

**THE FOLLOWING REQUIREMENTS APPLY TO STUDENTS ENROLLED IN THE BBA CURRICULUM:**

Students in the BBA curriculum and all MCS majors are not eligible to enroll in the College of Business and Economics 300 and 400 level courses (except Accounting 341 and 342) unless they have 60.0 or more credits to degree, at least a 2.50 cum GPA and have been admitted to a College of Business and Economics major. Transfer students must maintain a combined GPA (transfer and UW-W) of 2.50 to continue eligibility. 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. Students pursuing a Bachelor of Business Administration degree and all MCS majors must achieve 24 credits and maintain a 2.50 GPA or better in order to take lower division business courses (including MCS courses) except Concepts of American Business ITBE 141, ITBE 200, 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.

When a student is projected to complete at least 54 credits and has satisfactorily completed or is enrolled in ENGLISH 101, ENGLISH 102, SPEECH 110, ACCOUNT 244, ACCOUNT 249, or ACCOUNT 341/342; ECON 201; ECON 202; MATH 143; ECON 245 and has passed the Computer Applications Test, the student may apply for admission to a College of Business and Economics major. All students with at least a 2.80 combined GPA will be admitted to a business major. Application forms for admission to the business major are completed at a Pre-Business registration information meeting.

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

All BBA Majors; Management Computer Systems Majors; Business Education Majors; Public Policy & Administration Majors; Occupational Safety Majors; Public Administration Minors; Business Minors; Individually Designed Majors and Minors; Arts Management Minors; Integrated Science and Business.

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

Non-business majors who are required or who may elect to take business courses in the major must have the gpa required in the major, must have completed 24 credits to take lower division (200-level) business courses, and must have completed 60 credits 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.

**SPECIAL STUDENTS:**

Students admitted with full/complete credentials of all previous post-secondary work (SPFC) and special students without full credentials (SPNC) can register on a space available basis with the approval of the Assistant Dean, Carlson 4035, (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 M.B.A. or M.P.A. or M.S. CIS program to enroll in 500-700 level courses offered in the College of Business and Economics (except Business Education and School Business Management). Non-Candidate for Degree students cannot register for College of Business and Economics courses. Exceptions to this policy must be approved in advance by the Associate Dean, College of Business and Economics (262-472-1945).

The charge for on-line (web) graduate business credits is \$550 per credit for resident and non-resident students. Resident students who started their MBA before Spring 2002 and have not been inactive will continue paying the current UW-Whitewater resident graduate business tuition rate as set by the UW Board of Regents. Resident students who started their MBA in Spring 2002 or later will pay \$550 per credit for on-line (web) graduate credits. Non-resident students will pay \$550 per credit.

**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: STUDENTS MUST ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#1509 Section 01 [units: 3]

07/09-08/17 TR

06:30 PM - 09:50 PM C2005

Jerry J Gosen

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

**MANGEMNT 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 AND (MATH 231 OR ECON 245)**

#1510 Section 01 [units: 3]

06/18-07/06 MTWRF 10:45 AM - 01:25 PM C3005 James R Sisak

#1511 Section 02 [units: 3] NOTE: The tuition for online undergraduate classes in the College of Business and Economics is \$360 per credit for both resident and non-resident students.

07/09-08/17 Arranged Arranged WEB BASED Tom Bramorski

**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: STUDENTS MUST ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#1535 Section 01 [units: 3] NOTE: The tuition for online undergraduate classes in the College of Business and Economics is \$360 per credit for both resident and non-resident students.

05/29-07/06 Arranged Arranged WEB BASED Richard J Wagner

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

**PREREQ: STUDENTS MUST ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#1541 Section 01 [units: 3]

07/09-08/17 MW 06:30 PM - 09:50 PM C2005 Jon M Werner

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

**PREREQ: ECON 245 OR EQUIVALENT**

#1532 Section 01 [units: 3]

06/18-07/06 MTWRF 02:00 PM - 04:40 PM C1020 Tom Bramorski

**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 STATUS AND COMPLETION OF THE OTHER COLLEGE OF BUSINESS AND ECONOMICS REQUIRED COURSES (I.E. MANGEMENT 301, MANGEMENT 306, FNBSLW 341, FNBSLW 344, MARKETNG 311, AND BSEDCA 353) EXCEPT CAREER INFORMATION**

#1507 Section 01 [units: 3]

05/29-06/15 MTWRF 10:45 AM - 01:25 PM C2005 Yezdi H Godiwalla

#1508 Section 02 [units: 3] NOTE: The tuition for online undergraduate classes in the College of Business and Economics is \$360 per credit for both resident and non-resident students.

07/09-08/17 Arranged Arranged WEB BASED William A Drago

**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**

#1545 Section 01 [units: 2-3]

07/09-08/17 Arranged Arranged James R Sisak

Dept. Consent

**MANGEMNT 498 INDEPENDENT STUDY ...** *Repeatable for a maximum of 3 credits in major/degree. Department Consent required.*

**PREREQ: JUNIOR STATUS**

#1513 Section 01 [units: 1-3]

05/29-08/17 Arranged Arranged Yezdi H Godiwalla

Dept. Consent

#1957 Section 02 [units: 1-3]

05/29-08/17 Arranged Arranged Richard J Wagner

Dept. Consent

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

**MANGEMNT 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 AND MANGEMNT 705*

**PREREQ: ECON 703**

#1536 Section 01 [units: 2] NOTE: Section 01: Students must have access to the internet and an internet browser. All WI resident MBA, MPA, MS-MCS, MS-BUS ED, and MS-SBM students admitted before spring 2002 (2021) should add this section:

PREREQ: OPEN ONLY TO STUDENTS ADMITTED TO ON-LINE MBA PROGRAM PRIOR TO SPRING 2002

07/09-08/17 Arranged Arranged WEB BASED Tom Bramorski

#1537 Section 02 [units: 2] NOTE: Section 02: Students must have access to the internet and an internet browser. All WI resident MBA, MPA, MS-MCS, MS-BUS ED, and MS-SBM students admitted for spring 2002 (2021) or after and all non-resident students should add this section:

PREREQ: OPEN ONLY TO STUDENTS ADMITTED TO MBA ON-LINE PROGRAM SPRING 2002 OR LATER.

07/09-08/17 Arranged Arranged WEB BASED Tom Bramorski

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

**MANGEMNT 738 MANAGEMENT OF TECHNOLOGY ...** *This is a graduate course designed to acquaint the student with the foundations and the processes of research, development, technology, and innovation. This course draws upon current literatures in the management of engineering and technology-based organizations. Students are exposed to the workings of technology within the company, from its generation in the research and development function, to its commercialization as new products and services.*

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

#1538 Section 01 [units: 3] NOTE: Section 01: Students must have access to the internet and an internet browser. All WI resident MBA, MPA, MS-MCS, MS-BUS ED, and MS-SBM students admitted before spring 2002 (2021) should add this section:

PREREQ: OPEN ONLY TO STUDENTS ADMITTED TO ON-LINE MBA PROGRAM PRIOR TO SPRING 2002

07/09-08/17 Arranged Arranged WEB BASED William A Drago

#1539 Section 02 [units: 3] NOTE: Section 02: Students must have access to the internet and an internet browser. All WI resident MBA, MPA, MS-MCS, MS-BUS ED, and MS-SBM students admitted for spring 2002 (2021) or after and all non-resident students should add this section:

PREREQ: OPEN ONLY TO STUDENTS ADMITTED TO MBA ON-LINE PROGRAM SPRING 2002 OR LATER.

07/09-08/17 Arranged Arranged WEB BASED William A Drago

#1540 Section 03 [units: 3]

07/09-08/17 MW 06:30 PM - 09:50 PM C2016 William A Drago

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

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

#1549 Section 01 [units: 3] NOTE: Section 01: Students must have access to the internet and an internet browser. All WI resident MBA, MPA, MS-MCS, MS-BUS ED, and MS-SBM students admitted before spring 2002 (2021) should add this section:

PREREQ: OPEN ONLY TO STUDENTS ADMITTED TO ON-LINE MBA PROGRAM PRIOR TO SPRING 2002

05/29-07/06 Arranged Arranged WEB BASED Richard J Wagner

#1550 Section 02 [units: 3] NOTE: Section 02: Students must have access to the internet and an internet browser. All WI resident MBA, MPA, MS-MCS, MS-BUS ED, and MS-SBM students admitted for spring 2002 (2021) or after and all non-resident students should add this section:

PREREQ: OPEN ONLY TO STUDENTS ADMITTED TO MBA ON-LINE PROGRAM SPRING 2002 OR LATER.

05/29-07/06 Arranged Arranged WEB BASED Richard J Wagner

**MANGEMNT 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: MANGEMNT 719*

**PREREQ: MANGEMENT 719, MANGEMENT 306 OR EQUIVALENT AND BUS GRAD LEVEL REQUIREMENT**

#1533 Section 01 [units: 3] NOTE: Section 01: Students must have access to the internet and an internet browser. All WI resident MBA, MPA, MS-MCS, MS-BUS ED, and MS-SBM students admitted before spring 2002 (2021) should add this section:

PREREQ: OPEN ONLY TO STUDENTS ADMITTED TO ON-LINE MBA PROGRAM PRIOR TO SPRING 2002

07/09-08/17 Arranged Arranged WEB BASED Tom Bramorski

#1534 Section 02 [units: 3] NOTE: Section 02: Students must have access to the internet and an internet browser. All WI resident MBA, MPA, MS-MCS, MS-BUS ED, and MS-SBM students admitted for spring 2002 (2021) or after and all non-resident students should add this section:

PREREQ: OPEN ONLY TO STUDENTS ADMITTED TO MBA ON-LINE PROGRAM SPRING 2002 OR LATER.

07/09-08/17 Arranged Arranged WEB BASED Tom Bramorski

**MANGEMNT 770 ORGANIZATION DESIGN ...** *Application of organization theory to the structuring of organizations. The course examines organizational configurations and their effectiveness in different situational contexts to provide a rationale for management practice.*

**PREREQ: MANGEMNT 745 OR MANGEMNT 721**

#1544 Section 01 [units: 3]

07/09-08/17 MW 06:30 PM - 09:50 PM C1018 Yezdi H Godiwalla

**MANGEMNT 771 STRATEGIC MANAGEMENT ...** *The course surveys the theoretical backgrounds of strategic management. It also covers practical methods and applications of strategic management models based upon existing theory, research, and practice. Comparative analysis of emerging strategic management frameworks are examined with implications for management practice.*

**PREREQ: MANGEMNT 745 OR MANGEMNT 721**

#1512 Section 01 [units: 3] NOTE: AMERICAN FAMILY MADISON A2141

05/29-07/06 TR 05:15 PM - 08:35 PM OFF CAMPUS Yezdi H Godiwalla

**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.*

**PREREQ: MANGEMNT 745 OR MANGEMNT 721**

#1542 Section 01 [units: 3] NOTE: AMERICAN FAMILY MADISON A3141

07/09-08/17 MW 05:15 PM - 08:35 PM OFF CAMPUS Jerry J Gosen

**MANGEMNT 788 STRATEGIC DECISION MAKING ...** *The course analyzes organizational environments from the perspective of top management in their efforts to manage a firm's mission, goals and corporate strategy. Case analyses are used extensively to provide students with an opportunity to apply course content to real businesses. Corporate social responsibility and business ethics are also covered. Prereq: Last semester of program.*

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

#1531 Section 02 [units: 2] NOTE: AMERICAN FAMILY MADISON A2141

PREREQ: OPEN ONLY TO STUDENTS ADMITTED TO MBA ON-LINE PROGRAM SPRING 2002 OR LATER.

07/09-08/17 TR 05:15 PM - 07:30 PM OFF CAMPUS James W Bronson

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

**MANGEMNT 789 READINGS AND RESEARCH IN MANAGEMENT ... Study of a selected area in management through readings and/or empirical research.**

**Prereq: Permission of instructor and department chairperson. Instructor Consent required.**

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

#1546 Section 01 [units: 3]

Instructor Consent

05/29-08/17 Arranged Arranged

Yezdi H Godiwalla

**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 THE M.S. OR M.P.A. ACCOUNTING OR M.S. OFFICE SYSTEMS.**

#1547 Section 01 [units: 1-3]

05/29-08/17 Arranged Arranged

Yezdi H Godiwalla

05/29-08/17 Arranged Arranged

Yezdi H Godiwalla

#1548 Section 22 [units: 1-3]

05/29-08/17 Arranged Arranged

Yezdi H Godiwalla