

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.

INTERDEPARTMENTAL**Business & Economics Interdepartmental**

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

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 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

#1012 Section 22 [units: 1] 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.

05/30-06/17 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.

#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

Business Administration

*** GRADUATE LEVEL COURSES ***

DBA 830 FORECASTING AND TIME SERIES ANALYSIS ... This course introduces the theory and practice of forecasting and time series analysis, with an emphasis on practical skills. Topics covered in this class include the fundamental concepts in time series, forecasting, event history and survival analysis.

PREREQ: DBA 820

#1630 Section 01 [units: 3]

05/22	M	03:00 PM - 07:00 PM	HH2200	Pavan Chennamaneni
05/22	M	03:00 PM - 07:00 PM	HH2200	Maxwell Hsu
06/23	F	03:00 PM - 07:00 PM	HH2200	Pavan Chennamaneni
06/23	F	03:00 PM - 07:00 PM	HH2200	Maxwell Hsu
07/28	F	03:00 PM - 07:00 PM	HH2200	Pavan Chennamaneni
07/28	F	03:00 PM - 07:00 PM	HH2200	Maxwell Hsu
05/20-08/19	Arranged	Arranged	WEB BASED	Pavan Chennamaneni
05/20-08/19	Arranged	Arranged	WEB BASED	Maxwell Hsu

DBA 970 DIRECTED STUDY ... This course gives students the ability to conduct an in-depth study of the topics they are interested in and work closely with a faculty member. Students develop an integrated review paper that provides an overview of the state of knowledge, identify gaps in the literature and propose interesting research directions.

PREREQ: DBA 870

#1620 Section 01 [units: 3]

05/20-05/21	SU	08:00 AM - 05:00 PM	HH2100	Kaviraj Parboteeah	ACCOUNTING
07/28	F	03:00 PM - 07:00 PM	HH2100	Kaviraj Parboteeah	ACCOUNTING
07/29-07/30	SU	08:00 AM - 05:00 PM	HH2100	Kaviraj Parboteeah	ACCOUNTING
05/22	M	03:00 PM - 07:00 PM	HH2100	Kaviraj Parboteeah	ACCOUNTING
05/20-08/19	Arranged	Arranged	WEB BASED	Kaviraj Parboteeah	

<u>Class#</u>	<u>Section (Units)</u>	<u>General Education Designation (if any)</u>			<u>Location</u>	<u>Instructor</u>	<u>Course Topic (if applicable)</u>
<u>Start/End Dates</u>	<u>Meeting Days</u>	<u>Meeting Times</u>					
#1621	Section 02 [units: 3]						
05/20-05/21	SU	08:00 AM - 05:00 PM			Kaviraj Parboteeah	FINANCE	
07/28	F	03:00 PM - 07:00 PM			Kaviraj Parboteeah	FINANCE	
07/29-07/30	SU	08:00 AM - 05:00 PM			Kaviraj Parboteeah	1543160	
05/22	M	03:00 PM - 07:00 PM			Kaviraj Parboteeah	FINANCE	
05/20-08/19	Arranged	Arranged		WEB BASED	Kaviraj Parboteeah		
#1622	Section 03 [units: 3]						
05/20-05/21	SU	08:00 AM - 05:00 PM			Kaviraj Parboteeah	IT	
07/28	F	03:00 PM - 07:00 PM			Kaviraj Parboteeah	IT	
07/29-07/30	SU	08:00 AM - 05:00 PM			Kaviraj Parboteeah	IT	
05/22	M	03:00 PM - 07:00 PM			Kaviraj Parboteeah	IT	
05/20-08/19	Arranged	Arranged		WEB BASED	Kaviraj Parboteeah		
#1623	Section 04 [units: 3]						
05/20-05/21	SU	08:00 AM - 05:00 PM			Kaviraj Parboteeah	MANAGEMENT	
07/28	F	03:00 PM - 07:00 PM			Kaviraj Parboteeah	MANAGEMENT	
07/29-07/30	SU	08:00 AM - 05:00 PM			Kaviraj Parboteeah	MANAGEMENT	
05/22	M	03:00 PM - 07:00 PM			Kaviraj Parboteeah	MANAGEMENT	
05/20-08/19	Arranged	Arranged		WEB BASED	Kaviraj Parboteeah		
#1624	Section 05 [units: 3]						
05/20-05/21	SU	08:00 AM - 05:00 PM			Kaviraj Parboteeah	MARKETING	
07/28	F	03:00 PM - 07:00 PM			Kaviraj Parboteeah	MARKETING	
07/29-07/30	SU	08:00 AM - 05:00 PM			Kaviraj Parboteeah	MARKETING	
05/22	M	03:00 PM - 07:00 PM			Kaviraj Parboteeah	MARKETING	
05/20-08/19	Arranged	Arranged		WEB BASED	Kaviraj Parboteeah		
#1625	Section 06 [units: 3]						
05/20-05/21	SU	08:00 AM - 05:00 PM	HH2200		Balaji Sankaranarayanan	ACCOUNTING	
05/20-05/21	SU	08:00 AM - 05:00 PM	HH2200		Andy Yu	ACCOUNTING	
06/24-06/25	SU	08:00 AM - 05:00 PM	HH2200		Balaji Sankaranarayanan	ACCOUNTING	
06/24-06/25	SU	08:00 AM - 05:00 PM	HH2200		Andy Yu	ACCOUNTING	
07/29-07/30	SU	08:00 AM - 05:00 PM	HH2200		Balaji Sankaranarayanan	ACCOUNTING	
07/29-07/30	SU	08:00 AM - 05:00 PM	HH2200		Andy Yu	ACCOUNTING	
05/20-08/19	Arranged	Arranged		WEB BASED	Balaji Sankaranarayanan		
05/20-08/19	Arranged	Arranged		WEB BASED	Andy Yu		
#1626	Section 07 [units: 3]						
05/20-05/21	SU	08:00 AM - 05:00 PM			Balaji Sankaranarayanan	FINANCE	
05/20-05/21	SU	08:00 AM - 05:00 PM			Andy Yu	FINANCE	
06/24-06/25	SU	08:00 AM - 05:00 PM			Balaji Sankaranarayanan	FINANCE	
06/24-06/25	SU	08:00 AM - 05:00 PM			Andy Yu	FINANCE	
07/29-07/30	S	08:00 AM - 05:00 PM			Balaji Sankaranarayanan	FINANCE	
07/29-07/30	S	08:00 AM - 05:00 PM			Andy Yu	FINANCE	
05/20-08/19	Arranged	Arranged		WEB BASED	Balaji Sankaranarayanan		
05/20-08/19	Arranged	Arranged		WEB BASED	Andy Yu		
#1627	Section 08 [units: 3]						
05/20-05/21	SU	08:00 AM - 05:00 PM			Balaji Sankaranarayanan	IT	
05/20-05/21	SU	08:00 AM - 05:00 PM			Andy Yu	IT	
06/24-06/25	SU	08:00 AM - 05:00 PM			Balaji Sankaranarayanan	IT	
06/24-06/25	SU	08:00 AM - 05:00 PM			Andy Yu	IT	
07/29-07/30	SU	08:00 AM - 05:00 PM			Balaji Sankaranarayanan	IT	
07/29-07/30	SU	08:00 AM - 05:00 PM			Andy Yu	IT	
05/20-08/19	Arranged	Arranged		WEB BASED	Balaji Sankaranarayanan		
05/20-08/19	Arranged	Arranged		WEB BASED	Andy Yu		
#1628	Section 09 [units: 3]						
05/20-05/21	SU	08:00 AM - 05:00 PM			Balaji Sankaranarayanan	MANAGEMENT	
05/20-05/21	SU	08:00 AM - 05:00 PM			Andy Yu	MANAGEMENT	
06/24-06/25	SU	08:00 AM - 05:00 PM			Balaji Sankaranarayanan	MANAGEMENT	
06/24-06/25	SU	08:00 AM - 05:00 PM			Andy Yu	MANAGEMENT	
07/29-07/30	SU	08:00 AM - 05:00 PM			Balaji Sankaranarayanan	MANAGEMENT	
07/29-07/30	SU	08:00 AM - 05:00 PM			Andy Yu	MANAGEMENT	
05/20-08/19	Arranged	Arranged		WEB BASED	Balaji Sankaranarayanan		
05/20-08/19	Arranged	Arranged		WEB BASED	Andy Yu		

<u>Class#</u>	<u>Section (Units)</u>	<u>General Education Designation (if any)</u>	<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>
#1629	Section 10	[units: 3]						
	05/20-05/21	SU	08:00 AM - 05:00 PM				Balaji Sankaranarayanan	MARKETING
	05/20-05/21	SU	08:00 AM - 05:00 PM				Andy Yu	MARKETING
	06/24-06/25	SU	08:00 AM - 05:00 PM				Balaji Sankaranarayanan	MARKETING
	06/24-06/25	SU	08:00 AM - 05:00 PM				Andy Yu	MARKETING
	07/29-07/30	S	08:00 AM - 05:00 PM				Balaji Sankaranarayanan	MARKETING
	07/29-07/30	S	08:00 AM - 05:00 PM				Andy Yu	MARKETING
	05/20-08/19	Arranged	Arranged			WEB BASED	Balaji Sankaranarayanan	
	05/20-08/19	Arranged	Arranged			WEB BASED	Andy Yu	

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

#1631	Section 01	[units: 1-6]						
	05/30-08/19	Arranged	Arranged			OFF CAMPUS	Kaviraj Parboteeah	ACCOUNTING
	P/F Grading Basis Only							
#1632	Section 02	[units: 1-6]						
	05/30-08/19	Arranged	Arranged			OFF CAMPUS	Kaviraj Parboteeah	FINANCE
	P/F Grading Basis Only							
#1633	Section 03	[units: 1-6]						
	05/30-08/19	Arranged	Arranged			OFF CAMPUS	Kaviraj Parboteeah	IT
	P/F Grading Basis Only							
#1634	Section 04	[units: 1-6]						
	05/30-08/19	Arranged	Arranged			OFF CAMPUS	Kaviraj Parboteeah	MANAGEMENT
	P/F Grading Basis Only							
#1635	Section 05	[units: 1-6]						
	05/30-08/19	Arranged	Arranged			OFF CAMPUS	Kaviraj Parboteeah	MARKETING
	P/F Grading Basis Only							
#1776	Section 06	[units: 1-6]						
	05/30-06/17	Arranged	Arranged				Kaviraj Parboteeah	
	P/F Grading Basis Only							