

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

#1478 Section 01 [units: 3]

05/31-07/09 MTWR 02:00 PM - 03:40 PM HH2314 Michael J MacDonald

#1479 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.

05/31-07/09 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

#1480 Section 01 [units: 3]

07/11-08/20 MTWR 10:45 AM - 12:25 PM HH2310 Robert H Meyers

#1481 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.

07/11-08/20 Arranged Arranged WEB BASED Linda K Amann

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.

#1482 Section 01 [units: 3]

05/31-07/09 MTWR 10:45 AM - 12:25 PM HH2319 Robert H Meyers

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.

#1483 Section 01 [units: 2-6]

05/31-08/20 Arranged Arranged Bill Tatman

Dept. Consent

*** GRADUATE LEVEL COURSES ***

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

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

#1484 Section 01 [units: 3]

05/31-07/09 MTWR 10:45 AM - 12:25 PM HH2319 Robert H Meyers

ACCOUNT 748 FINANCIAL STATEMENT ANALYSIS ... This course investigates the role and value of accounting information for users as they make business decisions. It includes a review of the generally accepted accounting principles and assumptions underlying the basic accounting model that generates the financial statements. The course focuses on the interpreting and analyzing financial statements to assess (a) historical trends and patterns, (b) short-term liquidity and long-term solvency, (c) profitability and operating performance, and (d) capital structure and asset utilization. Additional topics include the effects of alternative accounting methods, specialized industry analysis (e.g., banks, insurance, and utilities) and earnings quality and earnings management.

PREREQ: ACCOUNT 343 OR CONSENT OF DEPARTMENT

#1485 Section 01 [units: 3]

07/11-08/20 TR 06:00 PM - 09:20 PM HH2203 Meifang Xiang

ACCOUNT 787 SUSTAINABILITY AND ENVIRONMENTAL REPORTING ... This course provides a comprehensive exploration of (a) environmental issues at multiple levels and (b) the effects of these issues on business, communities, and consumers. In addition, this course will provide student with an (c) introduction and practical understanding of the broad paradigm of sustainability and provide an (d) in-depth analysis of accounting for the natural environment; e.g., water and other natural resources.

PREREQ: ACCOUNT 343 OR CONSENT OF DEPARTMENT

#1486 Section 01 [units: 3]

05/31-07/09 TR 06:00 PM - 09:20 PM HH2203 Jane Weiss

ACCOUNT 789 READINGS AND RESEARCH IN ACCOUNTING ... Study of selected contemporary areas in accounting through readings in current research and literature. Prereq: Consent of Instructor.

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

#1487 Section 01 [units: 1-3]

07/11-08/20 Arranged Arranged Meifang Xiang

Dept. Consent

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

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

#1488 Section 01 [units: 1-3]

Dept. Consent

05/31-08/20 Arranged Arranged

Bill Tatman

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.

#1418 Section 01 [units: 3] Gen Ed Social Science (GS)

05/31-07/09 TWR 10:45 AM - 01:00 PM HH1301 David J Bashaw

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

PREREQ: ECON 201

#1419 Section 22 [units: 3] Gen Ed Social Science (GS) 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.

07/11-08/20 Arranged Arranged WEB BASED Russell D Kashian

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

#1420 Section 01 [units: 3]

07/11-08/20 TWR 10:45 AM - 01:00 PM HH1300 Thomas E Schweigert

ECON 401 INTERNATIONAL ECONOMICS ... The nature, extent and growth of international trade. Comparative advantage as the basis for trade. Distribution of the gains from trade between and within countries. International capital and labor mobility. Growth, technological progress and trade. Tariffs, quotas, subsidies, economic integration. Exchange rates and the balance of payments.

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

#1421 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.

05/31-07/09 Arranged Arranged WEB BASED Jeffery S Heinrich

*** GRADUATE LEVEL COURSES ***

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

#1422 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 Stuart M Glosser

ECON 789 READINGS AND RESEARCH IN ECONOMICS ... Directed readings in current research and literature selected to apply to a contemporary economic field, problem or issue.

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

#1617 Section 01 [units: 3]

05/31-06/18 TWR 10:00 AM - 12:15 PM HH1311 Matthew W Winden

05/31-06/18 TWR 01:30 PM - 03:45 PM HH1311 Eylem Ersal

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

PREREQ: GRADUATE STANDING

#1425 Section 01 [units: 1-6]

All class meeting details to be arranged.

#1426 Section 02 [units: 1-6]

All class meeting details to be arranged.

#1427 Section 03 [units: 1-6]

All class meeting details to be arranged.

| Start/End Dates | Meeting Days | Meeting Times | Location | Instructor | Course Topic (if applicable) |
|-----------------|--------------|---------------|----------|------------|------------------------------|
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#1428 Section 04 [units: 1-6]

All class meeting details to be arranged.

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

#1580 Section 01 [units: 3]

05/31-07/09 MW 06:30 PM - 09:50 PM HH1305 Linda A Reid

#1515 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.

05/31-07/09 Arranged Arranged WEB BASED Gene M Toboyek

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

PREREQ: FNBSLW 341 AND ADMISSION TO THE UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#1516 Section 01 [units: 3]

05/31-07/09 MW 05:15 PM - 08:35 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

#1517 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.

05/31-07/09 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

#1518 Section 01 [units: 3]

06/20-07/30 TR 05:15 PM - 08:35 PM HH1305 Garrett C Smith
06/20-07/30 TR 05:15 PM - 08:35 PM HH3101 Garrett C Smith

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

#1519 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.

07/11-08/20 Arranged Arranged WEB BASED Gene M Toboyek

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

#1520 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.

06/20-07/30 Arranged Arranged WEB BASED Yuan Yuan

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.

#1570 Section 01 [units: 1-3]

06/20-08/20 Arranged Arranged Garrett C Smith

Dept. Consent

*** GRADUATE LEVEL COURSES ***

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

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.

#1521 Section 01 [units: 3]

05/31-07/09 MW 05:15 PM - 08:35 PM HH1302 Curt M Weber

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

#1522 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.

05/31-07/09 Arranged Arranged WEB BASED Linda Yu

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.

#1523 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.

07/11-08/20 Arranged Arranged WEB BASED 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

#1524 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.

05/31-07/09 Arranged Arranged WEB BASED Zaifeng S Fan

INFORMATION TECHNOLOGY AND SUPPLY CHAIN MANAGEMENT

Information Technology & Supply Chain Management

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

#1544 Section 01 [units: 3]

05/31-07/09 TWR 02:00 PM - 04:15 PM HH3202 Robert L Horton

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

#1618 Section 01 [units: 3]

05/31-06/18 MTWR 01:20 PM - 04:40 PM HH1306 Rangaraja P Sundarraj

#1546 Section 22 [units: 3] NOTE: The tuition for online courses in the College of Business and Economics is \$389 per credit for both resident and non-resident students. Students must have access to the internet and an internet browser.

05/31-07/09 Arranged Arranged WEB BASED Manohar S Madan

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

#1547 Section 01 [units: 1-3] NOTE: The system defaults to 1 credit. Please be sure to input 3 credits to meet the full requirement.

Dept. Consent

05/31-08/20 Arranged Arranged David L Munro

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

#1548 Section 01 [units: 3]

Dept. Consent

05/31-08/20 Arranged Arranged Sameer Prasad

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

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

#1549 Section 01 [units: 1-3]

Dept. Consent

05/31-08/20 Arranged Arranged

David L Munro

S/NC Grading Basis Only

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

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

#1550 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.

07/11-08/20 Arranged Arranged

WEB BASED David L Munro

ITSCM 760 TOPICS IN INFORMATION TECHNOLOGY AND MANAGEMENT ... This course addresses a changing milieu of topics concerning information systems business. Topics may include new methodologies and products that implement them, new problem solving approaches, or emerging business and environmental concerns.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#1551 Section 22 [units: 3]

05/31-07/09 Arranged Arranged

WEB BASED Roger Yin

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

#1552 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.

05/31-07/09 Arranged Arranged

WEB BASED Manohar S Madan

ITSCM 765 TOPICS IN PROJECT MANGEMENT ... This course addresses emerging or context specific project management concepts, techniques, and technologies. Topics may include new methodologies and technologies that implement them, or project management in a specific industry or work context.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#1553 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.

07/11-08/20 Arranged Arranged

WEB BASED Christina N Outlay

AGILE PROJECT MANAGEMENT

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

PREREQ: ITSCM 719

#1554 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.

07/11-08/20 Arranged Arranged

WEB BASED Manohar S Madan

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

#1555 Section 01 [units: 2] NOTE: While the course ends on 6/24/2016, due to the grading cycle used by the system, grades will not be available until 7/14/2016.

05/31-06/24 MW 05:15 PM - 08:35 PM OFF CAMPUS Christina N Outlay

05/31-06/24 MW 05:15 PM - 08:35 PM OFF CAMPUS David L Munro

#1556 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.

05/31-07/09 Arranged Arranged

WEB BASED Andrew P Ciganek

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

#1557 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.

05/31-07/07 Arranged Arranged

WEB BASED Roger Yin

TOPICS IN IT AND MANAGEMENT

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

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

#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> |
|------------------------------------|---------------------|----------------------|-----------------|----------------------------|-------------------------------------|
| #1637 Section 02 [units: 3] | | | | | |
| 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 |
| #1638 Section 03 [units: 3] | | | | | |
| 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 |
| #1639 Section 04 [units: 3] | | | | | |
| 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 |
| #1640 Section 05 [units: 3] | | | | | |
| 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 |
| #1641 Section 06 [units: 3] | | | | | |
| 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 |
| #1642 Section 07 [units: 3] | | | | | |
| 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 |
| #1643 Section 08 [units: 3] | | | | | |
| 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 |

| <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 |

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

#1457 Section 01 [units: 3] NOTE: Section 01 meets at 6:30PM on Mondays. This section is a hybrid class requiring the internet as well as class attendance.

05/31-07/09 M 06:30 PM - 09:50 PM HH2100
05/31-07/09 Arranged Arranged WEB BASED Megan R Matthews

#1458 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 Dennis Martin Baskin

#1459 Section 23 [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 Jim Schnaedter

#1460 Section 24 [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.

07/11-08/20 Arranged Arranged WEB BASED Megan R Matthews

#1461 Section 25 [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.

06/20-07/30 Arranged Arranged WEB BASED Margaret L Kuchan

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

#1462 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.

07/11-08/20 Arranged Arranged WEB BASED Kelly A Delaney-Klinger

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

#1463 Section 01 [units: 3] NOTE: Section 01 meets at 8:30AM on TR. This section is a hybrid class requiring the internet as well as class attendance.

05/31-06/18 TR 08:30 AM - 11:50 AM HH2100 Yezdi H Godiwalla
05/31-06/18 Arranged Arranged WEB BASED Yezdi H Godiwalla

#1464 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.

07/11-08/20 Arranged Arranged WEB BASED David R Gee

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

#1465 Section 01 [units: 2-3]

05/31-08/20 Arranged Arranged Jim Schnaedter

Dept. Consent

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

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

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

#1466 Section 01 [units: 1-3] Dept. Consent

05/31-08/20 Arranged Arranged Yezdi H Godiwalla

#1467 Section 02 [units: 1-3] Dept. Consent

All class meeting details to be arranged.

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

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.

#1590 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.

05/31-07/09 Arranged Arranged WEB BASED Jon M Werner

MANGEMNT 757 LEADERSHIP DEVELOPMENT ... The Leadership course presents evidence-based models of leadership. It focuses on the development of authentic leaders through the enhancement of individual self-awareness, acquisition of knowledge on effective leadership practices in organizations, and a critical evaluation of the contextual, cultural, and individual factors that enable or constrain leadership action and effectiveness.

#1468 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.

07/11-08/20 Arranged Arranged WEB BASED Aditya Simha

MANGEMNT 759 SOCIAL RESPONSIBILITY OF BUSINESS ... The course analyzes (1) a broad spectrum of social, political, ethical, and legal frameworks within which organizations must function, and (2) social trends and their underlying causes as they can affect businesses.

#1469 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.

07/11-08/20 Arranged Arranged WEB BASED Andy Yu

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.

#1470 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.

05/31-07/09 Arranged Arranged WEB BASED Jeff P Vanevenhoven

MANGEMNT 771 STRATEGIC MANAGEMENT ... The course surveys the theoretical backgrounds of strategic management. It also covers practical methods and applications of strategic management models based upon existing theory, research, and practice. Comparative analysis of emerging strategic management frameworks are examined with implications for management practice.

#1583 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.

05/31-07/09 Arranged Arranged WEB BASED James W Bronson

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.

#1471 Section 01 [units: 3] NOTE: Section 01 meets at 5:15PM on TR. This section is a hybrid class requiring the internet as well as class attendance.

07/11-08/20 TR 05:15 PM - 08:35 PM OFF CAMPUS Aditya Simha AMERICAN FAMILY

07/11-08/20 Arranged Arranged WEB BASED Aditya Simha

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

#1472 Section 01 [units: 3] NOTE: Section 01 meets at 5:15PM on MW. This section is a hybrid class requiring the internet as well as class attendance.

07/11-08/20 W 05:15 PM - 08:35 PM OFF CAMPUS Yezdi H Godiwalla AMERICAN FAMILY

07/11-08/20 Arranged Arranged WEB BASED Yezdi H Godiwalla

#1473 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.

07/11-08/20 Arranged Arranged WEB BASED Rimi Zakaria

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

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

#1474 Section 01 [units: 1-3] Dept. Consent

All class meeting details to be arranged.

#1579 Section 22 [units: 1-3] NOTE: Online classes will be billed at \$628 per credit for all students. Students must have access to the Internet and an Internet browser. Dept. Consent

05/31-07/09 Arranged Arranged WEB BASED Jon M Werner

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

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

#1499 Section 22 [units: 3] NOTE: The cost per credit for CoBE online undergraduate courses for summer 2016 is \$389. Students must have access to the Internet and an Internet browser.

05/31-07/09 Arranged Arranged WEB BASED Andrew J Dahl

#1526 Section 23 [units: 3] NOTE: The cost per credit for CoBE online undergraduate courses for summer 2016 is \$389. Students must have access to the Internet and an Internet browser.

07/11-08/20 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

#1530 Section 22 [units: 3] NOTE: The cost per credit for CoBE online undergraduate courses for summer 2016 is \$389. Students must have access to the Internet and an Internet browser.

05/31-07/09 Arranged Arranged WEB BASED Daniel R Herlache

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

#1528 Section 22 [units: 3] NOTE: The cost per credit for CoBE online undergraduate courses for summer 2016 is \$389. Students must have access to the Internet and an Internet browser.

07/11-08/20 Arranged Arranged WEB BASED Andrew J Dahl

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.

#1505 Section 01 [units: 3]

Dept. Consent

05/31-08/20 Arranged Arranged WEB BASED Sharon A Roy

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

#1506 Section 01 [units: 3]

Dept. Consent

05/31-08/20 Arranged Arranged WEB BASED 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

#1507 Section 01 [units: 3]

Dept. Consent

05/31-08/20 Arranged Arranged WEB BASED 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

#1508 Section 01 [units: 3]

Dept. Consent

05/31-08/20 Arranged Arranged WEB BASED Sharon A Roy

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

MARKETNG 493R INTERNSHIP IN MARKETING-RETAIL MANAGEMENT EMPHASIS ... This course is structured-supervised work experinece 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

#1509 Section 01 [units: 3] Dept. Consent
05/31-08/20 Arranged Arranged WEB BASED 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

#1510 Section 01 [units: 3] Dept. Consent
05/31-08/20 Arranged Arranged WEB BASED Sharon A Roy

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

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

#1511 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
05/31-07/09 Arranged Arranged WEB BASED Jimmy W Peltier

#1512 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
05/31-08/20 Arranged Arranged WEB BASED To Be Arranged

*** GRADUATE LEVEL COURSES ***

MARKETNG 716 MARKETING ... Analysis of the institutional, behavioral, competitive, legal, and intra-firm aspects of the marketing function in business and other organizations.

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

#1531 Section 22 [units: 2] NOTE: The cost per credit for CoBE online graduate courses for summer 2016 is \$628 for all students. Students must have access to the Internet and an Internet browser.

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

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

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

#1532 Section 22 [units: 3] NOTE: The cost per credit for CoBE online graduate courses for summer 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 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.

05/31-07/09 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

#1533 Section 22 [units: 2] NOTE: The cost per credit for CoBE online graduate courses for summer 2016 is \$628 for all students. Students must have access to the Internet and 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.

07/11-08/20 Arranged Arranged WEB BASED Pavan R Chennamaneni

MARKETNG 767 STRATEGIC MARKETING FOR ENTREPRENEURS ... 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 716

#1534 Section 22 [units: 3] NOTE: The cost per credit for CoBE online graduate courses for summer 2016 is \$628 for all students. Students must have access to the Internet and an Internet browser.

05/31-07/09 Arranged Arranged WEB BASED Jimmy W Peltier

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.

#1513 Section 01 [units: 3] Dept. Consent
07/11-08/20 Arranged Arranged WEB BASED Andrew J Dahl DIGITAL MARKETING

#1514 Section 02 [units: 1-3] Dept. Consent
05/31-08/20 Arranged Arranged WEB BASED To Be Arranged

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

OCCUPATIONAL AND ENVIRONMENTAL SAFETY AND HEALTH**Occupational and Environmental Safety & Health**

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.

#1112 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.

05/31-07/09 Arranged Arranged WEB BASED Kwangseog Ahn

#1113 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.

06/20-07/30 Arranged Arranged WEB BASED Kwangseog Ahn

SAFETY 260 BASIC TRAFFIC SAFETY ... Presents the traffic problem in today's society with an overview of the concepts used in traffic accident prevention. Human, vehicle, environmental and legal factors are studied in their relationship to the total problem.

#1691 Section 01 [units: 3]

Dept. Consent

05/31-08/20 Arranged Arranged Craig G Wucivic

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.

#1115 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.

05/31-07/09 Arranged Arranged WEB BASED Todd W Loushine

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.

#1117 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.

05/31-07/09 Arranged Arranged WEB BASED Alvaro D Taveira

SAFETY 461 PROBLEMS AND MATERIALS OF DRIVER EDUCATION ... Emphasis is placed on driver and traffic safety education professional issues and classroom curricular content, methods and resources. Organization and administration of the high school program will also be examined.

PREREQ: SAFETY 260 OR CONSENT OF INSTRUCTOR

#1692 Section 01 [units: 3]

Dept. Consent

05/31-08/20 Arranged Arranged Craig G Wucivic

SAFETY 464 TECHNIQUES OF LABORATORY INSTRUCTION ... A variable credit course designed to provide the student with the techniques of the in-car, simulation, and multiple car methods of laboratory instruction. Practical experience with beginning drivers will be arranged. Credit is determined by number of phases of laboratory instruction in which student participates.

PREREQ: SAFETY 461 OR CONSENT OF INSTRUCTOR

#1693 Section 01 [units: 1-5]

Dept. Consent

05/31-08/20 Arranged Arranged Craig G Wucivic

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.

#1434 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.

06/20-07/30 Arranged Arranged WEB BASED Sang D Choi

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

#1123 Section 11 [units: 1-12]

05/31-08/20 Arranged Arranged Todd W Loushine
S/NC Grading Basis Only

#1124 Section 12 [units: 1-12]

05/31-08/20 Arranged Arranged Todd W Loushine
S/NC Grading Basis Only

#1125 Section 13 [units: 1-12]

05/31-08/20 Arranged Arranged Todd W Loushine
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> |
|-------------------------|---------------------|----------------------|-----------------|-------------------|-------------------------------------|
| #1126 | Section 14 | [units: 1-12] | | | |
| 05/31-08/20 | Arranged | Arranged | | Todd W Loushine | |
| S/NC Grading Basis Only | | | | | |
| #1127 | Section 15 | [units: 1-12] | | | |
| 05/31-08/20 | Arranged | Arranged | | Todd W Loushine | |
| S/NC Grading Basis Only | | | | | |
| #1443 | Section 16 | [units: 1-12] | | | |
| 05/31-08/20 | Arranged | Arranged | | Todd W Loushine | |
| S/NC Grading Basis Only | | | | | |

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

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

| | | | | | |
|-------------|------------|--------------|--|------------------|--------------------|
| #1128 | Section 01 | [units: 1-3] | | | Instructor Consent |
| 05/31-08/20 | Arranged | Arranged | | Kwangseog Ahn | |
| #1129 | Section 02 | [units: 1-3] | | | Instructor Consent |
| 05/31-08/20 | Arranged | Arranged | | Deborah C Bowen | |
| #1130 | Section 03 | [units: 1-3] | | | Instructor Consent |
| 05/31-08/20 | Arranged | Arranged | | Sang D Choi | |
| #1131 | Section 04 | [units: 1-3] | | | Instructor Consent |
| 05/31-08/20 | Arranged | Arranged | | Todd W Loushine | |
| #1132 | Section 05 | [units: 1-3] | | | Instructor Consent |
| 05/31-08/20 | Arranged | Arranged | | Alvaro D Taveira | |
| #1133 | Section 06 | [units: 1-3] | | | Instructor Consent |
| 05/31-08/20 | Arranged | Arranged | | Donna J Vosburgh | |
| #1134 | Section 07 | [units: 1-3] | | | Instructor Consent |
| 05/31-08/20 | Arranged | Arranged | | Craig G Wucivic | |

*** GRADUATE LEVEL COURSES ***

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

#1118 Section 22 [units: 3] NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. Graduate online classes will be billed at \$628 per credit for all students. Students must have access to the internet and an internet browser.
05/31-07/09 Arranged Arranged WEB BASED 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

#1435 Section 22 [units: 3] NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. Graduate online classes will be billed at \$628 per credit for all students. Students must have access to the internet and an internet browser.
06/20-07/30 Arranged Arranged WEB BASED Sang D Choi

SAFETY 783 ENVIRONMENTAL AND SAFETY MANAGEMENT ... This course is designed for Occupational Safety majors, prior to fieldwork experience. Attention will be given to the environmental safety management structures and Risk Management and loss control functions within multi-facility corporate structures. Emphasis will be placed on developing multi-facility risk management and loss control programs.

#1335 Section 22 [units: 3] NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. Graduate online classes will be billed at \$628 per credit for all students. Students must have access to the internet and an internet browser.
05/31-08/20 Arranged Arranged WEB BASED Todd W Loushine

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.

#1143 Section 22 [units: 3] NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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

05/31-08/20 Arranged Arranged WEB BASED Kwangseog Ahn

#1144 Section 23 [units: 3] NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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

05/31-08/20 Arranged Arranged WEB BASED Sang D Choi

#1145 Section 24 [units: 3] NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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

05/31-08/20 Arranged Arranged WEB BASED Todd W Loushine

#1146 Section 25 [units: 3] NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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

05/31-08/20 Arranged Arranged WEB BASED Alvaro D Taveira

#1147 Section 26 [units: 3] NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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

05/31-08/20 Arranged Arranged WEB BASED Donna J Vosburgh

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

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

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|-------|-------------|--------------|--|-----------|------------------|--|--------------------|
| #1137 | Section 22 | [units: 1-3] | NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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 |
| | 05/31-08/20 | Arranged | Arranged | WEB BASED | Kwangseog Ahn | | |
| #1138 | Section 23 | [units: 1-3] | NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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 |
| | 05/31-08/20 | Arranged | Arranged | WEB BASED | Sang D Choi | | |
| #1139 | Section 24 | [units: 1-3] | NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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 |
| | 05/31-08/20 | Arranged | Arranged | WEB BASED | Todd W Loushine | | |
| #1140 | Section 25 | [units: 1-3] | NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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 |
| | 05/31-08/20 | Arranged | Arranged | WEB BASED | Alvaro D Taveira | | |
| #1141 | Section 26 | [units: 1-3] | NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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 |
| | 05/31-08/20 | Arranged | Arranged | WEB BASED | Donna J Vosburgh | | |

SCHOOL BUSINESS MANAGEMENT

School Business Management

*** GRADUATE LEVEL COURSES ***

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

| | | | | | | | |
|-------|-------------|--------------|---|--|-----------------|--|--|
| #1558 | Section 01 | [units: 1-6] | NOTE: Please register only after conferring with advisor. | | | | |
| | 05/31-08/20 | Arranged | Arranged | | Diane Pertzborn | | |

SCHBUSMG 782 NEGOTIATIONS AND CONFLICT RESOLUTION IN EDUCATION ... Designed for school administrators and other educators who desire to learn the principles and concepts and acquire the skills needed in collective negotiations and contract management in the public schools.

| | | | | | | | |
|-------|-------------|------------|--|-----------|---------------|--|--|
| #1559 | Section 01 | [units: 3] | NOTE: Students must have access to the internet and an internet browser. | | | | |
| | 05/31-07/09 | Arranged | Arranged | WEB BASED | Debra L Towns | | |