

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course 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.

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.

#4169	Section 01	[units: 3]				
	01/20-05/20	MW	04:45 PM - 06:00 PM	C1010	Jeff C Janz	
#4170	Section 02	[units: 3]				
	01/20-05/20	MW	11:00 AM - 12:15 PM	C1018	Georgiana Luecker	
#4171	Section 03	[units: 3]				
	01/20-05/20	MW	02:15 PM - 03:30 PM	C1018	Georgiana Luecker	
#4172	Section 04	[units: 3]				
	01/20-05/20	TR	11:00 AM - 12:15 PM	C2005	Louise Tourigny	
#4173	Section 05	[units: 3]				
	01/20-05/20	TR	03:45 PM - 05:00 PM	C1010	Debra S Malewicki	
#4174	Section 06	[units: 3]				
	01/20-05/20	TR	12:30 PM - 01:45 PM	C1006	Craig W C Schmidt	

Class#	Section (Units)	General Education Designation (if any)	Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#4175	Section 07 [units: 3]		01/20-05/20	W	06:30 PM - 09:00 PM	C1010	Yezdi H Godiwalla	
#4176	Section 08 [units: 3]		01/20-05/20	R	02:15 PM - 03:30 PM	C2005	Helena M Addae	NOTE: Section 8 meets at 2:15-3:30 on Thursdays. This section is a hybrid class requiring the internet as well as class attendance.
#4177	Section 22 [units: 3]		01/20-05/20	Arranged	Arranged	WEB BASED	Helena M Addae	NOTE: Students must have access to the internet and an Internet browser. The tuition for online courses in the College of Business and Economics is \$360 per credit for both resident and non-resident students.

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 OR MATH 243 OR MATH 250 OR MATH 253 AND (MATH 231 OR ECON 245)

#4178	Section 01 [units: 3]		01/20-05/20	MW	02:15 PM - 03:30 PM	C3002	Tom Bramorski	
#4179	Section 02 [units: 3]		01/20-05/20	TR	08:00 AM - 09:15 AM	C1010	James R Sisak	
#4180	Section 03 [units: 3]		01/20-05/20	TR	09:30 AM - 10:45 AM	C1010	James R Sisak	
#4181	Section 04 [units: 3]		01/20-05/20	TR	02:15 PM - 03:30 PM	C1010	James R Sisak	
#4182	Section 05 [units: 3]		01/20-05/20	M	06:30 PM - 09:00 PM	C1006	Patrick Tierney	
#4183	Section 06 [units: 3]		01/20-05/20	M	11:00 AM - 12:15 PM	C1006	Manohar S Madan	NOTE: Section 6 meets at 11:00-12:15 on Mondays. This section is a hybrid class requiring the internet as well as class attendance.
#4184	Section 07 [units: 3]		01/20-05/20	M	09:30 AM - 10:45 AM	C1006	Manohar S Madan	NOTE: Section 7 meets at 9:30-10:45 on Mondays. This section is a hybrid class requiring the internet as well as class attendance.

MANGEMNT 310 ORGANIZATION AND MANAGEMENT ... *A study of the theory and art of management from a decision-making perspective within the context of formal organization. Traces the development of management thought and practice since the Industrial Revolution, including the managerial functions of planning, organizing and controlling. Includes a discussion of managerially relevant behavioral topics including motivation, group process, leadership and communication. Recommended for students who aspire to managerial careers, both majors and non-majors.*

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.

#4185	Section 01 [units: 3]		01/20-05/20	MW	12:30 PM - 01:45 PM	C1018	Debra S Malewicki	
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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.

#4186	Section 01 [units: 3]		01/20-05/20	TR	03:45 PM - 05:00 PM	C2005	Marcia Pulich	
#4187	Section 02 [units: 3]		01/20-05/20	T	06:30 PM - 09:00 PM	C1020	Xuguang Guo	
#4188	Section 22 [units: 3]		01/20-05/20	Arranged	Arranged	WEB BASED	Richard J Wagner	NOTE: Students must have access to the internet and an Internet browser. The tuition for online courses in the College of Business and Economics is \$360 per credit for both resident and non-resident students.

MANGEMNT 366 SOCIAL RESPONSIBILITY ... *This course will provide students with an understanding of the relationship of organizations with their stakeholders (e.g., customers, employees, society, etc.) and provide both an exposure to and an understanding of both ethical and unethical behavior. By investigating organizations and their linkages with various environmental entities, students will have a better appreciation of what produces socially responsible behavior so as to expedite socially responsible actions and prevent irresponsible ones.*

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.

#4189	Section 01 [units: 3]		01/20-05/20	MW	02:15 PM - 03:30 PM	C1010	Jerry J Gosenpud	
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MANGEMNT 369 LEADERSHIP IN MANAGEMENT ... *A theoretical and experiential investigation of leadership theory and practice. Discussion includes relevant aspects of personality and motivation theory as they affect interpersonal processes of influence. Substantial time is devoted to self-assessment and development of personal leadership style and skills.*

PREREQ: MANAGEMENT 301

#4190	Section 01 [units: 3]		01/20-05/20	TR	09:30 AM - 10:45 AM	C1006	Louise Tourigny	
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Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)

MANGEMNT 387 ENTREPRENEURSHIP: NEW VENTURES ... This course concentrates on how new businesses are started and includes new business start-ups, buyouts and franchising. Objectives are understanding entrepreneurs, and seeking and evaluating opportunities for new ventures. This course assesses the development of ideas that might become business opportunities and examines the merit of those ideas in the marketplace. The writing of business plans and the acquisition of resources to turn opportunities into businesses are also examined.

PREREQ: ACCOUNTING 244

#4191	Section 01	[units: 3]				
	01/20-05/20	MW	02:15 PM - 03:30 PM	C3014	Jeff P Vanevenhoven	
#4192	Section 02	[units: 3]				
	01/20-05/20	MW	09:30 AM - 10:45 AM	C1020	Debra S Malewicki	

MANGEMNT 410 INTERNATIONAL MANAGEMENT ... A study of the concepts, problems, processes and practice of International Management, focused on the Multi-National Corporation (MNC). Management in multi-environments, MNC corporate plans, objectives, strategies, viable organizational structures, MNC social/cultural/ethical issues, and coordinating globally spread out MNC units are emphasized.

PREREQ: MANAGEMENT 301

#4193 Section 22 [units: 3] NOTE: Student must have access to an internet browser. The tuition for online courses in the College of Business and Economics is \$360 per credit for both resident and non-resident students.

	01/20-05/20	Arranged	Arranged	WEB BASED	Kaviraj Praveen Parboteeah	
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MANGEMNT 419 ORGANIZATIONAL THEORY AND EFFECTIVENESS ... An analysis of organization theory. A study of classical and modern organization theory. Relationships among theory, design and behavior variables and organizational effectiveness are examined.

PREREQ: MANAGEMENT 301

#4521	Section 01	[units: 3]				
	01/20-05/20	TR	03:45 PM - 05:00 PM	C3014	Yezdi H Godiwalla	

MANGEMNT 428 TRAINING AND DEVELOPMENT ... The course will emphasize theory of training and development, research to determine needs, types of programs, practicum in conducting a training and development session, and evaluation of programs.

PREREQ: MANAGEMENT 320 OR POLISCI 421 OR SENIOR STATUS

#4194	Section 01	[units: 3]				
	01/20-05/20	TR	09:30 AM - 10:45 AM	C1020	Jon M Werner	
#4195	Section 02	[units: 3]				
	01/20-05/20	TR	11:00 AM - 12:15 PM	C1020	Jon M Werner	

MANGEMNT 429 EMPLOYEE BENEFITS ... Principles and techniques in the Administration of Employee Benefit Programs. The course will include: Planning, implementation, design and evaluation of major employee benefits, such as medical, disability, pension, profit-sharing, government mandated programs and quality of work life plans.

PREREQ: MANAGEMENT 320 OR POLITICAL SCIENCE 421

#4197	Section 01	[units: 3]				
	01/20-05/20	TR	11:00 AM - 12:15 PM	C1010	Xuguang Guo	
#4198	Section 02	[units: 3]				
	01/20-05/20	TR	12:30 PM - 01:45 PM	C1020	Xuguang Guo	

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.

#4199	Section 01	[units: 3]				
	01/20-05/20	TR	09:30 AM - 10:45 AM	C2005	Marcia Pulich	
#4200	Section 02	[units: 3]				
	01/20-05/20	TR	12:30 PM - 01:45 PM	C2005	Marcia Pulich	

MANGEMNT 455 INTEGRATION OF OPERATIONS ... Examination in depth of daily operational decision making pertaining to management of operational systems and inventory, inventory models and systems, inventory control, distribution planning and control, scheduling techniques, production authorization, lead time management, supplier interfaces, data requirements and measurement systems. Emphasis is on the interrelationships of these techniques and their applications.

PREREQ: MANAGEMENT 306

#4201	Section 01	[units: 3]				
	01/20-05/20	TR	12:30 PM - 01:45 PM	C1010	James R Sisak	

MANGEMNT 456 SUPPLY CHAIN MANAGEMENT AND INTERNATIONAL SOURCING ... The course uses a supply chain management framework to study flow of material through global enterprises. Topics include international facility location, global configuration, theory of constraints, international transportation networks, just-in-time systems, supplier management, negotiations for purchasing, sourcing decisions, supplier certification, and bullwhip effect.

PREREQ: MANAGEMENT 306

#4202 Section 01 [units: 3] NOTE: Section 1 meets at 12:30-1:45 on Wednesdays. This section is a hybrid class requiring the internet as well as class attendance.

	01/20-05/20	W	12:30 PM - 01:45 PM	C2010	Manohar S Madan	
	01/20-05/20	W	12:30 PM - 01:45 PM	C2010	Tom Bramorski	
	01/20-05/20	Arranged	Arranged	WEB BASED	Manohar S Madan	
	01/20-05/20	Arranged	Arranged	WEB BASED	Tom Bramorski	

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

MANGEMNT 460 PROJECT MANAGEMENT AND ENTERPRISE RESOURCE PLANNING ... Examines the role of Computer Integration of Operations. Topics may include Enterprise Resource Planning (ERP), Computer Aided Design/Manufacturing (CAD/CAM) and project management methodology. Students will be exposed to operational decision support systems through the use of macros and visual basic. This course may require visiting/working with local firms in setting up such systems.

PREREQ: MANAGEMENT 306

#4238 Section 01 [units: 3]
01/20-05/20 M 02:15 PM - 04:45 PM C1006 Sameer Prasad

MANGEMNT 465 GLOBAL OPERATIONS STRATEGY ... A study of the integration of operations planning, management, and control to create effective operations strategy within a global perspective. Includes a thorough examination of capacity and supply chain management. Also examines the theory of constraints as used to develop strategic competitive advantage.

COREQ: MANAGEMENT 450 OR MANAGEMENT 455 OR MANAGEMENT 456

#4203 Section 01 [units: 3]
01/20-05/20 T 06:30 PM - 09:00 PM C1018 Rick Pues

MANGEMNT 478 SEMINAR IN HUMAN RESOURCES ... A capstone course required of students in Personnel/Human Resources Management. The course will integrate HR subject matter areas through empirical research. Students will utilize their academic preparation, analytical skills, and communication skills to develop a proposal and prepare a research report.

PREREQ: MANAGEMENT 320 OR POLISCI 421 AND SENIOR STANDING AND HR MAJOR OR HR MINOR OR HR MAJOR SAFETY EMP

#4204 Section 01 [units: 3] NOTE: Section 1 meets at 2:15-3:30 on Tuesdays. This section is a hybrid class requiring the internet as well as class attendance.

01/20-05/20 T 02:15 PM - 03:30 PM C1020 Richard J Wagner

MANGEMNT 485 SMALL BUSINESS CONSULTING ... A course designed to provide students with hands-on business consulting with faculty advisors as part of the Small Business Institute. Potential topic coverage is a wide range of business activities depending on client need.

PREREQ: MARKETING 311 OR FNBSLW 344

#4205 Section 01 [units: 3]
01/20-05/20 MW 03:45 PM - 05:00 PM C1018 Ronald L Gayhart

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 ITBE 353) EXCEPT CAREER INFORMATION

#4207 Section 01 [units: 3]
01/20-05/20 MW 11:00 AM - 12:15 PM C2005 John B Washbush

#4208 Section 02 [units: 3]
01/20-05/20 TR 09:30 AM - 10:45 AM C1018 William A Drago

#4210 Section 03 [units: 3]
01/20-05/20 MW 02:15 PM - 03:30 PM C2005 John B Washbush

#4211 Section 04 [units: 3]
01/20-05/20 W 06:30 PM - 09:00 PM C1020 Kaviraj Praveen Parboteeah

#4212 Section 05 [units: 3]
04/20-05/07 MTWRF 09:45 AM - 12:25 PM C3014 Yezdi H Godiwalla

#4213 Section 06 [units: 3] NOTE: Section 6 meets at 9:30-10:45 on Mondays. This section is a hybrid class requiring the internet as well as class attendance.

01/20-05/20 M 09:30 AM - 10:45 AM C1018 Jeff P Vanevenhoven

#4214 Section 07 [units: 3] NOTE: Section 7 meets at 9:30-10:45 on Wednesdays. This section is a hybrid class requiring the internet as well as class attendance.

01/20-05/20 W 09:30 AM - 10:45 AM C1018 Jeff P Vanevenhoven

#5340 Section 08 [units: 3]
01/20-05/20 TR 11:00 AM - 12:15 PM C1006 Craig W C Schmidt

#4215 Section 22 [units: 3] NOTE: Students must have access to the internet and an Internet browser. The tuition for online courses in the College of Business and Economics is \$360 per credit for both resident and non-resident students.

01/20-05/20 Arranged Arranged WEB BASED James W Bronson

MANGEMNT 491 TRAVEL STUDY ... Variable topics. Faculty-led courses abroad. Repeatable for a maximum of 5 credits in major/degree. Department Consent required.

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.

#5330 Section 01 [units: 3] NOTE: The objective of this course is to expose students to the economies, government systems, people, and cultures of the Republic of Ireland and Northern Ireland. An additional objective is to provide students with the knowledge and understanding of the business process outsourcing and offshoring with a particular emphasis on information technology. Class sessions will be announced by the course faculty. Students will also participate in the faculty-led travel study component of the course scheduled in Ireland from May 17-June 05, 2009. Contact the Office of International Education & Programs (email: studyabroad@uww.edu) for information about course registration or for a program application and John Chenoweth (chenowej@uww.edu), Jeff Vanevenhoven (vanevenj@uww.edu) for academic requirements. Applications are due to the Office of International Education & Programs on or before December 12, 2008. A \$300 program deposit will be charged to the student's account shortly thereafter. Not available with WINS registration. Travel study participants may not drop a travel study course via WINS once it has been added to their schedule.

Dept. Consent

01/20-05/20 M Arranged C3008 John D Chenoweth OFFSHORING AND OUTSOURCING

01/20-05/20 M Arranged C3008 Jeff P Vanevenhoven OFFSHORING AND OUTSOURCING

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

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

#4216 Section 01 [units: 2-3] NOTE: Students enrolled in this course are required to meet as a group ONE TIME ONLY on Tuesday, January 20, 2009 from 3:45-4:45 in Carlson 1006. Dept. Consent

01/20-05/20 Arranged Arranged James R Sisak

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

PREREQ: JUNIOR STATUS

#4218 Section 01 [units: 1-3] Dept. Consent

01/20-05/20 MW 03:30 PM - 05:00 PM C2016

#5514 Section 02 [units: 1-3] Dept. Consent

01/20-05/20 Arranged Arranged Debra S Malewicki

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

MANGEMNT 691 TRAVEL STUDY ... Variable topics. Faculty-led courses abroad. Repeatable for a maximum of 5 credits in major/degree. Department Consent required.

#5331 Section 01 [units: 3] NOTE: The objective of this course is to expose students to the economies, government systems, people, and cultures of the Republic of Ireland and Northern Ireland. An additional objective is to provide students with the knowledge and understanding of the business process outsourcing and offshoring with a particular emphasis on information technology. Class sessions will be announced by the course faculty. Students will also participate in the faculty-led travel study component of the course scheduled in Ireland from May 17-June 05, 2009. Contact the Office of International Education & Programs (email: studyabroad@uww.edu) for information about course registration or for a program application and John Chenoweth (chenowej@uww.edu), Jeff Vanevenhoven (vanevenj@uww.edu) for academic requirements. Applications are due to the Office of International Education & Programs on or before December 12, 2008. A \$300 program deposit will be charged to the student's account shortly thereafter. Not available with WINS registration. Travel study participants may not drop a travel study course via WINS once it has been added to their schedule. Dept. Consent

01/20-05/20 M Arranged C3008 John D Chenoweth OFFSHORING AND OUTSOURCING

01/20-05/20 M Arranged C3008 Jeff P Vanevenhoven OFFSHORING AND OUTSOURCING

MANGEMNT 721 ORGANIZATIONAL BEHAVIOR ... The course explores the behavior of people in organizations as individuals, and as group members in an organizational context. An analysis of human problems in organizations and the application of results of behavioral science research to organizational problems are included.

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.

#4219 Section 01 [units: 2]

01/20-03/13 T 06:15 PM - 09:35 PM C1010 Helena M Addae

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.

#4220 Section 01 [units: 3]

01/20-05/20 MW 02:15 PM - 03:30 PM C1020 William L Dougan

#4222 Section 22 [units: 3] NOTE: Online classes will be billed at \$550 per credit for all students. Students must have access to the Internet and an Internet browser.

03/16-05/20 Arranged Arranged WEB BASED William A Drago

MANGEMNT 745 BUILDING EFFECTIVE ORGANIZATIONS ... The course surveys concepts and research in the analysis of an organization. It examines the history of organization theory, as well as environmental and technological influences on organizational effectiveness. Contemporary developments in management and organization theory are also reviewed.

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.

#4223 Section 22 [units: 2] NOTE: Online classes will be billed at \$550 per credit for all students. Students must have access to the Internet and an Internet browser.

01/20-03/13 Arranged Arranged WEB BASED 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.

#4224 Section 01 [units: 3]

01/20-05/20 M 06:30 PM - 09:00 PM C1020 Jon M Werner

MANGEMNT 753 TRAINING AND DEVELOPMENT ... The course will emphasize the theories of Management Training and Development, and the practical application of these theories in today's organizations. Special emphasis will be on current topics in the field of Human Resource Development, including: training self-directed work teams, managing a diverse work force, and the practical application of designing programs in today's environment. This will include actually designing a needs analysis and training evaluation programs. The course will frame the concept of training and development within the applicable theory of adult learning.

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.

#4225 Section 22 [units: 3] NOTE: Online classes will be billed at \$550 per credit for all students. Students must have access to the Internet and an Internet browser.

01/20-05/20 Arranged Arranged WEB BASED Richard J Wagner

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. Prereq: MANGEMNT 745 OR MANGEMNT 721 OR FNBSLW 721.

PREREQ: MANGEMENT 745 OR 721 OR FNBSLW 721

#4226 Section 22 [units: 2] NOTE: Online classes will be billed at \$550 per credit for all students. Students must have access to the Internet and an Internet browser.

03/16-05/20 Arranged Arranged WEB BASED Kaviraj Praveen Parboteeah

MANGEMNT 761 SUPPLY CHAIN SYSTEMS ... The course uses a supply chain management framework to study flow of material. Topics include capacity planning, production systems, production planning, material planning, sourcing, and delivery of products. In addition, the role of information systems in integrating operations throughout the supply chain is discussed. The course uses case studies and research papers.

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

#4227 Section 22 [units: 3] NOTE: Online classes will be billed at \$550 per credit for all students. Students must have access to the Internet and an Internet browser.

01/20-05/20 Arranged Arranged WEB BASED Tom Bramorski
01/20-05/20 Arranged Arranged WEB BASED Manohar S Madan

MANGEMNT 763 GLOBAL OPERATIONS MANAGEMENT ... The objective of this course is to enhance the student's ability to conceptualize and manage global operations effectively. A wide range of topics, concepts, theories, and tools related to the operations of both manufacturing and service firms are explored from an international perspective. In addition, the comparative position of U.S. production systems is evaluated with those of Japan, Europe, Latin America, and South East Asia. The focus is on covering those aspects of operations management that can help firms become more competitive globally. The aim of the course is to provide the managers with an understanding of the production of goods and services in an international environment through a review and critique of current literature. Prereq: MANGEMENT 719

COREQ: MANGEMNT 719 OR EQUIVALENT OR PREREQ: ITBE 734

#4241 Section 01 [units: 3] NOTE: Section 1 meets at 6:30-9:00 on Mondays. This section is a hybrid class requiring the internet as well as class attendance.

03/16-05/20 M 06:30 PM - 09:00 PM C1018 Sameer Prasad

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

#4230 Section 01 [units: 3] NOTE: AMERICAN FAMILY MADISON A3141

01/20-05/20 M 05:15 PM - 07:45 PM OFF CAMPUS Louise Tourigny

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

#4231 Section 01 [units: 3]

01/20-05/20 M 06:30 PM - 09:00 PM C1010 Jerry J Gosenpud

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

#4232 Section 01 [units: 3]

01/20-05/20 R 06:30 PM - 09:00 PM C3014 Jerry J Gosenpud

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.

#4233 Section 01 [units: 2]

03/16-05/20 T 06:15 PM - 09:35 PM C3014 Yezdi H Godiwalla

#4234 Section 22 [units: 2] NOTE: Online classes will be billed at \$550 per credit for all students. Students must have access to the Internet and an Internet browser.

03/16-05/20 Arranged Arranged WEB BASED 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.

#4235 Section 01 [units: 3]

01/20-05/20 Arranged Arranged William A Drago

Instructor Consent

#5450 Section 22 [units: 3]

01/20-05/20 Arranged Arranged Louise Tourigny

Instructor Consent

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.

#4236 Section 01 [units: 1-3]

01/20-05/20 Arranged Arranged Louise Tourigny

#5408 Section 02 [units: 1-3]

01/20-05/20 Arranged Arranged Yezdi H Godiwalla

Class#	Section (Units)	General Education Designation (if any)	Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#5409	Section 03	[units: 1-3]	01/20-05/20	Arranged	Arranged		Richard J Wagner	
#4237	Section 22	[units: 1-3]	01/20-05/20	Arranged	Arranged	WEB BASED	Richard J Wagner	
#5511	Section 23	[units: 1-3]	01/20-05/20	Arranged	Arranged	WEB BASED	Louise Tourigny	

NOTE: Online classes will be billed at \$550 per credit for all students. Students must have access to the Internet and an Internet browser.