate scandals. Although the central focus of the course is U.S. corporate governance, systems used in other countries and the trend toward international convergence in corporate governance is also examined.

**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**

#3955 Section 01 [units: 3]

01/19-05/17 MW 09:30 AM - 10:45 AM HH1302 Curt M Weber

**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.**

#3956 Section 01 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH2317 Scott D Opsal

#3957 Section 02 [units: 3]

01/19-05/17 TR 03:30 PM - 04:45 PM HH2317 Scott D Opsal

**FNBSLW 457 REAL ESTATE DEVELOPMENT ...** A course covering all phases of the site selection, development, marketing, and business organization. The course deals with both long and short-term leasing, financing, appraising, development of industrial parks, rehabilitation, investment in, management of, zoning and tax factors of industrial and corporate real estate.

**PREREQ: FNBSLW 348, 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**

#3959 Section 01 [units: 3]

01/19-05/17 TR 12:30 PM - 01:45 PM HH1302 Kenneth W Soyeh

**FNBSLW 464 ADVANCED LIFE AND HEALTH INSURANCE AND PENSIONS ...** Consideration of advanced topics in life and health insurance. Among topics covered are principles underlying life insurance, individual life insurance contracts, business uses of life insurance, fixed and variable annuities, individual health coverages, group insurance principles and uses and pensions. Instructor Consent required.

**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**

#3960 Section 01 [units: 3]

01/19-05/17 MW 02:00 PM - 03:15 PM HH2317 Yuan Yuan

**FNBSLW 472 FINANCIAL ANALYSIS WITH BLOOMBERG, MORNINGSTAR AND EXCEL ...** The purpose of this course is to provide students with hands-on experience using Bloomberg and Morningstar data services, financial analysis and modeling in Excel. Course material will include training on Bloomberg and Morningstar tools and functions, and downloading electronic databases into Excel models to perform financial analysis.

**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**

#3961 Section 01 [units: 3]

01/19-05/17 TR 11:00 AM - 12:15 PM HH2202 Scott D Opsal

Dept. Consent

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

#3962 Section 01 [units: 3]

Dept. Consent

01/19-05/17	W	05:00 PM - 07:30 PM	HH2202	Scott D Opsal	
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**FNBSLW 491 TRAVEL STUDY ... Variable topics. Faculty-led courses abroad.**

**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**

#4305 Section 01 [units: 3] NOTE: Class sessions will be announced by the course faculty member(s). Students will also participate in the faculty-led travel study component of the course scheduled for Belgium and The Netherlands from May 15th to Jun 01st 2016. 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 Dr Weber (weberc@uww.edu) or Prof Roy (roynewms@uww.edu) for academic requirements or for more information about the course. Applications are due to the Center for Global Education on or before Friday, December 4, 2015. 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 Program 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

01/19-05/17	T	05:00 PM - 07:30 PM	HH1300	Curt M Weber	INTNL BUSINESS & LAW LOGISTICS
01/19-05/17	T	05:00 PM - 07:30 PM	HH1300	Sharon A Roy	INTNL BUSINESS & LAW LOGISTICS

**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.**

#3963 Section 01 [units: 1-3]

Dept. Consent

01/19-05/17	Arranged	Arranged		Garrett C Smith	
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**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**

#3964 Section 01 [units: 1-3]

Dept. Consent

01/19-05/17	Arranged	Arranged		Linda Yu	
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\*\*\* 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.**

#3965 Section 01 [units: 3]

01/19-05/17	MW	02:00 PM - 03:15 PM	HH1302	Curt M Weber	
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**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**

#3967 Section 22 [units: 2] NOTE: Online classes will be billed at \$628 per credit for all students. Students must have access to the Internet and an Internet browser.

03/14-05/17	Arranged	Arranged	WEB BASED	Linda Yu	
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**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**

#3968 Section 01 [units: 3]

01/19-05/17	W	06:30 PM - 09:00 PM	HH1305	Linda Yu	
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#3969 Section 22 [units: 3] NOTE: The cost per credit for COBE online graduate courses for 2015-2016 is \$628. Students must have access to the Internet and an Internet browser.

01/19-05/17	Arranged	Arranged	WEB BASED	Linda Yu	
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**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**

#3971 Section 01 [units: 3]

01/19-05/17	M	06:30 PM - 09:00 PM	HH1305	Garrett C Smith	
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*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.**

#3972 Section 01 [units: 3]

01/19-05/17 R 06:30 PM - 09:00 PM HH1311 Jianzhou Zhu

**FNBSLW 780 PORTFOLIO THEORY AND PRACTICE ...** *Formulation of objectives and the development of portfolios to meet these objectives for individuals and institutions. Special attention will be focused on statistical and analytical techniques for portfolio selection and management.*

**PREREQ: FNBSLW 344 OR FNBSLW 718 AND MARKETNG 731 OR CONSENT OF INSTRUCTOR**

#3973 Section 22 [units: 3] NOTE: The cost per credit for COBE online graduate courses for 2015-2016 is \$628. Students must have access to the Internet and an Internet browser.

01/19-05/17 Arranged Arranged WEB BASED Zaifeng S Fan

**FNBSLW 785 FINANCIAL MODELING ...** *This course provides hands-on experience for students to access financial information and perform financial analysis. It covers formula building, referencing, integrated financials, scenario and sensitivity analysis, and data visualization techniques.*

**PREREQ: FNBSLW 718 OR EQUIVALENT**

#3974 Section 01 [units: 3]

01/19-05/17 T 06:30 PM - 09:00 PM HH2202 Pascal Letourneau

**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.**

#3975 Section 01 [units: 1-3] NOTE: Section 01 is designed for students interested in a project related to Finance or Law.

Dept. Consent

01/19-05/17 Arranged Arranged Linda Yu

#4419 Section 02 [units: 1-3]

Dept. Consent

01/19-05/17 Arranged Arranged Kenneth W Soyeh

#3976 Section 22 [units: 1-3] NOTE: The cost per credit for COBE online graduate courses for 2015-2016 is \$628. Students must have access to the Internet and an Internet browser.

Dept. Consent

01/19-05/17 Arranged Arranged WEB BASED Kenneth W Soyeh