

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

#1551 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. A Webcam may be required for remote exam monitoring.

07/10-08/19 Arranged Arranged WEB BASED Joseph Gerard

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

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.

#1555 Section 01 [units: 2-6]

05/30-08/19 Arranged Arranged ARRANGED William Tatman

Instructor Consent

***** 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 exploration 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

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

#1561 Section 01 [units: 1-3]

05/30-08/19 Arranged Arranged ARRANGED William Tatman

Dept. Consent

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

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 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

#1520 Section 01 [units: 3] Gen Ed Social Science (GS)

07/10-08/19 TWR 02:00 PM - 04:15 PM HH2310 Daniel Teferra

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 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

#1523 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.

06/19-07/29 Arranged Arranged WEB BASED Russell Kashian

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

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

#1750 Section 01 [units: 1-3]

05/30-06/17 Arranged Arranged Russell Kashian

Dept. Consent

#1781 Section 02 [units: 1-3]

05/30-08/19 Arranged Arranged David Bashaw

Dept. Consent

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

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

#1524 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.

07/10-08/19 Arranged Arranged WEB BASED Yamin Ahmad

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.

#1525 Section 01 [units: 3]

05/30-08/19 Arranged Arranged ARRANGED Yamin Ahmad

#1714 Section 02 [units: 3]

05/30-08/19 Arranged Arranged David Welsch

<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>
#1715 Section 03 [units: 3] 05/30-08/19	Arranged	Arranged		Yuhan Xue	
#1716 Section 04 [units: 3] 05/30-08/19	Arranged	Arranged		Lei Guo	
#1717 Section 05 [units: 3] 05/30-08/19	Arranged	Arranged		Matthew Winden	
#1718 Section 06 [units: 3] 05/30-08/19	Arranged	Arranged		Russell Kashian	
#1719 Section 07 [units: 3] 05/30-08/19	Arranged	Arranged		To Be Arranged	
#1720 Section 08 [units: 3] 05/30-08/19	Arranged	Arranged		To Be Arranged	
#1721 Section 09 [units: 3] 05/30-08/19	Arranged	Arranged		To Be Arranged	
#1722 Section 10 [units: 3] 05/30-08/19	Arranged	Arranged		To Be Arranged	
#1723 Section 11 [units: 3] 05/30-08/19	Arranged	Arranged		To Be Arranged	
#1724 Section 12 [units: 3] 05/30-08/19	Arranged	Arranged		To Be Arranged	
#1725 Section 13 [units: 3] 05/30-08/19	Arranged	Arranged		To Be Arranged	
#1726 Section 14 [units: 3] 05/30-08/19	Arranged	Arranged		To Be Arranged	
#1727 Section 15 [units: 3] 05/30-08/19	Arranged	Arranged		To Be Arranged	

ECON 799 THESIS ... Students must complete a Thesis Proposal Form in the Graduate Studies Office before registering for this course. Prereq: 28 credits in undergraduate and graduate economics courses. Some of these may be taken concurrently with approval of advisor.

PREREQ: GRADUATE STANDING

#1526 Section 01 [units: 1-6] 07/10-08/19	Arranged	Arranged		Matthew Winden	
#1731 Section 02 [units: 1-6] 05/30-08/19	Arranged	Arranged		Russell Kashian	
#1732 Section 03 [units: 1-6] 05/30-08/19	Arranged	Arranged		David Welsch	

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 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

#1572 Section 01 [units: 3]
07/10-08/19 MW 05:00 PM - 08:20 PM HH2317 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

#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

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#1575	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.		
07/10-08/19	Arranged	Arranged	WEB BASED	Garrett Smith	
#1704	Section 24	[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.		
07/10-08/19	Arranged	Arranged	WEB BASED	Mohammad Jafarinejad	

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

#1576	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.		
07/10-08/19	Arranged	Arranged	WEB BASED	Gene Toboyek	

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	

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.

#1658	Section 01	[units: 1-3]			Dept. Consent
05/30-08/19	Arranged	Arranged		Garrett Smith	

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

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

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

#1581	Section 01	[units: 3]			
07/10-08/19	MW	05:00 PM - 08:20 PM	HH2317	Curt Weber	

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

PREREQ: ACCOUNT 701

#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

#1657	Section 01	[units: 3]	NOTE: Crustal Ball software is a requirement for this course. Price TBD.		
07/10-08/19	TR	09:30 AM - 12:50 PM	HH2305	Muhammad Bakhtear Talukdar	
#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	

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

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

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

#1511 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.

07/10-08/19 Arranged Arranged WEB BASED Manohar Madan

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

#1690 Section 01 [units: 3]

Dept. Consent

05/30-08/19 Arranged Arranged David Munro

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

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

#1512 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.

07/10-08/19 Arranged Arranged WEB BASED Sameer Prasad

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

#1513 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.

07/10-08/19 Arranged Arranged WEB BASED Suvojit Basu

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 765 TOPICS IN PROJECT MANAGEMENT ... *This course addresses emerging or context specific project management concepts, techniques, and technologies. Topics may include new methodologies and technologies that implement them, or project management in a specific industry or work context.*

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#1515 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.

07/10-08/19 Arranged Arranged WEB BASED Sameer Prasad

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

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

#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

ITSCM 777 DATA MINING FOR BUSINESS ... This course focuses on the application of data mining for business. Topics covered include mining structured data, techniques for handling big data, working with unstructured data. Emphasis is placed on identifying and applying appropriate mining techniques for specific business problems, and interpreting the validity and utility of the results. Students will use data mining software to gain practical experience.

#1518 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.

07/10-08/19 Arranged Arranged WEB BASED Alana Platt

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 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

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

#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	

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>
#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	
#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 committed 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					

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

#1071 Section 24 [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.

07/10-08/19 Arranged Arranged WEB BASED Margaret Kuchan

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

#1073 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.

07/10-08/19 Arranged Arranged WEB BASED Jim Schnaedter

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

#1076 Section 01 [units: 3]

05/30-06/17 TR 08:30 AM - 11:50 AM HH2307 Yezdi Godiwalla

#1077 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.

07/10-08/19 Arranged Arranged WEB BASED James Bronson

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

#1078 Section 01 [units: 2-3]

05/30-08/19 Arranged Arranged Jim Schnaedter

Dept. Consent

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

#1079 Section 01 [units: 1-3]

05/30-08/19 Arranged Arranged Yezdi Godiwalla

Dept. Consent

***** 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

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.

#1082 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.

07/10-08/19 Arranged Arranged WEB BASED Jon Werner

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

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.*

#1084 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.

07/10-08/19 Arranged Arranged WEB BASED Rimi Zakaria

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.*

#1085 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.

07/10-08/19 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

#1087 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.

07/10-08/19 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.

#1093 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

#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

#1583 Section 23 [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.

07/10-08/19 Arranged Arranged WEB BASED John Degraff

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

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

#1585 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.

07/10-08/19 Arranged Arranged WEB BASED 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

#1636 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.

07/10-08/19 Arranged Arranged WEB BASED Karen Whalen

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

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.

#1612 Section 01 [units: 3]

Instructor Consent

05/30-08/19 Arranged Arranged 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

#1613 Section 01 [units: 3]

Instructor Consent

05/30-08/19 Arranged Arranged 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

#1616 Section 01 [units: 3]

05/30-08/19 Arranged Arranged Sharon Roy

MARKETNG 493S INTERNSHIP IN MARKETING - SALES EMPHASIS ... This course is a structured-supervised work experience within the sales function. The internship experience offers the student an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor.

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

#1617 Section 01 [units: 3]

Instructor Consent

05/30-08/19 Arranged Arranged Sharon Roy

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

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

#1618 Section 01 [units: 1-3]

Dept. Consent

05/30-08/19 Arranged Arranged To Be Arranged

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

MARKETNG 716 MARKETING ... Analysis of the institutional, behavioral, competitive, legal, and intra-firm aspects of the marketing function in business and other organizations.

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

#1586 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.

07/10-08/19 Arranged Arranged WEB BASED Dennis Kopf

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

#1587 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.

07/10-08/19 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

#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)
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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.**

#1619 Section 01 [units: 1-3]

05/30-08/19 Arranged Arranged

To Be Arranged

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

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

#1481 Section 11 [units: 3] Gen Ed Interdisciplinary (GI) NOTE: This is a web based course. An additional fee of \$150 is required.

07/10-08/19 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.

#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

#1447 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.

06/19-07/29 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

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.

#1449 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.

06/19-07/29 Arranged Arranged WEB BASED Alvaro Taveira

SAFETY 468 ERGONOMICS ... Study of human capabilities and limitations (physical, perceptual and cognitive) as the basis for improving human interactions with products, workstations and jobs. Review of human anatomical, physiological, perceptual and psychomotor characteristics applied to human-machine systems to enhance worker comfort, safety, health and productivity.

#1601 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 the online (web based) courses. For information and questions, email Sang Choi at chois@uww.edu.

07/10-08/19 Arranged Arranged WEB BASED Sang Choi

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

#1451 Section 11 [units: 1-12]

05/30-08/19 Arranged Arranged

Todd Loushine

S/NC Grading Basis Only

#1452 Section 12 [units: 1-12]

05/30-08/19 Arranged Arranged

Todd Loushine

S/NC Grading Basis Only

#1453 Section 13 [units: 1-12]

05/30-08/19 Arranged Arranged

Todd Loushine

S/NC Grading Basis Only

#1454 Section 14 [units: 1-12]

05/30-08/19 Arranged Arranged

Todd Loushine

S/NC Grading Basis Only

#1455 Section 15 [units: 1-12]

05/30-08/19 Arranged Arranged

Todd Loushine

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>
#1477	Section 16	[units: 1-12]				
	05/30-08/19	Arranged	Arranged		Todd Loushine	
	S/NC Grading Basis Only					

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

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

#1456	Section 01	[units: 1-3]				Instructor Consent
	05/30-08/19	Arranged	Arranged		Kwangseog Ahn	
#1457	Section 02	[units: 1-3]				Instructor Consent
	05/30-08/19	Arranged	Arranged		Deborah Bowen	
#1458	Section 03	[units: 1-3]				Instructor Consent
	05/30-08/19	Arranged	Arranged		Tracy Buchman	
#1459	Section 04	[units: 1-3]				Instructor Consent
	05/30-08/19	Arranged	Arranged		Sang Choi	
#1460	Section 05	[units: 1-3]				Instructor Consent
	05/30-08/19	Arranged	Arranged		Todd Loushine	
#1461	Section 06	[units: 1-3]				Instructor Consent
	05/30-08/19	Arranged	Arranged		Alvaro Taveira	
#1462	Section 07	[units: 1-3]				Instructor Consent
	05/30-08/19	Arranged	Arranged		Donna Vosburgh	

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

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

#1450	Section 22	[units: 3]	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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.			
	06/19-07/29	Arranged	Arranged	WEB BASED	Alvaro Taveira	

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

PREREQ: CONSENT OF INSTRUCTOR

#1602	Section 22	[units: 3]	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. Graduate online classes will be billed at \$637.43 per credit for all students.			Instructor Consent
	07/10-08/19	Arranged	Arranged	WEB BASED	Sang Choi	

SAFETY 701 RESEARCH METHODS IN ESH ... This course introduces key concepts and skill development in scientific inquiry in Environmental Safety & Health. The course covers: foundations for scientific inquiry, types of research methodology, validity and reliability (biases & error), how to search for and review research literature, basic understanding of statistical significance, and how to develop research question/hypotheses.

#1603	Section 22	[units: 3]	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. Graduate online classes will be billed at \$637.43 per credit for all students.			
	06/19-08/19	Arranged	Arranged	WEB BASED	Sang Choi	

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.

#1468	Section 22	[units: 3]	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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
	05/30-08/19	Arranged	Arranged	WEB BASED	Kwangseog Ahn	
#1469	Section 23	[units: 3]	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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
	05/30-08/19	Arranged	Arranged	WEB BASED	Tracy Buchman	
#1470	Section 24	[units: 3]	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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
	05/30-08/19	Arranged	Arranged	WEB BASED	Sang Choi	
#1471	Section 25	[units: 3]	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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
	05/30-08/19	Arranged	Arranged	WEB BASED	Todd Loushine	
#1472	Section 26	[units: 3]	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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
	05/30-08/19	Arranged	Arranged	WEB BASED	Alvaro Taveira	

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

#1463	Section 22	[units: 1-3]	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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
	05/30-08/19	Arranged	Arranged	WEB BASED	Kwangseog Ahn	

<u>Class#</u>	<u>Section</u>	<u>(Units)</u>	<u>General Education Designation (if any)</u>				<u>Consent</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>		
#1464	Section 23	[units: 1-3]	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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
05/30-08/19	Arranged	Arranged	WEB BASED	Tracy Buchman			
#1465	Section 24	[units: 1-3]	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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
05/30-08/19	Arranged	Arranged	WEB BASED	Sang Choi			
#1466	Section 25	[units: 1-3]	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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
05/30-08/19	Arranged	Arranged	WEB BASED	Todd Loushine			
#1467	Section 26	[units: 1-3]	NOTE: This is an entirely web based section, students must have access to the internet and an internet browser. 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
05/30-08/19	Arranged	Arranged	WEB BASED	Alvaro Taveira			

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	