

Start/End DatesMeeting DaysMeeting TimesLocationInstructorCourse Topic (if applicable)**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.

ACCOUNTING**Accounting**

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

#1433	Section 01	[units: 3]			
	05/29-07/06	MTWR	10:45 AM - 12:25 PM	C2011	David A Remmele
#1434	Section 02	[units: 3]			
	07/09-08/17	TR	06:00 PM - 09:20 PM	C2011	Clayton R Sager

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

ACCOUNT 249 INTRODUCTION TO MANAGERIAL ACCOUNTING ... This course introduces the student to the interpretation and use of accounting information by managers to plan, coordinate, direct, and control business activities. Topics include an overview of product costing (job order, process, absorption, activity-based), cost behaviors and concepts, short-term decision-making, operational budgets, performance evaluation techniques, and financial statement analysis. Students who have already received credit for ACCOUNT 342 cannot receive credit for this course.

PREREQ: ACCOUNTING 244

#1435 Section 01 [units: 3]
07/09-08/17 MTWR 10:45 AM - 12:25 PM C2011 Michael J MacDonald

ACCOUNT 341 INTERMEDIATE ACCOUNTING I ... This course focuses on accounting for assets (except investments) such as cash, receivables, inventories, plant assets, and intangible assets. This course also presents a detailed discussion of the standard-setting process, conceptual framework, accounting cycle, income statement, statement of financial position, and theoretical and practical aspects of the time-value of money in accounting.

PREREQ: ACCOUNTING 244, ACCOUNTING 701 OR CONSENT OF DEPARTMENT

#1436 Section 01 [units: 3]
05/29-07/06 MTWR 10:45 AM - 12:25 PM C2001 Linda E Holmes

ACCOUNT 342 COST MANAGEMENT I ... This course introduces the student to the interpretation and relevancy of accounting information as used by decision-makers. Topics include cost terminology and concepts, product costing (job order, process, absorption, activity-based), cost behaviors and short-term decision-making, operational budgets, performance evaluation techniques, and financial statement analysis. Students who have already received credit for ACCOUNT 249 may not receive credit for this course.

PREREQ: ACCOUNTING 244

#1437 Section 01 [units: 3]
05/29-07/06 MTWR 08:25 AM - 10:05 AM C2011 David A Remmele

ACCOUNT 343 INTERMEDIATE ACCOUNTING II ... This course continues the coverage of financial accounting topics started in ACCOUNT 341/541. Specific topics include accounting of investments, current liabilities, long-term liabilities (bonds, notes, leases, pensions), stockholders' equity, deferred income taxes, accounting changes, and other specialized financial accounting topics. This course emphasizes the application, interpretation, and analysis of accounting principles and procedures for complex accounting and reporting topics.

PREREQ: ACCOUNTING 341

#1438 Section 01 [units: 3]
05/29-07/06 MTWR 08:25 AM - 10:05 AM C2015 Lynn M Hafemeister

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

PREREQ: ACCOUNT 244, ACCOUNT 701 OR CONSENT OF DEPARTMENT

#1439 Section 01 [units: 3]
05/29-07/06 MW 06:00 PM - 09:20 PM C2015 Michael J MacDonald

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

PREREQ: ACCOUNT 451 AND A 2.50 GPA IN ACCOUNT 341, ACCOUNT 342 AND ACCOUNT 343

#1443 Section 01 [units: 3]
07/09-08/17 MTWR 08:25 AM - 10:05 AM C2011 Michael J MacDonald

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

PREREQ: A 2.50 GPA IN ACCOUNT 341, ACCOUNT 342 AND ACCOUNT 343

#1440 Section 01 [units: 3]
05/29-07/06 MTWR 08:25 AM - 10:05 AM C2001 Linda E Holmes

ACCOUNT 483 INTERNATIONAL ACCOUNTING ... This course examines the international dimension of accounting and financial reporting. It provides an in-depth look at multinational enterprises (MNE), including a detailed comparison of financial reporting issues in different countries. Topics include (a) international standard-setting process, (b) attempts towards harmonization, (c) foreign currency translations and accounting for changing prices, (d) international financial statement analysis, (e) managerial planning and control, and (f) international taxation and transfer pricing.

PREREQ: ACCOUNT 343 OR CONSENT OF INSTRUCTOR

#1441 Section 01 [units: 3]
05/29-07/06 TR 06:00 PM - 09:20 PM C2011 Robert A Gruber

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

#1445 Section 01 [units: 2-6]
05/29-08/17 Arranged Arranged Bill Tatman

Dept. Consent

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

ACCOUNT 498 INDEPENDENT STUDIES ... Study of a selected topic or topics under the direction of a faculty member. Repeatable.

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.

#1446	Section 01	[units: 1-3]								Dept. Consent
	05/29-08/17	Arranged	Arranged					Robert A Gruber		
#1911	Section 02	[units: 1-3]								Dept. Consent
	05/29-08/17	Arranged	Arranged					Clayton R Sager		

***** 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

#1451	Section 01	[units: 3]								
	05/29-07/06	MW	06:00 PM - 09:20 PM	C2015				Michael J MacDonald		

ACCOUNT 683 INTERNATIONAL ACCOUNTING ... This course examines the international dimension of accounting and financial reporting. It provides an in-depth look at multinational enterprises (MNE), including a detailed comparison of financial reporting issues in different countries. Topics include (a) international standard-setting process, (b) attempts towards harmonization, (c) foreign currency translations and accounting for changing prices, (d) international financial statement analysis, (e) managerial planning and control, and (f) international taxation and transfer pricing.

PREREQ: ACCOUNT 343/543 OR CONSENT OF INSTRUCTOR

#1452	Section 01	[units: 3]								
	05/29-07/06	TR	06:00 PM - 09:20 PM	C2011				Robert A Gruber		

ACCOUNT 748 FINANCIAL STATEMENT ANALYSIS ... This course investigates the role and value of accounting information for users as they make business decisions. It includes a review of the generally accepted accounting principles and assumptions underlying the basic accounting model that generates the financial statements. The course focuses on the interpreting and analyzing financial statements to assess (a) historical trends and patterns, (b) short-term liquidity and long-term solvency, (c) profitability and operating performance, and (d) capital structure and asset utilization. Additional topics include the effects of alternative accounting methods, specialized industry analysis (e.g., banks, insurance, and utilities) and earnings quality and earnings management.

PREREQ: ACCOUNT 343/543 OR CONSENT OF DEPARTMENT

#1444	Section 01	[units: 3]								
	07/09-08/17	MW	06:00 PM - 09:20 PM	C2011				Clayton R Sager		

ACCOUNT 789 READINGS AND RESEARCH IN ACCOUNTING ... Study of selected contemporary areas in accounting through readings in current research and literature. Prereq: Consent of Instructor.

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.

#1447	Section 01	[units: 1-3]								Dept. Consent
	05/29-08/17	Arranged	Arranged					Robert A Gruber		

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.

#1866	Section 01	[units: 1-3]								Dept. Consent
	05/29-07/06	Arranged	Arranged					Richard G Cummings		

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

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

#1448	Section 01	[units: 1-3]								Dept. Consent
	05/29-08/17	Arranged	Arranged					Robert A Gruber		
#1465	Section 22	[units: 1-3]								Dept. Consent
	05/29-08/17	Arranged	Arranged					Robert A Gruber		

ECONOMICS

Economics

ECON 201 PRINCIPLES OF MICROECONOMICS ... 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.

#1664	Section 01	[units: 3]	Gen Ed Social Science (GS)							
	05/29-07/06	TWR	02:00 PM - 04:15 PM	C1007				David J Bashaw		

ECON 202 PRINCIPLES OF MACROECONOMICS ... 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

#1665	Section 01	[units: 3]	Gen Ed Social Science (GS)							
	05/29-07/06	TWR	10:45 AM - 01:00 PM	C1009				Yamin S Ahmad		

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

ECON 245 BUSINESS STATISTICS I ... 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

#1666	Section 01	[units: 3]					
05/29-07/06	TWR	10:45 AM - 01:00 PM	C1007	Stuart M Glosser			
#1667	Section 02	[units: 3]					
07/09-08/17	TR	06:00 PM - 09:20 PM	C1007	Thomas E Schweigert			

ECON 493 INTERNSHIP IN ECONOMICS ... This is an opportunity for an economics student to gain practical experience in a business, bank, government, non-profit organization before graduation. The experience will supplement the students' academic work in preparation for a career. Instructor Consent required.

PREREQ: ECON MAJORS OR MINORS

#1670	Section 01	[units: 1-3]					Instructor Consent
05/29-08/17	Arranged	Arranged		Jeffery S 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

#1671	Section 01	[units: 1-3]					Dept. Consent
05/29-07/06	Arranged	Arranged		David J Bashaw			
#1909	Section 02	[units: 1-3]					Dept. Consent
05/29-07/06	Arranged	Arranged		David J Bashaw			
#1926	Section 03	[units: 1-3]					Dept. Consent
05/29-08/17	Arranged	Arranged		Russell D Kashian			

*** GRADUATE LEVEL COURSES ***

ECON 758 ADVANCED INTERNATIONAL ECONOMICS ... A study of international trade and finance issues; multinational enterprises, international investments, currency problems, and balance of payments issues. Analyzes the structure and scope of world trade and international financial markets in developed and developing countries. Prereq: ECON 704

PREREQ: ECON 704 OR ECON 211 OR ECON 202 AND ECON 212 OR 201 OR EQUIVALENT, GRADUATE STUDENTS MUST BE ADMITTED TO THE M.B.A. OR THE M.S. OR M.P.A. ACCOUNTING OR M.S. OFFICE SYSTEMS.

#1668 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	Jeffery S Heinrich
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#1669 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	Jeffery S Heinrich
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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 THE M.S. OR M.P.A. ACCOUNTING OR M.S. OFFICE SYSTEMS.

#1877	Section 22	[units: 1-6]					
05/29-07/06	Arranged	Arranged		Russell D Kashian			

#1942	Section 23	[units: 1-6]					
05/29-08/17	Arranged	Arranged		Russell D Kashian			

FINANCE AND BUSINESS LAW

Finance and Business Law

FNBSLW 341 BUSINESS AND COMMERCIAL LAW ... A beginning business-oriented approach to the law for business students, secondary teachers who intend to teach business law and pre-law students. The course includes a brief history of the United States system, torts, contracts and governmental regulations of business with a focus on antitrust law.

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.

#1473	Section 01	[units: 3]					
05/29-07/06	TR	06:30 PM - 09:50 PM	C3015	Curt M Weber			
#1474	Section 02	[units: 3]					
07/09-08/17	MW	06:30 PM - 09:50 PM	C3015	James L Molloy			

FNBSLW 342 ADVANCED BUSINESS AND COMMERCIAL LAW ... An advanced study of the law for business or pre-law student, including the effect of the Uniform Commercial Code on commercial paper, checks and documents of title, secured transactions and sales of goods. The course also includes a study of the laws of property, corporations and creditors' rights.

PREREQ: FNBSLW 341

#1475	Section 01	[units: 3]					
07/09-08/17	TR	06:30 PM - 09:50 PM	C3015	James L Molloy			

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

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: ACCOUNTING 249 OR ACCOUNTING 341 OR ACCOUNTING 342

#1476 Section 01 [units: 3]

05/29-07/06 MW 06:30 PM - 09:50 PM C1021 Bhaskar Singh

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: JUNIOR STATUS AND FINANCE MAJOR, OR FINANCIAL PLANNING MAJOR, OR INSURANCE MAJOR, OR REAL ESTATE MAJOR.

#1478 Section 01 [units: 1-3]

07/09-08/17 Arranged Arranged John D Howat

Dept. Consent

FNBSLW 498 INDEPENDENT STUDY ... Study of a selected topic or topics under the direction of a faculty member. Repeatable.

PREREQ: JUNIOR STATUS

#1479 Section 01 [units: 1-3]

07/09-08/17 Arranged Arranged John D Howat

Dept. Consent

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

FNBSLW 542 ADVANCED BUSINESS AND COMMERCIAL LAW ... The primary objective of this course is to introduce the business students to the various areas of law that are of particular interest to the accounting profession. Emphasis will be placed on the law of sales and contracts, commercial paper, business organizations, and debtor and creditor relations. Prereq: FNBSLW 721

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.

#1480 Section 01 [units: 3]

07/09-08/17 TR 06:30 PM - 09:50 PM C3015 James L Molloy

FNBSLW 721 LEGAL ENVIRONMENT OF BUSINESS ... Macro Law (the nature, formation, and application of law in general) stressed in the environmental approach. The course includes the study of legislation relating to consumer protection, product liability, labor law, securities regulation, and antitrust legislation.

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.

#1481 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

05/29-07/06 Arranged Arranged WEB BASED Joseph W Holland

#1482 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.

05/29-07/06 Arranged Arranged WEB BASED Joseph W Holland

FNBSLW 760 FINANCIAL MARKETS ... Structure and operation of the markets for corporate debt and equity securities, municipal obligations, and mortgages. Detailed examination of stock markets and their use by investors. Prereq: FNBSLW 718

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.

#1483 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 Hamid Moini

#1484 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 Hamid Moini

#1485 Section 03 [units: 3] NOTE: UW-WAUKESHA

05/29-07/06 MW 06:30 PM - 09:50 PM OFF CAMPUS Hamid Moini

FNBSLW 770 CAPITAL BUDGETING ... Financial planning for working capital management and long range investment projects. Emphasis on capital budgeting problem solving. Readings on capital budgeting and related topics, cost of capital structure, and dividend policy. Prereq: FNBSLW 718

PREREQ: FNBSLW 718 OR FNBSLW 344, GRADUATE STUDENTS MUST BE ADMITTED TO THE M.B.A. OR THE M.S. OR M.P.A. ACCOUNTING OR M.S. OFFICE SYSTEMS.

#1486 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 Jianzhou Zhu

#1487 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 Jianzhou Zhu

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

ITBE 762 CURRICULUM ISSUES AND DESIGN FOR BUSINESS AND MARKETING EDUCATION ... A study of the issues currently confronting the supervisor, teacher, and students of business and marketing education on the middle, secondary and post-secondary levels. Includes a study of curriculum development and objectives of business and marketing education. Meets No. 50 curriculum requirements for WTCS certification. Also, culminating experiences (research projects) initiated in BSEDCNA 500 Introduction to Business and Marketing Education are presented in written and oral form.

PREREQ: 15 CREDITS COMPLETED IN BUSINESS EDUCATION M.S. PROGRAM

#1563 Section 01 [units: 3]
05/29-06/29 Arranged Arranged WEB BASED Lila Waldman

ITBE 772 BUSINESS TECHNOLOGIES ... An overview of office systems-technology, people, and procedures. The course is designed to assist the student in understanding the technologies involved in an office system with emphasis on the role of the End-User System Analyst.

#1564 Section 01 [units: 3] NOTE: Students must have access to the internet and an internet browser. All WI residents MBA, MPA, MS-CIS, 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 Li-Chung Roger Yin

#1565 Section 02 [units: 3] NOTE: Students must have access to the internet and an internet browser. All WI residents MBA, MPA, MS-CIS, 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 Li-Chung Roger Yin

ITBE 778 NETWORK ADMINISTRATION FOR THE END USER ... The organization of the course assumes a level of computer literacy usually attained in the college level Introduction to Information Systems courses or an equivalent continuing education course. This course provides a foundation in the concepts and terminology of communications and networking. The course will be taught using a combination of lectures, case studies, and hands-on learning activities.

PREREQ: BSEDCNA 772.□

#1566 Section 01 [units: 3]
05/29-06/16 F 05:00 PM - 09:00 PM C3001 Li-Chung Roger Yin
05/29-06/16 S 09:00 AM - 06:00 PM C3001 Li-Chung Roger Yin

ITBE 779 OFFICE SYSTEMS: CASE STUDIES ... A final course for office systems integrating knowledge in areas such as human factors, telecommunications, office automation, reprographics, and information processing to plan, design, and implement office systems.

PREREQ: BSEDCNA 772, BSEDCNA 773, BSEDCNA 775 AND BSEDCNA 778.

#1567 Section 01 [units: 3]
05/29-08/17 Arranged Arranged Marcia L James

ITBE 793 OCCUPATIONAL EXPERIENCE ... Designed to be undertaken by qualified business teachers and prospective teachers through participation in a coordinated work-study program in certain business offices or retail establishments. This course correlates classroom training and experience with business or marketing experience and standards. **Prereq: Advanced approval of instructor.**

#1568 Section 01 [units: 1-3]

Instructor Consent

All class meeting details to be arranged.

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

#1569 Section 01 [units: 1-3]
05/29-08/17 Arranged Arranged Lila Waldman

#1860 Section 02 [units: 1-3]
07/09-07/27 Arranged Arranged Marcia L James

IMPROVEMENT OF INSTRUCT IN BE

#1570 Section 22 [units: 1-3]
All class meeting details to be arranged.

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

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

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

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 BSEDCNA 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

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

<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>
#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

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]

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

Instructor Consent

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

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	

MARKETING

Marketing

MARKETING 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: 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.

#1456 Section 01 [units: 3] NOTE: Section 01: Students must have access to the internet and an internet provider. 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	Marilyn A Lavin	
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#1464	Section 02	[units: 3]				
	07/09-07/27	MTWRF	10:45 AM - 01:25 PM	C2003	Sharon A Roy	

MARKETING 420 CONSUMER BEHAVIOR ... Survey of social science theories pertinent to information processing, human behavior, and social interaction. Emphasis is placed on using this information to develop marketing strategies.

PREREQ: MARKETING 311

#1457	Section 01	[units: 3]				
	06/18-07/06	MTWRF	10:45 AM - 01:25 PM	C2004	Scott R Swanson	

MARKETING 429 PERSONAL SELLING AND SALES MANAGEMENT ... 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.

PREREQ: MARKETING 311

#1458	Section 01	[units: 3]				
	05/29-06/15	MTWRF	10:45 AM - 01:25 PM	C2003	Sharon A Roy	

MARKETING 444 DIRECT MARKETING ... Students are introduced to the scope of direct marketing including mail order, lead generation, circulation, loyalty programs, store traffic building, fundraising, pre-selling, post-selling and research. The course includes grounding in all major direct marketing media: direct mail, broadcast, print advertising, catalogs, co-ops, telemarketing, inserts and videos. The measurability and accountability of direct marketing and its relationship to the total marketing mix are stressed.

PREREQ: MARKETING 311

#1459 Section 01 [units: 3] NOTE: Section 01: Students must have access to the internet and an internet provider. 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	Renee A Pfeifer-Luckett	
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MARKETING 492 INTERNSHIP IN MARKETING ... An opportunity for selected upper level students to gain work experience in some area of marketing during a semester or summer. Course includes an appropriate written report on the work experience. Repeatable for a maximum of 6 credits. Offered on a satisfactory/no credit basis only. Consent of Instructor.

PREREQ: JUNIOR STATUS

#1839	Section 01	[units: 1-3]				Instructor Consent
	05/29-06/15	Arranged	Arranged		Sharon A Roy	
	S/NC Grading Basis Only					

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

PREREQ: SENIOR STATUS

#1840	Section 01	[units: 1-3]				Dept. Consent
	05/29-06/15	Arranged	Arranged		Sharon A Roy	

#1881	Section 02	[units: 1-3]				Dept. Consent
	06/18-07/27	Arranged	Arranged		Lois J Smith	

*** GRADUATE LEVEL COURSES ***

MARKETING 731 ADVANCED STATISTICAL METHODS ... 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 MARKETING 702 and ECON 703

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

#1460	Section 01	[units: 2]				
	05/29-07/06	TR	06:30 PM - 08:45 PM	C2003	Mete B Sirvanci	

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

MARKETNG 733 SEMINAR IN METHODOLOGY OF BUSINESS RESEARCH ... *Designed to acquaint graduate students with the research process, its tools and techniques, as well as the methods which form a basis for business planning, decision making, and problem solving.*

PREREQ: MARKETNG 731 □

#1461 Section 01 [units: 3]

05/29-07/06 MW 06:30 PM - 09:50 PM C2003 Mete B Sirvanci

MARKETNG 765 ADVERTISING AND PROMOTION MANAGEMENT ... *The course focuses on the identification and utilization of key marketing communication components in the development and implementation of promotional strategies and tactics. Attention will be devoted to understanding effective and efficient ways to integrate various marketing promotion techniques. Specific topics include sales promotion, Internet marketing, advertising, direct marketing, database marketing and personal selling.*

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#1462 Section 01 [units: 3] NOTE: AMERICAN FAMILY MADISON A2141

05/29-07/06 MW 05:15 PM - 08:35 PM OFF CAMPUS Amanda Helm

MARKETNG 770 PRODUCT INNOVATION AND PRICING ... *An in-depth examination of the theoretical framework and empirical findings as they relate to the development and pricing of new products. The marketing tasks of new product development and existing product management will be examined in an innovation context. Current methods of setting prices will also be discussed. Prereq: MARKETNG 716 or consent of instructor*

PREREQ: MARKETNG 716 OR EQUIVALENT

#1463 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 Yushan Zhao

#1804 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 Yushan Zhao

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

#1836 Section 01 [units: 1-3]

05/29-07/06 Arranged Arranged To Be Arranged

#1837 Section 22 [units: 1-3]

05/29-07/06 Arranged Arranged WEB BASED Marilyn A Lavin

SCHOOL BUSINESS MANAGEMENT

School Business Management

*** GRADUATE LEVEL COURSES ***

SCHBUSMG 778 INTERNSHIP IN SCHOOL BUSINESS MANAGEMENT ... *The internship is a clinical experience which provides prospective school business managers with varied opportunities to learn in a school setting. The internship is normally an 18-week assignment in a local school system. Applications must be made one semester in advance of the desired internship period.*

PREREQ: SCHBUSMG 770

#1573 Section 01 [units: 1-6] NOTE: Please register only after conferring with advisor, then register for 3 credits unless another number of credits was agreed upon.

05/29-08/17 Arranged Arranged Bambi L Statz

SCHBUSMG 782 COLLECTIVE NEGOTIATION 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.*

PREREQ: SCHBUSMG 772

#1571 Section 01 [units: 3] NOTE: Schedule to include some weeknight and weekend meeting times, TBA. Contact Dr. Bambi Statz, SBM Program Coordinator, with questions (262-472-1350 or statzb@uww.edu).

05/29-07/06 TR 06:00 PM - 09:15 PM L1 230A Richard Peterson

#1572 Section 02 [units: 3] NOTE: Schedule to include some weeknight and weekend meeting times, TBA. Contact Dr. Bambi Statz, SBM Program Coordinator, with questions (262-472-1350 or statzb@uww.edu).

05/29-07/06 TR 06:00 PM - 09:15 PM OFF CAMPUS Richard Peterson

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

#1575 Section 01 [units: 1-3]

05/29-08/17 Arranged Arranged Bambi L Statz

#1576 Section 22 [units: 1-3]

05/29-08/17 Arranged Arranged Bambi L Statz