

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

#4243 Section 01 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 MW 09:30 AM - 10:45 AM HH2203 Linda Amann

#4244 Section 02 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 TR 09:30 AM - 10:45 AM HH1314 Laura Poupitch

#4245 Section 03 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 TR 12:30 PM - 01:45 PM HH2310 Dawn Doering

#4246 Section 04 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 MW 11:00 AM - 12:15 PM HH2301 Linda Amann

#4247 Section 05 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 MW 11:00 AM - 12:15 PM HH2101 Brian Huels

#4248 Section 06 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 TR 11:00 AM - 12:15 PM HH2308 Laura Poupitch

#4249 Section 07 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 TR 11:00 AM - 12:15 PM HH2310 Robert Meyers

#4250 Section 08 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 MW 12:30 PM - 01:45 PM HH2310 Brian Huels

#4251 Section 09 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 TR 12:30 PM - 01:45 PM HH2319 To Be Arranged

#4256 Section 10 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 TR 02:00 PM - 03:15 PM HH2203 Robert Meyers

#4257 Section 11 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 TR 09:30 AM - 10:45 AM HH2203 Robert Meyers

#4266 Section 12 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 MW 03:30 PM - 04:45 PM HH2314 Linda Amann

#4267 Section 13 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 TR 02:00 PM - 03:15 PM HH2308 Dawn Doering

#4268 Section 14 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 TR 02:00 PM - 03:15 PM HH2203 Robert Meyers

#4269 Section 15 [units: 3] NOTE: All students must be available for common exams from 3:30-5:30pm on the following Fridays: Sept 29, Oct 20, Nov 17, and the final on Dec 13 (time TBA).

09/06-12/22 TR 09:30 AM - 10:45 AM HH2101 Kalana Malimage

#4754 Section 16 [units: 3]

09/06-12/22 MW 08:00 AM - 09:15 AM HH2310 To Be Arranged

<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>
#4786	Section 17EX	[units: 3]			
09/29	F	03:30 PM - 05:30 PM	HH1305	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH1319	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH2300	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH2301	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 06:00 PM	HH2302	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH2305	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH2306	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH2311	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH2314	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH1305	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH1306	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH1306	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH1308	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH1309	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH1310	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH1311	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH1312	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH1314	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH1317	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 06:00 PM	HH1319	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH2300	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH2301	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH1308	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH2302	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH2305	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH2306	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH2311	Darcy Becker	COMMON EXAM
10/20	F	03:30 PM - 05:30 PM	HH2314	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH1305	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH1306	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH1308	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH1309	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH1310	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH1309	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH1311	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH1312	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH1314	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH1317	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH1319	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH2300	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH2301	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH2302	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH2305	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH2306	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH1310	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH2311	Darcy Becker	COMMON EXAM
11/17	F	03:30 PM - 05:30 PM	HH2314	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH1311	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH1312	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH1314	Darcy Becker	COMMON EXAM
09/29	F	03:30 PM - 05:30 PM	HH1317	Darcy Becker	COMMON EXAM

#4414 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2017-2018 is \$389. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.

09/06-12/22 Arranged Arranged WEB BASED Tong 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

#4291 Section 01 [units: 3] NOTE: The common exams will be held on the following Fridays from 3:30pm ÷ 5:30pm: Sept. 29, Oct. 27, Nov. 17, and the final on Dec. 13 (time TBA).

09/06-12/22 MW 11:00 AM - 12:15 PM HH2203 Michael Macdonald

<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>
#4292 Section 02 [units: 3]		NOTE: The common exams will be held on the following Fridays from 3:30pm ÷ 5:30pm: Sept. 29, Oct. 27, Nov. 17, and the final on Dec. 13 (time TBA).			
09/06-12/22	MW	02:00 PM - 03:15 PM	HH2314	Michael Macdonald	
#4293 Section 03 [units: 3]		NOTE: The common exams will be held on the following Fridays from 3:30pm ÷ 5:30pm: Sept. 29, Oct. 27, Nov. 17, and the final on Dec. 13 (time TBA).			
09/06-12/22	TR	02:00 PM - 03:15 PM	HH2302	Avishek Bhandari	
#4297 Section 04 [units: 3]		NOTE: The common exams will be held on the following Fridays from 3:30pm ÷ 5:30pm: Sept. 29, Oct. 27, Nov. 17, and the final on Dec. 13 (time TBA).			
09/06-12/22	MW	03:30 PM - 04:45 PM	HH1301	Michael Macdonald	
#4298 Section 05 [units: 3]		NOTE: The common exams will be held on the following Fridays from 3:30pm ÷ 5:30pm: Sept. 29, Oct. 27, Nov. 17, and the final on Dec. 13 (time TBA).			
09/06-12/22	TR	03:30 PM - 04:45 PM	HH2310	Joseph Gerard	
#4300 Section 06 [units: 3]		NOTE: The common exams will be held on the following Fridays from 3:30pm ÷ 5:30pm: Sept. 29, Oct. 27, Nov. 17, and the final on Dec. 13 (time TBA).			
09/06-12/22	TR	03:30 PM - 04:45 PM	HH2301	Avishek Bhandari	
#4467 Section 07 [units: 3]		NOTE: The common exams will be held on the following Fridays from 3:30pm ÷ 5:30pm: Sept. 29, Oct. 27, Nov. 17, and the final on Dec. 13 (time TBA).			
09/06-12/22	TR	02:00 PM - 03:15 PM	HH2301	Joseph Gerard	
#4755 Section 08EX [units: 3]					
09/29	F	03:00 PM - 06:00 PM	HH2101	Darcy Becker	COMMON EXAM
09/29	F	03:00 PM - 06:00 PM	HH2203	Darcy Becker	EXAM
10/27	F	03:00 PM - 06:00 PM	HH2101	Darcy Becker	EXAM
10/27	F	03:00 PM - 06:00 PM	HH2203	Darcy Becker	EXAM
11/17	F	03:00 PM - 06:00 PM	HH2101	Darcy Becker	EXAM
11/17	F	03:00 PM - 06:00 PM	HH2203	Darcy Becker	EXAM
#4302 Section 22 [units: 3]		NOTE: The cost per credit for COBE online undergraduate courses for 2017-2018 is \$389. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.			
09/06-12/22	Arranged	Arranged	WEB BASED	Joseph Gerard	

ACCOUNT 261 INTERMEDIATE ACCOUNTING I ... This course focuses on accounting for assets (except investments) such as cash, receivables, inventories, plant assets, and intangible assets. This course also presents a detailed discussion of the standard-setting process, conceptual framework, accounting cycle, income statement, statement of financial position, and theoretical and practical aspects of the time-value of money in accounting.

PREREQ: ACCOUNT 244 AND LOWER LEVEL BUSINESS REQUIREMENTS

#4305 Section 01 [units: 3]					
09/06-12/22	MW	09:30 AM - 10:45 AM	HH2310	Meifang Xiang	
#4306 Section 02 [units: 3]					
09/06-12/22	TR	09:30 AM - 10:45 AM	HH2319	Michael Macdonald	
#4360 Section 03 [units: 3]					
09/06-12/22	MW	11:00 AM - 12:15 PM	HH2310	Meifang Xiang	
#4361 Section 04 [units: 3]					
09/06-12/22	TR	11:00 AM - 12:15 PM	HH2319	Michael Macdonald	
#4362 Section 05 [units: 3]					
09/06-12/22	TR	03:30 PM - 04:45 PM	HH2100	Dawn Doering	

ACCOUNT 343 INTERMEDIATE ACCOUNTING II ... This course continues the coverage of financial accounting topics started in ACCOUNT 261. Specific topics include accounting of investments, current liabilities, long-term liabilities (bonds, notes, leases, pensions), stockholders' equity, deferred income taxes, accounting changes, and other specialized financial accounting topics. This course emphasizes the application, interpretation, and analysis of accounting principles and procedures for complex accounting and reporting topics.

PREREQ: ACCOUNT 261 AND ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4366 Section 01 [units: 3]		NOTE: The exams will be held from 3:00pm to 5:00pm on the following Fridays: Sept. 29, Oct. 27, and Nov. 17. The final exam will be per the final exam schedule.			
09/06-12/22	MW	08:00 AM - 09:15 AM	HH2301	Jill Weber	
#4367 Section 02 [units: 3]		NOTE: The exams will be held from 3:00pm to 5:00pm on the following Fridays: Sept. 29, Oct. 27, and Nov. 17. The final exam will be per the final exam schedule.			
09/06-12/22	MW	09:30 AM - 10:45 AM	HH2301	Jill Weber	
#4368 Section 03 [units: 3]		NOTE: The exams will be held from 3:00pm to 5:00pm on the following Fridays: Sept. 29, Oct. 27, and Nov. 17. The final exam will be per the final exam schedule.			
09/06-12/22	TR	02:00 PM - 03:15 PM	HH2319	Laura Poupitch	
#4369 Section 04 [units: 3]		NOTE: The exams will be held from 3:00pm to 5:00pm on the following Fridays: Sept. 29, Oct. 27, and Nov. 17. The final exam will be per the final exam schedule.			
09/06-12/22	TR	03:30 PM - 04:45 PM	HH2319	Laura Poupitch	

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

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.

#4370	Section 01	[units: 3]				
	09/06-12/22	MW	09:30 AM - 10:45 AM	HH2319	Richard Cummings	
#4371	Section 02	[units: 3]				
	09/06-12/22	MW	02:00 PM - 03:15 PM	HH2319	Robert Meyers	
#4372	Section 03	[units: 3]				
	09/06-12/22	MW	03:30 PM - 04:45 PM	HH2319	Robert Meyers	

ACCOUNT 452 TAX II ... This course examines federal income tax laws and regulations with a specific emphasis on corporations (C and S), partnerships, estate and gift taxation, income taxation of estates and trusts, and taxation of exempt entities. Both compliance and tax planning are emphasized in this course. Tax research on related issues is also included.

PREREQ: ACCOUNT 451 & 2.75 GPA IN ACCOUNT 244, ACCOUNT 249, ACCOUNT 261 (FORMERLY 341), & ACCOUNT 343; ADMISSION TO THE COLLEGE AND 2.50 COMB CUMULATIVE GPA FOR BUSINESS MAJORS OR 2.0 COMB CUMULATIVE GPA AND 60 UNITS FOR BUSINESS MINORS AND OTHER MAJORS

#4374	Section 01	[units: 3]				
	09/06-12/22	TR	09:30 AM - 10:45 AM	HH2301	Paul Nylan	
#4375	Section 02	[units: 3]				
	09/06-12/22	TR	12:30 PM - 01:45 PM	HH2203	Paul Nylan	

ACCOUNT 454 ACCOUNTING INFORMATION SYSTEMS ... This course examines the nature of accounting information systems and the ways in which various components are integrated to provide relevant and reliable financial information for decision making. Students will also study (a) the impact of information technology on the gathering, processing and reporting of financial information (b) risk management through the use of COSO's internal control frameworks (c) ways in which technology affects internal control structures, and (d) how to model business processes and use decision criteria to determine ways in which processes can be improved.

PREREQ: A 2.5 GPA IN ACCOUNT 249 AND ACCOUNT 261 ; ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4376	Section 01	[units: 3]				
	09/06-12/22	TR	08:00 AM - 09:15 AM	HH2301	Kalana Malimage	
	09/26-10/05	TR	08:00 AM - 09:15 AM	HH3101	Kalana Malimage	
	10/24-11/02	TR	08:00 AM - 09:15 AM	HH3101	Kalana Malimage	
#4377	Section 02	[units: 3]				
	09/06-12/22	TR	11:00 AM - 12:15 PM	HH2301	Kalana Malimage	
	09/26-10/05	TR	11:00 AM - 12:15 PM	HH3101	Kalana Malimage	
	10/26-10/31	TR	11:00 AM - 12:15 PM	HH3101	Kalana Malimage	

ACCOUNT 456 COST MANAGEMENT ... This course presents an overview of basic cost measurement principles and an in-depth examination of product costing procedures and techniques including process costing, job-order costing, activity-based costing, accounting for spoilage, and standards and variances (cost, expense, revenue, and selected variance investigation models). This course also includes the following specific cost allocation topics: joint products, byproduct products, and service departments. Special emphasis is placed on communicating accounting information to managers in a clear, concise manner.

PREREQ: ACCOUNT 249 OR CONSENT OF DEPARTMENT; ADMISSION TO THE COLLEGE AND 2.80 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4379	Section 01	[units: 3]				
	09/06-12/22	TR	12:30 PM - 01:45 PM	HH2301	Joseph Gerard	

ACCOUNT 461 ADVANCED ACCOUNTING ... This course presents an indepth examination of accounting for business combinations including mergers, parent-subsidiary relationships, and consolidated statements. It also covers accounting for partnerships, foreign currency translations, and an introduction to international accounting.

PREREQ: A 2.75 GPA IN ACCOUNT 249, ACCOUNT 261 AND ACCOUNT 343 AND ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4387	Section 01	[units: 3]				
	09/06-12/22	TR	08:00 AM - 09:15 AM	HH2314	Jane Weiss	
#4388	Section 02	[units: 3]				
	09/06-12/22	TR	09:30 AM - 10:45 AM	HH2314	Jane Weiss	

ACCOUNT 465 AUDITING ... This course introduces the student to auditing, attestation, and assurance services. Specific topics include materiality, audit risk, audit evidence, audit planning, AICPA audit standards, professional ethics, and legal liability. Additional topics include sampling, tests of controls and substantive tests, auditing EDP systems, preparing audit reports, and assessing internal control policies and procedures.

PREREQ: ACCOUNT 454, 2.75 GPA IN ACCOUNT 249, ACCOUNT 261 & ACCOUNT 343 & ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4381	Section 01	[units: 3]				
	09/06-12/22	MW	11:00 AM - 12:15 PM	HH2314	Julia Davidyan	
#4382	Section 02	[units: 3]				
	09/06-12/22	MW	12:30 PM - 01:45 PM	HH2314	Julia Davidyan	
#4383	Section 03	[units: 3]				
	09/06-12/22	T	05:00 PM - 07:30 PM	HH2319	Julia Davidyan	

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

ACCOUNT 480 EXCEL FOR ACCOUNTANTS ... This course focuses on the importance of Excel in the accounting career. The power of Excel will be demonstrated on how useful this tool is in problem solving and decision making. Advanced Excel functions will be taught such as: averageif, randbetween, sumif, nestedif, isblank, iferror, choose, irr, ppmt, cumipmt, yearfrac, concatenate, trim, vlookup, hlookup, and sumproduct.

PREREQ: ACCOUNT 343 AND 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

#4384 Section 01 [units: 3]
09/06-12/22 MW 12:30 PM - 01:45 PM HH3202 Kalana Malimage

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.

#4385 Section 01 [units: 2-6] Dept. Consent
09/06-12/22 Arranged Arranged Dawn Doering

#4386 Section 02 [units: 2-6] Dept. Consent
09/06-12/22 Arranged Arranged Dawn Doering

ACCOUNT 498 INDEPENDENT STUDIES ... Study of a selected topic or topics under the direction of a faculty member. Repeatable.

PREREQ: STUDENTS MUST HAVE COMPLETED 60 UNITS AND HAVE A COMBINED 2.75 IN ACCOUNT 249, ACCOUNT 261 AND ACCOUNT 343 AND HAVE CONSENT OF THE DEPARTMENT

#4391 Section 03 [units: 1-3] Dept. Consent
09/06-12/22 TR 08:00 AM - 09:15 AM HH2310 To Be Arranged

*** 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.

#4373 Section 01 [units: 3]
09/06-12/22 MW 09:30 AM - 10:45 AM HH2319 Richard Cummings

ACCOUNT 656 COST MANAGEMENT ... This course presents an overview of basic cost measurement principles and an in-depth examination of product costing procedures and techniques including process costing, job-order costing, activity-based costing, accounting for spoilage, and standards and variances (cost, expense, revenue, and selected variance investigation models). This course also includes the following specific cost allocation topics: joint products, byproduct products, and service departments. Special emphasis is placed on communicating accounting information to managers in a clear, concise manner.

PREREQ: ACCOUNT 725 OR ACCOUNT 249 AND CONSENT OF DEPARTMENT

#4380 Section 01 [units: 3] Dept. Consent
09/06-12/22 TR 12:30 PM - 01:45 PM HH2301 Joseph Gerard

ACCOUNT 701 ACCOUNTING FOUNDATIONS ... This course introduces students to the principles of financial accounting, including the (1) basic accounting cycle (i.e., double-entry accounting), financial statements (i.e., income statement, statement of financial position, and statement of cash flows), and specific discussions of cash, trade receivables, merchandise inventories, plant assets, current and long-term liabilities, and stockholders' equity. Fundamental ration and statement analysis techniques are also integrated throughout the course.

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

#4392 Section 22 [units: 2] 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. A Webcam may be required for remote exam monitoring.

10/30-12/22 Arranged Arranged WEB BASED Brian Huels

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

PREREQ: ACCOUNT 261

#4393 Section 01 [units: 3]
09/06-12/22 MW 02:00 PM - 03:15 PM HH2310 Meifang Xiang

ACCOUNT 756 CORPORATE AND SPECIAL ENTITIES TAXATION ... This course examines federal income tax laws and regulations with a specific emphasis on corporations (C and S), partnerships, estate and gift taxation, income taxation of estates and trusts, and taxation of exempt entities. Both compliance and tax planning are emphasized in this course. Tax research on related issues is also included.

PREREQ: ACCOUNT 651 OR ACCOUNT 451

#4394 Section 01 [units: 3]
09/06-12/22 MW 02:00 PM - 03:15 PM HH2301 Richard Cummings

#4395 Section 02 [units: 3]
09/06-12/22 MW 03:30 PM - 04:45 PM HH2301 Richard Cummings

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

ACCOUNT 757 ISSUES IN FINANCIAL ACCOUNTING ... This course examines some of the more complex and contentious areas that have evolved into accounting practice. Major areas include: 1) statement of cash flows, 2) segment and interim reporting, 3) accounting for derivatives, 4) pensions and other postretirement benefits, 5) accounting changes and error corrections, and 6) assessing the quality of financial statements. This course also covers recent pronouncements not covered in ACCOUNT 261 and ACCOUNT 343.

PREREQ: ACCOUNT 343

#4402 Section 01 [units: 3]
09/06-12/22 MW 11:00 AM - 12:15 PM HH2319 Tong Yu

#4403 Section 02 [units: 3]
09/06-12/22 MW 12:30 PM - 01:45 PM HH2319 Tong Yu

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

PREREQ: ACCOUNT 465 OR CONSENT OF DEPARTMENT

#4410 Section 01 [units: 3]
09/06-12/22 TR 12:30 PM - 01:45 PM HH2314 Darcy Becker

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

PREREQ: ACCOUNT 343 OR CONSENT OF DEPARTMENT

#4411 Section 01 [units: 3]
09/06-12/22 TR 11:00 AM - 12:15 PM HH2314 Jane Weiss

ACCOUNT 783 INTERNATIONAL ACCOUNTING ... This course examines the international dimension of accounting and financial reporting for multinational enterprises. Topics include (a) the international standard-setting process, including harmonization with US GAAP, (b) IFRS GAAP for recording transactions and preparing financial statements, (c) a detailed comparison of IFRS and US GAAP, (d) foreign currency translations and accounting for changing prices, (e) international taxation and transfer pricing.

PREREQ: ACCOUNT 343 OR CONSENT OF INSTRUCTOR

#4412 Section 01 [units: 3]
09/06-12/22 MW 08:00 AM - 09:15 AM HH2314 Abbie Daly

#4413 Section 02 [units: 3]
09/06-12/22 MW 09:30 AM - 10:45 AM HH2314 Abbie Daly

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

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

#4452 Section 01 [units: 1-3]
09/06-12/22 Arranged Arranged ARRANGED To Be Arranged

Dept. Consent

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.

#3258 Section 01 [units: 3] Gen Ed Social Science (GS)
09/06-12/22 TR 08:00 AM - 09:15 AM HH1308 Safoora Javadi

#3259 Section 02 [units: 3] Gen Ed Social Science (GS)
09/06-12/22 TR 09:30 AM - 10:45 AM HH1308 Safoora Javadi

#3092 Section 03 [units: 3] Gen Ed Social Science (GS)
09/06-12/22 MW 09:30 AM - 10:45 AM HH2101 Daniel Teferra

#3405 Section 04 [units: 3] Gen Ed Social Science (GS)
09/06-12/22 TR 11:00 AM - 12:15 PM HH1308 Nicholas Lovett

#3091 Section 05 [units: 3] Gen Ed Social Science (GS)
09/06-12/22 TR 12:30 PM - 01:45 PM HH2101 Amirhossein Mohammadian

#3260 Section 06 [units: 3] Gen Ed Social Science (GS)
09/06-12/22 MW 12:30 PM - 01:45 PM HH2312 Yunsun Huh

#3261 Section 07 [units: 3] Gen Ed Social Science (GS)
09/06-12/22 TR 02:00 PM - 03:15 PM HH2312 Nicholas Lovett

#3262 Section 08 [units: 3] Gen Ed Social Science (GS)
09/06-12/22 TR 02:00 PM - 03:15 PM HH1308 Safoora Javadi

#3263 Section 09 [units: 3] Gen Ed Social Science (GS)
09/06-12/22 MW 02:00 PM - 03:15 PM HH1308 Daniel Teferra

#3264 Section 10 [units: 3] Gen Ed Social Science (GS)
09/06-12/22 MW 02:00 PM - 03:15 PM HH2312 Gabriel Courey

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

<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>
#3265 Section 11 [units: 3]	09/06-12/22 TR	03:30 PM - 04:45 PM	HH1308	L Marks	Gen Ed Social Science (GS)
#3267 Section 12 [units: 3]	09/06-12/22 TR	03:30 PM - 04:45 PM	HH2312	Nicholas Lovett	Gen Ed Social Science (GS)
#3512 Section 13 [units: 3]	09/06-12/22 MW	03:30 PM - 04:45 PM	HH2312	Gabriel Courey	Gen Ed Social Science (GS)
#3268 Section 14 [units: 3]	09/06-12/22 TR	05:00 PM - 06:15 PM	HH1308	L Marks	Gen Ed Social Science (GS)
#3269 Section 22 [units: 3]	09/06-12/22 Arranged	Arranged	WEB BASED	David Bashaw	Gen Ed Social Science (GS) NOTE: The cost per credit for COBE online undergraduate courses for 2017-2018 is \$389. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.

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

#3271 Section 01 [units: 3]	09/06-12/22 MW	09:30 AM - 10:45 AM	HH2312	Eylem Ersal Kiziler	Gen Ed Social Science (GS)
#3272 Section 02 [units: 3]	09/06-12/22 TR	11:00 AM - 12:15 PM	HH2312	To Be Arranged	Gen Ed Social Science (GS)
#3274 Section 03 [units: 3]	09/06-12/22 MW	11:00 AM - 12:15 PM	HH2312	Eylem Ersal Kiziler	Gen Ed Social Science (GS)
#3275 Section 04 [units: 3]	09/06-12/22 TR	12:30 PM - 01:45 PM	HH1308	Safoora Javadi	Gen Ed Social Science (GS)
#3277 Section 05 [units: 3]	09/06-12/22 TR	12:30 PM - 01:45 PM	HH2312	To Be Arranged	Gen Ed Social Science (GS)
#3278 Section 06 [units: 3]	09/06-12/22 MW	12:30 PM - 01:45 PM	HH1308	Lei Guo	Gen Ed Social Science (GS)
#3281 Section 07 [units: 3]	09/06-12/22 MW	05:00 PM - 06:15 PM	HH1308	Lei Guo	Gen Ed Social Science (GS)

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

#3282 Section 01 [units: 3]	09/06-12/22 MW	09:30 AM - 10:45 AM	HH1301	David Bashaw	
#3284 Section 02 [units: 3]	09/06-12/22 MW	09:30 AM - 10:45 AM	HH1308	Gabriel Courey	
#3287 Section 03 [units: 3]	09/06-12/22 TR	09:30 AM - 10:45 AM	HH1300	Yuhan Xue	
#3285 Section 04 [units: 3]	09/06-12/22 TR	11:00 AM - 12:15 PM	HH1300	Amirhossein Mohammadian	
#3288 Section 05 [units: 3]	09/06-12/22 MW	11:00 AM - 12:15 PM	HH1300	David Welsch	
#3289 Section 06 [units: 3]	09/06-12/22 MW	11:00 AM - 12:15 PM	HH1301	David Bashaw	
#3290 Section 07 [units: 3]	09/06-12/22 MW	12:30 PM - 01:45 PM	HH1300	David Welsch	
#3292 Section 08 [units: 3]	09/06-12/22 MW	12:30 PM - 01:45 PM	HH1301	Gabriel Courey	
#3516 Section 09 [units: 3]	09/06-12/22 TR	12:30 PM - 01:45 PM	HH1300	Yuhan Xue	
#3294 Section 10 [units: 3]	09/06-12/22 TR	02:00 PM - 03:15 PM	HH1300	Ran Tao	
#3296 Section 11 [units: 3]	09/06-12/22 TR	03:30 PM - 04:45 PM	HH1300	Amirhossein Mohammadian	
#3298 Section 12 [units: 3]	09/06-12/22 TR	05:00 PM - 06:15 PM	HH1300	Amirhossein Mohammadian	
#4681 Section 13 [units: 3]	09/06-12/22 MW	09:30 AM - 10:45 AM	HH1300	David Welsch	
#3299 Section 22 [units: 3]	09/06-12/22 Arranged	Arranged	WEB BASED	Ran Tao	NOTE: The cost per credit for COBE online undergraduate courses for 2017-2018 is \$389. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.

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

ECON 301 INTERMEDIATE MICROECONOMIC ANALYSIS ... Consumer and firm behavior. Theories of consumption and production. Pricing of products and factors of production under different market structures. General equilibrium. Market failure, externalities and public goods.

PREREQ: ECON 202 AND MATH 243 OR MATH 250 OR MATH 253 AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3300 Section 01 [units: 3]

09/06-12/22 TR 09:30 AM - 10:45 AM HH1301 Nicholas Lovett
09/06-12/22 F 09:30 AM - 10:45 AM HH1301 Nicholas Lovett

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

PREREQ: ECON 202 AND MATH 243 OR MATH 250 OR MATH 253 AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4682 Section 01 [units: 3]

09/06-12/22 MW 02:00 PM - 03:15 PM HH1300 Lei Guo

ECON 345 ECONOMETRICS ... The second course in statistics is a course in applied regression analysis with particular emphasis on economic analysis. It begins with a review and extension of descriptive statistics, probability and statistical inference as presented in Business Statistics before going on to a detailed treatment of simple and multiple regression.

PREREQ: ECON 245 AND MATH 243 OR MATH 250 OR MATH 253 AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3301 Section 01 [units: 3]

09/06-12/22 TR 02:00 PM - 03:15 PM HH1301 Yuhan Xue
09/06-12/22 F 11:00 AM - 12:15 PM HH1301 Yuhan Xue
09/06-12/22 TR 02:00 PM - 03:15 PM HH3202 Yuhan Xue

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

PREREQ: ECON 201 (FORMERLY 212) AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.0 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3302 Section 01 [units: 3]

09/06-12/22 TR 12:30 PM - 01:45 PM HH1301 L Marks

ECON 354 MONEY AND BANKING ... The demand for and supply of money in historical perspective including the role of the banking system in the credit creation process. Financial markets, interest rates and economic activity. The Federal Reserve System, monetary policy and the macroeconomy.

PREREQ: ECON 201 (FORMERLY 212) AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.0 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3303 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2017-2018 is \$389. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.

09/06-12/22 Arranged Arranged WEB BASED Russell Kashian

ECON 356 PUBLIC FINANCE ... Economic analysis of public sector issues in relation to the overall economy including: market failure and the role of the public sector; the effects of government expenditures, taxation and borrowing on the allocation and distribution of resources; stability of the U.S. economic system.

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

#3304 Section 01 [units: 3]

09/06-12/22 TR 11:00 AM - 12:15 PM HH1301 Ran Tao

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

PREREQ: ECON 202 (FORMERLY 211) AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3810 Section 01 [units: 3]

09/06-12/22 MW 11:00 AM - 12:15 PM HH1308 Daniel Teferra

ECON 406 INTERNATIONAL FINANCE AND BANKING ... The monetary dimension of international economics. Balance of payments accounting; exchange rates, prices and interest rates; spot and forward foreign exchange; international financial markets and international banking; exchange rate systems and the role of central banks; open-economy macroeconomics; the international monetary system and current policy issues.

PREREQ: ECON 202 (FORMERLY 211) AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3305 Section 01 [units: 3]

09/06-12/22 MW 02:00 PM - 03:15 PM HH1301 Eylem Ersal Kiziler

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

ECON 413 ADVANCED ECONOMIC ANALYSIS ... A survey of fundamental micro and macro economic theory that can be presented as mathematical models. The course emphasizes the use of models in positive economic analysis of areas such as consumer behavior, production, financial markets; and their role in facilitating rigorous analysis and developing testable predictions.

PREREQ: ECON 201 AND 202 AND (MATH 243 OR MATH 250 OR MATH 253 OR CONSENT OF INSTR); ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUS MAJORS OR 60 UNITS AND 2.00 COMBINED GPA FOR MINORS/NON-BUSMAJORS FOR WHICH THIS COURSE IS AN OPTION

#4573 Section 01 [units: 3]
09/06-12/22 MW 12:30 PM - 01:45 PM HH3101 Yamin Ahmad

ECON 496 SPECIAL STUDIES ... Variable topics. Group activity. Not offered regularly in the curriculum but offered on topics selected on the basis of timeliness, need, and interest, and generally in the format of regularly scheduled Catalog offerings. Repeatable for a maximum of 3 credits in the major or 6 credits in the degree.

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

#3306 Section 01 [units: 3]
PREREQ: ECON 201 AND ECON 202 AND ECON 245
09/06-12/22 TR 08:00 AM - 09:15 AM HH1301 Russell Kashian

ECON 498 INDEPENDENT STUDY ... Study of a selected topic or topics under the direction of a faculty member. Repeatable. Department Consent required.

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

#4486 Section 01 [units: 3]
09/06-12/22 Arranged Arranged ARRANGED Yamin Ahmad

#4487 Section 02 [units: 1-3] Dept. Consent
All class meeting details to be arranged.

#4488 Section 03 [units: 1-3] Dept. Consent
All class meeting details to be arranged.

#4489 Section 04 [units: 1-3] Dept. Consent
All class meeting details to be arranged.

#4490 Section 05 [units: 1-3] Dept. Consent
All class meeting details to be arranged.

*** GRADUATE LEVEL COURSES ***

ECON 703 STATISTICS FOUNDATIONS ... Introduction to descriptive statistics and basic statistical methods as applied to scientific problem solving and decision making. Topics covered include: Descriptive statistics, elementary probability theory, theoretical distributions, inferences about a single population (sampling distributions, estimation, tests of hypothesis), and regression analysis.

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

#3308 Section 01 [units: 2]
09/06-10/27 M 06:30 PM - 09:50 PM HH1301 Matthew Winden

ECON 704 ECONOMICS FOUNDATIONS ... A study of micro and macro economic tools of analysis. The functioning of a market economy in product and factor markets under alternative market structures. National income, fiscal policy, and the role of the money supply.

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

#3309 Section 22 [units: 2] 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. A Webcam may be required for remote exam monitoring.

09/06-10/28 Arranged Arranged WEB BASED Jeffery Heinrich

ECON 731 MICROECONOMIC THEORY I ... This course presents advanced topics in microeconomic theory, including consumer behavior, the firm and market structure, equilibrium conditions, and welfare economics. Students will learn important techniques and theories including multivariate optimization, fundamentals of general equilibrium theory and game theory, which form the building blocks of modern microeconomics analysis.

PREREQ: ENTRY INTO MS APPLIED ECONOMICS PROGRAM

#3310 Section 01 [units: 3]
09/06-12/22 MW 05:00 PM - 06:15 PM HH1301 Matthew Winden

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

#3313 Section 22 [units: 2] 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. A Webcam may be required for remote exam monitoring.

09/06-10/28 Arranged Arranged WEB BASED Yamin Ahmad

ECON 737 MANAGERIAL ECONOMICS ... Applications of microeconomic theory to problems of formulating managerial decisions. Emphasis on economics as a science that facilitates decision making. Topics considered include optimization techniques, risk analysis and estimation of demand and costs of production, market structures and pricing practice, and antitrust economics. Integrates theory and practice.

PREREQ: ECON 703 OR ECON 245 OR EQUIVALENT AND ECON 704 OR ECON 201 OR EQUIVALENT

#3317 Section 01 [units: 2]
10/30-12/22 M 06:30 PM - 09:50 PM HH1301 Yunsun Huh

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

ECON 784 SEMINAR TOPICS IN ECONOMICS ... This course is a graduate-level seminar which introduces students to current research at the frontier of economics. By bringing in guest speakers in the fields of micro- and macroeconomics, the seminar exposes students to different types of research questions in the field of economics, as well as the different techniques researchers use to approach answering those questions. Understanding the current frontier of research and ways to ask and answer questions at this frontier will prepare you to work on your own original research in the field. Certain seminars will also be used to emphasize the importance of and best practices in good written and oral communication.

PREREQ: ENTRY INTO MS APPLIED ECONOMICS PROGRAM

#3319 Section 01 [units: 1] NOTE: Pass/Fail. Class meets Monday of every month, except first Monday of the month
09/06-12/22 M 03:30 PM - 05:00 PM HH1300 Yamin Ahmad
P/F Grading Basis Only

ECON 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.

#4791 Section 01 [units: 3]
09/06-12/22 Arranged Arranged Yuhan Xue ECONOMETRICS I
#4792 Section 02 [units: 3]
09/06-12/22 Arranged Arranged Lei Guo MACROECONOMIC THEORY

FINANCE AND BUSINESS LAW

Finance & Business Law

FNBLSW 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

#4056 Section 01 [units: 3]
09/06-12/22 MW 03:30 PM - 04:45 PM HH2317 Jeffrey Hahn
#4057 Section 02 [units: 3]
09/06-12/22 TR 09:30 AM - 10:45 AM HH2317 Amy Verbos
#4058 Section 03 [units: 3]
09/06-12/22 MW 09:30 AM - 10:45 AM HH1311 Curt Weber
#4059 Section 04 [units: 3]
09/06-12/22 TR 11:00 AM - 12:15 PM HH2317 Amy Verbos
#4060 Section 05 [units: 3]
09/06-12/22 TR 12:30 PM - 01:45 PM HH2317 Dennis Elverman
#4061 Section 06 [units: 3]
09/06-12/22 W 05:00 PM - 07:30 PM HH1302 Jeffrey Hahn
#4062 Section 07 [units: 3]
09/06-12/22 TR 03:30 PM - 04:45 PM HH2317 Dennis Elverman
#4063 Section 08 [units: 3]
09/06-12/22 R 05:00 PM - 07:30 PM HH2317 Dennis Elverman
#4064 Section 09 [units: 3]
09/06-12/22 W 06:30 PM - 09:00 PM HH2317 Levi Citrin
#4065 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2017-2018 is \$389. Students must have access to the Internet and an Internet browser.
09/06-12/22 Arranged Arranged WEB BASED Gene Toboyek

FNBLSW 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: FNBLSW 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

#4066 Section 01 [units: 3]
09/06-12/22 M 05:00 PM - 07:30 PM HH1311 Curt Weber

FNBLSW 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

#4067 Section 01 [units: 3]
09/06-12/22 MW 02:00 PM - 03:15 PM HH2317 He Li
#4068 Section 02 [units: 3]
09/06-12/22 TR 03:30 PM - 04:45 PM HH1302 Arjan Premti
#4069 Section 03 [units: 3]
09/06-12/22 MW 03:30 PM - 04:45 PM HH1302 Timothy Carr
#4070 Section 04 [units: 3]
09/06-12/22 MW 12:30 PM - 01:45 PM HH2317 He Li

<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>
#4071 Section 05H [units: 3]					
PREREQ: ELIGIBILITY FOR THE UNIVERSITY HONORS PROGRAM AND AN ACT SUBSCORE OF AT LEAST 24, OR CONSENT OF UNIVERSITY HONORS PROGRAM DIRECTOR					
09/06-12/22	TR	11:00 AM - 12:15 PM	HH1305	Qiu Yu	HONORS
#4072 Section 06 [units: 3]					
09/06-12/22	MW	03:30 PM - 04:45 PM	HH1305	Muhammad Bakhtear Talukdar	
#4073 Section 07 [units: 3]					
09/06-12/22	W	06:30 PM - 09:00 PM	HH1311	Joel Schleusner	
#4074 Section 08 [units: 3]					
09/06-12/22	TR	02:00 PM - 03:15 PM	HH1311	Robert New	
#4075 Section 09 [units: 3]					
09/06-12/22	M	06:30 PM - 09:00 PM	HH2317	James Harris	
#4076 Section 10 [units: 3]					
09/06-12/22	MW	02:00 PM - 03:15 PM	HH1302	James Harris	
#4077 Section 11 [units: 3]					
09/06-12/22	M	06:30 PM - 09:00 PM	HH1302	Joel Schleusner	

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

#4078 Section 01 [units: 3]					
09/06-12/22	TR	02:00 PM - 03:15 PM	HH1302	Mohammad Jafarinejad	
#4079 Section 02 [units: 3]					
09/06-12/22	MW	02:00 PM - 03:15 PM	HH1311	Pascal Letourneau	
#4080 Section 03 [units: 3]					
09/06-12/22	MW	03:30 PM - 04:45 PM	HH1311	Pascal Letourneau	

FNBSLW 348 REAL ESTATE ... Designed to integrate the theory and practice of real estate operations through a discussion of the following areas: Urban structure and urban growth, the urban economy, appraisal analysis, property development and real estate investments analysis.

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

#4081 Section 01 [units: 3]					
09/06-12/22	TR	12:30 PM - 01:45 PM	HH1311	Timothy Carr	

FNBSLW 360 FINANCIAL INSTITUTIONS ... Survey of institutional arrangements through which funds are accumulated and made available to consumers, farmers, business and government. An understanding of the behavior of the non-monetary as well as the money and capital markets is developed.

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

#4082 Section 01 [units: 3]					
09/06-12/22	TR	11:00 AM - 12:15 PM	HH1311	Arjan Prenti	
#4083 Section 02 [units: 3]					
09/06-12/22	MW	09:30 AM - 10:45 AM	HH2317	Rashiqa Kamal	
#4084 Section 03 [units: 3]					
09/06-12/22	MW	11:00 AM - 12:15 PM	HH2317	Rashiqa Kamal	

FNBSLW 370 ENTREPRENEURIAL FINANCIAL MANAGEMENT ... A detailed study of the financial management problems confronting small business. This course includes topics such as development of financial plans and controls, financing a business, and working capital management.

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

#4085 Section 01 [units: 3]					
09/06-12/22	MW	12:30 PM - 01:45 PM	HH1302	Timothy Carr	

FNBSLW 401 ESSENTIALS OF FINANCIAL PLANNING ... This course serves as an introduction to the occupational area of Financial Planning and surveys the following topics: determining financial objectives, formulating investment objectives, tax planning, insurance planning, and retirement and estate planning.

PREREQ: FNBSLW 345 CAN BE TAKEN AS EITHER A PREREQ OR COREQ. ADMISSION TO UPPER DIVISION AND A 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4086 Section 01 [units: 3]					
09/06-12/22	MW	08:00 AM - 09:15 AM	HH1305	Gene Toboyek	
#4087 Section 02 [units: 3]					
09/06-12/22	MW	09:30 AM - 10:45 AM	HH1305	Gene Toboyek	

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

FNBSLW 420 BANK ADMINISTRATION ... Commercial banking, principles and practices, comprehensively treated with emphasis on operations and administration, bank services, credit analysis, loan and investment policies, profit planning and control. This course cannot be used to satisfy the MBA degree requirement.

PREREQ: FNBSLW 344 AND FNBSLW 360, AND ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4088 Section 01 [units: 3]

09/06-12/22 TR 03:30 PM - 04:45 PM HH1311 Mohammad Jafarnejad

FNBSLW 430 FINANCIAL FUTURES AND OPTIONS ... A study of financial futures and options. Course topics will include: characteristics of futures and options contracts, how the markets function, the ways in which the instruments are used and why, option valuation models, the cash-futures basis, and regulation.

PREREQ: FNBSLW 345, ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4089 Section 01 [units: 3]

09/06-12/22 MW 11:00 AM - 12:15 PM HH3101 Pascal Lefourneau

FNBSLW 433 CREDITORS' RIGHTS AND BANKRUPTCY ... This course introduces the concepts of debtor and creditor rights, secured transactions, debt collection, and bankruptcy. It explores the methods by which creditors can seek satisfaction of debt through judicial process or in a debtor's bankruptcy and the methods by which debtors can seek relief from or discharge of debt.

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

#4090 Section 01 [units: 3]

09/06-12/22 T 05:00 PM - 07:30 PM HH2317 Dennis Elverman

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

#4091 Section 01 [units: 3]

09/06-12/22 MW 12:30 PM - 01:45 PM HH1305 Gene Toboyek

FNBSLW 443 LABOR LAW ... A legalistic introduction to labor law through a study of cases and related statutes of those general principles important to both workers and management. The study of these materials will aid management and labor in understanding the position of the law in determining and providing a solution to labor law problems.

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

#4092 Section 01 [units: 3]

09/06-12/22 TR 02:00 PM - 03:15 PM HH2317 Amy Verbos

FNBSLW 444 CORPORATE FINANCIAL MANAGEMENT DECISIONS ... An advanced study of the requirements for and sources of funds in the business organizations. The course deals with both long and short-term aspects of finance with emphasis placed on analysis and decision making.

PREREQ: B- OR BETTER IN FNBSLW 344, FNBSLW 345, 84 UNITS, RESTRICTED TO STUDENTS WITH MAJOR: FINANCE: WITH AN EMPHASIS IN FINANCE, FINANCIAL PLANNING, INSURANCE, OR REAL ESTATE. ADMISSION TO UPPER DIVISION AND 2.5 COMBINED CUMULATIVE GPA REQUIRED.

#4093 Section 01 [units: 3]

09/06-12/22 TR 12:30 PM - 01:45 PM HH1305 Zaifeng Fan

#4094 Section 02 [units: 3]

09/06-12/22 TR 02:00 PM - 03:15 PM HH1305 Zaifeng Fan

#4095 Section 03 [units: 3]

09/06-12/22 MW 09:30 AM - 10:45 AM HH1302 Muhammad Bakhtear Talukdar

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

#4096 Section 01 [units: 3]

09/06-12/22 MW 11:00 AM - 12:15 PM HH1305 Yuan Yuan

#4097 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2017-2018 is \$389. Students must have access to the Internet and an Internet browser.

09/06-12/22 Arranged Arranged WEB BASED Yuan Yuan

FNBSLW 456 SECURITY ANALYSIS ... A detailed examination of the various classes of securities available for investors, and the development of techniques used to reach dependable conclusions as to the safety and attractiveness of a given security at the current market price or at some assumed price.

PREREQ: B- OR BETTER IN FNBSLW 344, FNBSLW 345, 84 UNITS, RESTRICTED TO STUDENTS WITH MAJOR: FINANCE: WITH AN EMPHASIS IN FINANCE, FINANCIAL PLANNING, INSURANCE, OR REAL ESTATE. ADMISSION TO UPPER DIVISION AND 2.5 COMBINED CUMULATIVE GPA REQUIRED.

#4098 Section 01 [units: 3]

09/06-12/22 TR 11:00 AM - 12:15 PM HH1302 Garrett Smith

#4099 Section 02 [units: 3]

09/06-12/22 MW 12:30 PM - 01:45 PM HH1306 Muhammad Bakhtear Talukdar

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#4100	Section 03 [units: 3]				
09/06-12/22	TR	12:30 PM - 01:45 PM	HH1302	Garrett Smith	

FNBSLW 458 REAL ESTATE INVESTMENTS ... Examination of investment principles and tax considerations as they apply to real estate, specifically apartment houses, shopping centers, office buildings, urban development and vacant land.

PREREQ: FNBSLW 348, 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.

#4101	Section 01 [units: 3]				
09/06-12/22	TR	03:30 PM - 04:45 PM	HH1305	Timothy Carr	

FNBSLW 460 ADVANCED PROPERTY AND CASUALTY INSURANCE ... Consideration of advanced topics in property and casualty insurance. Among items covered are direct and indirect property coverages, inland marine insurance, liability coverage including its legal foundations, workmen's compensation, the general liability contract, crime coverages, surety and fidelity bonding and insurance regulation.

COREQ: FNBSLW 446; PREREQ: ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4102	Section 01 [units: 3]				
09/06-12/22	MW	02:00 PM - 03:15 PM	HH1305	Yuan Yuan	

FNBSLW 472 FINANCIAL ANALYSIS WITH BLOOMBERG, MORNINGSTAR AND EXCEL ... The purpose of this course is to provide students with hands-on experience using Bloomberg and Morningstar data services, financial analysis and modeling in Excel. Course material will include training on Bloomberg and Morningstar tools and functions, and downloading electronic databases into Excel models to perform financial analysis.

PREREQ: FNBSLW 345, ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4103	Section 01 [units: 3]				Dept. Consent
09/06-12/22	TR	09:30 AM - 10:45 AM	HH2202	Robert New	

#4104	Section 02 [units: 3]				Dept. Consent
09/06-12/22	TR	11:00 AM - 12:15 PM	HH2202	Robert New	

FNBSLW 484 APPLIED INVESTMENTS ... Students will gain hands-on experience by managing a real portfolio of securities. After developing a group investment philosophy, they will analyze the current holdings, investigate other alternatives, and make buy and sell decisions as a group. Presentations of the students' research will be made to an advisory board made up of faculty and investment professionals.

COREQ: FNBSLW 456. PREREQ: ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4105	Section 01 [units: 3]				Dept. Consent
09/06-12/22	W	05:00 PM - 07:30 PM	HH2202	Robert New	

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.

#4106	Section 01 [units: 1-3]				Dept. Consent
09/06-12/22	Arranged	Arranged		Garrett Smith	

FNBSLW 498 INDEPENDENT STUDY ... Study of a selected topic or topics under the direction of a faculty member. Repeatable.

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

#4107	Section 01 [units: 1-3]				Dept. Consent
09/06-12/22	Arranged	Arranged		Qiu Yu	

#4552	Section 02 [units: 1-3]				Dept. Consent
09/06-12/22	Arranged	Arranged		Gene Toboyek	

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

FNBSLW 542 ADVANCED BUSINESS AND COMMERCIAL LAW ... This course provides an advanced study of the law for business or pre-law students, including an examination of the Uniform Commercial Code and the Law of Sales, Negotiable Instruments, Secured Transactions and Documents of Title. This course also includes a study of the Law of Business Entities and Creditor and Debtor Relations.

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

#4108	Section 01 [units: 3]				
09/06-12/22	MW	11:00 AM - 12:15 PM	HH1311	Curt Weber	

FNBSLW 718 FINANCIAL MANAGEMENT ... Consideration of the finance function as it relates to other organizational roles, the use of capital budgeting techniques, other quantitative methods, and model building in decision making. Not open to students with an undergraduate finance degree.

PREREQ: ACCOUNT 701

#4109	Section 01 [units: 2]				
09/06-10/27	T	06:30 PM - 09:50 PM	HH1302	Mohammad Jafarinejad	

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

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

#4110 Section 01 [units: 3]

09/06-12/22 W 06:30 PM - 09:00 PM HH1305 He Li

#4111 Section 22 [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 Arranged Arranged WEB BASED Qiu Yu

FNBSLW 755 MULTINATIONAL BUSINESS FINANCE ... An advanced course of international financial principles covering major macroeconomic factors affecting international corporate decisions, foreign exchange transactions, hedging strategies, international capital structure decisions, capital budgeting, international financial markets, and taxation.

PREREQ: FNBSLW 718

#4112 Section 22 [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 Arranged Arranged WEB BASED Garrett Smith

FNBSLW 760 FINANCIAL MARKETS ... Structure and operation of the markets for corporate debt and equity securities, municipal obligations, and mortgages. Detailed examination of stock markets and their use by investors. Prereq: FNBSLW 718

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

#4113 Section 22 [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 Arranged Arranged WEB BASED Rashiqa Kamal

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.

#4114 Section 01 [units: 3]

09/06-12/22 R 06:30 PM - 09:00 PM HH3202 Arjan Premti

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

#4115 Section 01 [units: 3]

09/06-12/22 T 06:30 PM - 09:00 PM HH1305 Zaifeng Fan

FNBSLW 798 INDIVIDUAL STUDIES ... A student may satisfy up to 3 credits of the 9 credit emphasis by pursuing this course with one or more members of the graduate faculty. A copy of the proposal must be on file in the chairman's office prior to registration.

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

#4116 Section 01 [units: 1-3]

09/06-12/22 Arranged Arranged Qiu Yu

Dept. Consent

#4117 Section 02 [units: 1-3]

09/06-12/22 Arranged Arranged Qiu Yu

Dept. Consent

#4118 Section 22 [units: 1-3] 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 Arranged Arranged WEB BASED Qiu Yu

Dept. Consent

INFORMATION TECHNOLOGY AND SUPPLY CHAIN MANAGEMENT

Information Technology & Supply Chain Management

ITSCM 180 INTRODUCTION TO PROGRAMMING FOR BUSINESS APPLICATIONS ... This course introduces the essentials of object-oriented programming for business application. Students will learn programming fundamentals, object-oriented design, file i/o, and fundamental data structures within the context of building tools for business end-users. Topics related to the business environment, such as eliciting software requirements and effective technical communication are also covered.

PREREQ: BUSINESS MAJOR (STUDENTS IN BBA DEGREE) OR OTHER MAJOR OR MINOR FOR WHICH THIS COURSE IS AN OPTION

#4169 Section 01 [units: 3]

09/06-12/22 MW 11:00 AM - 12:15 PM HH3200 Christina Outlay

#4173 Section 02 [units: 3]

09/06-12/22 TR 09:30 AM - 10:45 AM HH3200 Alana Platt

ITSCM 221 INFORMATION TECHNOLOGY INFRASTRUCTURE ... This course includes a detailed investigation of the primary infrastructure components of modern information systems. In particular the course focuses on computer hardware and networking components, infrastructure troubleshooting methodologies and tools, and networking protocols.

PREREQ: BUSINESS MAJOR, 2.50 COMBINED CUMULATIVE GPA AND 24 CREDITS OR FOR ALL OTHER MAJORS, 2.00 GPA AND 24 CREDITS

#4179 Section 01 [units: 3]

09/06-12/22 TR 11:00 AM - 12:15 PM HH3200 Sara Deschner

	<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>
#4188	Section 02	[units: 3]				
	09/06-12/22	TR	12:30 PM - 01:45 PM	HH3200	Sara Deschner	

ITSCM 280 INTRODUCTION TO INFORMATION SYSTEMS ... This course introduces students to information systems, and details how and why they are critical to the functioning of modern organizations. The course provides technological, organizational, and managerial foundations of information, and explains how successful systems are built. Students also learn to develop and use a database system for personal productivity.

PREREQ: 24 CREDITS AND 2.50 COMBINED CUMULATIVE GPA OR PUBLIC POLICY MAJOR

#2843 Section 01 [units: 3] NOTE: This is an interactive course for business information systems and hands on database skills which make significant use of laptop computers. All students are required to bring their own laptop to class every day--wireless capabilities strongly recommended.

09/06-12/22	T	11:00 AM - 12:15 PM	HH2101	Suvojit Basu
09/06-12/22	R	11:00 AM - 12:15 PM	HH2101	Linda Amann

#2844 Section 02 [units: 3] NOTE: This is an interactive course for business information systems and hands on database skills which make significant use of laptop computers. All students are required to bring their own laptop to class every day--wireless capabilities strongly recommended.

09/06-12/22	T	02:00 PM - 03:15 PM	HH2101	Suvojit Basu
09/06-12/22	R	02:00 PM - 03:15 PM	HH2101	Linda Amann

#4189 Section 03 [units: 3] NOTE: Instruction will be either in the classroom or the computer lab. Students will meet in the classroom for their first class session. Room scheduling for the remainder of the semester will be provided by the instructor.

09/06-12/22	TR	09:30 AM - 10:45 AM	HH3101	To Be Arranged
09/06-12/22	TR	09:30 AM - 10:45 AM	HH2306	To Be Arranged

#4190 Section 04 [units: 3] NOTE: Instruction will be either in the classroom or the computer lab. Students will meet in the classroom for their first class session. Room scheduling for the remainder of the semester will be provided by the instructor.

09/06-12/22	MW	02:00 PM - 03:15 PM	HH3101	To Be Arranged
09/06-12/22	MW	02:00 PM - 03:15 PM	HH2306	To Be Arranged

#4191 Section 05 [units: 3] NOTE: Instruction will be either in the classroom or the computer lab. Students will meet in the classroom for their first class session. Room scheduling for the remainder of the semester will be provided by the instructor.

09/06-12/22	TR	12:30 PM - 01:45 PM	HH3101	Robert Leitheiser
09/06-12/22	TR	12:30 PM - 01:45 PM	HH2306	Robert Leitheiser

#4192 Section 06 [units: 3] NOTE: Instruction will be either in the classroom or the computer lab. Students will meet in the classroom for their first class session. Room scheduling for the remainder of the semester will be provided by the instructor.

09/06-12/22	MW	09:30 AM - 10:45 AM	HH3101	To Be Arranged
09/06-12/22	MW	09:30 AM - 10:45 AM	HH2306	To Be Arranged

#4193 Section 07 [units: 3] NOTE: Instruction will be either in the classroom or the computer lab. Students will meet in the classroom for their first class session. Room scheduling for the remainder of the semester will be provided by the instructor.

09/06-12/22	M	06:30 PM - 09:00 PM	HH3101	To Be Arranged
09/06-12/22	M	06:30 PM - 09:00 PM	HH2306	To Be Arranged

#4194 Section 08 [units: 3] NOTE: Instruction will be either in the classroom or the computer lab. Students will meet in the classroom for their first class session. Room scheduling for the remainder of the semester will be provided by the instructor.

09/06-12/22	TR	03:30 PM - 04:45 PM	HH3101	Robert Leitheiser
09/06-12/22	TR	03:30 PM - 04:45 PM	HH2306	Robert Leitheiser

#4195 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2017-2018 is \$389. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.

09/06-12/22	Arranged	Arranged	WEB BASED	Christina Outlay
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ITSCM 285 BUSINESS WEB APPLICATION DESIGN ... Students will learn web design and maintenance, graphics development, prototyping, design methodologies, and usability testing. Students are guided through a hands-on, step-by-step process of creating an attractive, well-designed Web site for an enterprise. Also e-business technologies and practices will be overviewed.

PREREQ: SOPHOMORE STATUS & LOWER LEVEL BUSINESS REQUIREMENTS

#4197	Section 01	[units: 3]				
	09/06-12/22	TR	09:30 AM - 10:45 AM	HH3202	Linda Amann	
#4198	Section 02	[units: 3]				
	09/06-12/22	TR	11:00 AM - 12:15 PM	HH3202	Alana Platt	

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 152 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

#2846	Section 01	[units: 3]				
	09/06-12/22	TR	09:30 AM - 10:45 AM	HH1306	Richard Pues	
#4206	Section 02	[units: 3]				
	09/06-12/22	MW	11:00 AM - 12:15 PM	HH1306	Anna Land	
#2847	Section 03	[units: 3]				
	09/06-12/22	MW	02:00 PM - 03:15 PM	HH1306	Anna Land	
#4207	Section 04	[units: 3]				
	09/06-12/22	TR	03:30 PM - 04:45 PM	HH1306	Richard Pues	

<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>	
#4208	Section 05 [units: 3]	09/06-12/22	M	06:30 PM - 09:00 PM	HH1306	Patrick Tierney
#4209	Section 06 [units: 3]	09/06-12/22	TR	11:00 AM - 12:15 PM	HH1306	Anto Verghese
#4210	Section 07 [units: 3]	09/06-12/22	TR	12:30 PM - 01:45 PM	HH1306	Anto Verghese
#4711	Section 08 [units: 3]	09/06-12/22	TR	02:00 PM - 03:15 PM	HH1303	Richard Pues
#4211	Section 22 [units: 3]	NOTE: The cost per credit for COBE online undergraduate courses for 2017-2018 is \$389. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.				
09/06-12/22	Arranged	Arranged	WEB BASED	Sameer Prasad		

ITSCM 310 ENTERPRISE SYSTEMS & BUSINESS PROCESS INTEGRATION ... This course introduces students to enterprise/ERP systems and their importance for business process integration. Managerial and technical issues in planning, designing, and implementing such systems are also discussed. Students have the opportunity of practicing course concepts in an industry used ERP system.

PREREQ: ITSCM 280; ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4212	Section 01 [units: 3]	09/06-12/22	MW	09:30 AM - 10:45 AM	HH3200	Sara Deschner
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ITSCM 314 DATABASE DESIGN AND ADMINISTRATION ... This course teaches students how to analyze, design and implement a computerized database. It further teaches students how to use a database to answer questions and support analyses. Students learn the basics of administering a database including providing security, performance tuning, backup and recovery, and other administrative tasks.

PREREQ: ITSCM 280 AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.

#4213	Section 01 [units: 3]	09/06-12/22	TR	09:30 AM - 10:45 AM	HH1303	Robert Leitheiser
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ITSCM 320 BUSINESS ANALYSIS ... The basic role of a business analyst is to serve as a liaison between business divisions and the technical staff by translating business goals into information-system requirements and communicating those requirements to the technicians. This course provides students with the knowledge and techniques to perform this service.

PREREQ: ITSCM 280 AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.

#4214	Section 01 [units: 3]	09/06-12/22	TR	11:00 AM - 12:15 PM	HH2306	Robert Leitheiser
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ITSCM 331 SYSTEM ADMINISTRATION ... This course provides in depth coverage of the best practices for administering network systems. Students will be expected to demonstrate an ability to administer network operating systems (NOS) and applications.

PREREQ: ITSCM 180 AND ITSCM 221; ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4216	Section 01 [units: 3]	09/06-12/22	TR	02:00 PM - 03:15 PM	HH3200	To Be Arranged
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ITSCM 332 NETWORK MANAGEMENT ... This course provides in depth coverage of the best practices for managing wide area network (WAN) components. Students will be expected to demonstrate an ability to manage network interconnection devices, such as routers and switches. The course will focus on designing appropriate data link (OSI Layer 2) and Internet layer (OSI Layer 3) architectures.

PREREQ: ITSCM 180 AND ITSCM 221; ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4217	Section 01 [units: 3]	09/06-12/22	MW	02:00 PM - 03:15 PM	HH3200	Sara Deschner
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ITSCM 380 BUSINESS INTELLIGENCE: CONCEPTS, METHODS AND TECHNOLOGIES ... Business Intelligence (BI) is the application of information processes, methodologies, and technologies to support analysis and decision making in organizations. This course will provide students with an understanding of: the basic concepts of BI, the role of BI in today's organizations, the methodologies involved in creating effective BI systems, and the tools that are available to support BI applications.

PREREQ: (ITSCM 280 OR MCS 214) AND (ECON 245 OR MATH 342) AND ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4218	Section 01 [units: 3]	09/06-12/22	TR	03:30 PM - 04:45 PM	HH1307	Onochie Fan-Osuala
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ITSCM 382 VISUALIZATION, INFOGRAPHICS, AND TECHNICAL DOCUMENTATION ... The course explores data visualization, infographic design, and information presentation methods and technologies, along with technical documentation basics. It equips students to produce and critically evaluate visualization, presentation, and documentation efforts in high-technology contexts. Students are immersed in team design and development as well as case studies of organizational initiatives.

PREREQ: ITSCM 280; ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4219	Section 01 [units: 3]	09/06-12/22	MW	11:00 AM - 12:15 PM	HH3202	Jo Ann Oravec
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Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)

ITSCM 384 DATA MINING FOR BUSINESS ANALYTICS ... *This course provides an introduction to the major methods used in the data mining of quantified data. The way to use the large amounts of data available in data warehouses and data marts available to organizations to support business analytics is discussed. Students will learn and apply an understanding of classification, association and prediction methods. the role of understanding the data in the context of the organization and its environment will be examined.*

PREREQ: ITSCM 380; 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

#4220 Section 01 [units: 3]

09/06-12/22 TR 12:30 PM - 01:45 PM HH3202 Onochie Fan-Osuala

ITSCM 385 PROJECT MANAGEMENT: METHODOLOGIES, TECHNIQUES & TOOLS ... *This course is designed to allow students from all business disciplines to understand how to manage projects. PM presents a methodology for managers to balance their time, cost, risks, resources, and people while ensuring quality goals are built into the project. The genesis of PM is covered using specific cases and examples.*

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

#2845 Section 01 [units: 3]

09/06-12/22 MW 03:30 PM - 04:45 PM HH1306 Christina Outlay

#4221 Section 02 [units: 3]

09/06-12/22 T 05:00 PM - 07:30 PM HH3202 Andrew Ciganek

ITSCM 445 QUALITY MANAGEMENT ... *A comprehensive study of contemporary perspectives on Total Quality (TQ) theory and practice applied to operations systems. Includes a thorough discussion of statistical and quality methods including process control, acceptance sampling, and variance reduction. Explores Quality Function Deployment and the customer-focused implications of quality.*

PREREQ: ITSCM 306, ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4225 Section 01 [units: 3]

09/06-12/22 TR 03:30 PM - 04:45 PM HH1303 Anto Verghese

ITSCM 450 OPERATIONS PLANNING ... *Study in depth of the planning processes performed in the operations setting integrating the topics of systems modeling, forecasting, production planning, capacity planning, capacity requirements planning, master scheduling, and material requirements planning. Emphasis is on concepts and their application.*

PREREQ: ITSCM 306, ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4226 Section 01 [units: 3]

09/06-12/22 M 06:30 PM - 09:00 PM HH1303 Richard Pues

ITSCM 451 MANAGING INFORMATION TECHNOLOGY SERVICES ... *This course covers material appropriate for individuals who may be expected to manage IT people and resources. Topics include business continuity planning, developing service level agreements, change management / revision control, capacity planning, impact analysis, testing, communication with vendors, customers and other constituents, and managing IT professionals.*

PREREQ: ITSCM 221, ITSCM 314, ITSCM 320, AND ITSCM 385; SENIOR STANDING; ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS AND 60 UNITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4227 Section 01 [units: 3]

09/06-12/22 MW 03:30 PM - 04:45 PM HH3200 Sara Deschner

ITSCM 452 INFORMATION ASSURANCE AND SECURITY ... *This course provides an in depth investigation into meeting the security needs of modern IT systems. Students will be expected to demonstrate an ability to establish security policies and configure security devices and software.*

PREREQ: ITSCM 331 AND ITSCM 332 AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4228 Section 01 [units: 3]

09/06-12/22 M 05:00 PM - 07:30 PM HH3200 Li-Chung Yin

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

PREREQ: ITSCM 306, ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4230 Section 01 [units: 3]

09/06-12/22 TR 11:00 AM - 12:15 PM HH1303 Manohar Madan

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

PREREQ: ITSCM 450, OR ITSCM 455 OR ITSCM 456; ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION.

#4231 Section 01 [units: 3]

09/06-12/22 MW 03:30 PM - 04:45 PM HH2303 Sameer Prasad

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

ITSCM 485 PROJECT ... This course provides students with the opportunity to participate on a student project team under the management of a faculty member and industry practitioners. The project will be sponsored by a partnering business firm or organization and may involve a wide array of technologies, functional areas and geographically dispersed teammates. This course will only be offered when projects are available. Students will be carefully chosen through an interview process. The number of credits will be determined by the complexity of the project and the level of student involvement. Prereq: Consent of Department

#4232 Section 01 [units: 1-3] Dept. Consent
09/06-12/22 Arranged Arranged ARRANGED David Munro

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 IT 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

#4233 Section 01 [units: 1-3] NOTE: The system defaults to 1 credit. Please be sure to input 3 credits to meet the full requirement. Students Dept. Consent
will be expected to make their final presentation on Friday, May 5 from 2:00-4:30. The remaining portion of the class will be arranged.

09/06-12/22 Arranged Arranged David 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

#4234 Section 01 [units: 3] Dept. Consent
09/06-12/22 Arranged Arranged Sameer Prasad

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

#4235 Section 01 [units: 1-3] Dept. Consent

09/06-12/22 Arranged Arranged David Munro
S/NC Grading Basis Only

*** GRADUATE LEVEL COURSES ***

ITSCM 715 TECHNOLOGY AND INFORMATION SYSTEMS ... A graduate business course that provides a fundamental understanding of technology and information systems in organizations. The course surveys a wide range of information topics covering management, organizational, and technology foundations of information systems. Emphasis is placed on how organizations plan, implement, and use information systems for operational and strategic excellence.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#2853 Section 22 [units: 2] 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.

09/06-10/27 Arranged Arranged WEB BASED Li-Chung Yin

ITSCM 719 OPERATIONS MANAGEMENT ... A survey course focusing on the performance of managerial activities entailed in selecting, designing, operating, controlling, and updating productive systems. This life cycle approach will include treatment of non-manufacturing activities, and will draw heavily upon latest developments in the field.

PREREQ: ECON 703

#2849 Section 01 [units: 2]
10/30-12/22 T 06:30 PM - 09:50 PM HH1303 Manohar Madan

ITSCM 745 STRATEGIC TECHNOLOGY AND INNOVATION MANAGEMENT ... A graduate business course covering technology led strategic innovation designed to provide an understanding of the dynamic links between technology and innovation strategy. Students will acquire essential managerial and critical thinking skills to develop competitive technology enhanced business strategies and models.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#4236 Section 01 [units: 2]
09/06-10/27 M 05:15 PM - 08:35 PM OFF CAMPUS David Munro AMERICAN FAMILY

#4237 Section 22 [units: 2] 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.

10/30-12/22 Arranged Arranged WEB BASED Balaji Sankaranarayanan

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

#2851 Section 22 [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 Arranged Arranged WEB BASED Manohar Madan

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

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

#2857 Section 01 [units: 3]

09/06-12/22 M 06:30 PM - 09:00 PM HH2303 Anna Land

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

#4238 Section 01 [units: 2]

09/06-10/27 R 06:30 PM - 09:50 PM HH2306 Sameer Prasad

#4239 Section 22 [units: 2] 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.

10/30-12/22 Arranged Arranged WEB BASED Andrew Ciganek

ITSCM 774 DATA ANALYTICS AND BUSINESS INTELLIGENCE ... A graduate course covering the use information technology to assist decision making in today's business environment. This course provides an overview of decision making theory, data warehousing, data mining, business intelligence and analytics. The course also surveys contemporary framework, tools, and techniques for BI and data analytics.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#2863 Section 22 [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 Arranged Arranged WEB BASED Alana Platt

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

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#2864 Section 22 [units: 3] NOTE: The course will use multiple cases from Harvard Business School Press and other resources, which can cost up to \$20. 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 Arranged Arranged WEB BASED Balaji Sankaranarayanan

ITSCM 780 DISASTER RECOVERY AND BUSINESS CONTINUITY ... The course covers Business Continuity Planning, a methodology used to create and validate a plan for maintaining continuous business operations before, during, and after disasters or disruptive events. It also covers Disaster Recovery, which is aimed at stopping the effects of disasters as quickly as possible, and addressing the immediate aftermath.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#2865 Section 01 [units: 3]

09/06-12/22 T 06:30 PM - 09:00 PM HH3200 Li-Chung Yin

ITSCM 785 APPLIED PROJECT MANAGEMENT ... This course utilizes a formal project management process to convey the key competencies that project managers must develop. Students will apply project management tools and techniques to execute a full project from initiation through closure for a community partner. Topics covered in the course include project management and organization; planning; budgeting; scheduling; resource management; project control; project termination; project management tools; and project completion hours. Emphasis is on hands-on application and practice with project management software tools.

#2868 Section 22 [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 Arranged Arranged WEB BASED Andrew Ciganek

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

#4240 Section 01 [units: 1-3]

09/06-12/22 Arranged Arranged ARRANGED David Munro

#4241 Section 22 [units: 1-3] 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 Arranged Arranged WEB BASED David Munro

INTERDEPARTMENTAL

Business & Economics Interdepartmental

BEINDP 101 BUSINESS AND SOCIETY ... An introductory business course intended to introduce all business majors to the business professions and the global societal issues that surround business. Curriculum focuses on the College's mission statement of building professional leadership through cultural and diversity awareness, ethical responsiveness, innovative problem solving, and critical thinking.

PREREQ: BUSINESS MAJOR (STUDENTS IN BBA DEGREE) OR OTHER MAJOR OR MINOR FOR WHICH THIS COURSE IS AN OPTION

#3358 Section 01 [units: 3]

09/06-12/22 MW 08:00 AM - 09:15 AM HH2100 Julie Woletz

#3359 Section 02 [units: 3]

09/06-12/22 TR 08:00 AM - 09:15 AM HH2302 Michele Peetz

#3360 Section 03 [units: 3]

09/06-12/22 MW 09:30 AM - 10:45 AM HH2308 Lynn Dupree

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

<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>
#3361	Section 04X [units: 3] 09/06-12/22	MW	09:30 AM - 10:45 AM	HH2100	Julie Woletz
#3362	Section 05 [units: 3] 09/06-12/22	MW	11:00 AM - 12:15 PM	HH2100	Megan Matthews
#3363	Section 06X [units: 3] 09/06-12/22	MW	11:00 AM - 12:15 PM	HH2308	Lynn Dupree
#3364	Section 07 [units: 3] 09/06-12/22	TR	11:00 AM - 12:15 PM	HH2100	Daryl Parker
#3365	Section 08X [units: 3] 09/06-12/22	MW	12:30 PM - 01:45 PM	HH2100	Megan Matthews
#3366	Section 09 [units: 3] 09/06-12/22	TR	12:30 PM - 01:45 PM	HH2100	Daryl Parker
#3367	Section 10 [units: 3] 09/06-12/22	MW	02:00 PM - 03:15 PM	HH2100	Donald Dantzler
#3368	Section 11X [units: 3] 09/06-12/22	TR	02:00 PM - 03:15 PM	HH2100	Daryl Parker
#3369	Section 12 [units: 3] 09/06-12/22	MW	03:30 PM - 04:45 PM	HH2100	Donald Dantzler
#3370	Section 13 [units: 3] 09/06-12/22	TR	04:00 PM - 05:15 PM	HH2305	Eric Roche
#3371	Section 14 [units: 3] 09/06-12/22	TR	09:30 AM - 10:45 AM	HH2100	Daryl Parker
#3372	Section 15 [units: 3] 09/06-12/22	TR	09:30 AM - 10:45 AM	HH2302	Michele Peetz
#3373	Section 16 [units: 3] 09/06-12/22	M	06:30 PM - 09:00 PM	HH2100	Emily Iverson
#3374	Section 17 [units: 3] 09/06-12/22	W	06:30 PM - 09:00 PM	HH2100	Ronald Buchholz
#3375	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	Margaret Kuchan

BEINDP 201 INTRODUCTION TO ENTREPRENEURSHIP ... The course focuses on introducing students to the world of entrepreneurship. Students will apply general business concepts to the wide range of challenges facing entrepreneurs. Through experiential learning opportunities, students will apply what they learned to develop a basic plan for a startup business and our new product opportunity.

PREREQ: SOPHOMORE STATUS AND 2.50 COMBINED CUMULATIVE GPA

#4513	Section 01 [units: 3] 09/06-12/22	MW	03:30 PM - 04:45 PM	HH1303	David Gee
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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

#2882	Section 01 [units: 1] 09/06-10/27	M	04:00 PM - 05:40 PM	HH2101	Frank Lanko
	S/NC Grading Basis Only				
#2883	Section 02 [units: 1] 09/06-10/27	T	04:00 PM - 05:40 PM	HH2101	Rachel Malak
	S/NC Grading Basis Only				
#2884	Section 03 [units: 1] 10/30-12/22	M	04:00 PM - 05:40 PM	HH2101	Frank Lanko
	S/NC Grading Basis Only				
#4679	Section 04 [units: 1] 10/30-12/22	T	04:00 PM - 05:40 PM	HH2203	Emily Iverson
	S/NC Grading Basis Only				
#4692	Section 05 [units: 1] 09/06-10/28	M	03:30 PM - 05:10 PM	HH2305	Emily Iverson
	S/NC Grading Basis Only				

#3376 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. A Webcam may be required for remote exam monitoring.

	09/06-10/27	Arranged	Arranged	WEB BASED	John Smith
	S/NC Grading Basis Only				

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

<u>Start/End Dates</u>	<u>Meeting Days</u>	<u>Meeting Times</u>	<u>Location</u>	<u>Instructor</u>	<u>Course Topic (if applicable)</u>
#3377 Section 23 [units: 1]		NOTE: Students must have access to the internet and an Internet browser. The tuition for online courses in the College of Business and Economics is \$389 per credit for both resident and non-resident students. A Webcam may be required for remote exam monitoring.			
09/06-10/27	Arranged	Arranged	WEB BASED	John Smith	
S/NC Grading Basis Only					
#3378 Section 24 [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. A Webcam may be required for remote exam monitoring.			
10/30-12/22	Arranged	Arranged	WEB BASED	Emily Iverson	
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.					
#3379 Section 01 [units: 2]					
09/06-12/22	MW	08:00 AM - 08:50 AM	HH2307	Sana Ahmed	
S/NC Grading Basis Only					
#3380 Section 02 [units: 2]					
09/06-12/22	MW	09:00 AM - 09:50 AM	HH2307	Sana Ahmed	
S/NC Grading Basis Only					
#3381 Section 03 [units: 2]					
09/06-12/22	MW	10:00 AM - 10:50 AM	HH2307	Ann Roe	
S/NC Grading Basis Only					
#3382 Section 04 [units: 2]					
09/06-12/22	MW	11:00 AM - 11:50 AM	HH2307	Sana Ahmed	
S/NC Grading Basis Only					
#3383 Section 05 [units: 2]					
09/06-12/22	MW	12:00 PM - 12:50 PM	HH2307	Sana Ahmed	
S/NC Grading Basis Only					
#3384 Section 06 [units: 2]					
09/06-12/22	MW	01:00 PM - 01:50 PM	HH2200	Jo Ann Oravec	
S/NC Grading Basis Only					
#3385 Section 07 [units: 2]					
09/06-12/22	MW	01:00 PM - 01:50 PM	HH2307	Lynn Dupree	
S/NC Grading Basis Only					
#3386 Section 08 [units: 2]					
09/06-12/22	MW	02:00 PM - 02:50 PM	HH2307	Emily Iverson	
S/NC Grading Basis Only					
#3387 Section 09 [units: 2]					
09/06-12/22	MW	03:00 PM - 03:50 PM	HH2307	Jo Ann Oravec	
S/NC Grading Basis Only					
#3388 Section 10 [units: 2]					
09/06-12/22	MW	04:00 PM - 04:50 PM	HH2307	Jo Ann Oravec	
S/NC Grading Basis Only					
#3389 Section 11 [units: 2]					
09/06-12/22	MW	05:00 PM - 05:50 PM	HH2307	To Be Arranged	
S/NC Grading Basis Only					
#3390 Section 12 [units: 2]					
09/06-12/22	M	06:30 PM - 08:10 PM	HH2307	Sana Ahmed	
S/NC Grading Basis Only					
#3391 Section 13 [units: 2]					
09/06-12/22	TR	08:00 AM - 08:50 AM	HH2307	Julie Woletz	
S/NC Grading Basis Only					
#3392 Section 14H [units: 2]					
PREREQ: STUDENTS IN THE HONORS PROGRAM OR BUSINESS MAJORS AND MINORS WHO HAVE A 3.40 COMBINED CUMULATIVE GPA OR HIGHER					
09/06-12/22	TR	09:00 AM - 09:50 AM	HH2307	Julie Woletz	HONORS
S/NC Grading Basis Only					
#3393 Section 15 [units: 2]					
09/06-12/22	TR	10:00 AM - 10:50 AM	HH2307	Denise Schulz	
S/NC Grading Basis Only					
#3394 Section 16 [units: 2]					
09/06-12/22	TR	11:00 AM - 11:50 AM	HH2307	Denise Schulz	
S/NC Grading Basis Only					

Class#	Section	(Units)	General Education Designation (if any)	Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#3395	Section 17	[units: 2]		09/06-12/22	TR	12:00 PM - 12:50 PM	HH2307	Denise Schulz	
	S/NC Grading Basis Only								
#3396	Section 18	[units: 2]		09/06-12/22	TR	01:00 PM - 01:50 PM	HH2307	Denise Schulz	
	S/NC Grading Basis Only								
#3397	Section 19	[units: 2]		09/06-12/22	TR	02:00 PM - 02:50 PM	HH2307	Michele Peetz	
	S/NC Grading Basis Only								
#3398	Section 20	[units: 2]		09/06-12/22	TR	03:00 PM - 03:50 PM	HH2307	Michele Peetz	
	S/NC Grading Basis Only								

#3400 Section 22 [units: 2] 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 Lynn Dupree
S/NC Grading Basis Only

#3401 Section 23 [units: 2] 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 Emily Iverson
S/NC Grading Basis Only

BEINDP 293 APPLIED BUSINESS BASICS ... The purpose of this course is to acquire skills and knowledge relating personal values to customer service, personal empowerment, problem-solving, effective communication, teamwork, time management, cultural sensitivity, and career planning. The Disney Theme Parks and Resorts offer students a learning laboratory where they can live, learn and earn while taking courses and completing assignments related to their work experience.

PREREQ: COMPLETION OF 15 UNITS, 2.0 GPA, ACCEPTANCE INTO THE DISNEY COLLEGE PROGRAM, AND INSTRUCTOR CONSENT

#4559 Section 01 [units: 3-12]

Dept. Consent

09/06-12/22 Arranged Arranged OFF CAMPUS William Lowell DISNEY COLLEGE PROGRAM

BEINDP 321 GROWING ENTREPRENEURIAL AND FAMILY BUSINESSES ... This course investigates key issues and competencies needed for starting, growing, managing, and transitioning small and family businesses. Attention is given to a wide range of functional competencies, including marketing, management and human resources, accounting, finance, business law, and technology required for developing strategic and tactical plans. Students taking the course will develop a complete strategic plan for operating a small and/or family business.

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

#3402 Section 01 [units: 3]

09/06-12/22 MW 02:00 PM - 03:15 PM HH2302 David Gee

BEINDP 491 TRAVEL STUDY ... Variable topics. Faculty-led courses abroad.

#4436 Section 01 [units: 3]

Dept. Consent

09/11	M	04:00 PM - 06:00 PM	HH2200	Stephanie Douglas	DOING BUSINESS IN COSTA RICA
09/11	M	04:00 PM - 06:00 PM	HH2200	Han Ngo	DOING BUSINESS IN COSTA RICA
09/25	M	04:00 PM - 06:00 PM	HH2200	Stephanie Douglas	DOING BUSINESS IN COSTA RICA
09/25	M	04:00 PM - 06:00 PM	HH2200	Han Ngo	DOING BUSINESS IN COSTA RICA
10/09	M	04:00 PM - 06:00 PM	HH2200	Stephanie Douglas	DOING BUSINESS IN COSTA RICA
10/09	M	04:00 PM - 06:00 PM	HH2200	Han Ngo	DOING BUSINESS IN COSTA RICA
10/23	M	04:00 PM - 06:00 PM	HH2200	Stephanie Douglas	DOING BUSINESS IN COSTA RICA
10/23	M	04:00 PM - 06:00 PM	HH2200	Han Ngo	DOING BUSINESS IN COSTA RICA
11/06	M	04:00 PM - 06:00 PM	HH2200	Stephanie Douglas	DOING BUSINESS IN COSTA RICA
11/06	M	04:00 PM - 06:00 PM	HH2200	Han Ngo	DOING BUSINESS IN COSTA RICA
11/20	M	04:00 PM - 06:00 PM	HH2200	Stephanie Douglas	DOING BUSINESS IN COSTA RICA
11/20	M	04:00 PM - 06:00 PM	HH2200	Han Ngo	DOING BUSINESS IN COSTA RICA
12/04	M	04:00 PM - 06:00 PM	HH2200	Stephanie Douglas	DOING BUSINESS IN COSTA RICA
12/04	M	04:00 PM - 06:00 PM	HH2200	Han Ngo	DOING BUSINESS IN COSTA RICA

*** 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.

#3403 Section 01 [units: 2] NOTE: There are 7 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 \$27.

10/30-12/22 R 06:30 PM - 09:50 PM HH1314 Abbas Aslani Mahmoudi

#3404 Section 22 [units: 2] 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.

09/06-10/28 Arranged Arranged WEB BASED Rimi Zakaria

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

Business Administration***** GRADUATE LEVEL COURSES *****

DBA 800 SEMINAR IN CONTEMPORARY BUSINESS ISSUES ... *The seminar in contemporary business issues allows program participants to explore current issues facing business professionals and consider ways to apply DBA activities and ideas to their current and future professions.*

PREREQ: ADMISSION TO DBA PROGRAM

#4345 Section 01 [units: 1-2]

09/08	F	03:00 PM - 07:00 PM	HH2200	Kaviraj Parboteeah
09/22	F	03:00 PM - 07:00 PM	HH2200	Kaviraj Parboteeah
10/13	F	03:00 PM - 07:00 PM	HH2200	Kaviraj Parboteeah
11/10	F	03:00 PM - 07:00 PM	HH2200	Kaviraj Parboteeah
12/08	F	03:00 PM - 07:00 PM	HH2200	Kaviraj Parboteeah
09/06-12/22	Arranged	Arranged	WEB BASED	Kaviraj Parboteeah

#4346 Section 02 [units: 1-2]

09/08	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
09/22	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
10/13	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
11/10	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
12/08	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
09/06-12/22	Arranged	Arranged	WEB BASED	Jon Werner

#4347 Section 03 [units: 1-2]

09/08	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
09/22	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
10/13	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
11/10	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
12/08	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
09/06-12/22	Arranged	Arranged	WEB BASED	Jon Werner

#4348 Section 04 [units: 1-2]

09/08	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
09/22	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
10/13	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
11/10	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
12/08	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
09/06-12/22	Arranged	Arranged	WEB BASED	Jon Werner

#4349 Section 05 [units: 1-2]

09/08	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
09/22	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
10/13	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
11/10	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
12/08	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
09/06-12/22	Arranged	Arranged	WEB BASED	Jon Werner

#4350 Section 06 [units: 1-2]

09/08	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
09/22	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
10/13	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
11/10	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
12/08	F	03:00 PM - 07:00 PM	HH2100	Jon Werner
09/06-12/22	Arranged	Arranged	WEB BASED	Jon Werner

DBA 810 MEASUREMENT AND RESEARCH DESIGN IN BUSINESS ... *This course main goal is to provide students with the necessary skills to conduct original research. The course will provide an overview of key concepts relevant to the design and conduct of organizational research and to help them develop critical thinking skills to evaluate the study designs of other researchers.*

PREREQ: ADMISSION TO DBA PROGRAM

#4351 Section 01 [units: 4]

09/09	S	08:00 AM - 05:00 PM	HH2200	Andy Yu
09/23	S	08:00 AM - 05:00 PM	HH2200	Andy Yu
10/14	S	08:00 AM - 05:00 PM	HH2200	Andy Yu
11/11	S	08:00 AM - 05:00 PM	HH2200	Andy Yu
12/09	S	08:00 AM - 05:00 PM	HH2200	Andy Yu
09/06-12/22	Arranged	Arranged	WEB BASED	Andy Yu

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

DBA 840 APPLIED MULTIVARIATE METHODS ... This course covers multivariate data analysis with an emphasis on applications for business and market research. The course compares and contrasts many different multivariate techniques. The course emphasizes applications of multivariate analysis from a conceptual viewpoint as well as research design.

PREREQ: DBA 820

#4352 Section 01 [units: 4]

09/09	S	08:00 AM - 05:00 PM	HH2100	James Peltier
09/23	S	08:00 AM - 05:00 PM	HH2100	James Peltier
10/14	S	08:00 AM - 05:00 PM	HH2100	James Peltier
11/11	S	08:00 AM - 05:00 PM	HH2100	James Peltier
12/09	S	08:00 AM - 05:00 PM	HH2100	James Peltier
09/06-12/22	Arranged	Arranged	WEB BASED	James Peltier

DBA 860 SCIENTIFIC INQUIRY IN BUSINESS ... This course provides students with an understanding of principles of scientific research pertinent to business research. A scientific approach implies the recognition of gaps in the literature that is addressed through specific approaches. The course will help students understand the approach to enable them to identify a personal research interest.

PREREQ: ADMISSION TO DBA PROGRAM

#4353 Section 01 [units: 4]

09/10	U	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan
09/24	U	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan
10/15	U	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan
11/12	U	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan
12/10	U	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan
09/06-12/22	Arranged	Arranged	WEB BASED	Balaji Sankaranarayanan

DBA 880 MACRO ISSUES IN BUSINESS ... The primary purpose of the course is to expose students to key macro level areas in finance, management and marketing as they apply to business research. This course should help students understand this perspective and determine whether they want to pursue personal areas of research interests in this domain.

PREREQ: ADMISSION TO DBA PROGRAM

#4354 Section 01 [units: 4]

09/10	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti
09/10	U	08:00 AM - 05:00 PM	HH2100	Andrew Ciganek
09/10	U	08:00 AM - 05:00 PM	HH2100	Maxwell Hsu
09/10	U	08:00 AM - 05:00 PM	HH2100	Kaviraj Parboteeah
09/24	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti
09/24	U	08:00 AM - 05:00 PM	HH2100	Andrew Ciganek
09/24	U	08:00 AM - 05:00 PM	HH2100	Maxwell Hsu
09/24	U	08:00 AM - 05:00 PM	HH2100	Kaviraj Parboteeah
10/15	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti
10/15	U	08:00 AM - 05:00 PM	HH2100	Andrew Ciganek
10/15	U	08:00 AM - 05:00 PM	HH2100	Maxwell Hsu
10/15	U	08:00 AM - 05:00 PM	HH2100	Kaviraj Parboteeah
11/12	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti
11/12	U	08:00 AM - 05:00 PM	HH2100	Andrew Ciganek
11/12	U	08:00 AM - 05:00 PM	HH2100	Maxwell Hsu
11/12	U	08:00 AM - 05:00 PM	HH2100	Kaviraj Parboteeah
12/10	U	08:00 AM - 05:00 PM	HH2100	Arjan Premti
12/10	U	08:00 AM - 05:00 PM	HH2100	Andrew Ciganek
12/10	U	08:00 AM - 05:00 PM	HH2100	Maxwell Hsu
12/10	U	08:00 AM - 05:00 PM	HH2100	Kaviraj Parboteeah
09/06-12/22	Arranged	Arranged	WEB BASED	Arjan Premti
09/06-12/22	Arranged	Arranged	WEB BASED	Andrew Ciganek
09/06-12/22	Arranged	Arranged	WEB BASED	Maxwell Hsu
09/06-12/22	Arranged	Arranged	WEB BASED	Kaviraj Parboteeah

DBA 988 DBA DISSERTATION ... Students develop essays to investigate business problems that are of strategic importance to a firm/organization. A dissertation proposal must be completed and approved by the student's dissertation committee before the student moves on to collect data in the area of research. A final defense before the dissertation committee is required.

PREREQ: 45 DBA CREDITS, RESTRICTED TO STUDENTS IN THE DBA PROGRAM

#4355 Section 01 [units: 1-6]

09/06-12/22	Arranged	Arranged	OFF CAMPUS	Kaviraj Parboteeah
P/F Grading Basis Only				

#4356 Section 02 [units: 1-6]

09/06-12/22	Arranged	Arranged	OFF CAMPUS	Kaviraj Parboteeah
P/F 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>
#4357	Section 03 [units: 1-6]				
09/06-12/22	Arranged	Arranged	OFF CAMPUS	Kaviraj Parboteeah	
P/F Grading Basis Only					
#4358	Section 04 [units: 1-6]				
09/06-12/22	Arranged	Arranged	OFF CAMPUS	Kaviraj Parboteeah	
P/F Grading Basis Only					
#4359	Section 05 [units: 1-6]				
09/06-12/22	Arranged	Arranged	OFF CAMPUS	Kaviraj Parboteeah	
P/F Grading Basis Only					

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

#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	

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

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

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

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
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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
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#3430 Section 02 [units: 3]

09/06-12/22	TR	12:30 PM - 01:45 PM	HH2308	Joshua Knapp
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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
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#3432 Section 02 [units: 3]

09/06-12/22	TR	02:00 PM - 03:15 PM	HH1314	Umamaheswari Kedharnath
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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
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#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
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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
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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
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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
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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
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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
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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>
#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	
#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] 09/06-12/22	Arranged	Arranged		Jim Schnaedter	Dept. Consent
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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] 09/06-12/22	Arranged	Arranged		Joshua Knapp	Dept. Consent
#4789 Section 02 [units: 1-3] 09/06-12/22	Arranged	Arranged		Jim Schnaedter	Dept. Consent

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

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

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

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

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

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

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

#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

MARKETING

Marketing

MARKETING 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

#4125 Section 01 [units: 3]

09/06-12/22 MW 09:30 AM - 10:45 AM HH1000 John Degraff

#4126 Section 02 [units: 3]

09/06-12/22 TR 09:30 AM - 10:45 AM HH2300 Sharon Roy

#4132 Section 03 [units: 3]

09/06-12/22 TR 11:00 AM - 12:15 PM HH2102 Kenyatta Barber

#4133 Section 04 [units: 3]

09/06-12/22 TR 12:30 PM - 01:45 PM HH2309 Kenyatta Barber

#4134 Section 05 [units: 3]

09/06-12/22 TR 02:00 PM - 03:15 PM HH2300 Sharon Roy

<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>
#4138	Section 22	[units: 3]	NOTE: Online undergraduate courses in CoBE will bill at \$389 per credit for all students. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.		
09/06-12/22	Arranged	Arranged	WEB BASED	James Peltier	

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

#3967	Section 01	[units: 3]			
09/06-12/22	MW	09:30 AM - 10:45 AM	HH2300	Shannon Cummins	

#3971	Section 02	[units: 3]			
09/06-12/22	MW	11:00 AM - 12:15 PM	HH2300	Shannon Cummins	

#3973	Section 03	[units: 3]			
09/06-12/22	MW	02:00 PM - 03:15 PM	HH2300	Shannon Cummins	

#3987	Section 22	[units: 3]	NOTE: Online undergraduate courses in CoBE will bill at \$389 per credit for all students. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.		
09/06-12/22	Arranged	Arranged	WEB BASED	Daniel Herlache	

MARKETNG 321 MARKETING RESEARCH ... Methods of planning and carrying out marketing and consumer research studies. Problem formulation, exploratory research, questionnaire construction and design, observational and sampling techniques, conducting surveys, data analysis, reporting, interpretation of findings and implementation of recommendations.

PREREQ: MARKETNG 311 AND ECON 245, AND ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4123	Section 01	[units: 3]			
09/06-12/22	TR	11:00 AM - 12:15 PM	HH2303	Maxwell Hsu	
10/17-10/24	T	11:00 AM - 12:15 PM	HH3101	Maxwell Hsu	
11/02-12/07	R	11:00 AM - 12:15 PM	HH3101	Maxwell Hsu	
12/12	T	11:00 AM - 12:15 PM	HH3101	Maxwell Hsu	

#4124	Section 02	[units: 3]			
09/06-12/22	MW	02:00 PM - 03:15 PM	HH2303	Noelle Butski	

#4550	Section 03	[units: 3]			
09/06-12/22	MW	12:30 PM - 01:45 PM	HH2303	Noelle Butski	

#4144	Section 22	[units: 3]	NOTE: Online undergraduate courses in CoBE will bill at \$389 per credit for all students. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.		
09/06-12/22	Arranged	Arranged	WEB BASED	Maxwell Hsu	

MARKETNG 337 RETAIL MANAGEMENT ... This class addresses the particular issues related to marketing to ultimate consumers. Particular attention is given to the role of retailing in the economy, retail mathematics, merchandising, technology, and global expansion.

PREREQ: MARKETNG 311, ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4171	Section 01	[units: 3]			
09/06-12/22	MW	12:30 PM - 01:45 PM	HH2309	Robert Boostrom	

MARKETNG 350 INTEGRATED MARKETING COMMUNICATIONS ... Theory and concepts employed by organizations in presenting promotional messages through various communication media. Management strategy in promotion and the problems encountered will be emphasized.

PREREQ: MARKETNG 311, ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4137	Section 01	[units: 3]			
09/06-12/22	MW	12:30 PM - 01:45 PM	HH2102	Karen Whalen	

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

#4158	Section 01	[units: 3]			
09/06-12/22	MW	09:30 AM - 10:45 AM	HH2309	Andrew Dahl	

#4159	Section 02	[units: 3]			
09/06-12/22	MW	05:00 PM - 06:15 PM	HH2303	Noelle Butski	

#4160	Section 22	[units: 3]	NOTE: Online undergraduate courses in CoBE will bill at \$389 per credit for all students. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.		
09/06-12/22	Arranged	Arranged	WEB BASED	Andrew Dahl	

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

MARKETNG 352 SOCIAL MEDIA AND INTERACTIVE MARKETING ... *Social media is rapidly changing the marketing landscape. Marketers who previously relied on mass media to broadcast messages are faced with the challenge of interacting with digitally empowered consumers. This course explores the impact of social media and other communications technologies on marketing strategy, marketing communications, and marketing research.*

PREREQ: MARKETNG 311, ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#3983 Section 01 [units: 3]

09/06-12/22 TR 09:30 AM - 10:45 AM HH2102 Victor Barger

#3984 Section 02 [units: 3]

09/06-12/22 TR 12:30 PM - 01:45 PM HH2102 Victor Barger

#4141 Section 03 [units: 3]

09/06-12/22 MW 02:00 PM - 03:15 PM HH2102 Karen Whalen

#4136 Section 22 [units: 3] NOTE: Online undergraduate courses in CoBE will bill at \$389 per credit for all students. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.

09/06-12/22 Arranged Arranged WEB BASED Karen Whalen

MARKETNG 360 ENTREPRENEURIAL MARKETING ... *The course focuses on key marketing strategies relevant for new businesses and/or new product launches. Students will apply marketing concepts to the wide range of business challenges facing entrepreneurs. Through experiential learning opportunities, students will apply what they learned for developing comprehensive entrepreneurial marketing plans.*

PREREQ: MARKETNG 311, ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4154 Section 01 [units: 3]

09/06-12/22 TR 09:30 AM - 10:45 AM HH2303 Dennis Kopf

#4155 Section 02 [units: 3]

09/06-12/22 TR 12:30 PM - 01:45 PM HH2303 Dennis Kopf

MARKETNG 361 INTERNATIONAL MARKETING ... *The course provides a critical assessment of global market opportunities and of the tactics and strategies for marketing of goods and services across national boundaries. Covered in the course are global marketing environment, modes of market entry, and of managing marketing mix variables in a foreign setting.*

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

#4129 Section 01 [units: 3]

09/06-12/22 TR 03:30 PM - 04:45 PM HH2102 Kenyatta Barber

MARKETNG 400 INNOVATION AND TECHNOLOGY MARKETING ... *Analysis of marketing problems encountered in developing and introducing new products, managing existing products, and phasing out obsolete products. Emphasis is placed on the coordination of activities that lead to successful market management of products. Various marketing concepts and problems related to product development and introduction are surveyed and analyzed.*

PREREQ: MARKETNG 311, ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4135 Section 01 [units: 3]

09/06-12/22 MW 11:00 AM - 12:15 PM HH2102 John Degraff

MARKETNG 412 BUSINESS TO BUSINESS MARKETING ... *An intensive examination of the industrial marketing sector. Emphasis is placed on understanding the unique dimensions of the industrial marketing environment and translating this understanding into effective integrated industrial marketing programs. Attention is given to producer, reseller and government markets.*

PREREQ: MARKETNG 311, ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4130 Section 01 [units: 3]

09/06-12/22 MW 09:30 AM - 10:45 AM HH2102 Karen Whalen

MARKETNG 420 CONSUMER BEHAVIOR ... *Survey of social science theories pertinent to information processing, human behavior, and social interaction. Emphasis is placed on using this information to develop marketing strategies.*

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

#4168 Section 01 [units: 3]

09/06-12/22 MW 11:00 AM - 12:15 PM HH2309 Robert Boostrom

MARKETNG 431 SALES MANAGEMENT ... *This course examines sales management from a motivational and an institutional perspective. The goal of the course is to examine the elements of operating an effective sales force as the key component to organizational success. Topics include sales force structure, use of technology and issues in compensating and retaining salespeople.*

PREREQ: MARKETNG 311, ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4150 Section 02 [units: 3]

09/06-12/22 MW 11:00 AM - 12:15 PM HH2303 Noelle Butski

MARKETNG 442 LOGISTICS ... *Analysis of the problems encountered in the physical movement of goods from the end of production to the consumer. Surveyed in this course are various techniques and methods for analyzing spatial arrangements of markets, plant and warehouse location, inventory systems, selection of carrier alternatives and selection of physical movement channels.*

PREREQ: MARKETNG 311, ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4128 Section 01 [units: 3]

09/06-12/22 TR 11:00 AM - 12:15 PM HH2300 Sharon Roy

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

MARKETNG 444 DIRECT AND MULTICHANNEL MARKETING ... *The interactive nature of direct marketing initiatives that use one or more media to generate a traceable and measurable response from the target audience is emphasized. The course includes grounding in all major direct marketing media. The measurability and accountability of direct marketing and its relationship to the total marketing mix are stressed.*

PREREQ: MARKETNG 311, ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4148 Section 22 [units: 3] NOTE: Online undergraduate courses in CoBE will bill at \$389 per credit for all students. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.

09/06-12/22 Arranged Arranged WEB BASED John Degraff

MARKETNG 445 MARKETING AND RETAIL ANALYTICS ... *Advancing technology is enabling marketers to create individualized customer relationships in situations where previously such relationships were not possible. This course is designed to increase students' understanding of how technology, specifically the customer database, is used to design and implement marketing strategies. Special attention will be devoted to studying the types of information needed in a customer database and how this information can be integrated into the marketing decision making process.*

PREREQ: MARKETNG 311, ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4122 Section 01 [units: 3]

09/06-12/22 MW 02:00 PM - 03:15 PM HH3202 Pavan Chennamaneni

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

PREREQ: MARKETNG 311, ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4151 Section 01 [units: 3]

09/06-12/22 MW 12:30 PM - 01:45 PM HH2300 Daniel Herlache

MARKETNG 460 ENTREPRENEURIAL AND ADVANCED SALES TECHNIQUES ... *Selling is a critical criterion for successful enterprises. This course provides advanced hands-on and practical approaches for selling new products/services, obtaining new customers, launching new enterprises, or for creating relationships in other entrepreneurial selling scenarios. Through video and other technologies, students will present interactive solutions for developing strong customer relationships.*

PREREQ: MARKETNG 311, MARKETNG 312 (PREVIOUSLY MARKETNG 429) AND ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4139 Section 01 [units: 3]

09/06-12/22 MW 05:00 PM - 06:15 PM HH2300 Daniel Herlache

MARKETNG 465 SALES TEAM PRACTICUM ... *The Sales Team Practicum is designed for students seeking an Emphasis in Professional Sales, a Marketing Minor in Professional Sales, or a Professional Selling Certificate. Students will prepare for participation in regional and International Sales Competitions, plus two internal Competitions. Students will be mentored by marketing faculty in the sales curriculum, experienced student coaches, and business sales professionals*

PREREQ: MARKETNG 312 AND EMPHASIS IN PROFESSIONAL SALES, MARKETING MINOR IN PROFESSIONAL SALES, OR PROFESSIONAL SELLING CERTIFICATE.

#4435 Section 01 [units: 3]

09/06-12/22 M 06:30 PM - 09:00 PM HH2300 Daniel Herlache

Instructor Consent

MARKETNG 479 MARKETING MANAGEMENT AND POLICIES ... *Organization and coordination of the total marketing program including sales, advertising, credit, marketing research, distribution policies, pricing, sales forecasting and demand analysis. Focus is on firm's ability to adjust to competitive trends and changing market conditions.*

PREREQ: MARKETNG 311 & MARKETNG 321, SENIOR STATUS, ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

#4335 Section 01 [units: 3]

09/06-12/22 TR 09:30 AM - 10:45 AM HH2309 Carol Scovotti

#4336 Section 02 [units: 3]

09/06-12/22 TR 11:00 AM - 12:15 PM HH2309 Carol Scovotti

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.

#4274 Section 01 [units: 3]

09/06-12/22 Arranged Arranged WEB BASED Sharon Roy

Instructor Consent

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

#4275 Section 01 [units: 3]

09/06-12/22 Arranged Arranged WEB BASED Sharon Roy

Instructor Consent

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

#4278 Section 01 [units: 3]
09/06-12/22 Arranged Arranged WEB BASED Sharon 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

#4279 Section 01 [units: 3] Instructor Consent
09/06-12/22 Arranged Arranged WEB BASED Sharon 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

#4280 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
09/06-12/22 Arranged Arranged WEB BASED Andrew Dahl

#4281 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
09/06-12/22 Arranged Arranged WEB BASED Carol Scovotti

#4282 Section 03 [units: 1-3] NOTE: This system defaults to one credit. Please be sure to input three credits to meet the full requirement. Dept. Consent
09/06-12/22 Arranged Arranged WEB BASED Pavan Chennamaneni

#4283 Section 04 [units: 1-3] NOTE: This system defaults to one credit. Please be sure to input three credits to meet the full requirement. Dept. Consent
09/06-12/22 Arranged Arranged WEB BASED Robert Boostrom

*** 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.

#4255 Section 01 [units: 2]
10/30-12/22 M 06:30 PM - 09:50 PM HH2102 Kenyatta Barber

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

#4204 Section 01 [units: 3] NOTE: In addition to the textbook, this class requires the use of the statistical analysis software SPSS. SPSS can be accessed free via the virtual lab application provided by UWW. It is recommended that students test the virtual lab application before the start of class. If you are not comfortable with the virtual lab application for any reason, you can purchase a personal license for the SPSS software. The cost of the license varies from \$45-90 depending on the term of license and other factors.

09/06-12/22 W 06:30 PM - 09:00 PM HH2303 Maxwell Hsu

#4205 Section 22 [units: 3] NOTE: Online graduate courses in CoBE will be billed at \$637.43 per credit for all students. Students must 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. A Webcam may be required for remote exam monitoring.

09/06-12/22 Arranged Arranged WEB BASED Pavan 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

#4253 Section 01 [units: 2] NOTE: There will be a \$35 fee for the Positioning Strategy Simulation for this course, payable to LINKS Simulations. The fee is not added to the registrants' bill.

10/30-12/22 M 06:30 PM - 09:50 PM HH2309 Robert Boostrom

#4252 Section 22 [units: 2] NOTE: There will be a \$35 fee for the Positioning Strategy Simulation for this course, payable to LINKS Simulations. The fee is not added to the registrants' bill. Online graduate courses in CoBE will be billed at \$637.43 per credit for all students. Students must access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.

09/06-10/27 Arranged Arranged WEB BASED Pavan Chennamaneni

MARKETNG 761 INTERNATIONAL MARKETING ... Fundamental aspects of international business will be studied. Emphasis is placed on decision making in an international setting and appraisal of market opportunities worldwide. A multinational assignment enables students to experience issues associated with doing business outside one's home country.

PREREQ: MARKETNG 716 OR EQUIVALENT AND GRAD LEVEL BUSINESS REQUIREMENT

#3994 Section 22 [units: 3] NOTE: Online graduate courses in CoBE will be billed at \$637.43 per credit for all students. Students must access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.

09/06-12/22 Arranged Arranged WEB BASED Carol Scovotti

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

MARKETNG 766 ETHICS IN THE MARKETPLACE ... This course will focus primarily on issues related to the business/customer relationship, with customers being defined as both other organizations and consumers. The course will emphasize current issues such as privacy rights, pricing ethics, promotional tactics and targeting. Students will discuss topics, analyze cases, and write essays defending their opinions and suggesting strategies. The course will provide examples of both exemplary and poor business behavior.

PREREQ: MARKETNG 716 OR EQUIVALENT

#4270 Section 22 [units: 2] NOTE: Online graduate courses in CoBE will be billed at \$637.43 per credit for all students. Students must access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.

10/30-12/22 Arranged Arranged WEB BASED Dennis Kopf

MARKETNG 767 ENTREPRENEURIAL MARKETING STRATEGY ... 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

#4202 Section 01 [units: 3]

09/06-12/22 R 06:30 PM - 09:00 PM HH2300 Victor Barger

MARKETNG 772 DIGITAL MARKETING ... This course provides students with applied and theoretical knowledge of digital marketing, which is necessary to understand how the Internet and related technologies have and will continue to impact marketing practices. Topics covered include online advertising, search engine optimization, paid search, web analytics, email marketing, social media marketing, and online brand building.

PREREQ: MARKETNG 716 OR EQUIVALENT

#4254 Section 01 [units: 3]

09/06-12/22 W 06:30 PM - 09:00 PM HH2309 Andrew Dahl

09/06-12/22 W 06:30 PM - 09:00 PM HH3101 Andrew Dahl

#4491 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. A Webcam may be required for remote exam monitoring.

09/06-12/22 W 06:30 PM - 09:00 PM WEB BASED Andrew Dahl

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.

#4284 Section 01 [units: 1-3]

09/06-12/22 Arranged Arranged WEB BASED To Be Arranged

#4285 Section 02 [units: 1-3]

09/06-12/22 Arranged Arranged WEB BASED To Be Arranged

#4286 Section 03 [units: 1-3]

09/06-12/22 Arranged Arranged WEB BASED To Be Arranged

OCCUPATIONAL AND ENVIRONMENTAL SAFETY AND HEALTH

Occupational and Environmental Safety & Health

SAFETY 201 PERSONAL AND PUBLIC SAFETY (GI) ... Presents a systematic account of the foundations of safety to students with little previous knowledge of the subject. It presents the accident problem, philosophical implications, concepts of accident causation and countermeasures, and an overview of specific areas of safety concern: fire, water safety, traffic, disasters, etc.

#1294 Section 01 [units: 3] Gen Ed Interdisciplinary (GI)

09/06-12/22 MWF 10:00 AM - 10:50 AM HH1309 Deborah Bowen

#1295 Section 02 [units: 3] Gen Ed Interdisciplinary (GI)

09/06-12/22 MWF 11:00 AM - 11:50 AM HH1309 Deborah Bowen

#1296 Section 03 [units: 3] Gen Ed Interdisciplinary (GI)

09/06-12/22 MW 02:00 PM - 03:15 PM HH1309 Deborah Bowen

#3957 Section 04 [units: 3] Gen Ed Interdisciplinary (GI)

09/06-12/22 TR 02:00 PM - 03:15 PM HH1307 To Be Arranged

#1301 Section 11 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact Robert Evangelisti, evangelr@uwv.edu. Required additional course fee is \$150.00.

09/06-12/22 Arranged Arranged WEB BASED Robert Evangelisti

#1300 Section 12 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact Robert Evangelisti, evangelr@uwv.edu. Required additional course fee is \$150.00.

09/06-12/22 Arranged Arranged WEB BASED Robert Evangelisti

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.

#1302 Section 01 [units: 3] Gen Ed Interdisciplinary (GI)

09/06-12/22 TR 09:30 AM - 10:45 AM HH1307 Ted Izydor

#1303 Section 02 [units: 3] Gen Ed Interdisciplinary (GI)

09/06-12/22 TR 11:00 AM - 12:15 PM HH1307 Ted Izydor

#1304 Section 03 [units: 3] Gen Ed Interdisciplinary (GI)

09/06-12/22 TR 12:30 PM - 01:45 PM HH2311 Treena Fiesel

#1350 Section 04 [units: 3] Gen Ed Interdisciplinary (GI)

09/06-12/22 TR 02:00 PM - 03:15 PM HH2311 Treena Fiesel

<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>
#1306	Section 12 [units: 3]	Gen Ed Interdisciplinary (GI)	NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact David Vosburgh, vosburdh@uwv.edu. Required additional course fee is \$150.00. WebCam required for remote exam monitoring		
09/06-12/22	Arranged	Arranged	WEB BASED	David Vosburgh	
#1307	Section 13 [units: 3]	Gen Ed Interdisciplinary (GI)	NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact David Vosburgh, vosburdh@uwv.edu. Required additional course fee is \$150.00. WebCam required for remote exam monitoring		
09/06-12/22	Arranged	Arranged	WEB BASED	David Vosburgh	
#1347	Section 14 [units: 3]	Gen Ed Interdisciplinary (GI)	NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact David Vosburgh, vosburdh@uwv.edu. Required additional course fee is \$150.00. WebCam required for remote exam monitoring		
09/06-12/22	Arranged	Arranged	WEB BASED	David Vosburgh	
#1349	Section 15 [units: 3]	Gen Ed Interdisciplinary (GI)	NOTE: This is an entirely web based section using D2L, students must have internet access. For information contact David Vosburgh, vosburdh@uwv.edu. Required additional course fee is \$150.00. WebCam required for remote exam monitoring		
09/06-12/22	Arranged	Arranged	WEB BASED	David Vosburgh	

SAFETY 375 QUALITY IMPROVEMENT AND PATIENT SAFETY ... This course is an introduction to quality improvement theories and patient safety principles in the current health care environment. Topics addressed include leadership, organizational change, management and process improvement. Specifically, strategies for creating a high performance culture and infrastructure needed to support patient safety and quality improvement initiatives will be emphasized.

#4518 Section 01 [units: 3]
09/06-12/22 MW 03:30 PM - 04:45 PM HH2311 Tracy Buchman

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.

#1308 Section 01 [units: 3]
09/06-12/22 MW 12:00 PM - 01:15 PM HH2311 Tracy Buchman
#1309 Section 02 [units: 3]
09/06-12/22 MWF 09:00 AM - 09:50 AM HH1309 Deborah Bowen

SAFETY 381 MOTOR FLEET SAFETY ... An analysis of fleet safety problems and programs. Detailed study of the truck transportation industry, motor carrier responsibilities, federal regulations and safety supervision programs.

PREREQ: SAFETY 380 OR CONSENT OF INSTRUCTOR

#3581 Section 01 [units: 3]
09/06-12/22 M 05:00 PM - 07:30 PM HH1307 Peter Vandyne

SAFETY 382 SAFETY IN THE CONSTRUCTION INDUSTRY ... This course examines the practices and safety-related problems found in the construction industry. Administrative and organizational issues that impact construction safety programs are examined. Students will be introduced to specific problems and countermeasures for correction through lectures and field experiences. The course provides an overview of applicable OSHA and MSHA standards.

PREREQ: SAFETY 380 OR CONSENT OF INSTRUCTOR

#1310 Section 01 [units: 3]
09/06-12/22 TR 02:00 PM - 03:15 PM HC0005 Raymond Godfrey

SAFETY 384 CONSTRUCTION ACCIDENT PREVENTION ... A combination of principles and practices designed to provide a basis for understanding the nature of accident prevention, health preservation and loss reduction in construction operations. The topics to be examined include federal safety and health regulations, techniques of hazard control, strategies for minimizing injuries and losses, and sources of assistance in resolving safety and health problems.

PREREQ: SAFETY 382 OR SAFETY 582 OR CONSENT OF INSTRUCTOR

#1312 Section 01 [units: 3]
09/06-12/22 T 05:00 PM - 07:30 PM HC0005 To Be Arranged

SAFETY 388 OCCUPATIONAL SAFETY & HEALTH STANDARDS AND APPLICATIONS ... This course is designed to provide the student with a comprehensive understanding of occupational safety and health standards and their application for the management of workplace injury prevention and health promotion. Topics to be examined include federal regulations and their interpretations and accident investigation methodologies.

PREREQ: SAFETY 380

#1314 Section 01 [units: 3]
09/06-12/22 R 06:30 PM - 09:00 PM HH1309 George Gruetzmacher

SAFETY 420 PRINCIPLES OF ENVIRONMENTAL MANAGEMENT ... This course addresses the U.S. Environmental Protection Agency regulations and the related responsibilities of the safety professional to insure compliance. Areas to be covered are: Safe Drinking Water Act, Storm Water Discharges, Hazardous Waste Disposal, Environmental Audits, Clean Air Act, etc.

PREREQ: CHEM 102 AND COREQ: SAFETY 453

#1348 Section 01 [units: 3]
09/06-12/22 TR 12:30 PM - 01:45 PM HH1309 Robert Evangelisti

SAFETY 450 BEHAVIORAL ASPECTS OF ACCIDENT PREVENTION ... Selected theories of accident causation and countermeasures are studied. Examination of physiological, medical, psychological, and sociological factors which influence behavior, and methods for modifying unsafe behavior.

PREREQ: SOPH ST OR CONS INSTR.

#1315 Section 01 [units: 3]
09/06-12/22 R 05:00 PM - 07:30 PM HH1307 To Be Arranged

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
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SAFETY 453 FUNDAMENTALS OF ENVIRONMENTAL LAW ... An examination of federal and state laws with judicial and regulatory interpretations having application to the management of the occupational and environmental safety & health responsibilities of private sector firms in the United States.

#1317 Section 01 [units: 3]

09/06-12/22	TR	09:30 AM - 10:45 AM	HH1309	Robert Evangelisti
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SAFETY 468 ERGONOMICS ... Study of human capabilities and limitations (physical, perceptual and cognitive) as the basis for improving human interactions with products, workstations and jobs. Review of human anatomical, physiological, perceptual and psychomotor characteristics applied to human-machine systems to enhance worker comfort, safety, health and productivity.

#3597 Section 01 [units: 3]

09/06-12/22	TR	09:30 AM - 10:45 AM	HH2311	Alvaro Taveira
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SAFETY 471 APPLIED METHODS IN ERGONOMICS ... Students will study methods and techniques for job and workstation evaluation to identify potential ergonomic hazards that contribute to work-related musculoskeletal disorders. At the conclusion of the course students will be able to select and apply appropriate ergonomics methods and techniques to industry-specific problems.

PREREQ: SAFETY 488/SAFETY 688 OR CONSENT OF INSTRUCTOR

#1318 Section 01 [units: 3]

09/06-12/22	TR	11:00 AM - 12:15 PM	HH2311	Alvaro Taveira
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SAFETY 474 FACILITY WATER MANAGEMENT ... This course will cover water related topics from a facility point of view. Topics to be covered are basic water ecology, drinking water sources, water quality monitoring, facility level water management, facility and municipal level wastewater treatment, basic water related public health issues, stormwater management, and water related regulatory compliance.

PREREQ: CHEM 102

#1320 Section 01 [units: 3]

09/06-12/22	MW	09:30 AM - 10:45 AM	HC0005	Donna Vosburgh
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SAFETY 479 PRINCIPLES AND METHODS OF INDUSTRIAL HYGIENE ... An introduction to the science and art of anticipating, recognizing, evaluating, and controlling the chemical, physical, and biological agents that affect the health and safety of workers. The laboratory provides working knowledge and hands-on experience with equipment for recognizing, analyzing, and evaluating occupational health hazards in industry. One 2.5 hour lecture and one 2.5 hour lab per week.

PREREQ: CHEM 102, (CHEM 104 OR CHEM 112), PHYSCS 130 AND MAJOR GPA OF 2.50

#1321 Section 01 [units: 5]

09/06-12/22	W	11:00 AM - 01:30 PM	HC0005A	Donna Vosburgh
09/06-12/22	M	11:00 AM - 01:30 PM	HC0005	Donna Vosburgh

SAFETY 481 ANALYSIS AND DESIGN FOR SAFETY IN INDUSTRIAL OPERATIONS ... The course reviews interpretations and applications of occupational safety and health standards. Emphasis is placed on local, state, federal and trade standards to numerous applications including materials handling, machine guarding, metalworking, electrical hazards, and flammable liquids. Class visitations to selected industries will be scheduled to assist students in understanding industrial and plant processes and to recognize potential hazards.

PREREQ: SAFETY 388, SAFETY 488, AND MAJOR GPA OF 2.5 FOR SAFETY MAJORS; COREQ: SAFETY 479

#3634 Section 01 [units: 3]

09/06-12/22	F	09:00 AM - 11:30 AM	HH2311	David Manke
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Dept. Consent

#4537 Section 02 [units: 3]

09/06-12/22	F	09:00 AM - 11:30 AM	HH1307	Kwangseog Ahn
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Dept. Consent

SAFETY 483 OCCUPATIONAL SAFETY MANAGEMENT ... Emphasis will be on the organizational and administrative problems that relate to risk assessments, occupational accidents, worker compensation management, safety committees and employee safety training programs. The course is designed for students majoring in the business related areas and future safety professionals who desire to develop an understanding of these management problems as well as applicable solutions.

PREREQ: SAFETY 388 OR CONSENT OF INSTRUCTOR, ONE SEMESTER OF COLLEGE STATISTICS, AND MAJOR GPA OF 2.50

#1325 Section 01 [units: 3]

09/06-12/22	TR	11:00 AM - 12:15 PM	HH1309	Todd Loushine
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SAFETY 485 FIRE PROTECTION/PREVENTION ... Control of fire through study of building construction to prevent fire spread, occupancy-hazard relationships, exposure to and from adjacent occupancies, lifesaving aspects, and the development of professional knowledge of flammable gases, liquids, combustible solids, dusts, chemicals, and explosives. Interpretation of appropriate codes will be covered.

PREREQ: CHEM 102 OR ONE SEMESTER OF GENERAL COLLEGE CHEMISTRY OR CONSENT OF INSTRUCTOR

#1327 Section 01 [units: 3]

09/06-12/22	MW	09:00 AM - 10:15 AM	HH2311	Tracy Buchman
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SAFETY 489 HAZARDOUS MATERIALS MANAGEMENT ... This course provides a framework for understanding the nature of hazardous materials and how the risks from such materials may be reduced. The focus is on the properties and characteristics of hazardous materials and the life cycle of hazardous materials (manufacturing/importing, use, storage, transportation, disposal and remediation); emphasizing hazardous material minimization and the best practices of using and handling hazardous materials based on their properties and characteristics.

PREREQ: CHEM 102, AND CHEM 112 OR CHEM 104; OR ONE YEAR OF GENERAL COLLEGE CHEMISTRY; OR CONSENT OF INSTRUCTOR

#1329 Section 01 [units: 3]

09/06-12/22	MW	02:00 PM - 03:15 PM	HH2311	Raymond Godfrey
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Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)

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

#1330 Section 01 [units: 1-12]
09/06-12/22 F 01:30 PM - 04:00 PM HH1307 Todd 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

#1331	Section 01	[units: 1-3]					Instructor Consent
	09/06-12/22	Arranged	Arranged		Kwangseog Ahn		
#1332	Section 02	[units: 1-3]					Instructor Consent
	09/06-12/22	Arranged	Arranged		Deborah Bowen		
#1333	Section 03	[units: 1-3]					Instructor Consent
	09/06-12/22	Arranged	Arranged		Tracy Buchman		
#1334	Section 04	[units: 1-3]					Instructor Consent
	09/06-12/22	Arranged	Arranged		Sang Choi		
#1335	Section 05	[units: 1-3]					Instructor Consent
	09/06-12/22	Arranged	Arranged		Todd Loushine		
#1336	Section 06	[units: 1-3]					Instructor Consent
	09/06-12/22	Arranged	Arranged		Alvaro Taveira		
#3958	Section 07	[units: 1-3]					Instructor Consent
	09/06-12/22	Arranged	Arranged		Donna Vosburgh		
#4492	Section 08	[units: 1-3]					Instructor Consent
	09/06-12/22	Arranged	Arranged		Robert Evangelisti		

*** GRADUATE LEVEL COURSES ***

SAFETY 582 SAFETY IN THE CONSTRUCTION INDUSTRY ... This course examines the practices and safety-related problems found in the construction industry. Administrative and organizational issues that impact construction safety programs are examined. Students will be introduced to specific problems and countermeasures for correction through lectures and field experiences. The course provides an overview of applicable OSHA and MSHA standards.

PREREQ: SAFETY 380 OR CONSENT OF INSTRUCTOR

#1311 Section 01 [units: 3]
09/06-12/22 TR 02:00 PM - 03:15 PM HC0005 Raymond Godfrey

SAFETY 584 CONSTRUCTION ACCIDENT PREVENTION ... A combination of principles and practices designed to provide a basis for understanding the nature of accident prevention, health preservation and loss reduction in construction operations. The topics to be examined include federal safety and health regulations, techniques of hazard control, strategies for minimizing injuries and losses, and sources of assistance in resolving safety and health problems.

PREREQ: SAFETY 382 OR SAFETY 582 OR CONSENT OF INSTRUCTOR

#1313 Section 01 [units: 3]
09/06-12/22 T 05:00 PM - 07:30 PM HC0005 To Be Arranged

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

#1316 Section 01 [units: 3]
09/06-12/22 R 05:00 PM - 07:30 PM HH1307 To Be Arranged

SAFETY 668 ERGONOMICS ... Study of human capabilities and limitations (physical, perceptual and cognitive) as the basis for improving human interactions with products, workstations and jobs. Review of human anatomical, physiological, perceptual and psychomotor characteristics applied to human-machine systems to enhance worker comfort, safety, health and productivity.

PREREQ: CONSENT OF INSTRUCTOR

#3598 Section 01 [units: 3] Instructor Consent
09/06-12/22 TR 09:30 AM - 10:45 AM HH2311 Alvaro Taveira

SAFETY 671 APPLIED METHODS IN ERGONOMICS ... Students will study methods and techniques for job and workstation evaluation to identify potential ergonomic hazards that contribute to work-related musculoskeletal disorders. At the conclusion of the course students will be able to select and apply appropriate ergonomics methods and techniques to industry-specific problems.

PREREQ: SAFETY 488/SAFETY 688 OR CONSENT OF INSTRUCTOR

#1319 Section 01 [units: 3]
09/06-12/22 TR 11:00 AM - 12:15 PM HH2311 Alvaro Taveira

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

SAFETY 679 PRINCIPLES AND METHODS OF INDUSTRIAL HYGIENE ... An introduction to the science and art of anticipating, recognizing, evaluating, and controlling the chemical, physical, and biological agents that affect the health and safety of workers. The laboratory provides working knowledge and hands-on experience with equipment for recognizing, analyzing, and evaluating occupational health hazards in industry. One 2.5 hour lecture and one 2.5 hour lab per week.

PREREQ: CHEM 102 OR CONSENT OF INSTRUCTOR

#1323	Section 01	[units: 5]				
	09/06-12/22	W	11:00 AM - 01:30 PM	HC0005A	Donna Vosburgh	
	09/06-12/22	M	11:00 AM - 01:30 PM	HC0005	Donna Vosburgh	

SAFETY 683 OCCUPATIONAL SAFETY MANAGEMENT ... Emphasis will be on the organizational and administrative problems that relate to risk assessments, occupational accidents, worker compensation management, safety committees and employee safety training programs. The course is designed for students majoring in the business related areas and future safety professionals who desire to develop an understanding of these management problems as well as applicable solutions.

PREREQ: SAFETY 388 OR CONSENT OF INSTRUCTOR, ONE SEMESTER OF COLLEGE STATISTICS, AND MAJOR GPA OF 2.50

#1326	Section 01	[units: 3]				
	09/06-12/22	TR	11:00 AM - 12:15 PM	HH1309	Todd Loushine	

SAFETY 685 FIRE PROTECTION/PREVENTION ... Control of fires through study of building construction to prevent fire spread, occupancy-hazard relationships, exposure to and from adjacent occupancies, lifesaving aspects, and the development of professional knowledge of flammable gases, liquids, combustible solids, dusts, chemicals, and explosives. Interpretation of appropriate codes will be covered.

PREREQ: CHEM 102 OR ONE SEMESTER OF GENERAL COLLEGE CHEMISTRY OR CONSENT OF INSTRUCTOR

#1328	Section 01	[units: 3]				
	09/06-12/22	MW	09:00 AM - 10:15 AM	HH2311	Tracy Buchman	

SAFETY 779 ADVANCED TOPICS IN INDUSTRIAL HYGIENE ... The course will address industrial hygiene topics from the perspective of an EHS manager. Topics include adjustment of occupational exposure limits for various working conditions, alternative methods of assessment, emergency response, and comprehensive health and safety program management. Professional issues including leadership, risk communication, and ethics will also be discussed.

#3583 Section 22 [units: 3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the Internet and an Internet browser.

	09/06-10/27	Arranged	Arranged	WEB BASED	Kwangseog Ahn	
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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.

#3596 Section 22 [units: 3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the Internet and an Internet browser.

	10/30-12/22	Arranged	Arranged	WEB BASED	Todd Loushine	
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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.

#1337 Section 22 [units: 3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

	09/06-12/22	Arranged	Arranged		Kwangseog Ahn	
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#1338 Section 23 [units: 3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

	09/06-12/22	Arranged	Arranged		Tracy Buchman	
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#1339 Section 24 [units: 3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

	09/06-12/22	Arranged	Arranged		Sang Choi	
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#1340 Section 25 [units: 3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

	09/06-12/22	Arranged	Arranged		Todd Loushine	
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#1341 Section 26 [units: 3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

	09/06-12/22	Arranged	Arranged		Alvaro Taveira	
	09/06-12/22	Arranged	Arranged		Alvaro Taveira	

#1358 Section 27 [units: 3] NOTE: Graduate 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		Donna Vosburgh	
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SAFETY 798 INDIVIDUAL STUDIES ... Study of a selected topic or topics under the direction of a faculty member.

#1342 Section 22 [units: 1-3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

	09/06-12/22	Arranged	Arranged		Kwangseog Ahn	
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#1343 Section 23 [units: 1-3] NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser. Instructor Consent

	09/06-12/22	Arranged	Arranged		Tracy Buchman	
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Class#	Section	(Units)	General Education Designation (if any)				Consent
<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>		
#1344	Section 24	[units: 1-3]	NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.				Instructor Consent
09/06-12/22	Arranged	Arranged		Sang Choi			
#1345	Section 25	[units: 1-3]	NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.				Instructor Consent
09/06-12/22	Arranged	Arranged		Todd Loushine			
#1346	Section 26	[units: 1-3]	NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.				Instructor Consent
09/06-12/22	Arranged	Arranged		Alvaro Taveira			
#3988	Section 27	[units: 1-3]	NOTE: Graduate online classes will be billed at \$637.43 per credit for all students. Students must have access to the Internet and an Internet browser.				Instructor Consent
09/06-12/22	Arranged	Arranged		Donna Vosburgh			

SCHOOL BUSINESS MANAGEMENT

School Business Management

*** GRADUATE LEVEL COURSES ***

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

#4480 Section 01 [units: 3] NOTE: Students must have access to the internet and an internet browser. One or more face-to-face weekend meetings in Whitewater may be requires. Dates TBD.

09/06-12/22 Arranged Arranged WEB BASED To Be Arranged

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

#4481 Section 01 [units: 3] NOTE: Students must have access to the internet and an internet browser. One or more face-to-face weekend meetings in Whitewater may be requires. Dates TBD.

09/06-12/22 Arranged Arranged WEB BASED To Be Arranged

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

#4482 Section 01 [units: 1-6] NOTE: The system defaults to 1 credits. Please be sure to input 3 credits to meet the full requirement. If you have questions, contact Diane Pertzborn, SBM Program Coordinator at 262-472-6947 or pertzbod@uww.edu.

09/06-12/22 Arranged Arranged To Be Arranged

SCHBUSMG 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.

#4483 Section 01 [units: 1-3]

09/06-12/22 Arranged Arranged To Be Arranged

Dept. Consent