

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

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

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

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

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

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

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

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

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

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

**ADMISSION TO UPPER DIVISION BUSINESS COURSES:**

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

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

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

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

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

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

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

**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**

#3604	Section 01	[units: 3]	NOTE: Common Exams are held from 3:00-5:30pm on 2/10, 3/3, and 4/7.
	01/17-05/19	TR	09:30 AM - 10:45 AM HH2310 Dawn Doering
#3609	Section 02	[units: 3]	NOTE: Common Exams are held from 3:00-5:30pm on 2/10, 3/3, and 4/7.
	01/17-05/19	MW	09:30 AM - 10:45 AM HH2314 Jane Weiss
#3605	Section 03	[units: 3]	NOTE: Common Exams are held from 3:00-5:30pm on 2/10, 3/3, and 4/7.
	01/17-05/19	TR	11:00 AM - 12:15 PM HH2203 Dawn Doering
#3606	Section 04	[units: 3]	NOTE: Common Exams are held from 3:00-5:30pm on 2/10, 3/3, and 4/7.
	01/17-05/19	MW	12:30 PM - 01:45 PM HH2319 Tong Yu
#3607	Section 05	[units: 3]	NOTE: Common Exams are held from 3:00-5:30pm on 2/10, 3/3, and 4/7.
	01/17-05/19	TR	12:30 PM - 01:45 PM HH2314 Michael Macdonald
#3608	Section 06	[units: 3]	NOTE: Common Exams are held from 3:00-5:30pm on 2/10, 3/3, and 4/7.
	01/17-05/19	MW	02:00 PM - 03:15 PM HH2306 Tong Yu
#3612	Section 07	[units: 3]	NOTE: Common Exams are held from 3:00-5:30pm on 2/10, 3/3, and 4/7.
	01/17-05/19	T	06:30 PM - 09:00 PM HH2314 Todd Gray
#3613	Section 22	[units: 3]	NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser.
	01/17-05/19	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**

#3614	Section 01	[units: 3]	NOTE: Common exam are 3:30-5:30pm on the following dates: Friday, February 10; Friday, March 10; Friday, April 7
	01/17-05/19	MW	08:00 AM - 09:15 AM HH2319 Jill Weber
#3615	Section 02	[units: 3]	NOTE: Common exam are 3:30-5:30pm on the following dates: Friday, February 10; Friday, March 10; Friday, April 7
	01/17-05/19	TR	08:00 AM - 09:15 AM HH2301 Robert Meyers
#3616	Section 03	[units: 3]	NOTE: Common exam are 3:30-5:30pm on the following dates: Friday, February 10; Friday, March 10; Friday, April 7
	01/17-05/19	MW	09:30 AM - 10:45 AM HH2319 Jill Weber
#3617	Section 04	[units: 3]	NOTE: Common exam are 3:30-5:30pm on the following dates: Friday, February 10; Friday, March 10; Friday, April 7
	01/17-05/19	TR	09:30 AM - 10:45 AM HH2301 Robert Meyers
#3618	Section 05	[units: 3]	NOTE: Common exam are 3:30-5:30pm on the following dates: Friday, February 10; Friday, March 10; Friday, April 7
	01/17-05/19	TR	11:00 AM - 12:15 PM HH2314 Michael Macdonald
#3619	Section 06	[units: 3]	NOTE: Common exam are 3:30-5:30pm on the following dates: Friday, February 10; Friday, March 10; Friday, April 7
	01/17-05/19	MW	11:00 AM - 12:15 PM HH2319 Jill Weber
#3620	Section 07	[units: 3]	NOTE: Common exam are 3:30-5:30pm on the following dates: Friday, February 10; Friday, March 10; Friday, April 7
	01/17-05/19	MW	12:30 PM - 01:45 PM HH2203 Michael Macdonald
#3622	Section 08	[units: 3]	NOTE: Common exam are 3:30-5:30pm on the following dates: Friday, February 10; Friday, March 10; Friday, April 7
	01/17-05/19	TR	02:00 PM - 03:15 PM HH2301 Robert Meyers
#3623	Section 09	[units: 3]	NOTE: Common exam are 3:30-5:30pm on the following dates: Friday, February 10; Friday, March 10; Friday, April 7
	01/17-05/19	MW	02:00 PM - 03:15 PM HH2319 Jill Weber
#3624	Section 10	[units: 3]	NOTE: Common exam are 3:30-5:30pm on the following dates: Friday, February 10; Friday, March 10; Friday, April 7
	01/17-05/19	MW	03:30 PM - 04:45 PM HH2310 Carol Normand
#3625	Section 11	[units: 3]	NOTE: Common exam are 3:30-5:30pm on the following dates: Friday, February 10; Friday, March 10; Friday, April 7
	01/17-05/19	MW	05:00 PM - 06:15 PM HH2310 Carol Normand
#3626	Section 12	[units: 3]	NOTE: Common exam are 3:30-5:30pm on the following dates: Friday, February 10; Friday, March 10; Friday, April 7
	01/17-05/19	T	05:00 PM - 07:30 PM HH2310 Carol Normand
	04/06	R	03:00 PM - 05:30 PM HH2305 Carol Normand MAKEUP CLASS
#3804	Section 22	[units: 3]	NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser.
	01/17-05/19	Arranged	Arranged WEB BASED Joe Gerard

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

**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**

#3628	Section 01	[units: 3]					
	01/17-05/19	MW	11:00 AM - 12:15 PM	HH2301	Linda Amann		
#3629	Section 02	[units: 3]					
	01/17-05/19	MW	12:30 PM - 01:45 PM	HH2301	Linda Amann		
#3630	Section 03	[units: 3]					
	01/17-05/19	TR	02:00 PM - 03:15 PM	HH2319	Dawn Doering		
#3631	Section 04	[units: 3]					
	01/17-05/19	TR	03:30 PM - 04:45 PM	HH2319	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**

#3632	Section 01	[units: 3]					
	01/17-05/19	TR	11:00 AM - 12:15 PM	HH2319	Lynn Hafemeister		
#3633	Section 02	[units: 3]					
	01/17-05/19	TR	12:30 PM - 01:45 PM	HH2203	Lynn Hafemeister		

**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.**

#3634	Section 01	[units: 3]					
	01/17-05/19	TR	12:30 PM - 01:45 PM	HH2301	Robert Meyers		
#3635	Section 02	[units: 3]					
	01/17-05/19	TR	02:00 PM - 03:15 PM	HH2310	Richard Cummings		
#3636	Section 03	[units: 3]					
	01/17-05/19	TR	03:30 PM - 04:45 PM	HH2310	Richard Cummings		

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

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

#3637	Section 01	[units: 3]					
	01/17-05/19	MW	02:00 PM - 03:15 PM	HH2314	Michael Macdonald		

**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**

#3638	Section 01	[units: 3]					
	01/17-05/19	MW	02:00 PM - 03:15 PM	HH2301	Kalana Malimage		
#3639	Section 02	[units: 3]					
	01/17-05/19	MW	03:30 PM - 04:45 PM	HH2301	Kalana Malimage		

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

**PREREQ: ACCOUNT 451 AND/OR PERMISSION OF INSTRUCTOR; ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION**

#3640	Section 01	[units: 3]					
	01/17-04/19	W	03:30 PM - 07:30 PM	HH3101	Robert Meyers		
	01/17-04/19	S	09:30 AM - 02:30 PM	HH3101	Robert Meyers		
	04/15	S	09:00 AM - 01:00 PM	HH3200	Robert Meyers		

Instructor Consent

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

**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**

#3641	Section 01	[units: 3]				
	01/17-04/15	TR	02:00 PM - 03:30 PM	HH2203	Joe Gerard	
#3642	Section 02	[units: 3]				
	04/19-05/04	MTWR	02:00 PM - 05:45 PM	HH2203	Joe 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**

#3643	Section 01	[units: 3]				
	01/17-05/19	TR	09:30 AM - 10:45 AM	HH2319	Lynn Hafemeister	
#3644	Section 02	[units: 3]				
	01/17-05/19	MW	11:00 AM - 12:15 PM	HH2314	Jane Weiss	
#3645	Section 03	[units: 3]				
	01/17-05/19	MW	12:30 PM - 01:45 PM	HH2314	Jane Weiss	

**ACCOUNT 463 ACCOUNTING FOR NONPROFIT ORGANIZATIONS ...** This course is designed to provide students with an in-depth study of accounting for state and local governments, colleges and universities, health-care entities, and voluntary health and welfare organizations. Special topics include auditing non-profit entities, analysis of governmental financial statements, and accounting for special-purpose entities. Finally, students will examine the differences between private and public sector accounting, including ethical considerations in the public sector.

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

#3646	Section 01	[units: 3]				
	01/17-05/19	MW	09:30 AM - 10:45 AM	HH2310	Meifang Xiang	

**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**

#3647	Section 01	[units: 3]				
	01/17-05/19	TR	02:00 PM - 03:15 PM	HH2314	William Tatman	
#3648	Section 02	[units: 3]				
	01/17-05/19	TR	03:45 PM - 05:00 PM	HH2314	William Tatman	

**ACCOUNT 490 WORKSHOP ...** Group activity oriented presentations emphasizing "hands on" and participatory instructional techniques. Repeatable.

**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**

#3936	Section 01	[units: 3]				
	01/17-05/19	MW	09:30 AM - 10:45 AM	HH3202	Linda Amann	EXCEL FOR ACCOUNTANTS
#3935	Section 02	[units: 3]				
	PREREQ: ACCOUNT 343					
	01/17-05/19	MW	03:30 PM - 04:45 PM	HH3202	Linda Amann	EXCEL FOR ACCOUNTANTS

**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.**

#3649	Section 01	[units: 2-6]					Dept. Consent
	01/17-05/19	Arranged	Arranged	ARRANGED	William Tatman		

**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**

#4628	Section 01	[units: 1-3]					Dept. Consent
	01/17-05/19	Arranged	Arranged		To Be Arranged		

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

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

**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.**

#3651	Section 02	[units: 3]					
	01/17-05/19	TR	02:00 PM - 03:15 PM	HH2310	Richard Cummings		
#3652	Section 03	[units: 3]					
	01/17-05/19	TR	03:30 PM - 04:45 PM	HH2310	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**

#3653	Section 01	[units: 3]					Dept. Consent
	01/17-04/15	TR	02:00 PM - 03:30 PM	HH2203	Joe Gerard		
#3654	Section 02	[units: 3]					Dept. Consent
	04/19-05/04	MTWR	02:00 PM - 05:45 PM	HH2203	Joe 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.**

#3655	Section 01	[units: 2]					
	01/17-03/11	T	06:30 PM - 09:50 PM	HH3202	Richard Cummings		

**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**

#3656	Section 01	[units: 3]					
	01/17-05/19	MW	12:30 PM - 01:45 PM	HH2310	Meifang Xiang		
#3657	Section 02	[units: 3]					
	01/17-05/19	MW	02:00 PM - 03:15 PM	HH2310	Meifang Xiang		

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

**PREREQ: ACCOUNT 465 OR CONSENT OF DEPARTMENT**

#3658	Section 01	[units: 3]					
	01/17-05/19	MW	11:00 AM - 12:15 PM	HH2302	Kalana Malimage		
#4482	Section 02	[units: 3]					
	01/17-05/19	MW	12:30 PM - 01:45 PM	HH2309	Darcy Becker		
	02/28-03/16	MW	12:30 PM - 01:45 PM	HH3101	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**

#3659	Section 01	[units: 3]					
	01/17-05/19	MW	09:30 AM - 10:45 AM	HH2301	Abbie Daly		
#3660	Section 02	[units: 3]					
	01/17-05/19	MW	11:00 AM - 12:15 PM	HH2310	Abbie Daly		

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

**PREREQ: ADMISSION TO MPA PROGRAM AND DEPARTMENT CONSENT**

#3661	Section 01	[units: 1-3]					Dept. Consent
	01/17-05/19	Arranged	Arranged	ARRANGED	William Tatman		

**ACCOUNT 794 SEMINAR ...** Variable topics. Group activity. An advanced course of study in a defined subject matter area emphasizing a small group in intense study with a faculty member.

#4604	Section 01	[units: 3]	NOTE: All students must attend VITA training 1/21/17 from 9:30 AM - 2:30 PM and 1/25/17 from 3:30 - 7:30 PM. Additionally, all students must choose 4 VITA Clinic dates to attend per instructions provided in class; clinic hours are Wednesdays from 3:30pm ÷ 7:30pm and Saturdays from 9:30am ÷ 2:30pm.				Dept. Consent
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**PREREQ: ADMISSION TO MPA PROGRAM AND DEPARTMENT CONSENT** **PREREQ: YOU MUST PASS THE IRS PROFICIENCY EXAMS PRIOR TO THE FIRST CLASS SESSION AND PRINT OUT AND TURN IN A CERTIFICATE OF COMPLETION.**

01/17-05/19	M	03:30 PM - 04:45 PM	HH2314	Darcy Becker	TRAINING & DEVLP IN TAXATION		
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Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)	
#4605	Section 02	[units: 3]	NOTE: All students must attend VITA training 1/21/17 from 9:30 AM - 2:30 PM and 1/25/17 from 3:30 - 7:30 PM. Additionally, all students must choose 4 VITA Clinic dates to attend per instructions provided in class; clinic hours are Wednesdays from 3:30pm ÷ 7:30pm and Saturdays from 9:30am ÷ 2:30pm.			Dept. Consent
PREREQ: ADMISSION TO MPA PROGRAM AND DEPARTMENT CONSENT. COREQ: YOU MUST PASS THE IRS PROFICIENCY EXAMS PRIOR TO THE FIRST CLASS SESSION AND PRINT OUT AND TURN IN A CERTIFICATE OF COMPLETION.						
01/17-05/19	M	05:00 PM - 06:15 PM	HH2314	Darcy Becker	TRAINING & DEVLP IN TAXATION	

**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.**

#3662	Section 01	[units: 1-3]				Dept. Consent
01/17-05/19	Arranged	Arranged	To Be Arranged			
#3663	Section 02	[units: 1-3]				Dept. Consent
01/17-05/19	Arranged	Arranged	To Be Arranged			
#3665	Section 04	[units: 1-3]				Dept. Consent
01/17-05/19	TR	05:00 PM - 06:15 PM	HH2314	To Be Arranged		

**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.**

#3532	Section 01	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	MW	09:30 AM - 10:45 AM	HH2312	James Feigenbaum		
01/17-05/19	F	09:30 AM - 10:45 AM	HH2312	James Feigenbaum	RECITATION	
#3533	Section 02	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	MW	11:00 AM - 12:15 PM	HH2312	Daniel Teferra		
01/17-05/19	F	11:00 AM - 12:15 PM	HH1000	Daniel Teferra	RECITATION	
#3534	Section 03	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	MW	11:00 AM - 12:15 PM	HH2101	Linh Pham		
01/17-05/19	F	11:00 AM - 12:15 PM	ARRANGED	Linh Pham	RECITATION	
#3535	Section 04	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	MW	12:30 PM - 01:45 PM	HH2312	James Feigenbaum		
01/17-05/19	F	12:30 PM - 01:45 PM	HH2312	James Feigenbaum	RECITATION	
#3536	Section 05	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	TR	12:30 PM - 01:45 PM	HH2101	Nicholas Lovett		
01/17-05/19	F	12:30 PM - 01:45 PM	HH2101	Nicholas Lovett	RECITATION	
#3537	Section 06	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	MW	02:00 PM - 03:15 PM	HH2312	Daniel Teferra		
01/17-05/19	F	02:00 PM - 03:15 PM	HH1000	Daniel Teferra	RECITATION	
#3538	Section 07	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	TR	02:00 PM - 03:15 PM	HH2312	Shreyasee Das		
01/17-05/19	F	02:00 PM - 03:15 PM	ARRANGED	Shreyasee Das	RECITATION	
#3539	Section 08	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	MW	03:30 PM - 04:45 PM	HH2312	Linh Pham		
01/17-05/19	F	03:30 PM - 04:45 PM	HH2312	Linh Pham	RECITATION	
#3540	Section 09	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	W	06:30 PM - 09:00 PM	HH2312	L Marks		
01/17-05/19	F	03:30 PM - 04:45 PM	ARRANGED	L Marks	RECITATION	
#3934	Section 10	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	MW	03:30 PM - 04:45 PM	HH1301	L Marks		
01/17-05/19	F	03:00 PM - 04:45 PM	HH2101	L Marks		

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

**PREREQ: ECON 201**

#3541	Section 01	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	MW	09:30 AM - 10:45 AM	HH2101	Daniel Teferra		
#3542	Section 02	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	TR	09:30 AM - 10:45 AM	HH2312	Sujata Saha		
#3543	Section 03	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	MW	11:00 AM - 12:15 PM	HH1308	Eylem Ersal Kiziler		
#3544	Section 04	[units: 3]	Gen Ed Social Science (GS)			
01/17-05/19	MW	12:30 PM - 01:45 PM	HH1308	Eylem Ersal Kiziler		

## 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>
#3545	Section 05	[units: 3]	Gen Ed Social Science (GS)			
	03/13-05/19	TR	05:30 PM - 08:00 PM	HH1308	Stuart Glosser	
#3546	Section 06	[units: 3]	Gen Ed Social Science (GS)			
	01/17-05/19	TR	12:30 PM - 01:45 PM	HH2312	Sujata Saha	
#3547	Section 07	[units: 3]	Gen Ed Social Science (GS)			
	01/17-05/19	MW	02:00 PM - 03:15 PM	HH1308	Lei Guo	
#3548	Section 22	[units: 3]	Gen Ed Social Science (GS)	NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser. . A Webcam may be required for remote exam monitoring.		
	01/17-05/19	Arranged	Arranged	WEB BASED	Russell Kashian	

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

**PREREQ: SOPHOMORE STATUS**

#3549	Section 01	[units: 3]	Gen Ed Social Science (GS)			
	01/17-05/19	TR	02:00 PM - 03:15 PM	HH1300	David Bashaw	

**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**

#3550	Section 01	[units: 3]				
	01/17-05/19	MW	09:30 AM - 10:45 AM	HH1300	Matthew Winden	
#3551	Section 02	[units: 3]				
	01/17-05/19	TR	09:30 AM - 10:45 AM	HH1300	David Bashaw	
#3552	Section 03	[units: 3]				
	01/17-05/19	TR	09:30 AM - 10:45 AM	HH1308	Nicholas Lovett	
#3553	Section 04	[units: 3]				
	01/17-05/19	TR	11:00 AM - 12:15 PM	HH1300	Thomas Schweigert	
#3554	Section 05	[units: 3]				
	01/17-05/19	TR	11:00 AM - 12:15 PM	HH1308	Yuhan Xue	
#3555	Section 06	[units: 3]				
	01/17-05/19	MW	12:30 PM - 01:45 PM	HH1300	Linh Pham	
#3556	Section 07	[units: 3]				
	01/17-05/19	TR	12:30 PM - 01:45 PM	HH1300	David Bashaw	
#3557	Section 08	[units: 3]				
	01/17-05/19	TR	02:00 PM - 03:15 PM	HH1308	Nicholas Lovett	
#3558	Section 09	[units: 3]				
	01/17-05/19	MW	03:30 PM - 04:45 PM	HH1300	Gabriel Courey	
#3559	Section 10	[units: 3]				
	01/17-05/19	TR	03:30 PM - 04:45 PM	HH1300	Thomas Schweigert	
#3560	Section 11	[units: 3]				
	01/17-05/19	MW	05:00 PM - 06:15 PM	HH1300	Linh Pham	
#3561	Section 12	[units: 3]				
	01/17-05/19	M	06:30 PM - 09:00 PM	HH1300	Gabriel Courey	

**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**

#3562	Section 01	[units: 3]				
	01/17-05/19	MW	11:00 AM - 12:15 PM	HH1301	Lei Guo	
	01/17-05/19	F	11:00 AM - 12:15 PM	HH1301	Lei Guo	RECITATION

**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**

#3563	Section 01	[units: 3]				
	01/17-05/19	TR	03:30 PM - 04:45 PM	HH1301	Yuhan Xue	
	01/17-05/19	TR	03:30 PM - 04:45 PM	HH3202	Yuhan Xue	

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

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

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

#3564 Section 01 [units: 3] U.S. Racial/Ethnic Diversity (DV)  
01/17-05/19 TR 09:30 AM - 10:45 AM HH1301 Russell Kashian

**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**

#3565 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser.  
01/17-05/19 Arranged Arranged WEB BASED Stuart Glosser

**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**

#3566 Section 01 [units: 3]  
01/17-05/19 TR 11:00 AM - 12:15 PM HH1301 Shreyasee Das

**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**

#3567 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser. . A Webcam may be required for remote exam monitoring.  
01/17-05/19 Arranged Arranged WEB BASED Eylem Ersal Kiziler

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

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

#3568 Section 01 [units: 3]  
01/17-05/19 TR 05:00 PM - 06:15 PM HH1301 Thomas Schweigert

**ECON 437 MANAGERIAL ECONOMICS ...** *The course uses the tools and techniques of economic analysis to solve managerial problems. The emphasis is on practical applications. Topics: optimization techniques; analysis and estimation of demand and costs of production; market structures and pricing practice.*

**PREREQ: ECON 201 (FORMERLY 212) AND ECON 245, 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**

#3569 Section 01 [units: 3]  
01/17-05/19 MW 12:30 PM - 01:45 PM HH1301 L Marks

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

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

#3570 Section 01 [units: 3]  
01/17-05/19 TR 02:00 PM - 03:15 PM HH1301 Yuhan Xue

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

**PREREQ: ECON 345 WITH C+ OR BETTER; ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS; 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION**

#3571 Section 01 [units: 3]  
01/17-05/19 MW 09:30 AM - 10:45 AM HH1301 David Welsch  
01/17-05/19 MW 09:30 AM - 10:45 AM HH1301 Yamin Ahmad  
01/17-05/19 MW 09:30 AM - 10:45 AM HH3101 David Welsch  
01/17-05/19 MW 09:30 AM - 10:45 AM HH3101 Yamin Ahmad



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

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

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

#3572 Section 01 [units: 3]

01/17-05/19 MW 02:00 PM - 03:15 PM HH1301 Matthew Winden

**ECON 489 ECONOMICS SENIOR CAPSTONE ...** *The Economics Capstone is a course for seniors soon to graduate with an Economics degree. Students will reflect on their previous education and demonstrate proficiency in program learning objectives. Student work will center on the production of a substantial high-quality thesis on a student-chosen topic of economic interest.*

**PREREQ: ECONOMICS BBA OR BA/BS MAJOR; COMPLETION OF OR CONCURRENT REGISTRATION IN ECON 301, 302, AND 345; SENIOR STATUS; AND CONSENT OF INSTRUCTOR**

#3573 Section 01 [units: 3]

01/17-05/19 TR 12:30 PM - 01:45 PM HH1301 Jeffery Heinrich

S/NC Grading Basis Only

**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**

#3583 Section 01 [units: 1]

01/17-05/19 Arranged Arranged David Bashaw

Dept. Consent

#3584 Section 02 [units: 1]

01/17-05/19 Arranged Arranged David Bashaw

#3585 Section 03 [units: 3]

01/17-05/19 Arranged Arranged Lei Guo

Dept. Consent

#3586 Section 04 [units: 1-3]

01/17-05/19 Arranged Arranged David Bashaw

Dept. Consent

#3587 Section 05 [units: 1-3]

01/17-05/19 Arranged Arranged David Bashaw

Dept. Consent

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

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

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

#3574 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.

01/17-03/11 Arranged Arranged WEB BASED Stuart Glosser

**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.**

#3575 Section 01 [units: 2]

03/13-05/19 T 06:30 PM - 09:50 PM HH2312 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**

#3576 Section 01 [units: 2]

03/13-05/19 M 06:30 PM - 09:50 PM HH1308 Lei Guo

**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**

#3577 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.

01/17-03/11 Arranged Arranged WEB BASED Russell Kashian

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

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

**PREREQ: ECON 738 AND ECON 733**

#3578 Section 01 [units: 3]

01/17-05/19	MW	02:00 PM - 03:15 PM	HH1300	David Welsch
01/17-05/19	MW	02:00 PM - 03:15 PM	HH1300	Yamin Ahmad
01/17-05/19	MW	02:15 PM - 03:30 PM	HH3101	David Welsch
01/17-05/19	MW	02:15 PM - 03:30 PM	HH3101	Yamin Ahmad

**ECON 741 ADVANCED TOPICS IN MICROECONOMICS ...** This is the second course in the graduate microeconomics sequence. It extends the theories and techniques introduced in ECON 731. Specifically, the many different fields of study in microeconomics are introduced and explored such as: industrial organization, game theory and managerial, international, public, environmental, development, labor, health and urban economics.

**PREREQ: ECON 738 AND ECON 731**

#3579 Section 01 [units: 3]

01/17-05/19	MW	05:00 PM - 06:00 PM	HH3202	Matthew Winden
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**ECON 743 ECONOMETRICS II ...** Econometrics II introduces students to advanced techniques in modeling. In the course, students will study applied methods for model selection, implementation, and inference for cross sectional, time series, and panel data. The major emphasis will be on understanding these models from an intuitive perspective and estimating these using computer programs.

**PREREQ: ECON 733 AND ECON 738**

#3580 Section 01 [units: 3]

01/17-05/19	MW	08:00 AM - 09:15 AM	HH1300	David Welsch
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**ECON 761 BUSINESS AND ECONOMIC FORECASTING ...** Techniques for operational business forecasting with emphasis on time-series methods. Topics covered include single and multiequation regression models; trend analysis; smoothing techniques, decomposition methods; Box-Jenkins time series methods; evaluation of forecasts; and the integration of forecasting in the decision making process.

**PREREQ: ECON 733 OR WITH CONSENT OF THE INSTRUCTOR.**

#3581 Section 01 [units: 3]

01/17-05/19	MW	11:00 AM - 12:15 PM	HH3101	Yamin Ahmad
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Dept. Consent

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

**PREREQ: ENTRY INTO MS APPLIED ECONOMICS PROGRAM**

#3582 Section 01 [units: 1] NOTE: Pass/Fail. Class meets Monday of every month, except first Monday of the month

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

#4681 Section 01 [units: 1-3]

03/13-05/19	Arranged	Arranged		Russell Kashian
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## FINANCE AND BUSINESS LAW

### Finance & Business Law

**FNBSLW 341 BUSINESS AND COMMERCIAL LAW ...** An introduction to business and the law. Includes topics such as legal systems, court procedure, business torts and crimes, contracts and related areas of the Uniform Commercial Code, government regulation of business, and the ethical and legal rights and duties of individuals and businesses in our society.

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

#4033 Section 01 [units: 3]

01/17-05/19	MW	09:30 AM - 10:45 AM	HH2306	Amy Verbos
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#4034 Section 02 [units: 3]

01/17-05/19	MW	11:00 AM - 12:15 PM	HH2306	Amy Verbos
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#4035 Section 03 [units: 3]

01/17-05/19	TR	12:30 PM - 01:45 PM	HH1302	Ruzhen Wei
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#4036 Section 04 [units: 3]

01/17-05/19	TR	02:00 PM - 03:15 PM	HH1302	Ruzhen Wei
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#4037 Section 05 [units: 3]

01/17-05/19	TR	03:30 PM - 04:45 PM	HH1305	Jeffrey Hahn
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#4038 Section 06 [units: 3]

01/17-05/19	M	06:30 PM - 09:00 PM	HH1311	Jeffrey Hahn
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#4039 Section 07 [units: 3]

01/17-05/19	W	06:30 PM - 09:00 PM	HH1311	Levi Citrin
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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>
#4518	Section 08 [units: 3]				
01/17-05/19	MW	02:00 PM - 03:15 PM	HH1302	Curt Weber	

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

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

#4040	Section 01 [units: 3]				
01/17-05/19	MW	11:00 AM - 12:15 PM	HH1302	Curt Weber	

**FNBSLW 344 BUSINESS FINANCE ...** Problems of financing long-run funds requirements of the business enterprise to include reserve and dividend policies, promotion, expansion, combination of business, planning, planning of capital structure, legal forms of business enterprise.

**PREREQ: ACCOUNT 249 OR ACCOUNT 261; ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS, OR 60 UNITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION**

#4041	Section 01 [units: 3]				
01/17-05/19	MW	09:30 AM - 10:45 AM	HH1305	Rashiqa Kamal	
#4042	Section 02 [units: 3]				
01/17-05/19	MW	12:30 PM - 01:45 PM	HH1311	Linda Yu	
#4043	Section 03 [units: 3]				
01/17-05/19	MW	03:30 PM - 04:45 PM	HH2317	Timothy Carr	
#4044	Section 04 [units: 3]				
01/17-05/19	TR	12:30 PM - 01:45 PM	HH1305	Robert New	
#4045	Section 05 [units: 3]				
01/17-05/19	TR	02:00 PM - 03:15 PM	HH1305	Robert New	
#4046	Section 06 [units: 3]				
01/17-05/19	M	06:30 PM - 09:00 PM	HH2317	Joel Schleusner	
#4047	Section 07 [units: 3]				
01/17-05/19	W	05:00 PM - 07:30 PM	HH1305	Mohammad Jafarinejad	
#4048	Section 08 [units: 3]				
01/17-05/19	W	06:30 PM - 09:00 PM	HH2317	Joel Schleusner	
#4049	Section 22 [units: 3]	NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.			
01/17-05/19	Arranged	Arranged	WEB BASED	Rashiqa Kamal	

**FNBSLW 345 INVESTMENTS ...** A study of the various types of investments available, the markets in which they are traded, the techniques used to make sound investment decisions, and the factors which affect those decisions for various types of investors.

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

#4050	Section 01 [units: 3]				
01/17-05/19	TR	09:30 AM - 10:45 AM	HH1302	Pascal Letourneau	
#4051	Section 02 [units: 3]				
01/17-05/19	TR	11:00 AM - 12:15 PM	HH1302	Pascal Letourneau	
#4052	Section 03 [units: 3]				
01/17-05/19	MW	12:30 PM - 01:45 PM	HH1305	Mohammad Jafarinejad	

**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**

#4053	Section 01 [units: 3]				
01/17-05/19	TR	02:00 PM - 03:15 PM	HH2317	Kenneth Soyeh	
#4054	Section 02 [units: 3]				
01/17-05/19	TR	03:30 PM - 04:45 PM	HH2317	Kenneth Soyeh	

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

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

#4055	Section 01 [units: 3]				
01/17-05/19	MW	11:00 AM - 12:15 PM	HH1305	Rashiqa Kamal	
#4056	Section 02 [units: 3]				
01/17-05/19	TR	12:30 PM - 01:45 PM	HH1311	Arjan Premfi	
#4057	Section 03 [units: 3]				
01/17-05/19	TR	03:30 PM - 04:45 PM	HH1311	Arjan Premfi	

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

**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**

#4058 Section 01 [units: 3]

01/17-05/19 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**

#4059 Section 01 [units: 3]

01/17-05/19 W 05:00 PM - 07:30 PM HH1308 Gene Toboyek

**FNBSLW 402 ADVANCED RETIREMENT AND FINANCIAL PLANNING ...** This course is an advanced study of the various disciplines in the financial planning industry, specializing in retirement planning for businesses and individuals. Students will further their understanding of the financial services industry through the exploration of the regulatory environment of the practices of financial planning and its integrated disciplines, such as investments and insurance.

**PREREQ: FNBSLW 401**

#4060 Section 01 [units: 3]

01/17-05/19 MW 12:30 PM - 01:45 PM HH2317 Gene Toboyek

**FNBSLW 410 MULTINATIONAL BUSINESS FINANCE ...** Application of financial theory to multinational firms. The course includes an investigation of: determinants of international portfolio and direct investment, management of foreign exchange positions, a survey of the international financial environment, multinational credit institutions and markets and taxation.

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

#4061 Section 01 [units: 3]

01/17-05/19 T 05:00 PM - 07:30 PM HH1302 Arjan Prenti

**FNBSLW 440 WATER LAW ...** Legal and policy issues related to the allocation and protection of freshwater. The right to surface and ground waters in eastern riparian and western prior appropriation systems, public rights in water, federal and Indian water rights, resolving transboundary water conflicts, and environmental law impacts on water rights. Particular attention is paid to Wisconsin and Great Lakes.

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

#4062 Section 01 [units: 3]

01/17-05/19 W 05:00 PM - 07:30 PM HH1303 Linda Reid

**FNBSLW 442 ESTATES AND TRUSTS ...** A study of the substantive and procedural laws relating to wills, estates, trusts, guardianships, fiduciaries, estate taxation, retirement, and end-of-life planning.

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

#4063 Section 01 [units: 3]

01/17-05/19 MW 08:00 AM - 09:15 AM HH1311 Gene Toboyek

#4064 Section 02 [units: 3]

01/17-05/19 MW 09:30 AM - 10:45 AM HH1311 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**

#4065 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses for 2016-2017 is \$389. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.

01/17-05/19 Arranged Arranged WEB BASED 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 FINANCIAL PLANNING, INSURANCE, OR REAL ESTATE. ADMISSION TO UPPER DIVISION AND 2.5 COMBINED CUMULATIVE GPA REQUIRED.**

#4066 Section 01 [units: 3]

01/17-05/19 TR 11:00 AM - 12:15 PM HH1311 Muhammad Bakhtear Talukdar

#4067 Section 02 [units: 3]

01/17-05/19 TR 09:30 AM - 10:45 AM HH1311 Muhammad Bakhtear Talukdar

#4068 Section 03 [units: 3]

01/17-05/19 MW 02:00 PM - 03:15 PM HH1305 Zaifeng Fan

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

**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**

#4069 Section 01 [units: 3]

01/17-05/19 MW 09:30 AM - 10:45 AM HH2317 Yuan Yuan

#4070 Section 02 [units: 3]

01/17-05/19 MW 11:00 AM - 12:15 PM HH2317 Yuan Yuan

**FNBSLW 455 CORPORATE GOVERNANCE AND ADMINISTRATIVE LAW ... Every business activity is affected by the issues of corporate governance and administrative law. This course will examine how modern corporations are governed and to whom they are responsible. The course explores business, financial, political, ethical, and legal issues affecting systems by which corporations are directed and controlled. Students will examine the nature of the corporation, the basic theory of the firm, the internal and external architecture of corporate governance, the role of regulatory authorities, models of corporate governance, principal-agent theory within the corporate context, as well as corporate culture, corruption, management and board compensation, sustainability, and conceptions of social responsibility. The course will focus on both the theoretical and policy implications of corporate governance, including legislation implemented to effect reforms and set new standards in the wake of corporate scandals. Although the central focus of the course is U.S. corporate governance, systems used in other countries and the trend toward international convergence in corporate governance is also examined.**

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

#4071 Section 01 [units: 3]

01/17-05/19 MW 09:30 AM - 10:45 AM HH1302 Curt Weber

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

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

#4072 Section 01 [units: 3]

01/17-05/19 TR 09:30 AM - 10:45 AM HH1305 Garrett Smith

#4073 Section 02 [units: 3]

01/17-05/19 TR 11:00 AM - 12:15 PM HH1305 Garrett Smith

#4074 Section 03 [units: 3]

01/17-05/19 TR 02:00 PM - 03:15 PM HH1311 Muhammad Bakhtear Talukdar

**FNBSLW 457 REAL ESTATE DEVELOPMENT ... A course covering all phases of the site selection, development, marketing, and business organization. The course deals with both long and short-term leasing, financing, appraising, development of industrial parks, rehabilitation, investment in, management of, zoning and tax factors of industrial and corporate real estate.**

**PREREQ: FNBSLW 348, ADMISSION TO THE COLLEGE AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION**

#4075 Section 01 [units: 3]

01/17-05/19 R 05:00 PM - 07:30 PM HH1302 Kenneth Soyeh

**FNBSLW 464 ADVANCED LIFE AND HEALTH INSURANCE AND PENSIONS ... Consideration of advanced topics in life and health insurance. Among topics covered are principles underlying life insurance, individual life insurance contracts, business uses of life insurance, fixed and variable annuities, individual health coverages, group insurance principles and uses and pensions. Instructor Consent required.**

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

#4076 Section 01 [units: 3]

01/17-05/19 MW 02:00 PM - 03:15 PM HH2317 Yuan Yuan

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

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

#4077 Section 01 [units: 3]

01/17-05/19 TR 11:00 AM - 12:15 PM HH2202 Robert New

Dept. Consent

#4545 Section 02 [units: 3]

01/17-05/19 TR 03:30 PM - 04:45 PM HH2202 Robert New

Dept. Consent

**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**

#4078 Section 01 [units: 3]

01/17-05/19 W 05:00 PM - 07:30 PM HH2202 Robert New

Dept. Consent

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

**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.**

#4079 Section 01 [units: 1-3] Dept. Consent  
01/17-05/19 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**

#4080 Section 01 [units: 1-3] Dept. Consent  
01/17-05/19 Arranged Arranged Linda Yu

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

**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**

#4082 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.

03/13-05/19 Arranged Arranged WEB BASED Mohammad Jafarinejad

**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**

#4083 Section 01 [units: 3]  
01/17-05/19 W 06:30 PM - 09:00 PM HH1302 Zaifeng Fan

#4084 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.

01/17-05/19 Arranged Arranged WEB BASED Linda Yu

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

**PREREQ: FNBSLW 718**

#4085 Section 01 [units: 3]  
01/17-05/19 R 06:30 PM - 09:00 PM HH1305 Garrett Smith

**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.**

#4086 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.

01/17-05/19 Arranged Arranged WEB BASED Michael Chitavi

**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**

#4087 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.

01/17-05/19 Arranged Arranged WEB BASED Zaifeng Fan

**FNBSLW 785 FINANCIAL MODELING ... This course provides hands-on experience for students to access financial information and perform financial analysis. It covers formula building, referencing, integrated financials, scenario and sensitivity analysis, and data visualization techniques.**

**PREREQ: FNBSLW 718 OR EQUIVALENT**

#4088 Section 01 [units: 3]  
01/17-05/19 T 06:30 PM - 09:00 PM HH2202 Pascal Letourneau

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

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

#4089 Section 01 [units: 1-3] NOTE: Section 01 is designed for students interested in a project related to Finance or Law. Dept. Consent  
01/17-05/19 Arranged Arranged Linda Yu

#4526 Section 02 [units: 1-3] Dept. Consent  
01/17-05/19 Arranged Arranged Curt Weber ADV BUSINESS & COMMERCIAL LAW

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#4090	Section 22 [units: 1-3]	NOTE: Section 02 is designed for students interested in a project related to Finance or Law. 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.			
01/17-05/19	Arranged	Arranged	WEB BASED	Linda Yu	

## 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**

#4091	Section 01 [units: 3]				
01/17-05/19	MW	11:00 AM - 12:15 PM	HH3202	Christina Outlay	
#4092	Section 02 [units: 3]				
01/17-05/19	TR	11:00 AM - 12:15 PM	HH3202	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**

#4093	Section 01 [units: 3]				
01/17-05/19	TR	11:00 AM - 12:15 PM	HH3200	Sara Deschner	
#4094	Section 02 [units: 3]				
01/17-05/19	TR	02:00 PM - 03:15 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**

#4095 Section 01 [units: 3] NOTE: This is an interactive course for business information systems and hands on databases 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.

01/17-05/19	TR	11:00 AM - 12:15 PM	HH2101	Choton Basu	
01/17-05/19	TR	11:00 AM - 12:15 PM	HH2101	Linda Amann	
#4096	Section 02 [units: 3]	NOTE: Instruction will be either the classroom or the computer lab. Students will meet in the classroom (HH3101) for first class session. Room scheduling for the remainder of the semester will be provided by the instructor.			
01/17-05/19	TR	11:00 AM - 12:15 PM	HH3101	Robert Leitheiser	
01/17-05/19	TR	11:00 AM - 12:15 PM	HH2306	Robert Leitheiser	
#4097	Section 03 [units: 3]	NOTE: Instruction will be either the classroom or the computer lab. Students will meet in the classroom (HH3101) for first class session. Room scheduling for the remainder of the semester will be provided by the instructor.			
01/17-05/19	TR	12:30 PM - 01:45 PM	HH3101	Theresa Miller	
01/17-05/19	TR	12:30 PM - 01:45 PM	HH2306	Theresa Miller	
#4098	Section 04 [units: 3]	NOTE: Instruction will be either the classroom or the computer lab. Students will meet in the classroom (HH3101) for first class session. Room scheduling for the remainder of the semester will be provided by the instructor.			
01/17-05/19	T	05:00 PM - 07:30 PM	HH1306	Theresa Miller	
01/17-05/19	T	05:00 PM - 07:30 PM	HH3101	Theresa Miller	

#4099 Section 22 [units: 3] NOTE: Students must have access to the internet and an internet provider. The tuition for online courses in the College of Business and Economics is \$389 per credit for both resident and non-resident students.

01/17-05/19	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**

#4100	Section 01 [units: 3]				
01/17-05/19	TR	12:30 PM - 01:45 PM	HH3202	Li-Chung Yin	
#4101	Section 02 [units: 3]				
01/17-05/19	TR	02:00 PM - 03:15 PM	HH3202	Li-Chung Yin	

**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**

#4102	Section 01 [units: 3]				
01/17-05/19	MW	09:30 AM - 10:45 AM	HH1306	Anto Verghese	
#4103	Section 02 [units: 3]				
01/17-05/19	MW	11:00 AM - 12:15 PM	HH1306	Anto Verghese	

<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>
#4104 Section 03 [units: 3] 01/17-05/19	TR	11:00 AM - 12:15 PM	HH1306	Richard Pues	
#4105 Section 04 [units: 3] 01/17-05/19	TR	12:30 PM - 01:45 PM	HH1306	Richard Pues	
#4106 Section 05 [units: 3] 01/17-05/19	MW	03:30 PM - 04:45 PM	HH1303	Anna Land	
#4337 Section 06 [units: 3] 01/17-05/19	M	06:30 PM - 09:00 PM	HH1306	Patrick Tierney	

**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**

#4107 Section 01 [units: 3] 01/17-05/19	MW	11:00 AM - 12:15 PM	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.**

#4108 Section 01 [units: 3] 01/17-05/19	TR	12:30 PM - 01:45 PM	HH3200	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.**

#4109 Section 01 [units: 3] 01/17-05/19	TR	02:00 PM - 03:15 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**

#4111 Section 01 [units: 3] 01/17-05/19	MW	03:30 PM - 04:45 PM	HH3200	Theresa Miller	
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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**

#4112 Section 01 [units: 3] 01/17-05/19	MW	09:30 AM - 10:45 AM	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**

#4113 Section 01 [units: 3] 01/17-05/19	TR	09:30 AM - 10:45 AM	HH3200	Robert Leitheiser	
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**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**

#4114 Section 01 [units: 3] 01/17-05/19	MW	02:00 PM - 03:15 PM	HH2101	Theresa Miller	
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#4115 Section 22 [units: 3] NOTE: Students must have access to the internet and an internet provider. The tuition for online courses in the College of Business and Economics is \$389 per credit for both resident and non-resident students. A Webcam may be required for remote exam monitoring.

01/17-05/19	Arranged	Arranged	WEB BASED	Christina Outlay	
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*Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)*

**ITSCM 410 BUSINESS PROCESS MANAGEMENT & SIMULATION ...** This course introduces students to the various concepts and techniques in business process management and simulation including modeling, measuring and evaluating, and redesigning business processes. Students will learn to work with a business process simulation software to model, analyze and improve business processes.

**PREREQ: ITSCM 310 OR ITSCM 320; 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**

#4116 Section 01 [units: 3]

01/17-05/19 TR 12:30 PM - 01:45 PM HH1303 Balaji Sankaranarayanan

**ITSCM 425 MOBILE DEVELOPMENT: CONCEPTS, METHODS AND TECHNOLOGIES ...** This course teaches students how to develop mobile applications (apps) using cutting edge technologies. The course focuses on design, testing and implementation of apps. Topics include an introduction to programming in a mobile environment, requirements elicitation, design & testing concepts, user interfaces, mobile databases, and security.

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

#4481 Section 01 [units: 3]

01/17-05/19 TR 03:30 PM - 04:45 PM HH2306 Alana Platt

**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**

#4118 Section 01 [units: 3]

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

#4119 Section 01 [units: 3]

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

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

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

#4120 Section 01 [units: 3]

01/17-05/19 TR 03:30 PM - 04:45 PM HH1303 Richard Pues

**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**

#4121 Section 01 [units: 3]

01/17-05/19 MW 02:00 PM - 03:15 PM HH1303 Anna Land

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

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

#4123 Section 01 [units: 3]

01/17-05/19 TR 11:00 AM - 12:15 PM HH1303 Manohar Madan

**ITSCM 462 PURCHASING MANAGEMENT ...** This course provides an understanding of the business role of purchasing and procurement in relation to both operational and strategic organizational goals. Students will be able to identify alternative terms and conditions of sale, source suppliers and build supplier relationships. In addition, exposure to the bidding and auction process, negotiating with suppliers and total cost of ownership will be provided.

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

#4124 Section 01 [units: 3]

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

**ITSCM 471 MANAGEMENT DECISION ANALYSIS ...** Theory and application of quantitative analytic methods used in operations decision situations. Topics include model building, decision theory, deterministic and probabilistic problems, linear programming, PERT/CPM and simulation.

**PREREQ: ITSCM 306**

#4338 Section 01 [units: 3]

01/17-05/19 MW 03:30 PM - 04:45 PM HH1306 Anto Verghese

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

**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**

#4126 Section 01 [units: 1-3] NOTE: The system defaults to 1 credit. Please be sure to input 3 credits to meet the full requirements. Dept. Consent  
 01/17-05/19 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**

#4127 Section 01 [units: 3] NOTE: The system defaults to 1 credit. Please be sure to input 3 credits to meet the full requirements. Students will be expected to make their final presentation on Friday, May 5th from 2:00-4:30. The remaining portion of the class will be arranged. Dept. Consent  
 01/17-05/19 Arranged 02:00 PM - 04:30 PM HH1303 David Munro 5/6/2017

**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**

#4129 Section 01 [units: 1-3] Dept. Consent  
 01/17-05/19 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**

#4130 Section 01 [units: 2]  
 01/17-03/11 M 06:30 PM - 09:50 PM HH3200 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**

#4131 Section 22 [units: 2] NOTE: Online classes will bill at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.  
 03/13-05/19 Arranged Arranged WEB BASED 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**

#4132 Section 01 [units: 2]  
 01/17-03/11 M 06:30 PM - 09:50 PM HH2306 David Munro

#4133 Section 22 [units: 2] NOTE: Online classes will bill at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.  
 03/13-05/19 Arranged Arranged WEB BASED Choton Basu

**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**

#4134 Section 01 [units: 3]  
 01/17-05/19 W 06:30 PM - 09:00 PM HH1306 Anna Land

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

**COREQ: ITSCM 719**

#4136 Section 22 [units: 3] NOTE: Online classes will bill at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.  
 01/17-05/19 Arranged Arranged WEB BASED Manohar Madan

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

**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**

#4137 Section 22 [units: 2] NOTE: Online classes will bill at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.

01/17-03/11 Arranged Arranged WEB BASED Andrew Ciganek

**ITSCM 773 DATA FOUNDATIONS FOR BUSINESS ANALYTICS ...** This course focuses on developing managerial skills of understanding and use of common data resources in business. Topics covered include traditional data warehousing, data marts, real time data loading, importance of data quality, understanding of data meaning, metadata management, extraction of data using SQL, and the impact of data transformation rules on loading data into data warehouses.

#4339 Section 22 [units: 3] NOTE: Online classes will bill at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.

01/17-05/19 Arranged Arranged WEB BASED Alana Platt

**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**

#4140 Section 01 [units: 3]

01/17-05/19 R 06:30 PM - 09:00 PM HH2307 David Munro

**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**

#4141 Section 22 [units: 3] NOTE: The course will use multiple cases from Harvard Business School Press and other sources, which cost up to \$20. Online classes will bill at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.

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

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

**PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR**

#4142 Section 01 [units: 3]

01/17-05/19 T 06:30 PM - 09:00 PM HH3200 Andrew Ciganek

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

#4143 Section 01 [units: 3]

01/17-05/19 M 06:30 PM - 09:00 PM HH3202 Christina Outlay

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

#4144 Section 01 [units: 1-3]

01/17-05/19 Arranged Arranged Balaji Sankaranarayanan BUS PROCESS & INNOVATION MGMT

#4145 Section 22 [units: 1-3] NOTE: Online classes will bill at \$637.43 per credit for all students. Students must have access to the internet and an internet browser.

01/17-05/19 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**

#3349 Section 01 [units: 3]

01/17-05/19 MW 08:00 AM - 09:15 AM HH1314 Julie Woletz

#3350 Section 02 [units: 3]

01/17-05/19 MW 09:30 AM - 10:45 AM HH1314 Lynn Dupree

#3351 Section 03 [units: 3]

01/17-05/19 MW 11:00 AM - 12:15 PM HH2200 Megan Matthews

#3352 Section 04 [units: 3]

01/17-05/19 MW 12:30 PM - 01:45 PM HH1314 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>
#3353 Section 05 [units: 3] 01/17-05/19	MW	02:00 PM - 03:15 PM	HH1314	Megan Matthews	
#3354 Section 06 [units: 3] 01/17-05/19	MW	03:30 PM - 04:45 PM	HH1314	Ruth Hansen	
#3355 Section 07 [units: 3] 01/17-05/19	TR	08:00 AM - 09:15 AM	HH2200	Kenyatta Barber	
#3356 Section 08 [units: 3] 01/17-05/19	TR	09:30 AM - 10:45 AM	HH1314	Daryl Parker	
#3357 Section 09 [units: 3] 01/17-05/19	TR	11:00 AM - 12:15 PM	HH1314	Daryl Parker	
#3358 Section 10 [units: 3] 01/17-05/19	TR	12:30 PM - 01:45 PM	HH1314	Daryl Parker	
#3359 Section 11 [units: 3] 01/17-05/19	TR	02:00 PM - 03:15 PM	HH1314	Daryl Parker	
#3360 Section 12 [units: 3] 01/17-05/19	TR	03:30 PM - 04:45 PM	HH1314	Donald Dantzler	
#3361 Section 13 [units: 3] 01/17-05/19	T	06:30 PM - 09:00 PM	HH1314	Charles Quince	
#3362 Section 14 [units: 3] 01/17-05/19	W	06:30 PM - 09:00 PM	HH1314	Ron Buchholz	
#4412 Section 15 [units: 3] 01/17-05/19	TR	11:00 AM - 12:15 PM	HH2302	Kenyatta Barber	
#4413 Section 16 [units: 3] 01/17-05/19	TR	12:30 PM - 01:45 PM	HH1317	Kenyatta Barber	
#4414 Section 17 [units: 3] 01/17-05/19	TR	02:00 PM - 03:15 PM	HH1307	Kenyatta Barber	
#3363 Section 22W [units: 3] 01/17-05/19	Arranged	Arranged	WEB BASED	Margaret Kuchan	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. PREREQ: RESTRICTED TO ONLINE MAJORS IN THE COLLEGE OF BUSINESS AND ECONOMICS

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

#4201 Section 01 [units: 3] 01/17-05/19	TR	08:00 AM - 09:15 AM	HH2306	Andrew Ciganek	
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**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**

#3905 Section 01 [units: 3] 01/17-05/19	M	05:00 PM - 07:30 PM	HH1301	Choton Basu	
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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**

#3364 Section 01 [units: 1] 01/17-03/11	M	04:00 PM - 05:40 PM	HH2101	Frank Lanko	S/NC Grading Basis Only
#3365 Section 02 [units: 1] 01/17-03/11	T	09:00 AM - 10:40 AM	HH2101	Frank Lanko	S/NC Grading Basis Only
#3366 Section 03 [units: 1] 03/13-05/19	M	04:00 PM - 05:40 PM	HH2101	Frank Lanko	S/NC Grading Basis Only
#4403 Section 04 [units: 1] 01/17-03/11	R	05:00 PM - 06:40 PM	HH2101	Emily Iverson	S/NC Grading Basis Only
#4404 Section 05 [units: 1] 03/13-05/19	R	05:00 PM - 06:40 PM	HH2101	Emily Iverson	S/NC Grading Basis Only
#3367 Section 22 [units: 1] 01/17-03/11	Arranged	Arranged	WEB BASED	John Smith	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. 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>
#3368 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.				
01/17-03/11	Arranged	Arranged	WEB BASED	John Smith	
S/NC Grading Basis Only					
#3369 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.				
03/13-05/19	Arranged	Arranged	WEB BASED	John Smith	
S/NC Grading Basis Only					

**BEINDP 290 BUSINESS WRITING ... This course will assist students in transitioning from academic writing to business writing. The course will teach students to effectively analyze communication situations and write business documents that are clear, complete, concise, and courteous. Business grammar, writing mechanics, and document format will be covered.**

**PREREQ: ENGLISH 102 OR ENGLISH 105 OR ENGLISH 162 AND STUDENTS MUST ACHIEVE 24 CREDITS AND MAINTAIN A 2.50 GPA OR BETTER IN ORDER TO TAKE LOWER DIVISION BUSINESS COURSES.**

#3370 Section 01 [units: 2]	01/17-05/19	MW	08:00 AM - 08:50 AM	HH2307	Michele Peetz	
S/NC Grading Basis Only						
#3371 Section 02 [units: 2]	01/17-05/19	MW	01:00 PM - 01:50 PM	HH2307	Denise Schulz	
S/NC Grading Basis Only						
#3372 Section 03 [units: 2]	01/17-05/19	MW	09:00 AM - 09:50 AM	HH2307	Michele Peetz	
S/NC Grading Basis Only						
#3373 Section 04 [units: 2]	01/17-05/19	MW	10:00 AM - 10:50 AM	HH2307	Denise Schulz	
S/NC Grading Basis Only						
#3374 Section 05 [units: 2]	01/17-05/19	MW	11:00 AM - 11:50 AM	HH2307	Denise Schulz	
S/NC Grading Basis Only						
#3375 Section 06 [units: 2]	01/17-05/19	MW	12:00 PM - 12:50 PM	HH2307	Denise Schulz	
S/NC Grading Basis Only						
#3376 Section 07 [units: 2]	01/17-05/19	MW	02:00 PM - 02:50 PM	HH2307	Michele Peetz	
S/NC Grading Basis Only						
#3377 Section 08 [units: 2]	01/17-05/19	MW	03:00 PM - 03:50 PM	HH2307	Michele Peetz	
S/NC Grading Basis Only						
#3378 Section 09 [units: 2]	01/17-05/19	MW	04:00 PM - 04:50 PM	HH2307	Michele Peetz	
S/NC Grading Basis Only						
#3379 Section 10 [units: 2]	01/17-05/19	TR	08:00 AM - 08:50 AM	HH2307	Julie Woletz	
S/NC Grading Basis Only						
#3380 Section 11 [units: 2]	01/17-05/19	TR	09:00 AM - 09:50 AM	HH2307	Julie Woletz	
S/NC Grading Basis Only						
#3381 Section 12 [units: 2]	01/17-05/19	TR	10:00 AM - 10:50 AM	HH2307	Julie Woletz	
S/NC Grading Basis Only						
#3382 Section 13H [units: 2]	PREREQ: STUDENTS IN THE HONORS PROGRAM OR BUSINESS MAJORS AND MINORS WHO HAVE A 3.40 COMBINED CUMULATIVE GPA OR HIGHER					
01/17-05/19	TR	11:00 AM - 11:50 AM	HH2307	Julie Woletz	HONORS	
S/NC Grading Basis Only						
#3383 Section 14 [units: 2]	01/17-05/19	TR	12:00 PM - 12:50 PM	HH2307	Emily Iverson	
S/NC Grading Basis Only						
#3384 Section 15 [units: 2]	01/17-05/19	TR	01:00 PM - 01:50 PM	HH2307	Emily Iverson	
S/NC Grading Basis Only						
#3385 Section 16 [units: 2]	01/17-05/19	TR	02:00 PM - 02:50 PM	HH2307	Emily Iverson	
S/NC Grading Basis Only						

<i>Start/End Dates</i>	<i>Meeting Days</i>	<i>Meeting Times</i>	<i>Location</i>	<i>Instructor</i>	<i>Course Topic (if applicable)</i>
#3386 Section 17 [units: 2] 01/17-05/19 TR S/NC Grading Basis Only	03:00 PM - 03:50 PM	HH2307	Emily Iverson		
#3387 Section 18 [units: 2] 01/17-05/19 TR S/NC Grading Basis Only	04:00 PM - 04:50 PM	HH2307	John Smith		
#3388 Section 19 [units: 2] 01/17-05/19 TR S/NC Grading Basis Only	05:00 PM - 05:50 PM	HH3202	Christine Kutz		
#3389 Section 20 [units: 2] 01/17-05/19 M S/NC Grading Basis Only	06:30 PM - 08:10 PM	HH2307	Jodi Galvan		
#4415 Section 21 [units: 2] 01/17-05/19 TR S/NC Grading Basis Only	11:00 AM - 11:50 AM	HH2303	Ann Roe		
#3390 Section 22W [units: 2] 01/17-05/19 Arranged S/NC Grading Basis Only	Arranged	WEB BASED	Lynn Dupree		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. PREREQ: RESTRICTED TO ONLINE MAJORS IN THE COLLEGE OF BUSINESS AND ECONOMICS
#3391 Section 23 [units: 2] 01/17-05/19 Arranged S/NC Grading Basis Only	Arranged	WEB BASED	Lynn Dupree		NOTE: Students must have access to the internet and an Internet browser. The tuition for online courses in the College of Business and Economics is \$389 per credit for both resident and non-resident students.

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

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

#4507 Section 01 [units: 3-12]

Dept. Consent

01/17-05/19 Arranged Arranged

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**

#3392 Section 01 [units: 3]

01/17-05/19 MW 12:30 PM - 01:45 PM HH2305 David Gee

**BEINDP 493 INTERNATIONAL BUSINESS INTERNSHIP ...** *An opportunity for international exchange students to gain work experience in the United States during a semester or summer. Course includes an appropriate written report on the work experience. Repeatable for a maximum of 12 units. Offered on a satisfactory/no credit basis only. Prereq: Consent of the Assistant Dean, College of Business and Economics.*

**PREREQ: RESTRICTED TO INTERNATIONAL EXCHANGE STUDENTS; 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**

#4511 Section 01 [units: 1-12]

Dept. Consent

01/17-05/19 Arranged Arranged

Andrew Ciganek

S/NC Grading Basis Only

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

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

#3393 Section 01 [units: 2]

03/13-05/19 R 06:30 PM - 09:50 PM HH2102 Dennis Kopf

#3394 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.

03/13-05/19 Arranged Arranged WEB BASED Dennis Kopf

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**

#4228 Section 01 [units: 1-2]

01/06	F	03:00 PM - 07:30 PM	HH2100	Jon Werner
02/03	F	03:00 PM - 07:30 PM	HH2100	Jon Werner
03/03	F	03:00 PM - 07:30 PM	HH2100	Jon Werner
03/31	F	03:00 PM - 07:30 PM	HH2100	Jon Werner
04/28	F	03:00 PM - 07:30 PM	HH2100	Jon Werner

#4230 Section 02 [units: 1-2]

01/06	F	03:00 PM - 07:30 PM	HH2200	Kaviraj Parboteeah
02/03	F	03:00 PM - 07:30 PM	HH2200	Kaviraj Parboteeah
03/03	F	03:00 PM - 07:30 PM	HH2200	Kaviraj Parboteeah
03/31	F	03:00 PM - 07:30 PM	HH2200	Kaviraj Parboteeah
04/28	F	03:00 PM - 07:30 PM	HH2200	Kaviraj Parboteeah

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

**PREREQ: DBA 810**

#4239 Section 01 [units: 4]

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

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

**PREREQ: DBA 840**

#4240 Section 01 [units: 4]

01/07	S	08:00 AM - 05:00 PM	HH2100	Kaviraj Parboteeah
01/07	S	08:00 AM - 05:00 PM	HH2100	Aditya Simha
01/07	S	08:00 AM - 05:00 PM	HH2100	Garrett Smith
01/07	S	08:00 AM - 05:00 PM	HH2100	Abbas Aslani Mahmoudi
02/04	S	08:00 AM - 05:00 PM	HH2100	Kaviraj Parboteeah
02/04	S	08:00 AM - 05:00 PM	HH2100	Aditya Simha
02/04	S	08:00 AM - 05:00 PM	HH2100	Garrett Smith
02/04	S	08:00 AM - 05:00 PM	HH2100	Abbas Aslani Mahmoudi
03/04	S	08:00 AM - 05:00 PM	HH2100	Kaviraj Parboteeah
03/04	S	08:00 AM - 05:00 PM	HH2100	Aditya Simha
03/04	S	08:00 AM - 05:00 PM	HH2100	Garrett Smith
03/04	S	08:00 AM - 05:00 PM	HH2100	Abbas Aslani Mahmoudi
04/01	S	08:00 AM - 05:00 PM	HH2100	Kaviraj Parboteeah
04/01	S	08:00 AM - 05:00 PM	HH2100	Aditya Simha
04/01	S	08:00 AM - 05:00 PM	HH2100	Garrett Smith
04/01	S	08:00 AM - 05:00 PM	HH2100	Abbas Aslani Mahmoudi
04/29	S	08:00 AM - 05:00 PM	HH2100	Kaviraj Parboteeah
04/29	S	08:00 AM - 05:00 PM	HH2100	Aditya Simha
04/29	S	08:00 AM - 05:00 PM	HH2100	Garrett Smith
04/29	S	08:00 AM - 05:00 PM	HH2100	Abbas Aslani Mahmoudi

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

**PREREQ: ADMISSION TO DBA PROGRAM**

#4241 Section 01 [units: 4]

01/07	S	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan	ACCOUNTING
02/04	S	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan	
03/04	S	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan	
04/01	S	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan	
04/29	S	08:00 AM - 05:00 PM	HH2200	Balaji Sankaranarayanan	

<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>
#4405	Section 02	[units: 4]			
01/07	S	08:00 AM - 05:00 PM		Pascal Letourneau	FINANCE
01/07	S	08:00 AM - 05:00 PM		Rashiqa Kamal	FINANCE
01/07	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	FINANCE
02/04	S	08:00 AM - 05:00 PM		Pascal Letourneau	
02/04	S	08:00 AM - 05:00 PM		Rashiqa Kamal	
03/04	S	08:00 AM - 05:00 PM		Pascal Letourneau	
03/04	S	08:00 AM - 05:00 PM		Rashiqa Kamal	
04/01	S	08:00 AM - 05:00 PM		Pascal Letourneau	
04/01	S	08:00 AM - 05:00 PM		Rashiqa Kamal	
04/29	S	08:00 AM - 05:00 PM		Pascal Letourneau	
04/29	S	08:00 AM - 05:00 PM		Rashiqa Kamal	
#4406	Section 03	[units: 4]			
01/07	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	IT
02/04	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
03/04	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
04/01	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
04/29	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
#4407	Section 04	[units: 4]			
01/07	S	08:00 AM - 05:00 PM		Aditya Simha	MANAGEMENT
01/07	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	MANAGEMENT
02/04	S	08:00 AM - 05:00 PM		Aditya Simha	
03/04	S	08:00 AM - 05:00 PM		Aditya Simha	
04/01	S	08:00 AM - 05:00 PM		Aditya Simha	
04/29	S	08:00 AM - 05:00 PM		Aditya Simha	
#4408	Section 05	[units: 4]			
01/07	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	MARKETING
02/04	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
03/04	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
04/01	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
04/29	S	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	

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

**PREREQ: ADMISSION TO DBA PROGRAM**

#4242	Section 01	[units: 4]			
01/08	U	08:00 AM - 05:00 PM	HH2100	Dennis Kopf	
01/08	U	08:00 AM - 05:00 PM	HH2100	Balaji Sankaranarayanan	
01/08	U	08:00 AM - 05:00 PM	HH2100	Andy Yu	
02/05	U	08:00 AM - 05:00 PM	HH2100	Dennis Kopf	
02/05	U	08:00 AM - 05:00 PM	HH2100	Balaji Sankaranarayanan	
02/05	U	08:00 AM - 05:00 PM	HH2100	Andy Yu	
03/05	U	08:00 AM - 05:00 PM	HH2100	Dennis Kopf	
03/05	U	08:00 AM - 05:00 PM	HH2100	Balaji Sankaranarayanan	
03/05	U	08:00 AM - 05:00 PM	HH2100	Andy Yu	
04/02	U	08:00 AM - 05:00 PM	HH2100	Dennis Kopf	
04/02	U	08:00 AM - 05:00 PM	HH2100	Balaji Sankaranarayanan	
04/02	U	08:00 AM - 05:00 PM	HH2100	Andy Yu	
04/30	U	08:00 AM - 05:00 PM	HH2100	Dennis Kopf	
04/30	U	08:00 AM - 05:00 PM	HH2100	Balaji Sankaranarayanan	
04/30	U	08:00 AM - 05:00 PM	HH2100	Andy Yu	



<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>
#4294	Section 02	[units: 4]			
01/08	U	08:00 AM - 05:00 PM		Dennis Kopf	
01/08	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
01/08	U	08:00 AM - 05:00 PM		Andy Yu	
02/05	U	08:00 AM - 05:00 PM		Dennis Kopf	
02/05	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
02/05	U	08:00 AM - 05:00 PM		Andy Yu	
03/05	U	08:00 AM - 05:00 PM		Dennis Kopf	
03/05	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
03/05	U	08:00 AM - 05:00 PM		Andy Yu	
04/02	U	08:00 AM - 05:00 PM		Dennis Kopf	
04/02	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
04/02	U	08:00 AM - 05:00 PM		Andy Yu	
04/30	U	08:00 AM - 05:00 PM		Dennis Kopf	
04/30	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
04/30	U	08:00 AM - 05:00 PM		Andy Yu	
#4295	Section 03	[units: 4]			
01/08	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
02/05	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
03/05	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
04/02	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
04/30	U	08:00 AM - 05:00 PM		Balaji Sankaranarayanan	
#4296	Section 04	[units: 4]			
01/08	U	08:00 AM - 05:00 PM		Andy Yu	
02/05	U	08:00 AM - 05:00 PM		Andy Yu	
03/05	U	08:00 AM - 05:00 PM		Andy Yu	
04/02	U	08:00 AM - 05:00 PM		Andy Yu	
04/30	U	08:00 AM - 05:00 PM		Andy Yu	
#4297	Section 05	[units: 4]			
01/08	U	08:00 AM - 05:00 PM		Dennis Kopf	
02/05	U	08:00 AM - 05:00 PM		Dennis Kopf	
03/05	U	08:00 AM - 05:00 PM		Dennis Kopf	
04/02	U	08:00 AM - 05:00 PM		Dennis Kopf	
04/30	U	08:00 AM - 05:00 PM		Dennis Kopf	

**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**

#4243	Section 01	[units: 1-6]			
01/17-05/19	Arranged	Arranged		Kaviraj Parboteeah	ACCOUNT
	P/F Grading Basis Only				
#4244	Section 02	[units: 1-6]			
01/17-05/19	Arranged	Arranged		Kaviraj Parboteeah	FINANCE
	P/F Grading Basis Only				
#4245	Section 03	[units: 1-6]			
01/17-05/19	Arranged	Arranged		Kaviraj Parboteeah	IT
	P/F Grading Basis Only				
#4246	Section 04	[units: 1-6]			
01/17-05/19	Arranged	Arranged		Kaviraj Parboteeah	MANGEMENT
	P/F Grading Basis Only				
#4247	Section 05	[units: 1-6]			
01/17-05/19	Arranged	Arranged		Kaviraj Parboteeah	MARKETING
	P/F Grading Basis Only				

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

**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**

#3395 Section 01 [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

01/17-05/19 MW 09:30 AM - 10:45 AM HH2308 Abbas Aslani Mahmoudi

#3396 Section 02 [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

01/17-05/19 MW 11:00 AM - 12:15 PM HH2308 Abbas Aslani Mahmoudi

#3397 Section 03 [units: 3]

01/17-05/19 MW 02:00 PM - 03:15 PM HH2308 Ruth Hansen

#3398 Section 04 [units: 3]

01/17-05/19 TR 08:00 AM - 09:15 AM HH2308 Dennis Baskin

#3399 Section 05 [units: 3]

01/17-05/19 TR 12:30 PM - 01:45 PM HH2308 Aditya Simha

#3400 Section 06 [units: 3]

01/17-05/19 TR 02:00 PM - 03:15 PM HH2308 Dennis Baskin

#3401 Section 07 [units: 3]

01/17-05/19 TR 09:30 AM - 10:45 AM HH2308 Jim Schnaedter

#3402 Section 08 [units: 3]

01/17-05/19 M 06:30 PM - 09:00 PM HH2308 Ruth Hansen

#3403 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.

01/17-05/19 Arranged Arranged WEB BASED Jim Schnaedter

**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**

#3404 Section 01 [units: 3]

01/17-05/19 MW 09:30 AM - 10:45 AM HH2305 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**

#3405 Section 01 [units: 3]

01/17-05/19 TR 09:30 AM - 10:45 AM HH2305 Umamaheswari Kedharnath

#3406 Section 02 [units: 3]

01/17-05/19 TR 11:00 AM - 12:15 PM HH2305 Umamaheswari Kedharnath

#3407 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.

01/17-05/19 Arranged Arranged WEB BASED Kelly Delaney-Klinger

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

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

#3408 Section 01 [units: 3]

01/17-05/19 TR 12:30 PM - 01:45 PM HH2100 Carol Brunt

#3409 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.

01/17-05/19 Arranged Arranged WEB BASED Carol Brunt

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

**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.

#3410 Section 01 [units: 3]  
01/17-05/19 MW 09:30 AM - 10:45 AM HH2200 Louise Tourigny

#3411 Section 02 [units: 3]  
01/17-05/19 MW 11:00 AM - 12:15 PM HH2305 Louise Tourigny

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

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

#3412 Section 01 [units: 3]  
01/17-05/19 MW 12:30 PM - 01:45 PM HH1317 William Dougan

#3413 Section 22 [units: 3] NOTE: Students must have access to the internet and an Internet browser. The tuition for online courses in the College of Business and Economics is \$389 per credit for both resident and non-resident students.  
01/17-05/19 Arranged Arranged WEB BASED David Gee

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

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

#3414 Section 01 [units: 3]  
01/17-05/19 MW 12:30 PM - 01:45 PM HH2100 Andy Yu

#3415 Section 22 [units: 3] NOTE: Students must have access to the internet and an Internet browser. The tuition for online courses in the College of Business and Economics is \$389 per credit for both resident and non-resident students.  
01/17-05/19 Arranged Arranged WEB BASED 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.

#3416 Section 01 [units: 3]  
01/17-05/19 MW 12:30 PM - 01:45 PM HH2302 Donghoon Shin

#3417 Section 02 [units: 3]  
01/17-05/19 MW 11:00 AM - 12:15 PM HH1314 Donghoon Shin

**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.

#3418 Section 01 [units: 3]  
01/17-05/19 TR 12:30 PM - 01:45 PM HH2305 Jim Schnaedter

**MANGEMNT 429 EMPLOYEE BENEFITS ...** *Principles and techniques in the Administration of Employee Benefit Programs. The course will include: Planning, implementation, design and evaluation of major employee benefits, such as medical, disability, pension, profit-sharing, government mandated programs and quality of work life plans.*

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

#3419 Section 01 [units: 3]  
01/17-05/19 TR 09:30 AM - 10:45 AM HH2302 Dennis Baskin

#3420 Section 02 [units: 3]  
01/17-05/19 TR 12:30 PM - 01:45 PM HH2302 Dennis Baskin

**MANGEMNT 430 LABOR-MANAGEMENT RELATIONS ...** *Study of the relationships between management and organized groups of employees, including labor unions and professional associations. Analysis and evaluation of collective bargaining processes and strategies, current bargaining issues, legal regulations of bargaining, negotiations and administration of collective agreements, factors contributing to conflict and methods of settlement.*

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

#3421 Section 01 [units: 3]  
01/17-05/19 TR 02:00 PM - 03:15 PM HH2302 Joshua Knapp

#3422 Section 02 [units: 3]  
01/17-05/19 TR 03:30 PM - 04:45 PM HH2302 Joshua Knapp

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

**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

#3423 Section 01 [units: 3]  
01/17-05/19 TR 02:00 PM - 03:15 PM HH2200 Kelly Delaney-Klinger

#3424 Section 02 [units: 3]  
01/17-05/19 TR 03:30 PM - 04:45 PM HH2200 Kelly Delaney-Klinger

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

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

#3425 Section 01 [units: 3]  
01/17-05/19 MW 03:30 PM - 04:45 PM HH2100 William Dougan

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

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

#3426 Section 01 [units: 3]  
01/17-05/19 T 05:00 PM - 07:30 PM HH1300 Craig Schmidt

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

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

#3427 Section 01 [units: 3]  
01/17-05/19 MW 02:00 PM - 03:15 PM HH2100 William Dougan

**MANGEMNT 489 ADMINISTRATIVE POLICY ...** This course emphasizes management issues and practices from a top management perspective. Students learn theories and skills relevant to the strategic management of organizations, including the ability to assess the external and internal environments of the organization, strategy formulation and implementation.

**PREREQ:** SENIOR STANDING, COMPLETION OF COMMUNITY SERVICE REQUIREMENT, COMPLETION OF MANGEMNT 301, ITSCM 306, FNBSLW 341, FNBSLW 344; MARKETNG 311. ADMISSION TO UPPER DIVISION AND 2.5 GPA OR 2.0 GPA AND 60 UNITS FOR MINORS/NON-BUSINESS MAJORS

#3428 Section 01 [units: 3]  
01/17-05/19 MW 08:00 AM - 09:15 AM HH2308 David Gee

#3429 Section 02 [units: 3]  
01/17-05/19 MW 12:30 PM - 01:45 PM HH2308 Yezdi Godiwalla

#3430 Section 03 [units: 3]  
01/17-05/19 MW 02:00 PM - 03:15 PM HH2200 Yezdi Godiwalla

#3431 Section 04 [units: 3]  
01/17-05/19 TR 11:00 AM - 12:15 PM HH2308 Yezdi Godiwalla

#3432 Section 05 [units: 3] NOTE: This course requires subscription to a strategy simulation program offered by an external source. The estimate price for this subscription is \$30 per student.

01/17-05/19 TR 12:30 PM - 01:45 PM HH2200 Rimi Zakaria

#3433 Section 06 [units: 3]  
01/17-05/19 M 06:30 PM - 09:00 PM HH2100 Craig Schmidt

#3434 Section 07 [units: 3]  
04/19-05/05 MTWR 08:15 AM - 12:15 PM HH2100 James Bronson

#3435 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.

01/17-05/19 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

#3436 Section 01 [units: 2-3]  
01/17-05/19 Arranged Arranged Jim Schnaedter

Dept. Consent

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

**MANGEMNT 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 6 credits in major/degree. Consent of instructor required.**

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

#4439 Section 01 [units: 3] NOTE: There are 10 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 \$17.50.

01/17-05/19 MW 02:00 PM - 03:15 PM HH2302 Abbas Aslani Mahmoudi NEGOTIATION STRATEGIES

**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**

#3437 Section 01 [units: 1-3] Dept. Consent

All class meeting details to be arranged.

#3438 Section 02 [units: 1-3] Dept. Consent

All class meeting details to be arranged.

#4648 Section 03 [units: 1-3] Dept. Consent

01/17-05/19 Arranged Arranged Dennis Baskin

#4668 Section 04 [units: 1-3] Dept. Consent

01/17-05/19 Arranged Arranged Choton Basu

**\*\*\* 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.**

#3439 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.

01/17-05/19 Arranged Arranged WEB BASED Louise Tourigny

**MANGEMNT 752 CURRENT ISSUES IN COMPENSATION AND BENEFITS ... An examination of compensation programs in profit/ nonprofit organizations. It is concerned with a detailed study of job structures, job evaluation, performance appraisal, wage surveys, basic systems/plans of compensation, and fringe benefits. Attention is focused on a limited number of topics from these areas so more crucial concepts/methods may be dealt with in-depth.**

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

#3440 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.

01/17-05/19 Arranged Arranged WEB BASED Umamaheswari Kedharnath

**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.**

#3441 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.

01/17-05/19 Arranged Arranged WEB BASED Jon Werner

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

#3442 Section 01 [units: 3]

01/17-05/19 T 05:15 PM - 07:45 PM OFF CAMPUS Aditya Simha AMERICAN FAMILY

#3443 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.

01/17-05/19 Arranged Arranged WEB BASED Aditya Simha

**MANGEMNT 758 MANAGEMENT AND LABOR RELATIONS ... Primary concern is with contract negotiation and administration. Emphasis is on understanding the forces affecting the decisions of the parties to a labor contract. A dynamic approach is taken to examine difficulties that arise in attempting to administer a collectively established relationship. Study of conflict resolution including mediation and arbitration.**

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

#3444 Section 01 [units: 3]

01/17-05/19 R 06:30 PM - 09:00 PM HH2305 Joshua Knapp

**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.**

#3445 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.

01/17-03/11 Arranged Arranged WEB BASED Kaviraj Parboteeah

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

**MANGEMNT 765 SOCIAL TRANSFORMATION AND NPO/NGO MANAGEMENT ...** This course aims at developing student knowledge of the nonprofit sector. It provides an overview of nonprofit and voluntary associations, their origins, growth and development. It provides an international and comparative perspective on an emergent, multidimensional sector of the economy. The course focuses on management theory and practice, identifying strategies that nonprofit/nongovernmental organizations can and do use to influence change

#3446 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.

01/17-05/19 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.

#3447 Section 01 [units: 3]

01/17-05/19 M 06:30 PM - 09:00 PM HH1314 Donghoon Shin

**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.

#3448 Section 01 [units: 3]

01/17-05/19 W 06:30 PM - 09:00 PM HH2305 Yezdi Godiwalla

#3449 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.

01/17-05/19 Arranged Arranged WEB BASED Andy Yu

**MANGEMNT 787 BUSINESS POLICY & STRATEGY ...** Business Policy and Strategy is a case based course that identifies the firm's competencies as the building blocks of strategies. Strategies that may be implemented to make the firm competitive in a global business environment.

**PREREQ: 24 UNITS OF COBE GRADUATE LEVEL COURSES ABOVE 730**

#3450 Section 01 [units: 3]

01/17-05/19 T 06:30 PM - 09:00 PM HH2305 Rimi Zakaria

#3451 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.

01/17-03/11 Arranged Arranged WEB BASED James Bronson

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

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

#3452 Section 01 [units: 1-3]

Dept. Consent

All class meeting details to be arranged.

## MARKETING

### Marketing

**MARKETNG 311 PRINCIPLES OF MARKETING ...** A study of the activities involved in the distribution of goods and services in a system-analysis framework. Examines consumer buying behavior and marketing functions within the firm. Investigates constraints imposed on decision makers and evaluates the performance of marketing in terms of social and economic efficiency.

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

#3287 Section 01 [units: 3]

01/17-05/19 MW 09:30 AM - 10:45 AM HH1000 John Degraff

#3288 Section 02 [units: 3]

01/17-05/19 TR 02:00 PM - 03:15 PM HH2102 Sharon Roy

#3346 Section 03 [units: 3]

01/17-05/19 TR 09:30 AM - 10:45 AM HH2300 Sharon Roy

#3289 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.

01/17-05/19 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**

#3290 Section 01 [units: 3]

01/17-05/19 MW 09:30 AM - 10:45 AM HH2300 Shannon Cummins

#3291 Section 02 [units: 3]

01/17-05/19 MW 11:00 AM - 12:15 PM HH2300 Shannon Cummins

#3292 Section 03 [units: 3]

01/17-05/19 MW 02:00 PM - 03:15 PM HH2300 Shannon Cummins

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

**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**

#3293 Section 01 [units: 3]  
01/17-05/19 TR 09:30 AM - 10:45 AM HH2303 Maxwell Hsu

#3294 Section 02 [units: 3]  
01/17-05/19 TR 12:30 PM - 01:45 PM HH2303 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**

#3295 Section 01 [units: 3]  
01/17-05/19 MW 11:00 AM - 12:15 PM HH2303 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**

#3296 Section 01 [units: 3]  
01/17-05/19 TR 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**

#3297 Section 01 [units: 3]  
01/17-05/19 MW 09:30 AM - 10:45 AM HH2309 Andrew Dahl

#3298 Section 02 [units: 3]  
01/17-05/19 MW 02:00 PM - 03:15 PM HH2309 Andrew Dahl

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

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

#3299 Section 01 [units: 3]  
01/17-05/19 TR 09:30 AM - 10:45 AM HH2309 Victor Barger

#3300 Section 02 [units: 3]  
01/17-05/19 TR 12:30 PM - 01:45 PM HH2309 Victor Barger

#3301 Section 03 [units: 3]  
01/17-05/19 TR 03:30 PM - 04:45 PM HH2102 Karen Whalen

#3302 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.

01/17-05/19 Arranged Arranged WEB BASED Victor Barger

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

**PREREQ: MARKETNG 311 AND 351, ADMISSION TO THE UPPER DIVISION BUSINESS COURSES AND 2.50 FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION**

#3314 Section 01 [units: 3]  
01/17-05/19 MW 08:00 AM - 09:15 AM HH3202 Andrew Dahl

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

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

#3303 Section 01 [units: 3]  
01/17-05/19 MW 11:00 AM - 12:15 PM HH2102 John Degraff

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

**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

#3304 Section 01 [units: 3]

01/17-05/19 TR 03:30 PM - 04:45 PM HH2309 Yushan Zhao

**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

#3305 Section 01 [units: 3]

01/17-05/19 TR 11:00 AM - 12:15 PM HH2102 Yushan Zhao

#3306 Section 02 [units: 3]

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

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

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

#3307 Section 01 [units: 3]

01/17-05/19 TR 11:00 AM - 12:15 PM HH2300 Karen Whalen

#3313 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.

01/17-05/19 Arranged Arranged WEB BASED 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

#3308 Section 01 [units: 3]

01/17-05/19 MW 12:30 PM - 01:45 PM HH2102 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

#3309 Section 01 [units: 3]

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

#3310 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.

01/17-05/19 Arranged Arranged WEB BASED Daniel Herlache

**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

#3311 Section 01 [units: 3]

01/17-05/19 TR 12:30 PM - 01:45 PM HH2300 Sharon Roy

**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

#3312 Section 01 [units: 3]

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

#3315 Section 01 [units: 3]

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



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

**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**

#3316 Section 01 [units: 3]  
01/17-05/19 MW 02:00 PM - 03:15 PM HH2303 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**

#3317 Section 01 [units: 3]  
01/17-05/19 MW 05:00 PM - 06:15 PM HH2300 Daniel Herlache

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

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

#3318 Section 01 [units: 3]  
01/17-05/19 TR 11:00 AM - 12:15 PM HH2309 Carol Scovotti

#3319 Section 02 [units: 3]  
01/17-05/19 TR 02:00 PM - 03:15 PM HH2309 Carol Scovotti

#3320 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.

01/17-05/19 Arranged Arranged WEB BASED 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.**

#3339 Section 01 [units: 3] Dept. Consent  
01/17-05/19 Arranged Arranged WEB BASED Sharon Roy

**MARKETNG 493D INTERNSHIP IN MARKETING - DIGITAL MARKETING EMPHASIS ...** Structured-supervised work experience for students interested in a Digital Marketing Emphasis. Internship experiences offer students an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor.

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

#3340 Section 01 [units: 3] Dept. Consent  
01/17-05/19 Arranged Arranged WEB BASED Sharon Roy

**MARKETNG 493E INTERNSHIP IN MARKETING - ENTREPRENEURIAL MARKETING EMPHASIS ...** Structured-supervised work experience for students interested in an Entrepreneurial Marketing Emphasis. The internship experience offers the student an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor.

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

#3341 Section 01 [units: 3] Dept. Consent  
01/17-05/19 Arranged Arranged WEB BASED Sharon Roy

**MARKETNG 493I INTERNSHIP IN MARKETING - IMC EMPHASIS ...** Structured-supervised work experience for students interested in an Integrated Marketing Communication Emphasis. Internships offer students an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor.

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

#3343 Section 01 [units: 3] Dept. Consent  
01/17-05/19 Arranged Arranged WEB BASED Sharon Roy

**MARKETNG 493R INTERNSHIP IN MARKETING-RETAIL MANAGEMENT EMPHASIS ...** This course is structured-supervised work experience within the retail management function. The internship experience offers the student an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply toward major or minor.

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

#3344 Section 01 [units: 3] Dept. Consent  
01/17-05/19 Arranged Arranged WEB BASED Sharon Roy

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

**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**

#3345 Section 01 [units: 3] Dept. Consent  
01/17-05/19 Arranged Arranged WEB BASED Sharon Roy

**MARKETNG 496 SPECIAL STUDIES ...** Variable topics. Group activity. Not offered regularly in the curriculum but offered on topics selected on the basis of timeliness, need, and interest, and generally in the format of regularly scheduled Catalog offerings. Repeatable.

#4547 Section 01 [units: 3]  
01/17-05/19 Arranged Arranged Daniel Herlache SALES TEAM PRACTICUM

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

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

#3321 Section 01 [units: 1-3] NOTE: This system defaults to one credit. Please be sure to input three credits to meet the full requirement. Dept. Consent  
01/17-05/19 Arranged Arranged WEB BASED James Peltier

#3323 Section 02 [units: 1-3] NOTE: This system defaults to one credit. Please be sure to input three credits to meet the full requirement. Dept. Consent  
01/17-05/19 Arranged Arranged WEB BASED Daniel Herlache

#3322 Section 03 [units: 1-3] NOTE: This system defaults to one credit. Please be sure to input three credits to meet the full requirement. Dept. Consent  
01/17-05/19 Arranged Arranged WEB BASED Victor Barger

#3324 Section 04 [units: 1-3] NOTE: This system defaults to one credit. Please be sure to input three credits to meet the full requirement. Dept. Consent  
01/17-05/19 Arranged Arranged WEB BASED Shannon Cummins

#4598 Section 05 [units: 1-3] Dept. Consent  
01/17-05/19 Arranged Arranged Andrew Dahl

#4678 Section 06 [units: 1-3] Dept. Consent  
01/17-05/19 Arranged Arranged Carol Scovotti

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

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

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

#3330 Section 01 [units: 3] NOTE: In addition to the textbook, this class requires the use of the statistical analysis software SPSS. SPSS can be accessed free via the virtual lab application provided by UWW. It is recommended that students test the virtual lab application before the start of class. If you are not comfortable with the virtual lab application for any reason, you can purchase a personal license for the SPSS software. The cost of the license varies from \$45-90 depending on the term of license and other factors.

01/17-05/19 W 05:15 PM - 07:45 PM OFF CAMPUS Maxwell Hsu AMERICAN FAMILY

#3331 Section 22 [units: 3] NOTE: Online graduate courses in CoBE will be billed at \$637.44 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.

01/17-05/19 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**

#3327 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.

03/13-05/19 M 06:30 PM - 09:50 PM HH2102 Robert Boostrom

#3328 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 \$637.44 per credit for all students. Students must access to the Internet and an Internet browser.

01/17-03/11 Arranged Arranged WEB BASED Pavan Chennamaneni

**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**

#3333 Section 01 [units: 2]  
01/17-03/11 M 06:30 PM - 09:50 PM HH2303 Dennis Kopf

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

**MARKETNG 770 BRAND MANAGEMENT ... This course exposes students to contemporary thought about brands and branding, the interaction between brands and consumer culture, and the strategies for building strong brands. Specific topics include brand identity, brand positioning, brand meaning, as well as how the brand guides strategic decisions about the elements of the marketing mix.**

**PREREQ: MARKETNG 716 OR EQUIVALENT**

#3334 Section 22 [units: 3] NOTE: Online graduate courses in CoBE will be billed at \$637.44 per credit for all students. Students must access to the Internet and an Internet browser.

01/17-05/19 Arranged Arranged WEB BASED Dennis Kopf

**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**

#3335 Section 01 [units: 3]

01/17-05/19 W 06:30 PM - 09:00 PM HH2309 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.**

#3336 Section 01 [units: 1-3]

01/17-05/19 Arranged Arranged WEB BASED To Be Arranged

Dept. Consent

#3337 Section 02 [units: 1-3]

01/17-05/19 Arranged Arranged WEB BASED To Be Arranged

Dept. Consent

#3338 Section 03 [units: 1-3]

01/17-05/19 Arranged Arranged WEB BASED To Be Arranged

Dept. Consent

## 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.**

#2744 Section 01 [units: 3] Gen Ed Interdisciplinary (GI)

01/17-05/19 MWF 09:00 AM - 09:50 AM HH1309 Deborah Bowen

#2745 Section 02 [units: 3] Gen Ed Interdisciplinary (GI)

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

#2746 Section 03 [units: 3] Gen Ed Interdisciplinary (GI)

01/17-05/19 MWF 11:00 AM - 11:50 AM HH1309 Deborah Bowen

#2747 Section 04 [units: 3] Gen Ed Interdisciplinary (GI)

01/17-05/19 MW 02:00 PM - 03:15 PM HH1309 Deborah Bowen

#2749 Section 11 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line (web based) courses. A Webcam may be required for remote exam monitoring.

01/17-05/19 Arranged Arranged WEB BASED Robert Evangelisti

#3689 Section 12 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line (web based) courses. A Webcam may be required for remote exam monitoring.

01/17-05/19 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.**

#2754 Section 01 [units: 3] Gen Ed Interdisciplinary (GI)

01/17-05/19 TR 09:30 AM - 10:45 AM HH2311 Ted Izydor

#2755 Section 02 [units: 3] Gen Ed Interdisciplinary (GI)

01/17-05/19 TR 11:00 AM - 12:15 PM HH2311 Ted Izydor

#2756 Section 03 [units: 3] Gen Ed Interdisciplinary (GI)

01/17-05/19 TR 12:30 PM - 01:45 PM HH2311 Treena Fiesel

#2751 Section 04 [units: 3] Gen Ed Interdisciplinary (GI)

01/17-05/19 TR 02:00 PM - 03:15 PM HH2311 Treena Fiesel

#2750 Section 11 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line (web based) courses. A Webcam may be required for remote exam monitoring.

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

#2752 Section 12 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line (web based) courses. A Webcam may be required for remote exam monitoring.

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

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#2753	Section 13 [units: 3]	Gen Ed Interdisciplinary (GI)	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line (web based) courses. A Webcam may be required for remote exam monitoring.		
01/17-05/19	Arranged	Arranged	WEB BASED	David Vosburgh	
#3454	Section 14 [units: 3]	Gen Ed Interdisciplinary (GI)	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line (web based) courses. A Webcam may be required for remote exam monitoring.		
01/17-05/19	Arranged	Arranged	WEB BASED	David Vosburgh	

**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.**

#2757	Section 01 [units: 3]				
01/17-05/19	MW	12:00 PM - 01:15 PM	HH1307	Tracy Buchman	
#2758	Section 02 [units: 3]				
01/17-05/19	R	06:30 PM - 09:00 PM	HH2311	George Gruetzmacher	

**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**

#2759	Section 01 [units: 3]				
01/17-05/19	TR	02:00 PM - 03:15 PM	HH1309	Wayne Cole	

**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**

#2763	Section 01 [units: 3]				
01/17-05/19	TR	12:30 PM - 01:45 PM	HH1309	Todd Loushine	

**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**

#2764	Section 01 [units: 3]				
01/17-05/19	TR	12:30 PM - 01:45 PM	HH1307	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.**

#2765	Section 01 [units: 3]				
01/17-05/19	R	05:00 PM - 07:30 PM	HH1309	Wayne Cole	

**SAFETY 453 FUNDAMENTALS OF ENVIRONMENTAL LAW ... An examination of federal and state laws with judicial and regulatory interpretations having application to the management of the occupational and environmental safety & health responsibilities of private sector firms in the United States.**

#2801	Section 01 [units: 3]				
01/17-05/19	TR	09:30 AM - 10:45 AM	HH1307	Robert Evangelisti	

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

**PREREQ: SAFETY 471/SAFETY 671 OR CONSENT OF INSTRUCTOR**

#2767	Section 01 [units: 3]				
01/17-05/19	M	05:00 PM - 07:30 PM	HH1307	Sang Choi	

**SAFETY 479 PRINCIPLES AND METHODS OF INDUSTRIAL HYGIENE ... An introduction to the science and art of anticipating, recognizing, evaluating, and controlling the chemical, physical, and biological agents that affect the health and safety of workers. The laboratory provides working knowledge and hands-on experience with equipment for recognizing, analyzing, and evaluating occupational health hazards in industry. One 2.5 hour lecture and one 2.5 hour lab per week.**

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

#2769	Section 01 [units: 5]				
01/17-05/19	W	11:00 AM - 01:30 PM	HC0005A	Donna Vosburgh	
01/17-05/19	M	11:00 AM - 01:30 PM	HC0005	Donna Vosburgh	

Dept. Consent

**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**

#3746	Section 01 [units: 3]				
01/17-05/19	W	02:00 PM - 04:30 PM	HH2311	Sang Choi	

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#3747 Section 02 [units: 3]					
01/17-05/19	F	09:00 AM - 11:30 AM	HH1307	David Manke	

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

**PREREQ: SAFETY 384 OR SAFETY 584**

#2773 Section 01 [units: 3]					
01/17-05/19	T	05:00 PM - 07:30 PM	HH1309	Wayne Cole	

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

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

#2775 Section 01 [units: 3]					
01/17-05/19	TR	11:00 AM - 12:15 PM	HH1309	Todd Loushine	

**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**

#2777 Section 01 [units: 3]					
01/17-05/19	MW	09:00 AM - 10:15 AM	HH1307	Tracy Buchman	

**SAFETY 488 ERGONOMICS ...** This course is intended to provide the student with basic introductory information concerning human information processing capabilities and limitations. Ergonomic strategies for preventing manual material handling, repetitive motion injury and ergonomic design and evaluation of man-machine systems will be included in the course.

**Prereq: Consent of Instructor.**

#2779 Section 01 [units: 3]					
01/17-05/19	TR	09:30 AM - 10:45 AM	HH1309	Alvaro Taveira	

**SAFETY 492 FIELDWORK INTERNSHIP IN SAFETY ...** Offered on a satisfactory/no credit grade basis only. Internship students will be assigned to a company or governmental agency according to their interests to study in the field under the joint direction of the organization's Safety Manager and a University Supervisor. Students will be required to work with administrative and operational personnel at various levels. Written documentation of experiences will be required.

**PREREQ: CONSENT OF COORDINATOR OF FIELD EXPERIENCES AND CONCURRENT ENROLLMENT IN SAFETY 470 AND MAJOR GPA OF 2.5**

#2781 Section 01 [units: 1-12]					NOTE: This course will meet in Hyland 1307
01/17-05/19	F	01:30 PM - 04:00 PM	HH1307	Todd Loushine	
S/NC Grading Basis Only					

#2782 Section 02 [units: 1-12]					NOTE: This course will meet in Hyland 1307
01/17-05/19	F	01:30 PM - 04:00 PM		Todd Loushine	
S/NC Grading Basis Only					

#3748 Section 03 [units: 1-12]					NOTE: This course will meet in Hyland 1307
01/17-05/19	F	01:30 PM - 04:00 PM		Todd Loushine	
S/NC Grading Basis Only					

#3749 Section 04 [units: 1-12]					NOTE: This course will meet in Hyland 1307
01/17-05/19	F	01:30 PM - 04:00 PM		Todd Loushine	
S/NC Grading Basis Only					

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

**PREREQ: CHEM 102 AND PHYSCS 130 OR CONSENT OF INSTRUCTOR**

#2783 Section 01 [units: 3]					
01/17-05/19	MW	09:30 AM - 10:45 AM	HC0005	Donna Vosburgh	

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

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

#2784 Section 01 [units: 1-3]					Instructor Consent
01/17-05/19	Arranged	Arranged		Kwangseog Ahn	
#2785 Section 02 [units: 1-3]					Instructor Consent
01/17-05/19	Arranged	Arranged		Deborah Bowen	
#2786 Section 03 [units: 1-3]					Instructor Consent
01/17-05/19	Arranged	Arranged		Tracy Buchman	
#2787 Section 04 [units: 1-3]					Instructor Consent
01/17-05/19	Arranged	Arranged		Sang Choi	

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>		
#2788	Section 05 [units: 1-3]						Instructor Consent
01/17-05/19	Arranged	Arranged		Todd Loushine			
#2789	Section 06 [units: 1-3]						Instructor Consent
01/17-05/19	Arranged	Arranged		Alvaro Taveira			
#2790	Section 07 [units: 1-3]						Instructor Consent
01/17-05/19	Arranged	Arranged		Donna Vosburgh			

\*\*\* 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**

#2760	Section 01 [units: 3]						
01/17-05/19	TR	02:00 PM - 03:15 PM	HH1309	Wayne Cole			

**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**

#2766	Section 01 [units: 3]						
01/17-05/19	R	05:00 PM - 07:30 PM	HH1309	Wayne Cole			

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

**PREREQ: SAFETY 471/SAFETY 671 OR CONSENT OF INSTRUCTOR**

#2768	Section 01 [units: 3]						
01/17-05/19	M	05:00 PM - 07:30 PM	HH1307	Sang Choi			

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

**PREREQ: CHEM 102 OR CONSENT OF INSTRUCTOR**

#2771	Section 01 [units: 5]						Dept. Consent
01/17-05/19	W	11:00 AM - 01:30 PM	HC0005A	Donna Vosburgh			
01/17-05/19	M	11:00 AM - 01:30 PM	HC0005	Donna Vosburgh			

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

**PREREQ: SAFETY 384 OR SAFETY 584**

#2774	Section 01 [units: 3]						
01/17-05/19	T	05:00 PM - 07:30 PM	HH1309	Wayne Cole			

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

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

#2776	Section 01 [units: 3]						
01/17-05/19	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**

#2778	Section 01 [units: 3]						
01/17-05/19	MW	09:00 AM - 10:15 AM	HH1307	Tracy Buchman			

**SAFETY 688 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**

#2780	Section 01 [units: 3]						
01/17-05/19	TR	09:30 AM - 10:45 AM	HH1309	Alvaro Taveira			

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

**SAFETY 712 DISASTER PLANNING AND RESPONSE ...** *This course provides an overview of the organizational processes of preparing for and responding to disasters, both natural and technological. The course will begin with emergency response planning and preparation, then move into emergency operations and incident management, and conclude with a module on incident investigation and root cause analysis.*

#4200 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.

03/12-05/19 Arranged Arranged WEB BASED Tracy Buchman

**SAFETY 753 ENVIRONMENTAL SAFETY & HEALTH LAW ...** *An examination of federal and state laws with legal interpretations having application to safety professionals and industries will be emphasized. Federal acts, such as OSHA, CPSA and others will be dealt with in respect to their involvement with the industry. Liability to individuals and to the public will be stressed.*

#3941 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.

01/17-03/11 Arranged Arranged WEB BASED Donna Vosburgh

**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.*

#2791 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

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

#2792 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

01/17-05/19 Arranged Arranged Tracy Buchman

#2793 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

01/17-05/19 Arranged Arranged Sang Choi

#2794 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

01/17-05/19 Arranged Arranged Todd Loushine

#2795 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

01/17-05/19 Arranged Arranged Alvaro Taveira

#3943 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. Instructor Consent

01/17-05/19 Arranged Arranged Donna Vosburgh

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

#2796 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

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

#2797 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

01/17-05/19 Arranged Arranged Tracy Buchman

#2798 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

01/17-05/19 Arranged Arranged Sang Choi

#2799 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

01/17-05/19 Arranged Arranged Todd Loushine

#2800 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

01/17-05/19 Arranged Arranged Alvaro Taveira

#3944 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

01/17-05/19 Arranged Arranged Donna Vosburgh

## SCHOOL BUSINESS MANAGEMENT

### School Business Management

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

**SCHBUSMG 770 SCHOOL FINANCE AND ACCOUNTING ...** *School Finance and Accounting is designed for administrators and other school personnel who desire to learn the principles and concepts of school accounting; auditing and financial reporting; major sources of revenue; and cost management and investment techniques.*

#4369 Section 01 [units: 3] NOTE: Students must have access to the internet and an internet browser. One of more face-to-face weekend meetings in Whitewater may be required. Dates TBD. The system defaults to 1 credit. Please be sure to input 3 credits to meet the full requirement. If questions, contact Diane Pertzborn, SBM Program Coordinator at 262-472-6947 or pertzbod@uww.edu.

01/17-05/19 Arranged Arranged Diane Pertzborn

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

**SCHBUSMG 775 ADMINISTRATION AND ORGANIZATION OF PUBLIC SCHOOLS ...** *This survey of the foundation, organization and administration of the American public school system includes the identification and examination of major issues relative to the continual development of public education such as the financing of public education and the role of the school business manager in this development.*

#4500 Section 01 [units: 3]

03/13-05/19 Arranged Arranged Jason Demerath

**SCHBUSMG 777 SCHOOL AUXILIARY SERVICES MANAGEMENT ...** *This course is designed for students seeking background knowledge and training in the management of school auxiliary services. The course emphasizes the processes and procedures necessary in the management of food services operations, school transportation operations and plant/maintenance operations.*

**PREREQ: RESTRICTED TO STUDENTS ADMITTED TO THE SCHOOL BUSINESS MANAGEMENT DEGREE PROGRAM.**

#4370 Section 01 [units: 3] NOTE: Students must have access to the internet and an internet browser. One of more face-to-face weekend meetings in Whitewater may be required. Dates TBD. The system defaults to 1 credit. Please be sure to input 3 credits to meet the full requirement. If questions, contact Diane Pertzborn, SBM Program Coordinator at 262-472-6947 or pertzbod@uww.edu.

01/17-05/19 Arranged Arranged Diane Pertzborn

**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**

#4371 Section 01 [units: 1-6] NOTE: Students must have access to the internet and an internet browser. One of more face-to-face weekend meetings in Whitewater may be required. Dates TBD. The system defaults to 1 credit. Please be sure to input 3 credits to meet the full requirement. If questions, contact Diane Pertzborn, SBM Program Coordinator at 262-472-6947 or pertzbod@uww.edu.

01/17-05/19 Arranged Arranged Diane Pertzborn

**SCHBUSMG 796 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.*

#4573 Section 01 [units: 3]

01/17-05/19 Arranged Arranged WEB BASED Roger Price ISSUES IN SCHOOL FINANCE

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

#4372 Section 01 [units: 1-3] NOTE: Students must have access to the internet and an internet browser. One of more face-to-face weekend meetings in Whitewater may be required. Dates TBD. The system defaults to 1 credit. Please be sure to input 3 credits to meet the full requirement. If questions, contact Diane Pertzborn, SBM Program Coordinator at 262-472-6947 or pertzbod@uww.edu.

01/17-05/19 Arranged Arranged Diane Pertzborn