

**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@uwv.edu](mailto:undergradbus@uwv.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.

**INTERDEPARTMENTAL****Business & Economics Interdepartmental**

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

**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**

#1454 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.

05/31-07/09 Arranged Arranged WEB BASED Lynn M DuPree

**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**

#1475 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.

07/11-07/30 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.**

#1455 Section 01 [units: 2] NOTE: Section 01 meets at 6:30PM on Tuesday. This section is a hybrid class requiring the internet as well as class attendance.

05/31-07/09 T 06:30 PM - 08:45 PM HH2307

05/31-07/09 Arranged Arranged WEB BASED Julie A Woletz

S/NC Grading Basis Only

#1456 Section 22 [units: 2]

05/31-07/09 Arranged Arranged WEB BASED John C Smith

S/NC Grading Basis Only

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

**BEINDP 740 PERSUASION AND NEGOTIATION STRATEGIES ...** *This course will emphasize persuasive communication strategies and applied negotiation techniques. The course also contains a strong written communication component. The course will apply a case-based methodology to teaching and learning in the class.*

#1535 Section 22 [units: 2] 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.

07/11-08/20 Arranged Arranged WEB BASED Dennis A Kopf

**Business Administration**

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

**DBA 830 FORECASTING AND TIME SERIES ANALYSIS ...** *This course introduces the theory and practice of forecasting and time series analysis, with an emphasis on practical skills. Topics covered in this class include the fundamental concepts in time series, forecasting, event history and survival analysis.*

**PREREQ: DBA 820**

#1646 Section 01 [units: 3]

05/20 F 03:00 PM - 07:00 PM HH2200 Pavan R Chennamaneni

06/24 F 03:00 PM - 07:00 PM HH2200 Kaviraj Praveen Parboteeah

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

**DBA 970 DIRECTED STUDY ...** *This course gives students the ability to conduct an in-depth study of the topics they are interested in and work closely with a faculty member. Students develop an integrated review paper that provides an overview of the state of knowledge, identify gaps in the literature and propose interesting research directions.*

**PREREQ: DBA 870**

#1636 Section 01 [units: 3]

05/20 F 03:00 PM - 07:00 PM HH2100 Kaviraj Praveen Parboteeah ACCOUNTING

05/21 S 08:00 AM - 05:00 PM HH2100 Kaviraj Praveen Parboteeah ACCOUNTING

05/22 U 08:00 AM - 05:00 PM HH2100 Kaviraj Praveen Parboteeah ACCOUNTING

06/24 F 03:00 PM - 07:00 PM HH2100 Kaviraj Praveen Parboteeah ACCOUNTING

06/25 S 08:00 AM - 05:00 PM HH2100 Kaviraj Praveen Parboteeah ACCOUNTING

06/26 U 08:00 AM - 05:00 PM HH2100 Kaviraj Praveen Parboteeah ACCOUNTING

07/29 F 03:00 PM - 07:00 PM HH2100 Kaviraj Praveen Parboteeah ACCOUNTING

07/30 S 08:00 AM - 05:00 PM HH2100 Kaviraj Praveen Parboteeah ACCOUNTING

07/31 U 08:00 AM - 05:00 PM HH2100 Kaviraj Praveen Parboteeah ACCOUNTING

<u>Start/End Dates</u>	<u>Meeting Days</u>	<u>Meeting Times</u>	<u>Location</u>	<u>Instructor</u>	<u>Course Topic (if applicable)</u>
<b>#1637 Section 02 [units: 3]</b>					
05/20	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	FINANCE
05/21	S	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	FINANCE
05/22	U	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	FINANCE
06/24	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	FINANCE
06/25	S	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	FINANCE
06/26	U	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	FINANCE
07/29	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	FINANCE
07/30	S	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	FINANCE
07/31	U	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	FINANCE
<b>#1638 Section 03 [units: 3]</b>					
05/20	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	IT
05/21	S	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	IT
05/22	U	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	IT
06/24	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	IT
06/25	S	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	IT
06/26	U	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	IT
07/29	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	IT
07/30	S	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	IT
07/31	U	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	IT
<b>#1639 Section 04 [units: 3]</b>					
05/20	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MANAGEMENT
05/21	S	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	MANAGEMENT
05/22	U	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	MANAGEMENT
06/24	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MANAGEMENT
06/25	S	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	MANAGEMENT
06/26	U	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	MANAGEMENT
07/29	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MANAGEMENT
07/30	S	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	MANAGEMENT
07/31	U	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	MANAGEMENT
<b>#1640 Section 05 [units: 3]</b>					
05/20	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MARKETING
05/21	S	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	MARKETING
05/22	U	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	MARKETING
06/24	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MARKETING
06/25	S	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	MARKETING
06/26	U	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	MARKETING
07/29	F	03:00 PM - 07:00 PM		Kaviraj Praveen Parboteeah	MARKETING
07/30	S	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	MARKETING
07/31	U	08:00 AM - 05:00 PM		Kaviraj Praveen Parboteeah	MARKETING
<b>#1641 Section 06 [units: 3]</b>					
05/21	S	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan	ACCOUNTING
05/22	U	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan	ACCOUNTING
06/25	S	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan	ACCOUNTING
06/26	U	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan	ACCOUNTING
07/30	S	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan	ACCOUNTING
07/31	U	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan	ACCOUNTING
<b>#1642 Section 07 [units: 3]</b>					
05/21	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	FINANCE
05/22	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	FINANCE
06/25	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	FINANCE
06/26	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	FINANCE
07/30	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	FINANCE
07/31	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	FINANCE
<b>#1643 Section 08 [units: 3]</b>					
05/21	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	IT
05/22	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	IT
06/25	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	IT
06/26	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	IT
07/30	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	IT
07/31	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	IT

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

<u>Start/End Dates</u>	<u>Meeting Days</u>	<u>Meeting Times</u>	<u>Location</u>	<u>Instructor</u>	<u>Course Topic (if applicable)</u>
#1644 Section 09	[units: 3]				
05/21	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	MANAGEMENT
05/22	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	MANAGEMENT
06/25	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	MANAGEMENT
06/26	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	MANAGEMENT
07/30	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	MANAGEMENT
07/31	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	MANAGEMENT
#1645 Section 10	[units: 3]				
05/21	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	MARKETING
05/22	U	08:30 AM - 05:00 PM		Balaji Sankaranarayanan	MARKETING
06/25	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	MARKETING
06/26	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	MARKETING
07/30	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	MARKETING
07/31	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	MARKETING