

Section III - College of Business and Economics

LOWER DIVISION (200-LEVEL) ELIGIBILITY:

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

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

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

UPPER DIVISION (300/400-LEVEL) ELIGIBILITY:

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

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

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

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

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

ADMISSION TO UPPER DIVISION BUSINESS COURSES:

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

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

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

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

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

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

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

ACCOUNTING

Accounting

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

ACCOUNT 244 INTRODUCTION TO FINANCIAL ACCOUNTING ... This course introduces students to the principles of financial accounting. Topics include the basic accounting cycle (i.e., double entry accounting), financial statements (i.e., income statement and statement of financial position), and specific discussions of cash, trade receivables, merchandise inventories, plant assets, current and long-term liabilities, and stockholders equity.

PREREQ: SOPHOMORE STATUS AND 2.50 COMBINED CUMULATIVE GPA

#1547 Section 01 [units: 3]

05/30-07/08 MTWR 10:45 AM - 12:25 PM HH2319 Michael Macdonald

#1548 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.

05/30-07/08 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

#1550 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.

05/30-07/08 Arranged Arranged WEB BASED Linda Amann

ACCOUNT 451 TAX I ... A study of federal income tax laws with emphasis on the individual taxpayer, particularly of employees and sole proprietors. The study includes a review of current proposals, discussion of practical problems in tax planning and practice in the preparation of tax returns.

PREREQ: ACCOUNT 244, ACCOUNT 701 OR CONSENT OF DEPARTMENT AND ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#1553 Section 01 [units: 3]

05/30-07/08 MTWR 02:00 PM - 03:40 PM HH2319 Robert Meyers

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

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

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

#1556 Section 01 [units: 3]

05/30-07/08 MTWR 02:00 PM - 03:40 PM HH2319 Robert Meyers

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

PREREQ: ACCOUNT 343 OR CONSENT OF DEPARTMENT

#1559 Section 01 [units: 3]

05/30-07/08 MW 02:00 PM - 05:20 PM HH2314 Jane Weiss

#1560 Section 02 [units: 3]

05/30-07/08 MW 06:00 PM - 09:20 PM HH2314 Jane Weiss

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.

#1519 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.

05/30-07/08 Arranged Arranged WEB BASED 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

#1667 Section 22 [units: 3] NOTE: The cost per credit for COBE online undergraduate courses is \$389. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.

05/30-07/08 Arranged Arranged WEB BASED Matthew Winden

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

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

#1522 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.

05/30-07/08 Arranged Arranged WEB BASED Jeffery Heinrich

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

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

#1571 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.

05/30-07/08 Arranged Arranged WEB BASED Gene Toboyek

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

#1573 Section 01 [units: 3]

05/30-07/08 MW 05:00 PM - 08:20 PM HH2317 Garrett Smith

#1574 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.

05/30-07/08 Arranged Arranged WEB BASED Rashiqa Kamal

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

#1577 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.

05/30-07/08 Arranged Arranged WEB BASED Yuan Yuan

*** 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

#1578 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.

05/30-07/08 Arranged Arranged WEB BASED Qiu Yu

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

#1579 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.

05/30-07/08 Arranged Arranged WEB BASED Qiu Yu

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

#1580 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.

05/30-07/08 Arranged Arranged WEB BASED Zaifeng Fan

INFORMATION TECHNOLOGY AND SUPPLY CHAIN MANAGEMENT**Information Technology & Supply Chain Management**

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

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

#1509 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.

05/30-07/08 Arranged Arranged WEB BASED Christina Outlay

*** GRADUATE LEVEL COURSES ***

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

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

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#1514 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.

05/30-07/08 Arranged Arranged WEB BASED Li-Chung Yin

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

PREREQ: ITSCM 719

#1516 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.

05/30-07/08 Arranged Arranged WEB BASED Manohar Madan

ITSCM 770 FUNDAMENTALS OF PROJECT MANAGEMENT ... *This course develops a basic understanding of a project management methodology through lectures, case analyses, problem solving and discussions. Topics covered include planning, budgeting, scheduling, resource allocation and controlling of projects. The course provides a good background for students interested in pursuing certification in the area of project management.*

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#1517 Section 22 [units: 2] NOTE: The cost per credit for COBE online graduate courses is \$637.43. Students must have access to the Internet and an Internet browser.

05/30-07/08 Arranged Arranged WEB BASED Andrew Ciganek

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

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#1656 Section 01 [units: 3]

05/30-07/08 TR 06:00 PM - 09:20 PM HH1305 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

#1011 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.

05/30-07/08 Arranged Arranged WEB BASED Megan Matthews

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.

#1014 Section 22 [units: 2] 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.

05/30-07/08 Arranged Arranged WEB BASED Lynn Dupree

S/NC Grading Basis Only

#1015 Section 23 [units: 2] 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.

05/30-07/08 Arranged Arranged WEB BASED Emily Iverson

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.*

#1016 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.

05/30-07/08 Arranged Arranged WEB BASED Rimi Zakaria

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

#1068 Section 01 [units: 3]

05/30-07/08 M 06:30 PM - 09:50 PM HH2307 Daryl Parker

#1069 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.

05/30-07/08 Arranged Arranged WEB BASED Dennis Baskin

#1070 Section 23 [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.

05/30-07/08 Arranged Arranged WEB BASED Aditya Simha

*** GRADUATE LEVEL COURSES ***

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.*

#1081 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.

05/30-07/08 Arranged Arranged WEB BASED Aditya Simha

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

#1582 Section 22 [units: 3] NOTE: The cost per credit for COBE online graduate 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.

05/30-07/08 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

#1584 Section 22 [units: 3] NOTE: The cost per credit for COBE online graduate 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.

05/30-07/08 Arranged Arranged WEB BASED Shannon Cummins

*** GRADUATE LEVEL COURSES ***

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

#1588 Section 22 [units: 2] NOTE: The cost per credit for COBE online graduate courses for 2016-2017 is \$637.43. Students must have access to the Internet and an Internet browser. A Webcam may be required for remote exam monitoring.

05/30-07/08 Arranged Arranged WEB BASED Pavan Chennamaneni

MARKETNG 767 ENTREPRENEURIAL MARKETING STRATEGY ... *The course focuses on key marketing strategies relevant for new businesses and/or new product launches. Students will apply marketing concepts to the wide range of business challenges facing entrepreneurs. Through experiential learning opportunities, students will apply what they learned for developing comprehensive entrepreneurial marketing plans.*

PREREQ: MARKETNG 716

#1589 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. A Webcam may be required for remote exam monitoring.

05/30-07/08 Arranged Arranged WEB BASED Dennis Kopf

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

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

SAFETY 255 ALCOHOL AND OTHER DRUGS (GI) ... An investigation into the physiological, psychological and sociological problems presented by the use of alcohol and other drugs. Prevention and treatment programs will be examined. Other areas of study will include alcohol and traffic safety, alcohol and other drugs education and employee assistance programs.

#1446 Section 11 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line (web based) courses.

05/30-07/08 Arranged Arranged WEB BASED Kwangseog Ahn

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.

#1448 Section 11 [units: 3] NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. In addition to the normal tuition, students will be assessed a \$50.00 per credit additional surcharge for on-line (web based) courses.

05/30-07/08 Arranged Arranged Todd Loushine

SCHOOL BUSINESS MANAGEMENT**School Business Management******* GRADUATE LEVEL COURSES *****

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

#1528 Section 01 [units: 3]

05/30-07/08 Arranged Arranged Debra Towns

06/30 F 03:00 PM - 05:00 PM HH1301 Debra Towns FINAL EXAM

Section IV - College of Education

1. All students entering the pre-professional education pre-block courses, including undergraduates, transfer students, and baccalaureate degree holding students, must meet the following criteria:

[a] Passing scores on at least two subtests of the Pre-Professional Skills Test PPST;

[b] A 2.75 grade point average on a minimum of 12 credits.

2. Students seeking teacher licensure must be admitted to Professional Education in order to enroll in selected upper divisions courses (300-400) in Education. For information pertaining to admission to Professional Education, check at Winther Hall Information Desk.

3. The Wisconsin Department of Public Instruction licensure code requires all new graduates in Early Childhood and Elementary Education to complete the Environmental Education requirement. Either Biology 214, Ecology and Society, or Geography 252, Human Environmental Problems, will partially satisfy the requirement. Students should check with their advisers about the requirement.

PROFESSIONAL EDUCATION ADMISSION

For courses Restricted to Professional Education Admission: Practicing Teachers must have a copy of their teaching certificate and the application to Professional Education for Licensed Teachers on file with the College of Education (send to Winther Hall 2033, UW-W, Whitewater, WI 53190) prior to registering. Teachers seeking their first license must be admitted to Professional Education at UW-W. This is in addition to being admitted to, and enrolled in, a graduate program.

CURRICULUM AND INSTRUCTION**Reading**

READING 360 FOUNDATIONS OF LITERACY IN THE ELEMENTARY/MIDDLE SCHOOL ... This course is designed for the undergraduate student to examine the reading process. The principles and strategies of the approaches to reading instruction, beginning reading instruction, word recognition skills, vocabulary development, and special needs are also examined in detail.

PREREQ: PROFESSIONAL ED ADMISSION

#1649 Section 01 [units: 3] NOTE: This is a web based course. An additional fee of \$150 is required.

05/30-07/08 Arranged Arranged WEB BASED May Vang

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

EDUCATIONAL FOUNDATIONS**Educational Foundations**

EDFOUND 424 MEASUREMENT AND EVALUATION IN THE ELEMENTARY SCHOOL ... This class is designed for special education, communicative disorders, and elementary education majors. It includes testing, measurement, and evaluation of student progress in multiple contexts. Teacher testing, assessment, and decision making in the school environments are emphasized as well as examining traditional and performance assessment strategies. Basic statistical procedures, the use and interpretation of standardized tests, appropriate use of non-testing techniques are covered as well as various grading and reporting systems.

PREREQ: JUNIOR STATUS AND ADMISSION TO PROFESSIONAL ED

#1089 Section 01 [units: 3] NOTE: This is a hybrid course meeting in the classroom on Tuesdays and Thursdays, and online on Wednesdays.
 05/30-07/08 TR 10:45 AM - 01:00 PM WH3012 Mark Schroeder-Strong
 05/30-07/08 Arranged Arranged WEB BASED Mark Schroeder-Strong

EDFOUND 425 MEASUREMENT AND EVALUATION IN THE SECONDARY SCHOOL ... This class is designed for special education, communicative disorders and secondary education majors. It includes testing, measurement, and evaluation of student progress in multiple contexts and subject areas. Teacher testing, assessment, and decision making in the school environments are emphasized as well as examining traditional and performance assessment strategies. Basic statistical procedures, the use and interpretation of standardized tests, appropriate use of non-testing techniques are covered as well as various grading and reporting systems specific to the secondary school setting.

PREREQ: JUNIOR STATUS AND ADMISSION TO PROFESSIONAL ED

#1090 Section 01 [units: 3] NOTE: This is a hybrid course meeting in the classroom on Tuesdays and Thursdays, and online on Wednesdays.
 05/30-07/08 TR 10:45 AM - 01:00 PM WH3012 Mark Schroeder-Strong
 05/30-07/08 Arranged Arranged WEB BASED Mark Schroeder-Strong

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

EDFOUND 624 MEASUREMENT AND EVALUATION IN THE ELEMENTARY SCHOOL ... This class is designed for special education, communicative disorders, and elementary education majors. It includes testing, measurement, and evaluation of student progress in multiple contexts. Teacher testing, assessment, and decision making in the school environments are emphasized as well as examining traditional and performance assessment strategies. Basic statistical procedures, the use and interpretation of standardized tests, appropriate use of non-testing techniques are covered as well as various grading and reporting systems.

PREREQ: RESTRICTED TO STUDENTS WITH PROFESSIONAL ED ADMISSION

#1080 Section 01 [units: 3] NOTE: This is a hybrid course meeting in the classroom on Tuesdays and Thursdays, and online on Wednesdays.
 05/30-07/08 TR 10:45 AM - 01:00 PM WH3012 Mark Schroeder-Strong
 05/30-07/08 Arranged Arranged WEB BASED Mark Schroeder-Strong

EDFOUND 625 MEASUREMENT AND EVALUATION IN THE SECONDARY SCHOOL ... This class is designed for special education, communicative disorders, and secondary education majors. It includes testing, measurement, and evaluation of student progress in multiple contexts and subject areas. Teacher testing, assessment, and decision making in the school environments are emphasized as well as examining traditional and performance assessment strategies. Basic statistical procedures, the use and interpretation of standard tests, appropriate use of non-testing techniques are covered as well as various grading and reporting systems specific to the secondary school setting.

PREREQ: RESTRICTED TO STUDENTS WITH PROFESSIONAL ED ADMISSION

#1083 Section 01 [units: 3] NOTE: This is a hybrid course meeting in the classroom on Tuesdays and Thursdays, and online on Wednesdays.
 05/30-07/08 TR 10:45 AM - 01:00 PM WH3012 Mark Schroeder-Strong
 05/30-07/08 Arranged Arranged WEB BASED Mark Schroeder-Strong

Educational Foundations Practicum

EDFNDPRC 210 INTRODUCTION TO EDUCATION AND TEACHING ... This course introduces prospective teachers to the teaching profession, educational philosophies, and the structure of schools. It includes a fieldwork component that complements classroom instruction.

PREREQ: 2.75 COMBINED GPA; AND EITHER PASSING 2 SECTIONS OF PPST/CORE OR DPI QUALIFYING SCORES ON THE ACT, SAT, OR GRE. COREQ: CONC ENROLLMENT IN EDFOUND 243 AND [ONE OF FOLLOWING: EDFOUND 222, EDFOUND 230, EDFOUND 212 OR EDFOUND 481] OR CONS OF DEPT

#1060 Section 01 [units: 3]
 05/30-07/08 TWR 10:45 AM - 01:00 PM WH3010 Elizabeth King

Library Media***** GRADUATE LEVEL COURSES *****

LIBMEDIA 651 ORGANIZING INFORMATION ... Learn to describe information resources clearly, assess their information potential, and use strategies and procedures that will help somebody seeking information find what they need. Become familiar with formal and informal strategies for facilitating subject access, such as MARC records, tagging, metadata, controlled vocabularies, abstracting and classification. Address intellectual and practical issues related to creating structured access to information in all formats.

#1094 Section 01 [units: 3] NOTE: Limited to students in the UWSSLEC distance education program. Contact Continuing Education at 800-621-5376 for permission to enroll. An additional fee of \$180 is required for this course. Dept. Consent
 05/20-07/08 Arranged Arranged WEB BASED Allison Kaplan
 05/20-07/08 Arranged Arranged WEB BASED Carrie Lencho
 05/20-05/21 TW Arranged ARRANGED Allison Kaplan
 05/20-05/21 TW Arranged ARRANGED Carrie Lencho

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#1095	Section 02	[units: 3]	NOTE: Limited to students in the UWSSLEC distance education program. Contact Continuing Education at 800-621-5376 for permission to enroll. An additional fee of \$180 is required for this course.		
06/03-06/04	SU	Arranged	ARRANGED	Allison Kaplan	
06/03-06/04	SU	Arranged	ARRANGED	Carrie Lencho	
05/20-07/08	Arranged	Arranged	WEB BASED	Allison Kaplan	
05/20-07/08	Arranged	Arranged	WEB BASED	Carrie Lencho	

SPECIAL EDUCATION

Special Education

SPECED 325 CHARACTERISTICS AND INTERVENTIONS FOR LEARNING DISABILITIES ... This course provides an examination of the field of learning disabilities. Emphasis on the concept of learning disabilities, etiology, diagnosis, characteristics, teaching strategies, theory, historical influences, and current trends. Eligibility and models of service delivery will also be examined.

PREREQ: (1) SPECED 205 AND (2) SPECIAL EDUCATION MAJOR, SPECIAL EDUCATION MINOR, OR PHYSICAL EDUCATION EC-A EMPHASIS AND (3) COMBINED 2.75 GPA (THE GPA REQUIREMENTS IS NOT REQUIRED OF NON-LICENSURE MINORS)

#1021	Section 01	[units: 3]	NOTE: This is a web based course. An addition fee of \$150 is required.		
05/30-07/08	Arranged	Arranged	WEB BASED	Amy Stevens	

Section V - College of Letters and Sciences

CHEMISTRY

Chemistry

CHEM 112 CHEMISTRY FOR OCCUPATIONAL AND ENVIRONMENTAL APPLICATIONS ... This course will explore the bonding, structure, properties and reactivity of the main classes of organic compounds focusing on acid/base, redox, and radical reactions. The safety concerns of these reactions will be discussed and predicted by using chemical information found in online and text sources.

PREREQ: CHEM 102

#1189	Section 01C	[units: 3]			
05/30-07/08	MTW	05:30 PM - 07:45 PM	UH0236	Jessica Bonjour	

CHEM 251 ORGANIC CHEMISTRY ... Introductory chemistry of the compounds of carbon, their structures and reactions. Taken primarily by chemistry majors and pre-professional students. The foundation for understanding organic reactions is established with an emphasis on bonding, functional groups, three dimensional structure of organic molecules, relationship between structure and reactivity, kinetics, and reaction mechanisms. Three hours of lecture per week.

PREREQ: CHEM 104

#1191	Section 01	[units: 3]			
05/30-07/08	MTW	07:30 AM - 10:00 AM	UH0144	Hephzibah Kumpaty	

CHEM 261 ORGANIC CHEMISTRY LABORATORY ... Basic organic manipulative techniques and simpler syntheses are considered. Spectroscopic topics are introduced. Generally taken concurrently with CHEM 251. Two three-hour laboratories per week.

COREQ: CHEM 251

#1190	Section 01	[units: 2]			
05/30-07/08	RF	07:30 AM - 10:50 AM	UH0246	Paul House	

CHEM 498 INDEPENDENT STUDY IN CHEMISTRY ... Study of a selected topic or topics under the direction of a faculty member. Repeatable for a maximum of 6 credits in major/degree. Credits in this course may not be used to fulfill minor requirements in Chemistry.

#1197	Section 02	[units: 1-3]			Dept. Consent
05/30-07/08	Arranged	Arranged		Paul House	

COMPUTER SCIENCE

Computer Science

COMPSCI 172 INTRODUCTION TO JAVA (GM) ... This course will give students the essentials of object-oriented programming in Java. Students will learn to formulate algorithms, to solve problems and to implement those solutions with a Java program that employs objects and classes. The student will be introduced to object-oriented design, applications and applets, class construction, methods and message passing arrays, string processing, file processing, and some event-handling and Graphical Use Interface programming. This course is designed for students with some prior programming experience.

PREREQ: MATH 152 WITH A GRADE OF C OR BETTER, OR MATH 143 WITH A GRADE OF C OR BETTER, OR CALCULUS PLACEMENT, OR CONSENT OF INSTRUCTOR

#1004	Section 01	[units: 3]	Gen Ed Math/Natural Sciences (GM) NOTE: This is a web based class. Required additional course fee is \$150.00.		
05/30-07/08	Arranged	Arranged	WEB BASED	Jiazhen Zhou	

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

#1707	Section 01	[units: 3]			Dept. Consent
05/30-07/08	Arranged	Arranged		Zachary Oster	COMPSCI 424

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

GEOGRAPHY, GEOLOGY & ENVIRONMENTAL SCIENCE**Geography**

GEOGRPY 210 PHYSICAL GEOGRAPHY (GL) ... A study of selected physical aspects of our geographic environment. Emphasis is given to the origin and characteristic features of topographic, climatic, vegetative and soil regions of the earth and to their interrelationships. The ultimate objective is to provide a foundation upon which to build a better understanding of human interrelationships with the physical environment. Field trips are normally taken.

COREQ: MATH 141 OR WAIVER

#1200 Section 01 [units: 5] Gen Ed Laboratory (GL) NOTE: This is a hybrid course using D2L, but meeting face-to-face for labs on MW. Information will be sent to the students email address shortly before the start of classes.

05/30-07/08 MW 08:30 AM - 10:15 AM UH0150 Dale Splinter

05/30-07/08 Arranged Arranged WEB BASED Dale Splinter

LANGUAGES AND LITERATURES**English**

ENGLISH 370 ADVANCED COMPOSITION ... A course in advanced exposition and argumentation. Conventional grade basis only if course is required in the College of Business for major.

PREREQ: ENGLISH 101 AND ENGLISH 102 OR ENGLISH 161 AND ENGLISH 162. MUST BE CONVENTIONAL GRADE BASIS ONLY IF COURSE IS REQUIRED IN THE COLLEGE OF BUSINESS FOR MAJOR.

#1017 Section 01 [units: 3] NOTE: This class is taught online through Desire2Learn. The course site will be available to you prior to the beginning of the session. An Additional \$150.00 fee will be assessed for this course.

05/30-07/08 Arranged Arranged WEB BASED Rossitza Ivanova

Spanish

SPANISH 142 BEGINNING SPANISH (GH) ... Continuation of SPANISH 141.

PREREQ: SPANISH 141 OR EQUIVALENT

#1501 Section 01 [units: 4] Gen Ed Humanities (GH)

05/30-07/08 MTWRF 10:45 AM - 12:35 PM HE0316 Peter Hoff

MATHEMATICS**Mathematics**

MATH 141 FUNDAMENTALS OF COLLEGE ALGEBRA ... A functional approach to algebra with emphasis on applications to different disciplines. Topics include linear, exponential, logarithmic, quadratic, polynomial and rational equations and functions, systems of linear equations, linear inequalities, radicals and rational exponents, complex numbers, variation. Properties of exponents, factoring, and solving linear equations are reviewed.

PREREQ: MATH 41 WITH A GRADE OF C OR BETTER OR WAIVER

#1260 Section 01 [units: 4] NOTE: This is a hybrid course which meets both in the classroom and online each week. Students are required to purchase an access code for an online homework system that will provide immediate feedback and additional support. Codes can be purchased from the University Bookstore.

05/30-07/08 TWR 10:45 AM - 12:35 PM HH1302 Fe Evangelista

05/30-07/08 Arranged Arranged WEB BASED Fe Evangelista

#1268 Section 03 [units: 4] NOTE: This is a web based class; required additional course fee of \$200. This class is taught online through Desire2Learn. The course site will be available to you at the beginning of the session. This is a special online section limited to students who are enrolled in the ECE4U online cohort program. ECE4U students should contact Anne Tillett for more information at tilletta@uww.edu.

Dept. Consent

05/30-07/08 Arranged Arranged WEB BASED Joan Stamm

MATH 148 MATHEMATICS FOR THE ELEMENTARY TEACHER I (GM) ... A study of sets, whole numbers, fractions, integers, decimals and real numbers, basic arithmetic operations and their properties, standard and alternative algorithms and estimations strategies; problem-solving, proportional reasoning and algebraic thinking. Manipulatives and cooperative learning activities are used throughout the course. For elementary education majors.

PREREQ: A GRADE OF C OR BETTER IN MATH 141 OR WAIVER

#1271 Section 01 [units: 3] Gen Ed Math/Natural Sciences (GM) NOTE: This is a special online section limited to students enrolled in the ECE4U online cohort program. Face to face meeting dates are the following Saturdays: 6/3, 6/17, and 7/8 from 8:30-11:00am. Additionally, there will be two online meetings two evenings a week; time and day to be determined. Contact Anne Tillett for more information at tilletta@uww.edu. This is an online course. additional course fee of \$150 is required. Students are required to purchase an access code for an online homework system that will provide immediate feedback and additional support. Codes can be purchased from the University Bookstore.

Dept. Consent

05/30-07/08 Arranged Arranged WEB BASED Teri Alder

06/03 S 08:30 AM - 11:00 AM Teri Alder

06/17 S 08:30 AM - 11:00 AM Teri Alder

07/08 S 08:30 AM - 11:00 AM Teri Alder

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
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MATH 253 CALCULUS AND ANALYTIC GEOMETRY I (GM) ... Review of algebraic and trigonometric functions, transcendental functions, limits, study of the derivative, techniques of differentiation, continuity, applications of the derivative, L' Hopital's Rule and indeterminate forms, the Riemann integral, Fundamental Theorem of Calculus, and substitution rule.

PREREQ: MATH 152 WITH A GRADE OF C OR BETTER OR EQUIVALENT HIGH SCHOOL PREPARATION AS DETERMINED BY THE MATHEMATICS DEPARTMENT.

#1264 Section 01 [units: 5] Gen Ed Math/Natural Sciences (GM) NOTE: This is a hybrid course which meets both in the classroom and online each week. Students are required to purchase an access code for an online homework system that will provide immediate feedback and additional support. Codes can be purchased from the University Bookstore.

05/30-07/08	MTWR	10:45 AM - 01:00 PM	HH1305	Julie Letellier	
05/30-07/08	Arranged	Arranged	WEB BASED	Julie Letellier	
07/07	F	10:45 AM - 01:00 PM	HH1305	Julie Letellier	FINAL EXAM

POLITICAL SCIENCE

Political Science

POLISCI 316 POLICE AND CRIMINAL JUSTICE ADMINISTRATION ... This course examines the administrative process within the criminal justice setting. Both administrative theories and principles as well as applications to the criminal justice system will be covered.

PREREQ: 3 UNITS OF POLITICAL SCIENCE

#1671 Section 01 [units: 3] NOTE: This course will be taught using Desire2Learn. A short while before class, information will be sent to each student's UWW email address. Required additional fee of \$150 will be assessed for this class.

05/30-07/08	Arranged	Arranged	WEB BASED	Jolly Emrey	
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RACE AND ETHNIC STUDIES

Race & Ethnic Cultures General

*** GRADUATE LEVEL COURSES ***

RACEETH 798 INDIVIDUAL STUDIES ...

#1769	Section 01	[units: 3]				Dept. Consent
05/30-07/08	Arranged	Arranged		James Winship	IMMIGRATION TODAY	

SOCIAL WORK

Social Work

SOCWORK 371 SOCIAL WORK PRACTICE I ... This course presents contemporary theoretical approaches to social work practice with individuals, groups, families, organizations and communities. This course uses a competency approach to assess and develop student interviewing and interpersonal skills, emphasizing social work practice with individuals.

PREREQ: SOCWORK 102, GENED 130 OR WAIVER, JUNIOR STATUS, COMBINED CUMULATIVE GPA OF 2.25 REQUIRED. ALSO SOCIAL WORK MAJOR OR CONSENT OF DEPARTMENT. COREQ: SOCWORK 311

#1152	Section 01	[units: 3]				
05/30-07/08	MW	05:00 PM - 08:20 PM	HH1305	Jennifer Anderson		

SOCIOLOGY, ANTHROPOLOGY AND CRIMINAL JUSTICE

Sociology

SOCIOLGY 276 INTRODUCTION TO CRIMINOLOGY (GS) ... An introduction to the field of criminology through examination of theories and patterns of criminal behavior, the operation of the criminal justice system, and the politics of crime control policy.

#1496 Section 01 [units: 3] Gen Ed Social Science (GS) NOTE: This course will be taught using Desire2Learn. A short while before class, information will be sent to each student's UWW email address. Required additional fee of \$150 will be assessed for this class.

05/30-07/08	Arranged	Arranged	WEB BASED	Robert Greene	
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