

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

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

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

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

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

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

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

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

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

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

**ADMISSION TO UPPER DIVISION BUSINESS COURSES:**

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

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

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

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

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

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

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

**MANAGEMENT****Management**

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

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

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

#3406	Section 01	[units: 3]				
	09/06-12/22	MW	08:00 AM - 09:15 AM	HH2302	Dennis Baskin	
#3407	Section 02	[units: 3]				
	09/06-12/22	MW	09:30 AM - 10:45 AM	HH2305	Louise Tourigny	
#3408	Section 03	[units: 3]				
	09/06-12/22	MW	02:00 PM - 03:15 PM	HH2308	Dennis Baskin	
#3409	Section 04	[units: 3]				
	09/06-12/22	MW	03:30 PM - 04:45 PM	HH2308	Dennis Baskin	
#3410	Section 05	[units: 3]	NOTE: There are some behavioral simulations (exercises) included in the required material for this class. Some of these exercises are copyright protected and the students must pay for the royalties in the beginning of the semester. The total cost is \$9.			
	09/06-12/22	TR	11:00 AM - 12:15 PM	HH2305	Abbas Aslani Mahmoudi	
#3411	Section 06	[units: 3]				
	09/06-12/22	TR	02:00 PM - 03:15 PM	HH2314	Ruth Hansen	
#3412	Section 07	[units: 3]				
	09/06-12/22	TR	03:30 PM - 04:45 PM	HH2314	Ruth Hansen	
#3413	Section 08	[units: 3]				
	09/06-12/22	M	06:30 PM - 09:00 PM	HH2302	Christine Hoover	
#3461	Section 09	[units: 3]				
	09/06-12/22	TR	12:30 PM - 01:45 PM	HH1314	Christine Hoover	
#4688	Section 10	[units: 3]				
	09/06-12/22	TR	03:30 PM - 04:45 PM	HH2200	Christine Hoover	
#3414	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. A Webcam may be required for remote exam monitoring.			
	09/06-12/22	Arranged	Arranged	WEB BASED	Megan Matthews	

**MANGEMNT 310 ORGANIZATION AND MANAGEMENT ...** *A study of the theory and art of management from a decision-making perspective within the context of formal organization. Traces the development of management thought and practice since the Industrial Revolution, including the managerial functions of planning, organizing and controlling. Includes a discussion of managerially relevant behavioral topics including motivation, group process, leadership and communication. Recommended for students who aspire to managerial careers, both majors and non-majors.*

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

#3415	Section 01	[units: 3]				
	09/06-12/22	MW	09:30 AM - 10:45 AM	HH2200	Megan Matthews	

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

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

#3416	Section 01	[units: 3]				
	09/06-12/22	TR	11:00 AM - 12:15 PM	HH2302	Jim Schnaedter	
#3417	Section 02	[units: 3]				
	09/06-12/22	TR	12:30 PM - 01:45 PM	HH2302	Umamaheswari Kedharnath	

**MANGEMNT 355 NEGOTIATION STRATEGIES ...** *This course will emphasize applied negotiation strategies. By completing several negotiation and conflict management simulations and role-playing exercises throughout the semester, the students will gain a broad knowledge of the central concepts in negotiation and conflict management, and develop a toolkit of useful negotiation skills, strategies, and approaches.*

**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**

#3418	Section 01	[units: 3]	NOTE: There are 9 behavioral simulations (exercises) included in the required material for this class. Some of these exercises are copyright protected and the students must pay for the royalties in the beginning of the semester. The total cost is \$18.			
	09/06-12/22	TR	12:30 PM - 01:45 PM	HH2200	Abbas Aslani Mahmoudi	

**MANGEMNT 364 SUSTAINABILITY MANAGEMENT ...** *This course provides concepts and methodologies to help businesses manage their operations so that results are sustainable, economically, for people and for the environment. Topics include sustainability goals and controversies inherent to sustainability efforts, organizational and institutional responses, stakeholder analysis, realigning supply chains, and measuring sustainability.*

**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**

#3419	Section 01	[units: 3]				
	09/06-12/22	MW	11:00 AM - 12:15 PM	HH1314	Carol Brunt	

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

**MANGEMNT 366 SOCIAL RESPONSIBILITY ...** This course will provide students with an understanding of the relationship of organizations with their stakeholders (e.g., customers, employees, society, etc.) and provide both an exposure to and an understanding of both ethical and unethical behavior. By investigating organizations and their linkages with various environmental entities, students will have a better appreciation of what produces socially responsible behavior so as to expedite socially responsible actions and prevent irresponsible ones.

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

#3420 Section 01 [units: 3]

09/06-12/22 MW 02:00 PM - 03:15 PM HH2305 Yezdi Godiwalla

#3421 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. A Webcam may be required for remote exam monitoring.

09/06-12/22 Arranged Arranged WEB BASED Andy Yu

**MANGEMNT 369 LEADERSHIP IN MANAGEMENT ...** A theoretical and experiential investigation of leadership theory and practice. Discussion includes relevant aspects of personality and motivation theory as they affect interpersonal processes of influence. Substantial time is devoted to self-assessment and development of personal leadership style and skills.

**PREREQ: MANGEMNT 301 AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.**

#3422 Section 01 [units: 3]

09/06-12/22 MW 11:00 AM - 12:15 PM HH2305 Louise Tourigny

#3423 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. A Webcam may be required for remote exam monitoring.

09/06-12/22 Arranged Arranged WEB BASED Aditya Simha

**MANGEMNT 386 ENTREPRENEURSHIP: BUSINESS FEASIBILITY ...** This course concentrates on identifying and evaluating opportunities that may become the foundation for a new business or non-profit entity. Identification focuses on exploring demographic and societal trends, consumer and industrial needs, technological and knowledge changes. Evaluation involves customer and industry market assessments, potential for intellectual property protection and financial feasibility. Additional consideration will be given to development and resource options.

**PREREQ: ACCOUNT 244; MAY NOT BE TAKEN FOR CREDIT BY ENTREPRENEURSHIP MAJORS. ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMB GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.**

#3424 Section 01 [units: 3]

09/06-12/22 MW 12:30 PM - 01:45 PM HH2302 Jeff Vanevenhoven

**MANGEMNT 410 INTERNATIONAL MANAGEMENT ...** A study of the concepts, problems, processes and practice of International Management, focused on the Multi-National Corporation (MNC). Management in multi-environments, MNC corporate plans, objectives, strategies, viable organizational structures, MNC social/cultural/ethical issues, and coordinating globally spread out MNC units are emphasized.

**PREREQ: MANGEMNT 301 AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.**

#3425 Section 01 [units: 3]

09/06-12/22 MW 12:30 PM - 01:45 PM HH2308 Andy Yu

**MANGEMNT 419 ORGANIZATIONAL DEVELOPMENT AND CHANGE ...** A study of classical and modern organization development and change in theory and practice. Relationships among theory, design and behavior variables and organizational effectiveness are examined.

**PREREQ: MANGEMNT 301 AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.**

#3427 Section 01 [units: 3]

09/06-12/22 TR 11:00 AM - 12:15 PM HH2200 Donghoon Shin

#3428 Section 02 [units: 3]

09/06-12/22 TR 02:00 PM - 03:15 PM HH2305 Donghoon Shin

**MANGEMNT 425 COMPENSATION MANAGEMENT ...** A detailed study of job analysis, methods of job evaluation, performance appraisal, community wage survey, basic systems and plans of compensating employees, and fringe benefits.

**PREREQ: MANGEMNT 320 OR POLISCI 421 AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION**

#3429 Section 01 [units: 3]

09/06-12/22 TR 09:30 AM - 10:45 AM HH2310 Joshua Knapp

#3430 Section 02 [units: 3]

09/06-12/22 TR 12:30 PM - 01:45 PM HH2308 Joshua Knapp

**MANGEMNT 426 STAFFING ...** A study of the theory and application of methods used in recruiting and selecting employees. This course will include: the legal issues in employment, research in the employment process, the development and use of selection devices, and recruiting applicants for job openings.

**PREREQ: MANGEMNT 320 OR POLISCI 421 AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION**

#3431 Section 01 [units: 3]

09/06-12/22 TR 11:00 AM - 12:15 PM HH1314 Umamaheswari Kedharnath

#3432 Section 02 [units: 3]

09/06-12/22 TR 02:00 PM - 03:15 PM HH1314 Umamaheswari Kedharnath

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

**MANGEMNT 428 TRAINING AND DEVELOPMENT ...** *The course will emphasize theory of training and development, research to determine needs, types of programs, practicum in conducting a training and development session, and evaluation of programs.*

**PREREQ: MANGEMNT 320 OR POLISCI 421 OR SENIOR STATUS, ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.**

#3433 Section 01 [units: 3]

09/06-12/22 TR 09:30 AM - 10:45 AM HH2305 Jim Schnaedter

#3434 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. A Webcam may be required for remote exam monitoring.

09/06-12/22 Arranged Arranged WEB BASED Jim Schnaedter

**MANGEMNT 478 SEMINAR IN HUMAN RESOURCES ...** *A capstone course required of students in Personnel/Human Resources Management. The course will integrate HR subject matter areas through empirical research. Students will utilize their academic preparation, analytical skills, and communication skills to develop a proposal and prepare a research report.*

**PREREQ: MANGEMNT 320 OR POLISCI 421 (PUBLIC POLICY MAJORS), HR MAJOR OR MINOR & AT LEAST 6 UNITS FROM: MANGEMNT 425, MANGEMNT 426, MANGEMNT 428, MANGEMNT 429, MANGEMNT 430. ADMISSION TO UPPER DIVISION & 2.5 GPA FOR BUS MAJ, 2.0 AND 60 UNITS FOR HR MIN**

#3435 Section 01 [units: 3]

09/06-12/22 TR 03:30 PM - 04:45 PM HH1314 Kelly Delaney-Klinger

**MANGEMNT 485 PROFESSIONAL SERVICES ENTREPRENEURSHIP ...** *This course exposes students to some of the opportunities and challenges inherent in starting and managing a professional services consulting organization by providing an opportunity to work with small, growth-oriented companies. Students will engage in consulting projects with firms while being exposed to speakers, readings and professional practice materials pertaining to professionals who provide consulting advice to new firms.*

**PREREQ: MARKETNG 311 OR FNBSLW 344 AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION**

#3436 Section 01 [units: 3]

09/06-12/22 MW 03:30 PM - 04:45 PM HH2302 William Dougan

**MANGEMNT 486 SUPERVISORY MANAGEMENT ...** *A study of the theories and techniques of general management, organizational behavior, and human relations involved in effective supervisory management. The supervisor's role and the supervisor-subordinate relationship will be analyzed. The skills required for successful supervision will be practiced through small group work, role play and other activities.*

**PREREQ: MANGEMNT 301 AND 85 CREDITS AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION**

#3437 Section 01 [units: 3]

09/06-12/22 T 06:30 PM - 09:00 PM HH2200 Craig Schmidt

**MANGEMNT 487 ENTREPRENEURSHIP: NEW VENTURES ...** *This course concentrates on how new businesses are started and includes business start-ups, buyouts and franchising. Objectives are understanding entrepreneurs, and seeking and evaluating opportunities for new ventures. This course assesses the development of ideas that might become business opportunities and examines the merit of those ideas. The writing of business plans and the acquisition of resources is included.*

**PREREQ: FNBSLW 370 AND MARKETNG 360, AND SENIOR STANDING, AND (ADMISSION TO UPPER DIVISION AND 2.5 COMBINED CUM GPA FOR BUSINESS MAJORS) OR (2.0 COMBINED CUMULATIVE GPA AND 60 UNITS FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION).**

#3438 Section 01 [units: 3]

09/06-12/22 MW 11:00 AM - 12:15 PM HH2302 William Dougan

**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**

#3439 Section 01 [units: 3]

09/06-12/22 MW 09:30 AM - 10:45 AM HH1314 Dennis Baskin

#3440 Section 02 [units: 3]

09/06-12/22 MW 11:00 AM - 12:15 PM HH2200 William Dougan

#3441 Section 03 [units: 3]

09/06-12/22 MW 12:30 PM - 01:45 PM HH1314 Yezdi Godiwalla

#3442 Section 04 [units: 3]

09/06-12/22 MW 02:00 PM - 03:15 PM HH1314 Jeff Vanevenhoven

#3443 Section 05 [units: 3]

09/06-12/22 TR 09:30 AM - 10:45 AM HH2200 Donghoon Shin

#3444 Section 06 [units: 3]

09/06-12/22 TR 02:00 PM - 03:15 PM HH2200 Rimi Zakaria

10/10 T 01:45 PM - 03:30 PM HH3101 Rimi Zakaria EXAM

11/09 R 01:45 PM - 03:30 PM HH3101 Rimi Zakaria EXAM

11/21 T 01:45 PM - 03:30 PM HH3101 Rimi Zakaria EXAM

#3445 Section 07 [units: 3]

09/06-12/22 W 06:30 PM - 09:00 PM HH2200 Jeff Vanevenhoven

#3462 Section 08 [units: 3]

09/06-12/22 TR 11:00 AM - 12:15 PM HH2203 Christine Hoover

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#3446	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. A Webcam may be required for remote exam monitoring.		
09/06-12/22	Arranged	Arranged	WEB BASED	Rimi Zakaria	

**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**

#3447	Section 01	[units: 2-3]				Dept. Consent
09/06-12/22	Arranged	Arranged		Jim Schnaedter		

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

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

#3448	Section 01	[units: 1-3]				Dept. Consent
09/06-12/22	Arranged	Arranged		Joshua Knapp		

#4789	Section 02	[units: 1-3]				Dept. Consent
09/06-12/22	Arranged	Arranged		Jim Schnaedter		

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

**MANGEMNT 741 ORGANIZATIONAL BEHAVIOR ...** Organizational Behavior is the study of many factors that impact how individuals and groups act, think, feel, and respond to work and organizations, and how organizations in turn respond to their environments. It provides a set of tools for understanding, analyzing and predicting individual and group behavior in organizations, and offers managers means to improve, enhance, or change organizational behavior such that individuals, groups, and the whole organization can achieve their goals.

#3449 Section 22 [units: 3] NOTE: Online classes will be billed at \$619 per credit for all students. Students must have access to the internet and an internet browser.

09/06-12/22	Arranged	Arranged	WEB BASED	Louise Tourigny
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**MANGEMNT 751 STAFFING & EVALUATION ...** An examination of the organization and administration of the personnel function in management. It is concerned with the employment, training, safety and health, employees services, and employee relations functions of personnel administration. Attention is focused on a limited number of topics drawn from these areas so more crucial concepts and methods involved may be dealt with in-depth.

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

#3450	Section 01	[units: 3]			
09/06-12/22	W	06:30 PM - 09:00 PM	HH2308	Kelly Delaney-Klinger	

**MANGEMNT 753 TRAINING AND DEVELOPMENT ...** The course will emphasize the theories of Management Training and Development, and the practical application of these theories in today's organizations. Special emphasis will be on current topics in the field of Human Resource Development, including: training self-directed work teams, managing a diverse work force, and the practical application of designing programs in today's environment. This will include actually designing a needs analysis and training evaluation programs. The course will frame the concept of training and development within the applicable theory of adult learning.

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

#3451	Section 01	[units: 3]			
09/06-12/22	M	06:30 PM - 09:00 PM	HH2200	Jon Werner	
09/06-12/22	M	06:30 PM - 09:00 PM	HH3202	Jon Werner	

#4485 Section 33 [units: 3] NOTE: The cost per credit for COBE online graduate courses for 2016-2017 is \$637.43. Students must have access to the Internet and an Internet browser.

09/06-12/22	M	06:30 PM - 09:00 PM	WEB BASED	Jon Werner
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**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.

#3452	Section 01	[units: 3]			
09/06-12/22	T	06:30 PM - 09:00 PM	HH2100	Aditya Simha	

#3453 Section 22 [units: 3] NOTE: Online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.

09/06-12/22	Arranged	Arranged	WEB BASED	Aditya Simha
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**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.

#3454	Section 01	[units: 2]			
09/06-10/27	M	06:30 PM - 09:50 PM	HH2305	Carol Brunt	

**MANGEMNT 760 STRATEGIC MANAGEMENT OF HUMAN RESOURCES ...** This course examines strategic human resources (HR) management and HR planning. Applicable theories and methods of strategic, operational, and tactical planning and their relationship to HR management are covered, as well as the multiple roles HR plays in assisting organizations to gain and sustain competitive advantages in a fast-paced environment.

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

#3455 Section 22 [units: 3] NOTE: Online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.

09/06-12/22	Arranged	Arranged	WEB BASED	Joshua Knapp
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<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>
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**MANGEMNT 764 SUSTAINABLE MANAGEMENT ...** This course focuses on proving concept and methodologies relevant to ensuring businesses can sustainably manage their operations. Topics include an introduction to sustainable management, organizational response, redefining business models, product design, realigning supply chains, social sustainability, and the role of Non Governmental Organizations (NGOs). Specifically, the course will examine issue related to managing and implementing green and developmental projects.

#3456 Section 22 [units: 3] NOTE: Online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.

09/06-12/22	Arranged	Arranged	WEB BASED	Carol Brunt	
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**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.

#3457 Section 01 [units: 3]

09/06-12/22	T	06:30 PM - 09:00 PM	HH2305	William Dougan	
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**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.

#3458 Section 01 [units: 3]

09/06-12/22	W	06:30 PM - 09:00 PM	HH2302	Yezdi Godiwalla	
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**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**

#3459 Section 01 [units: 3]

09/06-12/22	T	05:15 PM - 07:45 PM	OFF CAMPUS	James Bronson	AMERICAN FAMILY
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#3460 Section 22 [units: 3] NOTE: Online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.

09/06-12/22	Arranged	Arranged	WEB BASED	James Bronson	
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