

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

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

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

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

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

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

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

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

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

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

**ADMISSION TO UPPER DIVISION BUSINESS COURSES:**

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

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

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

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

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

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

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

**MANAGEMENT****Management**

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

**MANGEMNT 301 ORGANIZATIONAL BEHAVIOR ... A study of the intraorganizational behavior and attitudes of people in an organizational setting; the organization's effect on perceptions, feelings, and actions; and the consequences of behavior on the organization, particularly how it affects the achievement of the organization's purposes.**

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

#3021 Section 01H [units: 3] NOTE: There are 3 behavioral simulations (exercises) included in the required material for this class. These exercises are copyright protected and the students must pay for the royalties to use them in the beginning of the semester. The total cost is \$13.

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

01/19-05/17 MW 09:30 AM - 10:45 AM HH2305 Soroush Aslani HONORS

#3022 Section 02 [units: 3] NOTE: There are 3 behavioral simulations (exercises) included in the required material for this class. These exercises are copyright protected and the students must pay for the royalties to use them in the beginning of the semester. The total cost is \$13.

01/19-05/17 MW 11:00 AM - 12:15 PM HH2305 Soroush Aslani

#3023 Section 03 [units: 3]

01/19-05/17 MW 03:30 PM - 04:45 PM HH2305 Jim Schnaedter

#3024 Section 04 [units: 3]

01/19-05/17 TR 08:00 AM - 09:15 AM HH2305 Dennis Martin Baskin

#3025 Section 05 [units: 3]

01/19-05/17 TR 12:30 PM - 01:45 PM HH2302 Jim Schnaedter

#3026 Section 06 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH2305 Dennis Martin Baskin

#3027 Section 07 [units: 3]

01/19-05/17 M 06:30 PM - 09:00 PM HH2305 Dennis Martin Baskin

#3028 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.

01/19-05/17 Arranged Arranged WEB BASED Aditya Simha

**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**

#3029 Section 01 [units: 3]

01/19-05/17 MW 09:30 AM - 10:45 AM HH2308 Megan R Matthews

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

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

#3030 Section 01 [units: 3]

01/19-05/17 TR 09:30 AM - 10:45 AM HH2302 Uma Kedharnath

#3031 Section 02 [units: 3]

01/19-05/17 TR 11:00 AM - 12:15 PM HH2302 Uma Kedharnath

#3032 Section 22 [units: 3] NOTE: Students must have access to the internet and an Internet browser. A webcam is required for this course. The tuition for online courses in the College of Business and Economics is \$389 per credit for both resident and non-resident students.

01/19-05/17 Arranged Arranged WEB BASED Kelly A Delaney-Klinger

**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**

#3033 Section 01 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH2308 Carol Brunt

#3034 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.

01/19-05/17 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.**

#3035 Section 01 [units: 3]

01/19-05/17 MW 09:30 AM - 10:45 AM HH2302 Louise Tourigny

#3036 Section 02 [units: 3]

01/19-05/17 MW 11:00 AM - 12:15 PM HH2302 Louise Tourigny

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

**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.**

#3037 Section 01 [units: 3]

01/19-05/17 MW 02:00 PM - 03:15 PM HH2302 William L Dougan

#3038 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.

01/19-05/17 Arranged Arranged WEB BASED 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.**

#3039 Section 01 [units: 3]

01/19-05/17 TR 11:00 AM - 12:15 PM HH2308 Carol Brunt

#3040 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.

01/19-05/17 Arranged Arranged WEB BASED 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.**

#3041 Section 01 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH2100 Yezdi H Godiwalla

**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.**

#3042 Section 01 [units: 3]

01/19-05/17 TR 12:30 PM - 01:45 PM HH1308 Jon M Werner

**MANGEMNT 429 EMPLOYEE BENEFITS ...** Principles and techniques in the Administration of Employee Benefit Programs. The course will include: Planning, implementation, design and evaluation of major employee benefits, such as medical, disability, pension, profit-sharing, government mandated programs and quality of work life plans.

**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**

#3043 Section 01 [units: 3]

01/19-05/17 TR 09:30 AM - 10:45 AM HH2305 Dennis Martin Baskin

#3044 Section 02 [units: 3]

01/19-05/17 TR 12:30 PM - 01:45 PM HH2100 Dennis Martin Baskin

**MANGEMNT 430 LABOR-MANAGEMENT RELATIONS ...** Study of the relationships between management and organized groups of employees, including labor unions and professional associations. Analysis and evaluation of collective bargaining processes and strategies, current bargaining issues, legal regulations of bargaining, negotiations and administration of collective agreements, factors contributing to conflict and methods of settlement.

**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**

#3045 Section 01 [units: 3]

01/19-05/17 TR 08:00 AM - 09:15 AM HH2302 Jim Schnaedter

#3046 Section 02 [units: 3]

01/19-05/17 TR 11:00 AM - 12:15 PM HH2305 Jim Schnaedter

**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**

#3047 Section 01 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH2302 Kelly A Delaney-Klinger

#3048 Section 02 [units: 3]

01/19-05/17 TR 03:30 PM - 04:45 PM HH2302 Kelly A Delaney-Klinger

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

**MANGEMNT 485 CONSULTING FOR ENTREPRENEURIAL COMPANIES ...** *The Consulting course exposes students to some of the opportunities and challenges inherent in a career in consulting with small, growth-oriented companies. Students also develop an appreciation of both problems and opportunities faced by entrepreneurs through participating in "hands-on" learning experiences by conducting field case studies and providing consulting services that may involve marketing, management, IT and/or finance.*

**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**

#3049 Section 01 [units: 3]

01/19-05/17 MW 03:30 PM - 04:45 PM HH2302 Ronald L Gayhart

**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**

#3050 Section 01 [units: 3]

01/19-05/17 MW 03:30 PM - 04:45 PM HH2308 Craig W C Schmidt

**MANGEMNT 487 ENTREPRENEURSHIP: NEW VENTURES ...** *This course concentrates on how new businesses are started and includes new 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 in the marketplace. The writing of business plans and the acquisition of resources to turn opportunities into businesses are also examined.*

**PREREQ: SENIOR STANDING. ADMISSION TO UPPER DIVISION AND 2.5 COMBINED CUMULATIVE 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**

#3051 Section 01 [units: 3]

01/19-05/17 MW 02:00 PM - 03:15 PM HH2305 Andy Yu

**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**

#3052 Section 01 [units: 3]

01/19-05/17 MW 08:00 AM - 09:15 AM HH2308 David R Gee

#3053 Section 02 [units: 3]

01/19-05/17 MW 02:00 PM - 03:15 PM HH2200 Craig W C Schmidt

#3054 Section 03 [units: 3]

01/19-05/17 TR 09:30 AM - 10:45 AM HH2200 William L Dougan

#3055 Section 04 [units: 3]

01/19-05/17 TR 11:00 AM - 12:15 PM HH2200 Jeff P Vanevenhoven

#3056 Section 05 [units: 3]

01/19-05/17 M 06:30 PM - 09:00 PM HH2100 Craig W C Schmidt

#3057 Section 06 [units: 3]

04/20-05/07 MTWR 08:55 AM - 12:15 PM HH2100 Yezdi H Godiwalla

#4448 Section 07 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH1311 Jeff P Vanevenhoven

#3058 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.

01/19-05/17 Arranged Arranged WEB BASED Rimi Zakaria

**MANGEMNT 491 TRAVEL STUDY ...** *Variable topics. Faculty-led courses abroad. Repeatable for a maximum of 5 credits in major/degree. Department Consent 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**

#3060 Section 01 [units: 1-3] NOTE: Buchholz (buchholz@uwv.edu) for academic requirements or for more information about the course. Dept. Consent

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.

01/19-05/17 Arranged Arranged Han N Ngo SOUTHEAST ASIA

**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**

#3059 Section 01 [units: 2-3] Dept. Consent

01/19-05/17 Arranged Arranged Jim Schnaedter

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

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

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

#3061	Section 01	[units: 1-3]							Dept. Consent
	01/19-05/17	Arranged	Arranged				Yezdi H Godiwalla		
#4599	Section 02	[units: 1-3]							Dept. Consent
	01/19-05/17	Arranged	Arranged				Craig W C Schmidt		
#4600	Section 03	[units: 1-3]							Dept. Consent
	01/19-05/17	Arranged	Arranged				Aditya Simha		
#4623	Section 04	[units: 1-3]							Dept. Consent
	01/19-05/17	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.**

#3063 Section 22 [units: 3] 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 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.**

#3064 Section 22 [units: 3] NOTE: Online classes will be billed at \$628 per credit for all students. Students must have access to the Internet and an Internet browser.

01/19-05/17 Arranged Arranged WEB BASED Louise Tourigny

**MANGEMNT 752 CURRENT ISSUES IN COMPENSATION AND BENEFITS ... An examination of compensation programs in profit/ nonprofit organizations. It is concerned with a detailed study of job structures, job evaluation, performance appraisal, wage surveys, basic systems/plans of compensation, and fringe benefits. Attention is focused on a limited number of topics from these areas so more crucial concepts/methods may be dealt with in-depth.**

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

#3065 Section 01 [units: 3]

01/19-05/17 W 06:30 PM - 09:00 PM HH2305 Uma Kedharnath

**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.**

#3066 Section 01 [units: 3]

01/19-05/17 T 06:30 PM - 09:00 PM HH2302 Aditya Simha

#3067 Section 22 [units: 3] NOTE: Online classes will be billed at \$628 per credit for all students. Students must have access to the Internet and an Internet browser.

01/19-05/17 Arranged Arranged WEB BASED Aditya Simha

**MANGEMNT 758 MANAGEMENT AND LABOR RELATIONS ... Primary concern is with contract negotiation and administration. Emphasis is on understanding the forces affecting the decisions of the parties to a labor contract. A dynamic approach is taken to examine difficulties that arise in attempting to administer a collectively established relationship. Study of conflict resolution including mediation and arbitration.**

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

#3068 Section 22 [units: 3] NOTE: Online classes will be billed at \$628 per credit for all students. Students must have access to the Internet and an Internet browser.

01/19-05/17 Arranged Arranged WEB BASED Jon M Werner

**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.**

#3069 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.

01/19-03/11 Arranged Arranged WEB BASED Kaviraj Praveen Parboteeah

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

#3070 Section 01 [units: 3]

01/19-05/17 T 05:15 PM - 07:45 PM OFF CAMPUS Yezdi H Godiwalla AMERICAN FAMILY

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

#3071 Section 01 [units: 3]

01/19-05/17 W 06:30 PM - 09:00 PM HH2302 Yezdi H Godiwalla

<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>
#3072	Section 22	[units: 3]	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	Andy Yu	

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

**PREREQ: 24 UNITS OF COBE GRADUATE LEVEL COURSES ABOVE 730**

#3073	Section 01	[units: 3]			
01/19-05/17	T	06:30 PM - 09:00 PM	HH2305	Rimi Zakaria	
#3074	Section 22	[units: 3]	NOTE: Online classes will be billed at \$628 per credit for all students. Students must have access to the Internet and an Internet browser.		
01/19-03/11	Arranged	Arranged	WEB BASED	James W Bronson	