

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

#3389 Section 01 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8The final will be held Monday, May 9

01/19-05/17 MW 11:00 AM - 12:15 PM HH2314 Jill Weber

#3390 Section 02 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8The final will be held Monday, May 9

01/19-05/17 TR 11:00 AM - 12:15 PM HH2301 Kalana Malimage

#3391 Section 03 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8The final will be held Monday, May 9

01/19-05/17 TR 11:00 AM - 12:15 PM HH2310 Dawn M Doering

#3392 Section 04 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8The final will be held Monday, May 9

01/19-05/17 TR 12:30 PM - 01:45 PM HH2310 Dawn M Doering

#3393 Section 05 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8The final will be held Monday, May 9

01/19-05/17 MW 03:30 PM - 04:45 PM HH2301 Robert Yu

#3394 Section 06 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8The final will be held Monday, May 9

01/19-05/17 TR 03:30 PM - 04:45 PM HH2301 Kalana Malimage

#3395 Section 07 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8The final will be held Monday, May 9

01/19-05/17 MW 05:00 PM - 06:15 PM HH2319 Linda K Amann

#3396 Section 08 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8The final will be held Monday, May 9

01/19-05/17 MW 05:00 PM - 06:15 PM HH2301 Robert Yu

#3397 Section 22 [units: 3] NOTE: Undergrad online classes will bill at \$389 per credit. Students must have access to the internet and an internet browser.

01/19-05/17 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

#3398 Section 01 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9

01/19-05/17 MW 09:30 AM - 10:45 AM HH2314 Michael J MacDonald

#3399 Section 02 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9

01/19-05/17 TR 09:30 AM - 10:45 AM HH2301 Joe Gerard

#3400 Section 03 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9

01/19-05/17 TR 09:30 AM - 10:45 AM HH2314 Michael J MacDonald

#3401 Section 04 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9

01/19-05/17 MW 12:30 PM - 01:45 PM HH2314 Michael J MacDonald

#3402 Section 05 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9

01/19-05/17 TR 12:30 PM - 01:45 PM HH2314 Michael J MacDonald

#3403 Section 06 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9

01/19-05/17 TR 12:30 PM - 01:45 PM HH2319 Joe Gerard

#3404 Section 07 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9

01/19-05/17 MW 02:00 PM - 03:15 PM HH2319 Jill Weber

#3405 Section 08 [units: 3] NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9

01/19-05/17 TR 02:00 PM - 03:15 PM HH2319 Joe Gerard

<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>
#3406 Section 09 [units: 3]	NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9				
01/19-05/17	TR	02:00 PM - 03:15 PM	HH2301	Robert H Meyers	
#3407 Section 10 [units: 3]	NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9				
All class meeting details to be arranged.					
#3408 Section 11 [units: 3]	NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9				
01/19-05/17	T	05:30 PM - 07:30 PM	HH2314	Robert H Meyers	
#4498 Section 12 [units: 3]	NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9				
01/19-05/17	TR	09:30 AM - 10:45 AM	HH2308	Robert H Meyers	

#4630 Section 13EX [units: 3]

Dept. Consent

02/12	F	03:30 PM - 05:30 PM	HH2102	Alka Arora	COMMON EXAM
03/04	F	03:30 PM - 05:30 PM	HH2102	Alka Arora	COMMON EXAM
03/04	F	03:30 PM - 05:30 PM	HH2203	Alka Arora	COMMON EXAM
03/04	F	03:30 PM - 05:30 PM	HH2301	Alka Arora	COMMON EXAM
03/04	F	03:30 PM - 05:30 PM	HH2302	Alka Arora	COMMON EXAM
03/04	F	03:30 PM - 05:30 PM	HH2303	Alka Arora	COMMON EXAM
03/04	F	03:30 PM - 05:30 PM	HH2305	Alka Arora	COMMON EXAM
03/04	F	03:30 PM - 05:30 PM	HH2306	Alka Arora	COMMON EXAM
03/04-03/07	F	03:30 PM - 05:30 PM	HH2307	Alka Arora	COMMON EXAM
03/04	F	03:30 PM - 05:30 PM	HH2309	Alka Arora	COMMON EXAM
04/08	F	03:30 PM - 05:30 PM	HH1000	Alka Arora	COMMON EXAM
02/12	F	03:30 PM - 05:30 PM	HH2203	Alka Arora	COMMON EXAM
04/08	F	03:30 PM - 05:30 PM	HH2100	Alka Arora	COMMON EXAM
04/08	F	03:30 PM - 05:30 PM	HH2200	Alka Arora	COMMON EXAM
04/08	F	03:30 PM - 05:30 PM	HH3200	Alka Arora	COMMON EXAM
02/16	T	03:30 PM - 05:30 PM	HH2300	Alka Arora	MAKEUP EXAM
03/08	T	03:30 PM - 05:30 PM	HH2300	Alka Arora	MAKEUP EXAM
04/12	T	03:30 PM - 05:30 PM	HH2300	Alka Arora	MAKEUP EXAM
02/12	F	03:30 PM - 05:30 PM	HH2301	Alka Arora	COMMON EXAM
02/12	F	03:30 PM - 05:30 PM	HH2302	Alka Arora	COMMON EXAM
02/12	F	03:30 PM - 05:30 PM	HH2303	Alka Arora	COMMON EXAM
02/12	F	03:30 PM - 05:30 PM	HH2305	Alka Arora	COMMON EXAM
02/12	F	03:30 PM - 05:30 PM	HH2306	Alka Arora	COMMON EXAM
02/12	F	03:30 PM - 05:30 PM	HH2307	Alka Arora	COMMON EXAM
02/12	F	03:30 PM - 05:30 PM	HH2309	Alka Arora	COMMON EXAM

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

#3409 Section 01 [units: 3]	NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9				
01/19-05/17	MW	11:00 AM - 12:15 PM	HH2301	Linda K Amann	
#3410 Section 02 [units: 3]	NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9				
01/19-05/17	MW	12:30 PM - 01:45 PM	HH2301	Linda K Amann	
#3411 Section 03 [units: 3]	NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9				
01/19-05/17	TR	03:30 PM - 04:45 PM	HH2319	Dawn M Doering	
#3412 Section 04 [units: 3]	NOTE: Common Exams are held 3:30-5:30 on the following days:Friday, February 12Friday, March 4Friday, April 8Exam 4 will be 5:00-7:00pm on Monday, May 9				
01/19-05/17	TR	05:00 PM - 06:15 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

#3413 Section 01 [units: 3]	NOTE: Common exams are held 3:00-5:00pm on the following days:Friday, February 12Friday, March 11Friday, April 8				
01/19-05/17	TR	11:00 AM - 12:15 PM	HH2319	Lynn M Hafemeister	

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#3414 Section 02 11Friday, April 8	[units: 3]	NOTE: Common exams are held 3:00-5:00pm on the following days:Friday, February 12Friday, March 11			
01/19-05/17	TR	12:30 PM - 01:45 PM	HH2203	Lynn M Hafemeister	
#4570 Section 03EX	[units: 3]				
02/12	F	03:00 PM - 05:30 PM	HH2300	Alka Arora	COMMON EXAM
03/11	F	03:00 PM - 05:30 PM	HH2319	Alka Arora	COMMON EXAM
04/08	F	03:00 PM - 05:30 PM	HH2300	Alka Arora	COMMON EXAM
04/08	F	03:00 PM - 05:30 PM	HH2308	Alka Arora	COMMON EXAM
04/08	F	03:00 PM - 05:30 PM	HH2310	Alka Arora	COMMON EXAM
04/08	F	03:00 PM - 05:30 PM	HH2311	Alka Arora	COMMON EXAM
04/08	F	03:00 PM - 05:30 PM	HH2319	Alka Arora	COMMON EXAM
02/12	F	03:00 PM - 05:30 PM	HH2308	Alka Arora	COMMON EXAM
02/12	F	03:00 PM - 05:30 PM	HH2310	Alka Arora	COMMON EXAM
02/12	F	03:00 PM - 05:30 PM	HH2311	Alka Arora	COMMON EXAM
02/12	F	03:00 PM - 05:30 PM	HH2319	Alka Arora	COMMON EXAM
03/11	F	03:00 PM - 05:30 PM	HH2300	Alka Arora	COMMON EXAM
03/11	F	03:00 PM - 05:30 PM	HH2308	Alka Arora	COMMON EXAM
03/11	F	03:00 PM - 05:30 PM	HH2310	Alka Arora	COMMON EXAM
03/11	F	03:00 PM - 05:30 PM	HH2311	Alka Arora	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.

#3415 Section 01	[units: 3]				
01/19-05/17	TR	11:00 AM - 12:15 PM	HH2314	Robert H Meyers	
#3416 Section 02	[units: 3]				
01/19-05/17	TR	02:00 PM - 03:15 PM	HH2310	Richard G Cummings	
#3417 Section 03	[units: 3]				
01/19-05/17	TR	03:30 PM - 04:45 PM	HH2310	Richard G Cummings	

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

#3418 Section 01	[units: 3]				
01/19-05/17	MW	12:30 PM - 01:45 PM	HH2319	Jane Weiss	

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

#3419 Section 01	[units: 3]				
01/19-05/17	MW	03:30 PM - 04:45 PM	HH2314	Carol J Normand	
#3420 Section 02	[units: 3]				
01/19-05/17	MW	05:00 PM - 06:15 PM	HH2314	Carol J Normand	

ACCOUNT 455 VITA - INCOME TAX E-FILED CLINIC ... This course provides students a hands on opportunity to prepare federal and state income tax returns that will be electronically filed.

PREREQ: ACCOUNT 451 AND/OR PERMISSION OF INSTRUCTOR; 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

#3800 Section 01	[units: 3]				
01/19-05/17	W	03:30 PM - 07:30 PM	ARRANGED	Robert H Meyers	
01/19-05/17	S	09:30 AM - 02:30 PM	ARRANGED	Robert H Meyers	

Instructor Consent

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

#3421 Section 01	[units: 3]				
04/20-05/04	MW	12:30 PM - 04:30 PM	HH2310	Alka Arora	
04/22-05/06	F	09:30 AM - 04:30 PM	HH1312	Alka Arora	

Class#	Section	(Units)	Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#3422	Section 02	[units: 3]	01/19-04/14	TR	09:15 AM - 10:45 AM	HH2310	Alka Arora	

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

#3423	Section 01	[units: 3]	01/19-05/17	MW	08:00 AM - 09:15 AM	HH2301	Jane Weiss	
#3425	Section 02	[units: 3]	01/19-05/17	MW	09:30 AM - 10:45 AM	HH2301	Jane Weiss	
#3426	Section 03	[units: 3]	01/19-05/17	TR	09:30 AM - 10:45 AM	HH2319	Lynn M Hafemeister	

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

#3427	Section 01	[units: 3]	01/19-05/17	MW	02:00 PM - 03:15 PM	HH2301	Meifang Xiang	
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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

#3429	Section 01	[units: 3]	01/19-05/17	TR	02:00 PM - 03:15 PM	HH2314	Bill Tatman	
#3430	Section 02	[units: 3]	01/19-05/17	TR	03:30 PM - 04:45 PM	HH2314	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.

#3431	Section 01	[units: 2-6]	01/19-05/17	Arranged	Arranged		Bill Tatman	Dept. Consent
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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

#3432	Section 01	[units: 3]	01/19-05/17	MW	03:30 PM - 04:45 PM	HH3202	Linda K Amann	
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*** GRADUATE LEVEL COURSES ***

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

#3556	Section 01	[units: 3]	04/20-05/04	MW	12:30 PM - 04:30 PM	HH2310	Alka Arora	Dept. Consent
			04/22-05/06	F	09:30 AM - 04:30 PM	HH1312	Alka Arora	
#3557	Section 02	[units: 3]	01/19-04/14	TR	09:15 AM - 10:45 AM	HH2310	Alka Arora	Dept. Consent

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.

#3434	Section 01	[units: 2]	01/19-03/11	T	06:30 PM - 09:50 PM	HH3202	Richard G Cummings	
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Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)

ACCOUNT 751 GOVERNMENTAL AND NOT-FOR-PROFIT ACCOUNTING ... This course focuses on the theory and practice of accrual, modified accrual, and cash-based accounting models for governmental and not-for-profit entities. In addition, students investigate the specific accounting issues for state and local governments, colleges and universities, health care organizations, and voluntary health and welfare organizations.

PREREQ: ACCOUNT 261

#3436	Section 01	[units: 3]					
	01/19-05/17	MW	09:30 AM - 10:45 AM	HH2310	Meifang Xiang		
#3437	Section 02	[units: 3]					
	01/19-05/17	MW	11:00 AM - 12:15 PM	HH2310	Meifang Xiang		

ACCOUNT 767 FORENSIC ACCOUNTING AND PROFESSIONAL ETHICS ... This course, with a combined lecture and case approach, will provide in-depth coverage of internal control, EDP auditing, fraud detection and reporting, and the auditor's code of ethics. A component of this course will follow a readings approach covering such topics as auditing estimates, auditor independence, audit failures, and going concern qualifications.

PREREQ: ACCOUNT 465 OR CONSENT OF DEPARTMENT

#3442	Section 01	[units: 3]					
	01/19-05/17	T	05:30 PM - 08:00 PM	HH2310	Carol J Normand		

ACCOUNT 781 APPLIED ACCOUNTING RESEARCH ... This course examines the relationship between decision theory (and decision makers) and accounting information, alternative measurement theories, and conceptual frameworks. In addition, students will (1) learn to use applied research tools and (2) to develop their communication skills to real-life accounting issues in a variety of accounting environments.

PREREQ: ACCOUNT 343 OR CONSENT OF DEPARTMENT

#3438	Section 01	[units: 3]					
	01/19-05/17	MW	09:30 AM - 10:45 AM	HH2319	Abbie L Daly		
#3439	Section 02	[units: 3]					
	01/19-05/17	MW	11:00 AM - 12:15 PM	HH2319	Abbie L Daly		

ACCOUNT 793 PRACTICUM IN PROFESSIONAL ACCOUNTANCY ... This course provides students, under the direction of a faculty advisor, the opportunity to apply their theoretical backgrounds in settings ranging from internships in accounting organizations to other approved activities related to the practice of professional accountancy. A learning contract will be developed by the faculty advisor, professional supervisor (if applicable), and student that clearly delineates the expectations and responsibilities of each party involved in the practicum.

PREREQ: ADMISSION TO MPA PROGRAM AND DEPARTMENT CONSENT

#3440	Section 01	[units: 1-3]					Dept. Consent
	01/19-05/17	Arranged	Arranged		Bill Tatman		

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.

#4445	Section 01	[units: 1-3]					Dept. Consent
	01/19-05/17	Arranged	Arranged		Abbie L Daly		

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.

#3571	Section 01	[units: 3]	Gen Ed Social Science (GS)				
	01/19-05/17	MW	09:30 AM - 10:45 AM	HH2101	Daniel Teferra		
	01/19-05/17	F	09:30 AM - 10:45 AM	HH1000	Daniel Teferra	RECITATION/REVIEW	
#3572	Section 02	[units: 3]	Gen Ed Social Science (GS)	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.			
	01/19-05/17	TRF	09:30 AM - 10:45 AM	HH2312	Shreyasee Das		
	01/19-05/17	F	09:30 AM - 10:45 AM	HH2310	Shreyasee Das	RECITATION/REVIEW	
#3573	Section 03	[units: 3]	Gen Ed Social Science (GS)				
	01/19-05/17	MW	11:00 AM - 12:15 PM	HH2101	Darin F Ullman		
	01/19-05/17	F	11:00 AM - 12:15 PM	HH1308	Darin F Ullman	RECITATION/REVIEW	
#3574	Section 04	[units: 3]	Gen Ed Social Science (GS)				
	01/19-05/17	TR	11:00 AM - 12:15 PM	HH1308	Mehdi Barati		
	01/19-05/17	F	11:00 AM - 12:15 PM		Mehdi Barati	RECITATION/REVIEW	
#3575	Section 05	[units: 3]	Gen Ed Social Science (GS)				
	01/19-05/17	TR	12:30 PM - 01:45 PM	HH2308	Jeffery S Heinrich		
	01/19-05/17	F	12:30 PM - 01:45 PM	HH2308	Jeffery S Heinrich	RECITATION/REVIEW	
#3576	Section 06	[units: 3]	Gen Ed Social Science (GS)	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.			
	01/19-05/17	TR	02:00 PM - 03:15 PM	HH2312	Shreyasee Das		
	01/19-05/17	F	02:00 PM - 03:15 PM	HH2312	Shreyasee Das	RECITATION/REVIEW	

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

Class#	Section	(Units)	General Education Designation (if any)	Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)	
#3577	Section 07	[units: 3]	Gen Ed Social Science (GS)	01/19-05/17	MW	03:30 PM - 04:45 PM	HH2312	Darin F Ullman		
				01/19-05/17	F	03:30 PM - 04:45 PM	HH2101	Darin F Ullman	RECITATION/REVIEW	
#3578	Section 08	[units: 3]	Gen Ed Social Science (GS)	01/19-05/17	TRF	03:30 PM - 04:45 PM	HH1308	Mehdi Barati		
				01/19-05/17	F	03:30 PM - 04:45 PM		Mehdi Barati	RECITATION/REVIEW	
#3579	Section 09	[units: 3]	Gen Ed Social Science (GS)	NOTE: Please note: Friday Recitation/Review is at 11:00am.						
				01/19-05/17	W	06:30 PM - 09:00 PM	HH2101	L Denton Marks		
				01/19-05/17	F	11:00 AM - 12:15 PM	HE0100	L Denton Marks		

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

#3580	Section 01	[units: 3]	Gen Ed Social Science (GS)	01/19-05/17	MW	09:30 AM - 10:45 AM	HH2312	Nick Guo		
#3581	Section 02	[units: 3]	Gen Ed Social Science (GS)	01/19-05/17	MW	11:00 AM - 12:15 PM	HH1308	Eylem Ersal		
#3582	Section 03	[units: 3]	Gen Ed Social Science (GS)	01/19-05/17	MW	11:00 AM - 12:15 PM	HH2312	Daniel Teferra		
#3583	Section 04	[units: 3]	Gen Ed Social Science (GS)	01/19-05/17	MW	12:30 PM - 01:45 PM	HH1308	Eylem Ersal		
#3584	Section 05	[units: 3]	Gen Ed Social Science (GS)	01/19-05/17	TR	12:30 PM - 01:45 PM	HH2312	Nicholas B Lovett		
#3585	Section 06	[units: 3]	Gen Ed Social Science (GS)	01/19-05/17	MW	02:00 PM - 03:15 PM	HH2312	Daniel Teferra		
#3586	Section 07	[units: 3]	Gen Ed Social Science (GS)	01/19-05/17	T	06:30 PM - 09:00 PM	HH1308	Nicholas B Lovett		
#3587	Section 22	[units: 3]	Gen Ed Social Science (GS)	NOTE: Undergrad online classes will bill at \$389 per credit. Students must have access to the internet and an internet browser.						
				01/19-05/17	Arranged	Arranged	WEB BASED	Russell D Kashian		

ECON 213 ECONOMIC PRINCIPLES FOR TEACHERS (GS) ... Price-determination, income-distribution, and resource allocation in the market economy, including profit-making and cooperative business organizations. International trade, economic growth, and the role of government are examined. Satisfies the state teacher certification requirements of instruction in cooperatives.

PREREQ: SOPHOMORE STATUS

#3588	Section 01	[units: 3]	Gen Ed Social Science (GS)	01/19-05/17	TR	02:00 PM - 03:15 PM	HH1300	David J Bashaw	
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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

#3589	Section 01	[units: 3]		01/19-05/17	MW	09:30 AM - 10:45 AM	HH1300	Matthew W Winden	
#3590	Section 02	[units: 3]		01/19-05/17	TR	09:30 AM - 10:45 AM	HH1300	David J Bashaw	
#3591	Section 03	[units: 3]		01/19-05/17	TR	09:30 AM - 10:45 AM	HH1308	Hadiseh Fariditavana	
#3593	Section 04	[units: 3]		01/19-05/17	TR	11:00 AM - 12:15 PM	HH2312	Nicholas B Lovett	
#3594	Section 05	[units: 3]		01/19-05/17	MW	12:30 PM - 01:45 PM	HH1300	Darin F Ullman	
#3595	Section 06	[units: 3]		NOTE: Students need to purchase WileyPlus for online homework assignment for \$35.					
				01/19-05/17	MW	12:30 PM - 01:45 PM	HH2312	Ran Tao	
#3596	Section 07	[units: 3]		01/19-05/17	TR	12:30 PM - 01:45 PM	HH1300	David J Bashaw	
#3597	Section 08	[units: 3]		01/19-05/17	TR	02:00 PM - 03:15 PM	HH1308	Hadiseh Fariditavana	
#3598	Section 09	[units: 3]		01/19-05/17	TR	03:30 PM - 04:45 PM	HH1300	Nicholas B Lovett	
#3599	Section 10	[units: 3]		01/19-05/17	M	06:30 PM - 09:00 PM	HH1300	Darin F Ullman	
#3600	Section 22	[units: 3]		NOTE: Undergrad online classes will bill at \$389 per credit. Students must have access to the internet and an internet browser. A webcam will be required for proctored exams. Students need to purchase WileyPlus for online homework assignment for \$35.					
				01/19-05/17	Arranged	Arranged	WEB BASED	Ran Tao	

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

ECON 302 INTERMEDIATE MACROECONOMIC ANALYSIS ... *Measuring the aggregate economy: national income and product accounting, inflation and unemployment. The nature and role of money and interest rates in the macroeconomy. The effects of monetary and fiscal policies on output, employment and inflation in the short and long run. Economic fluctuations and growth.*

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

#3601 Section 01 [units: 3] NOTE: Please note: Friday Recitation/Review is at 12:30pm.

01/19-05/17 M 05:00 PM - 07:30 PM HH1301 Nick Guo

01/19-05/17 F 12:30 PM - 01:45 PM HH1301 Nick Guo

RECITATION/REVIEW

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

#3602 Section 01 [units: 3]

01/19-05/17 TR 09:30 AM - 10:45 AM HH1306 Yuhan Xue

01/19-05/17 TR 09:30 AM - 10:45 AM HH3101 Yuhan Xue

ECON 352 ECONOMICS OF DISCRIMINATION (DV) ... *This course analyzes the experiences of ethnic minorities and women in the United States economy, extending traditional and nontraditional interpretations of economic issues to the unique experiences of these groups. Economic tools will be developed and applied to such topics as: Labor Force Participation; Wage Determination; Occupational Choice and Segregation; Comparable Worth; Poverty; and the Criminal Justice System. These issues will be addressed through three distinct viewpoints in the course: neoclassical economics; political economy; and stratification economics.*

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

#3603 Section 01 [units: 3] U.S. Racial/Ethnic Diversity (DV)

01/19-05/17 MW 03:30 PM - 04:45 PM HH1301 Russell D Kashian

ECON 353 ECONOMICS OF LABOR MARKETS AND POLICIES ... *A study of the demand for and supply of labor with particular emphasis upon: the behavior of labor markets; economic theories of wage determination; labor institutions and their historical evolution; labor-management relations; the effects of public policy.*

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

#3604 Section 01 [units: 3]

01/19-05/17 MW 12:30 PM - 01:45 PM HH1301 L Denton Marks

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

#3605 Section 01 [units: 3]

01/19-05/17 TR 08:00 AM - 09:15 AM HH1306 Russell D Kashian

ECON 360 GROWTH AND DEVELOPMENT IN THE WORLD ECONOMY ... *The historical growth experience of industrialized economies; the challenge of development in Asia, Africa and Latin America; problems of transition in formerly centrally planned economies. Economic growth and structural change; income distribution and poverty; population growth and human resources; international trade, foreign investment and development assistance.*

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

#3606 Section 01 [units: 3]

01/19-05/17 TR 12:30 PM - 01:45 PM HH1301 Shreyasee Das

ECON 431 ECONOMICS OF GLOBALIZATION ... *The course treats the political economy of trade, foreign investment and multinational corporations; the economic and social consequences of globalization; governments, markets, and the instruments of international economic and industrial policy; the World Trade Organization and recent issues--environmental and labor standards; intellectual property; services trade; the developing nations.*

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

#3607 Section 01 [units: 3]

01/19-05/17 TR 03:30 PM - 04:45 PM HH1301 Jeffery S Heinrich

ECON 441 INDUSTRIAL ORGANIZATION AND COMPETITIVE STRATEGIES ... *Application of economic theory and analysis to case studies in American industry in terms of market structure, market conduct, and industry performance. Analysis of the ways business firms and markets are organized and interact, assessment of the outcomes of various types of firm behavior and the performance of markets, and evaluation of the causes and types of market failures.*

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

#3608 Section 01 [units: 3]

01/19-05/17 MW 02:00 PM - 03:15 PM HH1301 Ran Tao

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

ECON 445 ECONOMICS OF HEALTH CARE ... *Economics of Health Care is concerned with allocation of resources within the health care sector of the U.S. economy. Major topics include production of health care and its distribution across the population. In addition, various measures will be used to establish the relationship between the health care sector and national policy concerns.*

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

#3609 Section 01 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH1301 Yuhan Xue

ECON 446 ADVANCED ECONOMETRICS ... *Advanced Econometrics introduces students to advanced techniques in modeling. In the course students will study applied methods for model selection, implementation, and inference for cross sectional, time series, and panel data. The major emphasis will be on understanding these models from an intuitive perspective and estimating these using computer programs.*

PREREQ: ECON 345 WITH C+ OR BETTER; 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

#3610 Section 01 [units: 3]

01/19-05/17 MW 09:30 AM - 10:45 AM HH1301 David M Welsch

01/19-05/17 MW 09:30 AM - 10:45 AM HH1301 Yamin S Ahmad

01/19-05/17 MW 09:30 AM - 10:45 AM HH3101 David M Welsch

01/19-05/17 MW 09:30 AM - 10:45 AM HH3101 Yamin S Ahmad

ECON 471 NATURAL RESOURCE AND ENVIRONMENTAL ECONOMICS ... *Markets and the efficient allocation of resources over time. Market failure - property rights, externalities, public goods. Valuation of environmental benefits and costs. Economics of renewable and non-renewable natural resources - land, water, fisheries, forests, energy, minerals. Pollution abatement and environmental protection. Global issues - population, climate change, tropical deforestation, the oceans and atmosphere as global "commons".*

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

#3611 Section 01 [units: 3]

01/19-05/17 MW 11:00 AM - 12:15 PM HH1301 Matthew W Winden

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

#4354 Section 01 [units: 3]

01/19-05/17 Arranged Arranged Nick Guo

#4583 Section 02 [units: 1]

01/19-05/17 Arranged Arranged David J Bashaw

#4584 Section 03 [units: 1]

01/19-05/17 Arranged Arranged David J Bashaw

#4585 Section 04 [units: 3]

01/19-05/17 Arranged Arranged Yuhan Xue

#4624 Section 05 [units: 3]

01/19-05/17 Arranged Arranged Nick Guo Dept. Consent

#4625 Section 06 [units: 3]

01/19-05/17 Arranged Arranged Shreyasee Das Dept. Consent

#4626 Section 07 [units: 1-3]

01/19-05/17 Arranged Arranged To Be Arranged Dept. Consent

#4627 Section 08 [units: 1-3]

01/19-05/17 Arranged Arranged To Be Arranged Dept. Consent

#4628 Section 09 [units: 1-3]

01/19-05/17 Arranged Arranged To Be Arranged Dept. Consent

#4629 Section 10 [units: 1-3]

01/19-05/17 Arranged Arranged 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.

#3613 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 Matthew W Winden

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

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

#3616 Section 01 [units: 2]

01/19-03/11 W 05:15 PM - 08:35 PM OFF CAMPUS Nick Guo AMERICAN FAMILY

#3617 Section 02 [units: 2]

03/14-05/17 M 06:30 PM - 09:50 PM HH1308 Eylem Ersal

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

#3618 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 Russell D Kashian

ECON 740 RESEARCH METHODS AND DATA HANDLING ... This course provides a introduction for students on how to conduct empirical and applied economic research. It focuses on the basic approaches of research design and methodology within the Economics discipline. It introduces student to data handling and management, and to a variety of software packages used in economic research.

PREREQ: ECON 738 AND ECON 733

#3619 Section 01 [units: 3]

01/19-05/17 MW 02:00 PM - 03:15 PM HH1300 David M Welsch

01/19-05/17 MW 02:00 PM - 03:15 PM HH1300 Yamin S Ahmad

01/19-03/23 MW 02:00 PM - 03:15 PM HH3101 David M Welsch

01/19-03/23 MW 02:00 PM - 03:15 PM HH3101 Yamin S Ahmad

ECON 743 ECONOMETRICS II ... Econometrics II introduces students to advanced techniques in modeling. In the course, students will study applied methods for model selection, implementation, and inference for cross sectional, time series, and panel data. The major emphasis will be on understanding these models from an intuitive perspective and estimating these using computer programs.

PREREQ: ECON 733 AND ECON 738

#3620 Section 01 [units: 3]

01/19-05/17 MW 08:00 AM - 09:15 AM HH1300 David M Welsch

ECON 745 ECONOMICS OF HEALTH CARE ... Economics of Health Care is concerned with the provision and distribution of health care across the country and the allocation of resources within the health care sector of the economy. Various measures will be examined to establish the impact of health care on individual, national, and international economic policy concerns.

PREREQ: ENTRY INTO MS APPLIED ECONOMICS PROGRAM

#3621 Section 01 [units: 3]

01/19-05/17 TR 11:00 AM - 12:15 PM HH1300 Yuhan Xue

ECON 761 BUSINESS AND ECONOMIC FORECASTING ... Techniques for operational business forecasting with emphasis on time-series methods. Topics covered include single and multiequation regression models; trend analysis; smoothing techniques, decomposition methods; Box-Jenkins time series methods; evaluation of forecasts; and the integration of forecasting in the decision making process.

PREREQ: ECON 733 OR WITH CONSENT OF THE INSTRUCTOR.

#3622 Section 01 [units: 3]

01/19-05/17 MW 11:00 AM - 12:15 PM HH1300 Yamin S Ahmad

Dept. Consent

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

#4288 Section 01 [units: 1]

NOTE: Pass/Fail. Class meets every Monday except the first Monday of the month.

01/19-05/17 M 03:30 PM - 05:00 PM HH1308 Yamin S Ahmad

01/19-05/17 M 03:30 PM - 05:00 PM HH1308 Yuhan Xue

P/F Grading Basis Only

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

FINANCE AND BUSINESS LAW

Finance & Business Law

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 Premti		
#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 Premti		
#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	

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#3938	Section 02 [units: 3]				
01/19-05/17	R	05:00 PM - 07:30 PM	HH2317	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

#3939	Section 01 [units: 3]				
01/19-05/17	TR	11:00 AM - 12:15 PM	HH1311	Rashiqqa Kamal	

#3940	Section 02 [units: 3]				
01/19-05/17	TR	12:30 PM - 01:45 PM	HH1311	Rashiqqa Kamal	

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	

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	

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	

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	

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	

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	

#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)

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

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

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

***** 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

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

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

#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

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

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

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

#4148 Section 01 [units: 3]

01/19-05/17 TR 11:00 AM - 12:15 PM HH3202 Alana J Platt

#4149 Section 02 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH3202 Alana J Platt

ITSCM 221 INFORMATION TECHNOLOGY INFRASTRUCTURE ... *This course includes a detailed investigation of the primary infrastructure components of modern informatin 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

#4150 Section 01 [units: 3]

01/19-05/17 TR 11:00 AM - 12:15 PM HH3200 Sara C Deschner

#4151 Section 02 [units: 3]

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

#4152 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.

01/19-05/17 T 09:30 AM - 10:45 AM HH2101 Choton Basu

01/19-05/17 R 09:30 AM - 10:45 AM HH2101 Linda K Amann

#4153 Section 02 [units: 3]

01/19-05/17 M 03:30 PM - 04:45 PM HH2306 Robert L Horton

01/19-05/17 W 03:30 PM - 04:45 PM HH3101 Robert L Horton

#4154 Section 03 [units: 3]

01/19-05/17 M 05:00 PM - 06:15 PM HH2306 Robert L Horton

01/19-05/17 W 05:00 PM - 06:15 PM HH3101 Robert L Horton

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
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#4155 Section 04 [units: 3] NOTE: Instruction will be in either the classroom or the computer lab. Students will meet in the classroom (HH1 306) for first class session. Room scheduling for the remainder of the semester will be provided by the instructor.

01/19-05/17	T	06:30 PM - 09:00 PM	HH1306	Balaji Sankaranarayanan	
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01/19-05/17	T	06:30 PM - 09:00 PM	HH3101	Balaji Sankaranarayanan	
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#4156 Section 22 [units: 3] NOTE: Students must have access to the internet and an internet provider. 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	Christina N Outlay	
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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

#4157 Section 01 [units: 3]

01/19-05/17	TR	12:30 PM - 01:45 PM	HH3202	Tina Y Cao	
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#4158 Section 02 [units: 3]

01/19-05/17	TR	02:00 PM - 03:15 PM	HH3101	Tina Y Cao	
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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 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

#4159 Section 01 [units: 3]

01/19-05/17	TR	11:00 AM - 12:15 PM	HH1306	Rangaraja P Sundarraj	
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#4160 Section 02 [units: 3]

01/19-05/17	TR	12:30 PM - 01:45 PM	HH1306	Fazel Hayati	
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#4161 Section 03 [units: 3]

01/19-05/17	MW	02:00 PM - 03:15 PM	HH2101	Manohar S Madan	
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#4162 Section 04 [units: 3]

01/19-05/17	TR	02:00 PM - 03:15 PM	HH1306	Fazel Hayati	
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#4163 Section 05 [units: 3]

01/19-05/17	M	06:30 PM - 09:00 PM	HH1306	Patrick Tierney	
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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

#4164 Section 01 [units: 3]

01/19-05/17	TR	03:30 PM - 04:45 PM	HH3200	Sara C Deschner	
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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.

#4165 Section 01 [units: 3]

01/19-05/17	TR	12:30 PM - 01:45 PM	HH3200	Robert L Leitheiser	
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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.

#4166 Section 01 [units: 3]

01/19-05/17	TR	02:00 PM - 03:15 PM	HH2306	Robert L Leitheiser	
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ITSCM 325 WEB DEVELOPMENT ... *This course teaches students how to develop business applications using web technologies. Topics include web design, server-side programming, client-side programming, database access, web development environments, and web application testing.*

PREREQ: ITSCM 180 AND ITSCM 285; ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS; OR 60 CREDITS AND 2.00 OR BETTER GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4167 Section 01 [units: 3]

01/19-05/17	TR	09:30 AM - 10:45 AM	HH2306	Robert L Leitheiser	
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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

#4168 Section 01 [units: 3]

01/19-05/17	MW	03:30 PM - 04:45 PM	HH3200	Sara C Deschner	
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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

#4169 Section 01 [units: 3]

01/19-05/17 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

#4170 Section 01 [units: 3]

01/19-05/17 TR 09:30 AM - 10:45 AM HH3200 Alana J Platt

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

#4171 Section 01 [units: 3]

01/19-05/17 MW 11:00 AM - 12:15 PM HH3101 Christina N Outlay

#4172 Section 22 [units: 3] NOTE: Students must have access to the internet and an internet provider. 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 Andrew P Ciganek

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

#4173 Section 01 [units: 3]

01/19-05/17 TR 03:30 PM - 04:45 PM HH1306 Rick Pues

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

#4174 Section 01 [units: 3]

01/19-05/17 MW 02:00 PM - 03:15 PM HH3200 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

#4175 Section 01 [units: 3]

01/19-05/17 W 05:00 PM - 07:30 PM HH3200 Roger Yin

ITSCM 455 INTEGRATION OF OPERATIONS ... Examination in depth of daily operational decision making pertaining to management of operational systems and inventory, inventory models and systems, inventory control, distribution planning and control, scheduling techniques, production authorization, lead time management, supplier interfaces, data requirements and measurement systems. Emphasis is on the interrelationships of these techniques and their applications.

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

#4176 Section 01 [units: 3]

01/19-05/17 T 06:30 PM - 09:00 PM HH1303 Natasha E Steenbergen

ITSCM 456 SUPPLY CHAIN MANAGEMENT ... The course uses a supply chain management framework to study flow of material through global enterprises. Topics include supply chain metrics, supply chain drivers, supply chain risk & resilience, and network design/coordination.

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

#4177 Section 01 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH1303 Rangaraja P Sundarraj

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

ITSCM 457 SUPPLY CHAIN INTEGRATION AND REVIEW ... In this course students will understand and integrate a body of knowledge related to international supply chain management, metrics, mitigation methods for risk/uncertainty, scheduling and planning, strategic/master planning of resources, customer and supplier relations management and quality and lean manufacturing.

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

#4178 Section 01 [units: 1]

01/19-05/17 M 05:00 PM - 05:50 PM HH1303 Rick Pues

ITSCM 460 PROJECT MANAGEMENT AND ENTERPRISE RESOURCE PLANNING ... Examines the role of Computer Integration of Operations. Topics may include Enterprise Resource Planning (ERP), Computer Aided Design/Manufacturing (CAD/CAM) and project management methodology. Students will be exposed to operational decision support systems through the use of macros and visual basic. This course may require visiting/working with local firms in setting up such systems.

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

#4179 Section 01 [units: 3]

01/19-05/17 W 06:30 PM - 09:00 PM HH1303 Paul J Drechsler

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

#4180 Section 01 [units: 3]

01/19-05/17 M 06:30 PM - 09:00 PM HH1303 Rick Pues

ITSCM 465 GLOBAL OPERATIONS STRATEGY ... A study of the integration of operations planning, management, and control to create effective operations strategy within a global perspective. Includes a thorough examination of capacity and supply chain management. Also examines the theory of constraints as used to develop strategic competitive advantage.

PREREQ: ITSCM 450, OR ITSCM 455 OR ITSCM 456; 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.

#4181 Section 01 [units: 3]

01/19-05/17 MW 03:30 PM - 04:45 PM HH2307 Sameer Prasad

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 ITI 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

#4182 Section 01 [units: 1-3]

01/19-05/17 Arranged Arranged David L Munro

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

#4183 Section 01 [units: 3]

05/06 F 02:00 PM - 04:30 PM HH1303 Sameer Prasad

Dept. Consent

NOTE: Students will be expected to make their final presentation on Friday May 6th from 2:00-4:30. The remaining portion of the class will be arranged.

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

#4184 Section 01 [units: 1-3]

01/19-05/17 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

#4185 Section 01 [units: 2]

03/14-05/17 T 06:30 PM - 09:50 PM HH3200 Roger Yin

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

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

#4186 Section 22 [units: 2] NOTE: Online classes will bill 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 Manohar S Madan

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

#4187 Section 01 [units: 2]

01/19-03/11 M 06:30 PM - 09:50 PM HH2307 David L Munro

#4188 Section 22 [units: 2] NOTE: Online classes will bill 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 David L Munro

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

#4189 Section 01 [units: 3]

01/19-05/17 R 06:30 PM - 09:00 PM HH1303 Rangaraja P Sundarraj

ITSCM 763 GLOBAL OPERATIONS MANAGEMENT ... The objective of this course is to enhance the student's ability to conceptualize and manage global operations effectively. A wide range of topics, concepts, theories, and tools related to the operations of both manufacturing and service firms are explored from an international perspective. In addition, the comparative position of U.S. production systems is evaluated with those of Japan, Europe, Latin America, and South East Asia. The focus is on covering those aspects of operations management that can help firms become more competitive globally. The aim of the course is to provide the managers with an understanding of the production of goods and services in an international environment through a review and critique of current literature.

COREQ: ITSCM 719

#4190 Section 22 [units: 3] NOTE: Online classes will bill 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 Sameer Prasad

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

#4191 Section 22 [units: 2] NOTE: Online classes will bill 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 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

#4192 Section 22 [units: 3] NOTE: Online classes will bill 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 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

#4193 Section 01 [units: 3]

01/19-05/17 R 06:30 PM - 09:00 PM HH2307 Robert L Leitheiser

ITSCM 776 BUSINESS PROCESS INNOVATION AND MANAGEMENT ... The course provides an overview of concepts, methods and tools surrounding the definition, implementation, measurement and improvement of processes in organizations. Strategic and tactical phases of the Business Process Management lifecycle, consisting goal setting, process design, process implementation, process enactment and measurement, and process evaluation are covered.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#4194 Section 22 [units: 3] NOTE: Online classes will bill at \$628 per credit for all students. Students must have access to the internet and an internet browser. The course will use multiple cases from Harvard Business School Press and other sources, which can cost up to \$20.

01/19-05/17 Arranged Arranged WEB BASED Balaji Sankaranarayanan

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

ITSCM 782 GLOBAL PROJECT MANAGEMENT ... This course prepares students for global project management, effective teamwork and collaboration from theoretical and practical viewpoints. Students are prepared to understand key issues in systems lifecycle planning, managing and coordinating distributed project teams, organizing work products, implementing process and quality metrics, maintaining effective control and coordination, and risk management.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#4195 Section 22 [units: 3] NOTE: Online classes will bill 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 Andrew P Ciganek

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.

#4196 Section 01 [units: 3]

01/19-05/17 M 06:30 PM - 09:00 PM HH2306 Andrew P Ciganek

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

#4197 Section 01 [units: 1-3]

01/19-05/17 Arranged Arranged Alana J Platt

#4198 Section 22 [units: 1-3] NOTE: Online classes will bill 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 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

#2984 Section 01 [units: 3]

01/19-05/17 MW 11:00 AM - 12:15 PM HH1314 Megan R Matthews

#2985 Section 02 [units: 3]

01/19-05/17 MW 12:30 PM - 01:45 PM HH1314 Lynn M DuPree

#2986 Section 03 [units: 3]

01/19-05/17 MW 02:00 PM - 03:15 PM HH1314 Megan R Matthews

#2987 Section 04 [units: 3]

01/19-05/17 MW 03:30 PM - 04:45 PM HH1314 Lynn M DuPree

#4471 Section 05 [units: 3]

01/19-05/17 TR 08:00 AM - 09:15 AM HH1314 Eric M Roche

#2988 Section 05X [units: 3]

01/19-05/17 TR 08:00 AM - 09:15 AM HH1314 Eric M Roche

#2989 Section 06 [units: 3]

01/19-05/17 TR 09:30 AM - 10:45 AM HH1314 Daryl A Parker

#2990 Section 07 [units: 3]

01/19-05/17 TR 12:30 PM - 01:45 PM HH1314 Daryl A Parker

#2991 Section 08 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH1314 Daryl A Parker

#2992 Section 09 [units: 3]

01/19-05/17 TR 03:30 PM - 04:45 PM HH1314 Julie A Woletz

#2993 Section 10 [units: 3]

01/19-05/17 T 06:30 PM - 09:00 PM HH1314 Daryl A Parker

#2994 Section 11 [units: 3]

01/19-05/17 W 06:30 PM - 09:00 PM HH1314 Ron Buchholz

BEINDP 200 INTRODUCTION TO INTERNATIONAL BUSINESS ... This interdisciplinary course addresses current theory and practice on conducting business in international markets. Topics in culture and communication and the business functions in an international environment will be addressed at an introductory level. This course meets the College of Business & Economics' international requirement.

#4207 Section 01 [units: 3]

01/19-05/17 TR 08:00 AM - 09:15 AM HH2306 Andrew P Ciganek

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

#4208 Section 01 [units: 3]

01/19-05/17 R 05:00 PM - 07:30 PM HH2306 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

#2995 Section 01 [units: 1]

01/19-03/11 T 02:00 PM - 03:40 PM HH2101 Frank A Lanko

S/NC Grading Basis Only

#2996 Section 02 [units: 1]

03/14-05/17 T 02:00 PM - 03:40 PM HH2101 Frank A Lanko

S/NC Grading Basis Only

#2997 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.

01/19-03/11 M Arranged WEB BASED John C Smith

S/NC Grading Basis Only

#2998 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.

03/14-05/17 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.

#2999 Section 01 [units: 2]

01/19-05/17 MW 08:00 AM - 08:50 AM HH3202 Jo Ann R Oravec

S/NC Grading Basis Only

#3000 Section 02 [units: 2]

01/19-05/17 MW 09:00 AM - 09:50 AM HH3202 Jo Ann R Oravec

S/NC Grading Basis Only

#3001 Section 03 [units: 2]

01/19-05/17 MW 10:00 AM - 10:50 AM HH2307 Julie A Woletz

S/NC Grading Basis Only

#3003 Section 05 [units: 2]

01/19-05/17 MW 12:00 PM - 12:50 PM HH3202 Jo Ann R Oravec

S/NC Grading Basis Only

#3004 Section 06H [units: 2]

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 01:00 PM - 01:50 PM HH2307 Julie A Woletz HONORS

S/NC Grading Basis Only

#3005 Section 07 [units: 2]

01/19-05/17 MW 02:00 PM - 02:50 PM HH2307 Jo Ann R Oravec

S/NC Grading Basis Only

#3006 Section 08 [units: 2]

01/19-05/17 MW 10:00 AM - 10:50 AM HH1314 Lynn M DuPree

S/NC Grading Basis Only

#3007 Section 09 [units: 2]

01/19-05/17 TR 01:00 PM - 01:50 PM HH2307 Julie A Woletz

S/NC Grading Basis Only

#3008 Section 10 [units: 2]

01/19-05/17 TR 02:00 PM - 02:50 PM HH2307 Julie A Woletz

S/NC Grading Basis Only

#3009 Section 11 [units: 2]

01/19-05/17 TR 10:00 AM - 10:50 AM HH2307 Denise L Schulz

S/NC Grading Basis Only

#3010 Section 12 [units: 2]

01/19-05/17 TR 11:00 AM - 11:50 AM HH2307 Denise L Schulz

S/NC 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>
#3011 Section 13 [units: 2] 01/19-05/17 TR S/NC Grading Basis Only	12:00 PM - 12:50 PM	HH2307	Denise L Schulz		
#3012 Section 14 [units: 2] 01/19-05/17 TR S/NC Grading Basis Only	03:00 PM - 03:50 PM	HH2307	John C Smith		
#3013 Section 15 [units: 2] 01/19-05/17 TR S/NC Grading Basis Only	09:00 AM - 09:50 AM	HH2307	Denise L Schulz		
#3014 Section 16 [units: 2] 01/19-05/17 TR S/NC Grading Basis Only	01:00 PM - 01:50 PM	HH2305	Lynn M DuPree		
#3015 Section 17 [units: 2] 01/19-05/17 T S/NC Grading Basis Only	06:30 PM - 08:10 PM	HH2307	John C Smith		
#4473 Section 18 [units: 2] 01/19-05/17 M S/NC Grading Basis Only	06:30 PM - 08:10 PM	HH1314	Christine Marie Kutz		
#4562 Section 19 [units: 2] 01/19-05/17 MW S/NC Grading Basis Only	05:00 PM - 05:45 PM	HH2100	Dana E Prodoehl		
#3016 Section 22 [units: 2] 01/19-05/17 Arranged S/NC Grading Basis Only	Arranged	WEB BASED	Denise L Schulz		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.

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

#4265 Section 01 [units: 3-12] 01/19-05/17 Arranged	Arranged		William E Lowell		NOTE: PREREQ: COMPLETION OF 15 UNITS, 2.0 GPA, ACCEPTANCE INTO THE DISNEY COLLEGE PROGRAM, AND INSTRUCTOR CONSENT	Instructor 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

#3017 Section 01 [units: 3] 01/19-05/17 MW	12:30 PM - 01:45 PM	HH2302	David R Gee		
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*** 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.*

#3018 Section 01 [units: 2] NOTE: There are 7 behavioral simulations (negotiation 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 cost is \$4.50 per exercise.

03/14-05/17 W	05:15 PM - 08:35 PM	OFF CAMPUS	Soroush Aslani	AMEIRCAN FAMILY	
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#3019 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	Rimi Zakaria		
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Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

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

#4237 Section 01 [units: 1-2]

01/29	F	03:00 PM - 07:00 PM	HH2100	Jon M Werner	COHORT 1
01/29	F	03:00 PM - 07:00 PM	HH2100	Balaji Sankaranarayanan	COHORT 1
03/04	F	03:00 PM - 07:00 PM	HH2100	Jon M Werner	COHORT 1
03/04	F	03:00 PM - 07:00 PM	HH2100	Balaji Sankaranarayanan	COHORT 1
04/01	F	03:00 PM - 07:00 PM	HH2100	Jon M Werner	COHORT 1
04/01	F	03:00 PM - 07:00 PM	HH2100	Balaji Sankaranarayanan	COHORT 1
04/29	F	03:00 PM - 07:00 PM	HH2100	Jon M Werner	COHORT 1
04/29	F	03:00 PM - 07:00 PM	HH2100	Balaji Sankaranarayanan	COHORT 1

#4506 Section 02 [units: 1-2]

01/29	F	03:00 PM - 07:00 PM	HH2200	Kaviraj Praveen Parboteeah	ACCOUNTING
03/04	F	03:00 PM - 07:00 PM	HH2200	Kaviraj Praveen Parboteeah	ACCOUNTING
04/01	F	03:00 PM - 07:00 PM	HH2200	Kaviraj Praveen Parboteeah	ACCOUNTING
04/29	F	03:00 PM - 07:00 PM	HH2200	Kaviraj Praveen Parboteeah	ACCOUNTING

#4507 Section 03 [units: 1-2]

01/29	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	FINANCE
03/04	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	FINANCE
04/01	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	FINANCE
04/29	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	FINANCE

#4508 Section 04 [units: 1-2]

01/29	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	IT
03/04	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	IT
04/01	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	IT
04/29	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	IT

#4509 Section 05 [units: 1-2]

01/29	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MANAGEMENT
03/04	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MANAGEMENT
04/01	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MANAGEMENT
04/29	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MANAGEMENT

#4510 Section 06 [units: 1-2]

01/29	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MARKETING
03/04	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MARKETING
04/01	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MARKETING
04/29	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MARKETING

DBA 820 APPLIED REGRESSION ANALYSIS ... *Applied Regression Analysis will focus on the estimation of various regression models. It introduces student to the regression methodology, assumptions of the framework and corrections for violations of the assumptions. Sample articles are used to highlight the applications in academic research. Applications in consulting projects are also discussed.*

PREREQ: DBA 810

#4238 Section 01 [units: 4]

01/30	S	08:00 AM - 05:00 PM	HH2200	Pavan R Chennamaneni	
03/05	S	08:00 AM - 05:00 PM	HH2200	Pavan R Chennamaneni	
04/02	S	08:00 AM - 05:00 PM	HH2200	Pavan R Chennamaneni	
04/30	S	08:00 AM - 04:00 PM	HH2200	Pavan R Chennamaneni	

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

DBA 850 CONTEMPORARY RESEARCH METHODS AND DISSERTATION DESIGN ... This course will consider the research interests of the student cohort, discuss their dissertation proposals and identify the research methods needed to successfully execute their dissertation. The identified methods and other contemporary research methods will be discussed in this class.

PREREQ: DBA 840

#4511 Section 01 [units: 4]

01/30	S	08:00 AM - 05:00 PM	HH2100	Soroush Aslani
01/30	S	08:00 AM - 05:00 PM	HH2100	Carol Brunt
01/30	S	08:00 AM - 05:00 PM	HH2100	Aditya Simha
01/30	S	08:00 AM - 05:00 PM	HH2100	Garrett C Smith
01/30	S	08:00 AM - 05:00 PM	HH2100	Kalana Malimage
03/05	S	08:00 AM - 05:00 PM	HH2100	Soroush Aslani
03/05	S	08:00 AM - 05:00 PM	HH2100	Carol Brunt
03/05	S	08:00 AM - 05:00 PM	HH2100	Aditya Simha
03/05	S	08:00 AM - 05:00 PM	HH2100	Garrett C Smith
03/05	S	08:00 AM - 05:00 PM	HH2100	Kalana Malimage
04/02	S	08:00 AM - 05:00 PM	HH2100	Soroush Aslani
04/02	S	08:00 AM - 05:00 PM	HH2100	Carol Brunt
04/02	S	08:00 AM - 05:00 PM	HH2100	Aditya Simha
04/02	S	08:00 AM - 05:00 PM	HH2100	Garrett C Smith
04/02	S	08:00 AM - 05:00 PM	HH2100	Kalana Malimage
04/30	S	08:00 AM - 05:00 PM	HH2100	Soroush Aslani
04/30	S	08:00 AM - 05:00 PM	HH2100	Carol Brunt
04/30	S	08:00 AM - 05:00 PM	HH2100	Aditya Simha
04/30	S	08:00 AM - 05:00 PM	HH2100	Garrett C Smith
04/30	S	08:00 AM - 05:00 PM	HH2100	Kalana Malimage

DBA 870 MICRO ISSUES IN BUSINESS ... This course provides an overview of topics in behavioral fields from different business domains. The focus is on explaining individual behaviors across a number of business functions such as consumer behavior in marketing, organizational behavior in management, and behavioral research in finance. The phenomena of interest deal with individual behavior.

PREREQ: ADMISSION TO DBA PROGRAM

#4239 Section 01 [units: 4]

01/31	U	08:00 AM - 05:00 PM	HH2200	Kaviraj Praveen Parboteeah
01/31	U	08:00 AM - 05:00 PM	HH2200	Rashiqa Kamal
01/31	U	08:00 AM - 05:00 PM	HH2200	Pascal Letourneau
01/31	U	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan
01/31	U	08:00 AM - 05:00 PM	HH2200	Jimmy W Peltier
03/06	U	08:00 AM - 05:00 PM	HH2200	Kaviraj Praveen Parboteeah
03/06	U	08:00 AM - 05:00 PM	HH2200	Rashiqa Kamal
03/06	U	08:00 AM - 05:00 PM	HH2200	Pascal Letourneau
03/06	U	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan
03/06	U	08:00 AM - 05:00 PM	HH2200	Jimmy W Peltier
04/03	U	08:00 AM - 05:00 PM	HH2200	Kaviraj Praveen Parboteeah
04/03	U	08:00 AM - 05:00 PM	HH2200	Rashiqa Kamal
04/03	U	08:00 AM - 05:00 PM	HH2200	Pascal Letourneau
04/03	U	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan
04/03	U	08:00 AM - 05:00 PM	HH2200	Jimmy W Peltier
05/01	U	08:00 AM - 05:00 PM	HH2200	Kaviraj Praveen Parboteeah
05/01	U	08:00 AM - 05:00 PM	HH2200	Rashiqa Kamal
05/01	U	08:00 AM - 05:00 PM	HH2200	Pascal Letourneau
05/01	U	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan
05/01	U	08:00 AM - 05:00 PM	HH2200	Jimmy W Peltier

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

DBA 910 TECHNOLOGY, ENTREPRENEURSHIP AND GLOBAL ISSUES IN BUSINESS ... This course provides an overview of topics in multilevel fields from different business domains. The focus is on explaining how micro and macro aspects of business interact across the fields of technology, entrepreneurship and global issues. The phenomena of interest deal with multilevel areas and include multinational management, business ethics.

PREREQ: ADMISSION TO DBA PROGRAM

#4512 Section 01 [units: 3]

01/31	U	08:00 AM - 05:00 PM	HH2100	Andy Yu
01/31	U	08:00 AM - 05:00 PM	HH2100	Dennis A Kopf
01/31	U	08:00 AM - 05:00 PM	HH2100	Jeff P Vanevenhoven
01/31	U	08:00 AM - 05:00 PM	HH2100	Balaji Sankaranarayanan
01/31	U	08:00 AM - 05:00 PM	HH2100	Abbie L Daly
01/31	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti
03/06	U	08:00 AM - 05:00 PM	HH2100	Andy Yu
03/06	U	08:00 AM - 05:00 PM	HH2100	Dennis A Kopf
03/06	U	08:00 AM - 05:00 PM	HH2100	Jeff P Vanevenhoven
03/06	U	08:00 AM - 05:00 PM	HH2100	Balaji Sankaranarayanan
03/06	U	08:00 AM - 05:00 PM	HH2100	Abbie L Daly
03/06	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti
04/03	U	08:00 AM - 05:00 PM	HH2100	Andy Yu
04/03	U	08:00 AM - 05:00 PM	HH2100	Dennis A Kopf
04/03	U	08:00 AM - 05:00 PM	HH2100	Jeff P Vanevenhoven
04/03	U	08:00 AM - 05:00 PM	HH2100	Balaji Sankaranarayanan
04/03	U	08:00 AM - 05:00 PM	HH2100	Abbie L Daly
04/03	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti
05/01	U	08:00 AM - 05:00 PM	HH2100	Andy Yu
05/01	U	08:00 AM - 05:00 PM	HH2100	Dennis A Kopf
05/01	U	08:00 AM - 05:00 PM	HH2100	Jeff P Vanevenhoven
05/01	U	08:00 AM - 05:00 PM	HH2100	Balaji Sankaranarayanan
05/01	U	08:00 AM - 05:00 PM	HH2100	Abbie L Daly
05/01	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti

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

#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
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#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
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#3023 Section 03 [units: 3]

01/19-05/17	MW	03:30 PM - 04:45 PM	HH2305	Jim Schnaedter
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#3024 Section 04 [units: 3]

01/19-05/17	TR	08:00 AM - 09:15 AM	HH2305	Dennis Martin Baskin
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#3025 Section 05 [units: 3]

01/19-05/17	TR	12:30 PM - 01:45 PM	HH2302	Jim Schnaedter
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#3026 Section 06 [units: 3]

01/19-05/17	TR	02:00 PM - 03:15 PM	HH2305	Dennis Martin Baskin
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#3027 Section 07 [units: 3]

01/19-05/17	M	06:30 PM - 09:00 PM	HH2305	Dennis Martin Baskin
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#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
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Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)

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

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

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

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

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

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

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 (buchholr@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	

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	

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

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

#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

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

#3424 Section 01 [units: 3]

01/19-05/17 MW 09:30 AM - 10:45 AM HH1000 Jimmy W Peltier

	<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>
#3428	Section 02	[units: 3]				
	01/19-05/17	R	06:30 PM - 09:00 PM	HH2309	John DeGraff	
#3433	Section 22	[units: 3]	NOTE: The cost per credit for CoBE online undergraduate courses for 2015-2016 is \$389 for all students. Students must have access to the Internet and an Internet browser. A webcam will be required for proctored exams.			
	01/19-05/17	Arranged	Arranged	WEB BASED	Sharon A Roy	

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

#3435	Section 01	[units: 3]				
	01/19-05/17	MW	02:00 PM - 03:15 PM	HH2300	Shannon M Cummins	
	01/19-05/17	MW	02:00 PM - 03:15 PM	HH2300	John DeGraff	
#3441	Section 02	[units: 3]				
	01/19-05/17	M	06:30 PM - 09:00 PM	HH2300	Shannon M Cummins	
	01/19-05/17	M	06:30 PM - 09:00 PM	HH2300	John DeGraff	
#4299	Section 03	[units: 3]				
	01/19-05/17	TR	11:00 AM - 12:15 PM	HH2306	John DeGraff	

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

#3444	Section 01	[units: 3]				
	01/19-05/17	TR	09:30 AM - 10:45 AM	HH2303	Maxwell K Hsu	
#3445	Section 02	[units: 3]				
	01/19-05/17	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

#3449	Section 01	[units: 3]				
	01/19-05/17	MW	09:30 AM - 10:45 AM	HH2102	Robert E Boostrom	
#3450	Section 02	[units: 3]				
	01/19-05/17	MW	12:30 PM - 01:45 PM	HH2102	Robert E Boostrom	

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

#3451	Section 01	[units: 3]				
	01/19-05/17	TR	03:30 PM - 04:45 PM	HH2102	John DeGraff	

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

#3452	Section 01	[units: 3]				
	01/19-05/17	MW	09:30 AM - 10:45 AM	HH2309	Andrew J Dahl	
#3453	Section 02	[units: 3]				
	01/19-05/17	MW	11:00 AM - 12:15 PM	HH2309	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

#3454	Section 01	[units: 3]				
	01/19-05/17	TR	09:30 AM - 10:45 AM	HH2309	Victor A Barger	
#3455	Section 02	[units: 3]				
	01/19-05/17	TR	12:30 PM - 01:45 PM	HH2309	Victor A Barger	

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

MARKETNG 353 ADVANCED DIGITAL MARKETING ... *Digital marketing allows marketers to deliver relevant communications in today's digital world. Strategies behind effective digital marketing efforts are explored with a focus on understanding digital analytics and developing digital content. Emphasis is placed on search engine marketing and digital advertising strategies including SEO and paid search. Developing and implementing a search engine marketing campaign provides hands-on experience.*

PREREQ: MARKETNG 311 AND 351, 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

#3456 Section 01 [units: 3]

01/19-05/17 MW 02:00 PM - 03:15 PM HH2309 Andrew J Dahl

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

#3555 Section 01 [units: 3]

01/19-05/17 MW 02:00 PM - 03:15 PM HH2102 Dennis A Kopf

#4300 Section 02 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH2300 John DeGraff

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

#3457 Section 01 [units: 3]

01/19-05/17 TR 09:30 AM - 10:45 AM HH2102 Yushan Zhao

#3458 Section 02 [units: 3]

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

#3459 Section 01 [units: 3]

01/19-05/17 TR 12:30 PM - 01:45 PM HH2102 Yushan Zhao

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

#3460 Section 01 [units: 3]

01/19-05/17 MW 12:30 PM - 01:45 PM HH2300 Daniel R Herlache

#3461 Section 22 [units: 3] NOTE: The cost per credit for CoBE online undergraduate courses for 2015-2016 is \$389 for all students. Students must have access to the Internet and an Internet browser.

01/19-05/17 Arranged Arranged WEB BASED 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

#3462 Section 01 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH2303 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

#3463 Section 01 [units: 3]

01/19-05/17 TR 11:00 AM - 12:15 PM HH2300 Sharon A Roy

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

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

#3464 Section 22 [units: 3] NOTE: The cost per credit for CoBE online undergraduate courses for 2015-2016 is \$389 for all students. Students must have access to the Internet and an Internet browser.

01/19-05/17 Arranged Arranged WEB BASED Andrew J Dahl

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

#3465 Section 01 [units: 3]

01/19-05/17 MW 02:00 PM - 03:15 PM HH3202 Pavan R Chennamaneni

MARKETNG 450 SALES NEGOTIATION AND CONFLICT RESOLUTION ... *A combination of art and science, negotiation involves securing agreement between interdependent parties. Topics include analyzing and assessing negotiation scenarios, preparing for a negotiation, power and influence strategies, coalitions, and managing conflict. Role-playing, as a key component of the class, offers students the opportunity to develop their negotiating skills.*

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

#3466 Section 01 [units: 3]

01/19-05/17 MW 09:30 AM - 10:45 AM HH2300 Daniel R Herlache

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

#3468 Section 01 [units: 3]

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

#3469 Section 01 [units: 3]

01/19-05/17 TR 11:00 AM - 12:15 PM HH2309 Carol Scovotti

#3470 Section 02 [units: 3]

01/19-05/17 TR 03:30 PM - 04:45 PM HH2309 Carol Scovotti

MARKETNG 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

#4312 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 01th 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

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.

#3471 Section 01 [units: 3]

Dept. Consent

01/19-05/17 Arranged Arranged OFF CAMPUS Sharon A Roy

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

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

#3472 Section 01 [units: 3] Dept. Consent
01/19-05/17 Arranged Arranged OFF CAMPUS Sharon A Roy

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

#3473 Section 01 [units: 3] Dept. Consent
01/19-05/17 Arranged Arranged OFF CAMPUS Sharon A Roy

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

#3474 Section 01 [units: 3] Dept. Consent
01/19-05/17 Arranged Arranged OFF CAMPUS Sharon A Roy

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

#4219 Section 01 [units: 3] Dept. Consent
01/19-05/17 Arranged Arranged OFF CAMPUS Sharon A Roy

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

#3475 Section 01 [units: 3] Dept. Consent
01/19-05/17 Arranged Arranged OFF CAMPUS Sharon A Roy

MARKETNG 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.

#4217 Section 01 [units: 3] Dept. Consent
01/19-05/17 W 04:30 PM - 06:00 PM HH2300 Daniel R Herlache SALES TEAM PRACTICUM

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

#3476 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
01/19-05/17 Arranged Arranged Jimmy W Peltier

#3477 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
01/19-05/17 Arranged Arranged Carol Scovotti

#3478 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
01/19-05/17 Arranged Arranged Andrew J Dahl

#3479 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
01/19-05/17 Arranged Arranged Daniel R Herlache

#4615 Section 05 [units: 1-3] Dept. Consent
01/19-05/17 Arranged Arranged Pavan R Chennamaneni

#4638 Section 06 [units: 1-3] Dept. Consent
01/19-05/17 Arranged Arranged Victor A Barger

*** GRADUATE LEVEL COURSES ***

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

#3480 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.

01/19-05/17 W 06:30 PM - 09:00 PM HH2102 Maxwell K Hsu

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#3481	Section 22	[units: 3]	NOTE: The cost per credit for CoBE online graduate courses for 2015-2016 is \$628 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 state 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.		
01/19-05/17	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

#3482	Section 01	[units: 2]	NOTE: There will be a \$35 fee for the Positioning Strategy Simulation for this course, payable to LINKS Simulations. This fee is not added to the registrants' bill.		
03/14-05/17	M	06:30 PM - 09:50 PM	HH2309	Robert E Boostrom	

#3484	Section 22	[units: 2]	NOTE: The cost per credit for CoBE online graduate courses for 2015-2016 is \$628 for all students. Students must have access to the Internet and an Internet browser. There will be a \$35 fee for the Positioning Strategy Simulation for this course, payable to LINKS Simulations. This fee is not added to the registrants' bill.		
01/19-03/11	Arranged	Arranged	WEB BASED	Pavan R Chennamaneni	

MARKETNG 765 ADVERTISING AND PROMOTION MANAGEMENT ... The course focuses on the identification and utilization of key marketing communication components in the development and implementation of promotional strategies and tactics. Attention will be devoted to understanding effective and efficient ways to integrate various marketing promotion techniques. Specific topics include sales promotion, Internet marketing, advertising, direct marketing, database marketing and personal selling.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#3485	Section 22	[units: 3]	NOTE: The cost per credit for CoBE online graduate courses for 2015-2016 is \$628 for all students. Students must have access to the Internet and an Internet browser.		
01/19-05/17	Arranged	Arranged	WEB BASED	Dennis A Kopf	

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

#3486	Section 01	[units: 2]			
01/19-03/11	M	06:30 PM - 09:50 PM	HH2303	Dennis A Kopf	

MARKETNG 772 INTERNET MARKETING ... This class is designed to provide marketing majors and minors with basic knowledge of the Internet so that they can understand why this technology has and will continue to exert such an important impact on marketing practice. It will also consider such topics as web demographics, the online business model, web enhancement of products and services, personalization, traffic and brand building, net exchanges, and online community. In addition, the class will explore the impact that the Internet is having on such traditional areas of marketing concern as research, new product development, segmentation, personal selling, pricing, and distribution.

PREREQ: MARKETNG 716 OR EQUIVALENT

#3487	Section 01	[units: 3]			
01/19-05/17	W	06:30 PM - 09:00 PM	HH2314	Victor A Barger	

MARKETNG 774 STRATEGIC MARKETING PLANNING ... Analysis of the planning process in the marketing oriented enterprise culminating with the development of a marketing plan based on a current business problem. The supportive nature of staff functions is analyzed from the viewpoint of its contribution to total marketing planning and strategy.

PREREQ: MARKETNG 716 OR EQUIVALENT AND GRAD LEVEL BUSINESS REQUIREMENT

#3488	Section 22	[units: 3]	NOTE: The cost per credit for CoBE online graduate courses for 2015-2016 is \$628 for all students. Students must have access to the Internet and an Internet browser.		
01/19-05/17	Arranged	Arranged	WEB BASED	Carol Scovotti	

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.

#3489	Section 01	[units: 1-3]			Dept. Consent
01/19-05/17	Arranged	Arranged	To Be Arranged		
#3490	Section 02	[units: 1-3]			Dept. Consent
01/19-05/17	Arranged	Arranged	To Be Arranged		
#3491	Section 03	[units: 1-3]			
01/19-05/17	Arranged	Arranged	To Be Arranged		

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.

#1473	Section 01	[units: 3]	Gen Ed Interdisciplinary (GI)		
01/19-05/17	MWF	10:00 AM - 10:50 AM	HH1307	Craig G Wucivic	

<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>
#1474 Section 02 [units: 3]	01/19-05/17	MWF	11:00 AM - 11:50 AM	HH1307	Craig G Wucivic
#1475 Section 03 [units: 3]	01/19-05/17	MWF	12:00 PM - 12:50 PM	HH1307	Craig G Wucivic
#1476 Section 04 [units: 3]	01/19-05/17	MW	02:00 PM - 03:15 PM	HH1307	Craig G Wucivic
#1477 Section 05 [units: 3]	01/19-05/17	MWF	09:00 AM - 09:50 AM	HH1309	Deborah C Bowen
#1478 Section 11 [units: 3]	Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line				

(web based) courses.

01/19-05/17 Arranged Arranged WEB BASED Vay A Rodman

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.

#1486 Section 11 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line

(web based) courses.

01/19-05/17 Arranged Arranged WEB BASED Kwangseog Ahn

#1487 Section 12 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line

(web based) courses.

01/19-05/17 Arranged Arranged WEB BASED David A Vosburgh

#1488 Section 13 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line

(web based) courses.

01/19-05/17 Arranged Arranged WEB BASED David A Vosburgh

#1482 Section 14 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line

(web based) courses.

01/19-05/17 Arranged Arranged WEB BASED David A Vosburgh

#1481 Section 32 [units: 3] Gen Ed Interdisciplinary (GI)
01/19-05/17 TR 08:00 AM - 09:15 AM HH1307 Roger Lee Young

#1484 Section 33 [units: 3] Gen Ed Interdisciplinary (GI)
01/19-05/17 TR 09:30 AM - 10:45 AM HH1307 Roger Lee Young

#1485 Section 34 [units: 3] Gen Ed Interdisciplinary (GI)
01/19-05/17 TR 11:00 AM - 12:15 PM HH1307 Roger Lee Young

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.

#1489 Section 01 [units: 3]
01/19-05/17 MW 11:00 AM - 12:15 PM HH1309 Deborah C Bowen

#1490 Section 02 [units: 3]
01/19-05/17 MW 02:00 PM - 03:15 PM HH1309 Deborah C Bowen

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

#1491 Section 01 [units: 3]
01/19-05/17 TR 03:30 PM - 04:45 PM HH1309 Wayne M Cole

SAFETY 383 INTRODUCTION TO SECURITY ... A study of the physical, personnel, and informational aspects of the security field. Concepts of these areas will be integrated with safety management concepts and will be discussed in relationship to industrial and business environments.

#1493 Section 11 [units: 3] NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line (web based) courses.

01/19-05/17 Arranged Arranged WEB BASED Vay A Rodman

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

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

#1495 Section 01 [units: 3]

01/19-05/17 R 06:30 PM - 09:00 PM HH1307 George R Gruetzmacher

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

#1496 Section 01 [units: 3]

01/19-05/17 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.

#1497 Section 01 [units: 3]

01/19-05/17 R 05:00 PM - 07:30 PM HH1309 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.

#1544 Section 01 [units: 3]

01/19-05/17 TR 09:30 AM - 10:45 AM HH2300 Robert Evangelisti

SAFETY 472 ADVANCED INDUSTRIAL ERGONOMICS ... This course focuses on the specific needs of key industries that present high incidence of work-related musculoskeletal disorders. These industries display specific working conditions with large and diverse workforces. In addition, ergonomic issues of work populations with special needs are also reviewed. The course will involve applied problem solving projects in different work settings.

PREREQ: SAFETY 471/SAFETY 671 OR CONSENT OF INSTRUCTOR

#1501 Section 01 [units: 3]

01/19-05/17 M 05:00 PM - 07:30 PM HH1307 Sang D Choi

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

#1503 Section 01 [units: 5]

01/19-05/17 W 11:00 AM - 01:30 PM HC0005A Donna J Vosburgh
01/19-05/17 M 11:00 AM - 01:30 PM HC0005 Donna J Vosburgh

SAFETY 481 ANALYSIS AND DESIGN FOR SAFETY IN INDUSTRIAL OPERATIONS ... The course examines the need for an interpretation of occupational safety and health standards. Emphasis is placed on local, state, federal and association standards to numerous applications including materials handling and storage, powered industrial trucks, machine guarding, working with hot and cold metals, welding and cutting, electrical hazards and flammable and combustible 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 479, SAFETY 488, AND MAJOR GPA OF 2.5 FOR SAFETY MAJORS

#1507 Section 01 [units: 3]

01/19-05/17 W 02:00 PM - 04:30 PM HH2303 Sang D Choi

#1508 Section 02 [units: 3]

01/19-05/17 F 09:00 AM - 11:30 AM HH2300 Todd W Loushine

SAFETY 482 CONSTRUCTION SAFETY MANAGEMENT ... An examination of the practices of managing occupational safety and health programs in the construction field. The course is designed to provide the student with an understanding of how the regulatory and financial responsibilities of accident prevention, health preservation and loss reduction in construction operations are met.

PREREQ: SAFETY 384 OR SAFETY 584

#1509 Section 01 [units: 3]

01/19-05/17 T 05:00 PM - 07:30 PM HH1309 Wayne M Cole

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

#1511 Section 01 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH1309 Todd W Loushine

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

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

#1513 Section 01 [units: 3]

01/19-05/17 MWF 10:00 AM - 10:50 AM HH1309 Deborah C Bowen

SAFETY 487 PRODUCT SAFETY ... An analysis of the trends of the product liability problem and the agencies regulating products. Special emphasis will be given to legal theories related to product liability and landmark litigation providing the basis for case law. A substantial portion of the course will be devoted to examining the elements of product safety programming.

PREREQ: SAFETY 380 OR CONSENT OF INSTRUCTOR

#3687 Section 01 [units: 3]

01/19-05/17 TR 09:30 AM - 10:45 AM HH1309 Alvaro D Taveira

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.

#1515 Section 01 [units: 3]

01/19-05/17 TR 08:00 AM - 09:15 AM HH1309 Alvaro D Taveira

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

#1517 Section 01 [units: 1-12]

01/19-05/17 F 01:30 PM - 04:30 PM HH1309 Todd W Loushine

Dept. Consent

S/NC Grading Basis Only

#1518 Section 02 [units: 1-12]

01/19-05/17 F 01:30 PM - 04:30 PM HH1309 Todd W Loushine

Dept. Consent

S/NC Grading Basis Only

SAFETY 493 AIR POLLUTION EVALUATION AND CONTROL ... This entry-level course presents a broad overview of the major aspects of air pollution evaluation and control. The course includes information about pollutants, pollutant sources, and effects of pollution on human health and the environment, dispersion of pollutants, measurement and control of emissions, and laws and regulations pertaining to air pollution control.

PREREQ: CHEM 102 AND PHYSCS 130 OR CONSENT OF INSTRUCTOR

#1521 Section 01 [units: 3]

01/19-05/17 MW 09:30 AM - 10:45 AM HC0005 Donna J Vosburgh

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

#1524 Section 01 [units: 1-3]

01/19-05/17 Arranged Arranged Kwangseog Ahn

Instructor Consent

#1525 Section 02 [units: 1-3]

01/19-05/17 Arranged Arranged Deborah C Bowen

Instructor Consent

#1526 Section 03 [units: 1-3]

01/19-05/17 Arranged Arranged Sang D Choi

Instructor Consent

#1527 Section 04 [units: 1-3]

01/19-05/17 Arranged Arranged Todd W Loushine

Instructor Consent

#1528 Section 05 [units: 1-3]

01/19-05/17 Arranged Arranged Alvaro D Taveira

Instructor Consent

#1529 Section 06 [units: 1-3]

01/19-05/17 Arranged Arranged Donna J Vosburgh

Instructor Consent

#1530 Section 07 [units: 1-3]

01/19-05/17 Arranged Arranged Craig G Wucivic

DRIVER SAFETY EDUCATION

Instructor Consent

#4602 Section 08 [units: 1-3]

01/19-05/17 Arranged Arranged Robert Evangelisti

Instructor Consent

*** 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

#1492 Section 01 [units: 3]

01/19-05/17 TR 03:30 PM - 04:45 PM HH1309 Wayne M Cole

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

SAFETY 583 INTRODUCTION TO SECURITY ... A study of the physical, personnel, and informational aspects of the security field. Concepts of these areas will be integrated with safety management concepts and will be discussed in relationship to industrial and business environments.

#1494 Section 22 [units: 3] NOTE: Graduate 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 Vay A Rodman

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

#1498 Section 01 [units: 3]

01/19-05/17 R 05:00 PM - 07:30 PM HH1309 Wayne M Cole

SAFETY 672 ADVANCED INDUSTRIAL ERGONOMICS ... This course focuses on the specific needs of key industries that present high incidence of work-related musculoskeletal disorders. These industries display specific working conditions with large and diverse workforces. In addition, ergonomic issues of work populations with special needs are also reviewed. The course will involve applied problem solving projects in different work settings.

PREREQ: SAFETY 471/SAFETY 671 OR CONSENT OF INSTRUCTOR

#1502 Section 01 [units: 3]

01/19-05/17 M 05:00 PM - 07:30 PM HH1307 Sang D Choi

SAFETY 679 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 OR CONSENT OF INSTRUCTOR

#1505 Section 01 [units: 5]

01/19-05/17 W 11:00 AM - 01:30 PM HC0005A Donna J Vosburgh

01/19-05/17 M 11:00 AM - 01:30 PM HC0005 Donna J Vosburgh

SAFETY 682 CONSTRUCTION SAFETY MANAGEMENT ... An examination of the practices of managing occupational safety and health programs in the construction field. The course is designed to provide the student with an understanding of how the regulatory and financial responsibilities of accident prevention, health preservation and loss reduction in construction operations are met.

PREREQ: SAFETY 384 OR SAFETY 584

#1510 Section 01 [units: 3]

01/19-05/17 T 05:00 PM - 07:30 PM HH1309 Wayne M Cole

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

#1512 Section 01 [units: 3]

01/19-05/17 TR 02:00 PM - 03:15 PM HH1309 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

#1514 Section 01 [units: 3]

01/19-05/17 MWF 10:00 AM - 10:50 AM HH1309 Deborah C Bowen

SAFETY 687 PRODUCT SAFETY ... An analysis of the trends of the product liability problem and the agencies regulating products. Special emphasis will be given to legal theories related to product liability and landmark litigation providing the basis for case law. A substantial portion of the course will be devoted to examining the elements of product safety programming.

PREREQ: SAFETY 380 OR CONSENT OF INSTRUCTOR

#3688 Section 01 [units: 3]

01/19-05/17 TR 09:30 AM - 10:45 AM HH1309 Alvaro D Taveira

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**

#1516 Section 01 [units: 3]

01/19-05/17 TR 08:00 AM - 09:15 AM HH1309 Alvaro D Taveira

SAFETY 701 RESEARCH METHODS IN ESH ... This course introduces key concepts and skill development in scientific inquiry in Environmental Safety & Health. The course covers: foundations for scientific inquiry, types of research methodology, validity and reliability (biases & error), how to search for and review research literature, basic understanding of statistical significance, and how to develop research question/hypotheses.

#3716 Section 22 [units: 3] NOTE: Graduate 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 Todd W Loushine

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

SAFETY 757 PRINCIPLES OF OCCUPATIONAL EPIDEMIOLOGY ... This course will introduce the principles of occupational epidemiology and discuss the application of these principles in the recognition, control and prevention of disease and injury. The course will review the etiology of various acute, chronic, infectious, occupational and environmental diseases.

#3717 Section 22 [units: 3] NOTE: Graduate 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 Kwangseog Ahn

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.

#1532 Section 22 [units: 3] NOTE: Graduate online classes will be billed at \$628 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

01/19-05/17 Arranged Arranged WEB BASED Kwangseog Ahn

#1533 Section 23 [units: 3] NOTE: Graduate online classes will be billed at \$628 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

01/19-05/17 Arranged Arranged WEB BASED Sang D Choi

#1534 Section 24 [units: 3] NOTE: Graduate online classes will be billed at \$628 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

01/19-05/17 Arranged Arranged WEB BASED Todd W Loushine

#1535 Section 25 [units: 3] NOTE: Graduate online classes will be billed at \$628 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

01/19-05/17 Arranged Arranged WEB BASED Alvaro D Taveira

#1536 Section 26 [units: 3] NOTE: Graduate online classes will be billed at \$628 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

01/19-05/17 Arranged Arranged WEB BASED Donna J Vosburgh

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

#4676 Section 01 [units: 1-3]

03/14-05/17 Arranged Arranged Craig G Wucivic DRIVER SAFETY EDUCATION

#1538 Section 22 [units: 1-3] NOTE: Graduate online classes will be billed at \$628 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

01/19-05/17 Arranged Arranged WEB BASED Kwangseog Ahn

#1539 Section 23 [units: 1-3] NOTE: Graduate online classes will be billed at \$628 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

01/19-05/17 Arranged Arranged WEB BASED Sang D Choi

#1540 Section 24 [units: 1-3] NOTE: Graduate online classes will be billed at \$628 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

01/19-05/17 Arranged Arranged WEB BASED Todd W Loushine

#1541 Section 25 [units: 1-3] NOTE: Graduate online classes will be billed at \$628 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

01/19-05/17 Arranged Arranged WEB BASED Alvaro D Taveira

#1542 Section 26 [units: 1-3] NOTE: Graduate online classes will be billed at \$628 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

01/19-05/17 Arranged Arranged WEB BASED Donna J Vosburgh

SCHOOL BUSINESS MANAGEMENT

School Business Management

*** GRADUATE LEVEL COURSES ***

SCHBUSMG 772 LEGAL ASPECTS OF EDUCATION ... Legal information is presented in nontechnical language to educational practitioners on all facets of school operations, including the liability of school districts and employees, school fund and indebtedness, administration, pupil governance, retirement benefits, and employment relations.

#4203 Section 01 [units: 3] NOTE: Students must have access to the internet and an internet browser. One or more face-to-face weekend meetings in Whitewater may be required. Dates TBD.

01/19-05/17 Arranged Arranged WEB BASED Jason P Demerath

SCHBUSMG 774 SCHOOL BUDGETING AND FINANCIAL PLANNING ... Budgeting and Financial Reporting is designed for administrators and other school personnel who desire to learn the conceptual and practical aspects of budgeting and financial planning; inventory control; purchasing; capital project planning and debt service management.

#4204 Section 01 [units: 3] NOTE: Students must have access to the internet and an internet browser. One or more face-to-face weekend meetings in Whitewater may be required. Dates TBD.

01/19-05/17 Arranged Arranged WEB BASED Diane Pertzborn

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

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

#4205 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.

01/19-05/17 Arranged Arranged Diane Pertzborn

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

#4206 Section 01 [units: 1-3]

01/19-05/17 Arranged Arranged Diane Pertzborn