

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.

**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**

#3748 Section 01 [units: 3] NOTE: Supplemental Instruction Course.

Exam 1, Friday, February 13, 2009, 3:20 p.m. to 5:20 p.m.

Exam 2, Friday, March 13, 2009, 3:20 p.m. to 5:20 p.m.

Exam 3, Friday, April 17th, 2009, 3:20 p.m. to 5:20 p.m.

Final exam, Tuesday, May 12, 2009, 8:15 p.m. to 10:15 p.m.

01/20-05/20 MW 09:20 AM - 10:35 AM C2015 Meifang Xiang

#3749 Section 02 [units: 3] NOTE: Exam 1, Friday, February 13, 2009, 3:20 p.m. to 5:20 p.m.

Exam 2, Friday, March 13, 2009, 3:20 p.m. to 5:20 p.m.

Exam 3, Friday, April 17th, 2009, 3:20 p.m. to 5:20 p.m.

Final exam, Tuesday, May 12, 2009, 8:15 p.m. to 10:15 p.m.

01/20-05/20 MW 10:40 AM - 11:55 AM C2015 Meifang Xiang

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#3751	Section 04 [units: 3]	NOTE: Exam 1, Friday, February 13, 2009, 3:20 p.m. to 5:20 p.m. Exam 2, Friday, March 13, 2009, 3:20 p.m. to 5:20 p.m. Exam 3, Friday, April 17th, 2009, 3:20 p.m. to 5:20 p.m. Final exam, Tuesday, May 12, 2009, 8:15 p.m. to 10:15 p.m.			
01/20-05/20	MW	01:00 PM - 02:15 PM	C2001	Linda K Amann	
#3753	Section 06 [units: 3]	NOTE: Exam 1, Friday, February 13, 2009, 3:20 p.m. to 5:20 p.m. Exam 2, Friday, March 13, 2009, 3:20 p.m. to 5:20 p.m. Exam 3, Friday, April 17th, 2009, 3:20 p.m. to 5:20 p.m. Final exam, Tuesday, May 12, 2009, 8:15 p.m. to 10:15 p.m.			
01/20-05/20	MW	02:15 PM - 03:30 PM	C2015	Meifang Xiang	
#3754	Section 07 [units: 3]	NOTE: Exam 1, Friday, February 13, 2009, 3:20 p.m. to 5:20 p.m. Exam 2, Friday, March 13, 2009, 3:20 p.m. to 5:20 p.m. Exam 3, Friday, April 17th, 2009, 3:20 p.m. to 5:20 p.m. Final exam, Tuesday, May 12, 2009, 8:15 p.m. to 10:15 p.m.			
01/20-05/20	TR	03:45 PM - 05:00 PM	C2015	Bill Tatman	

**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**

#3756	Section 01 [units: 3]				
01/20-05/20	TR	09:30 AM - 10:45 AM	C2001	Michael J MacDonald	
#3757	Section 02 [units: 3]				
01/20-05/20	TR	11:00 AM - 12:15 PM	C2001	Michael J MacDonald	
#3758	Section 03 [units: 3]				
01/20-05/20	TR	12:30 PM - 01:45 PM	C2015	Pamela J Champeau	
#3759	Section 04 [units: 3]				
01/20-05/20	TR	02:15 PM - 03:30 PM	C2001	Michael J MacDonald	
#3760	Section 05 [units: 3]	NOTE: Supplemental Instruction Course.			
01/20-05/20	TR	02:15 PM - 03:30 PM	C3002	Joe Gerard	
#3761	Section 06 [units: 3]				
01/20-05/20	TR	02:15 PM - 03:30 PM	C2015	Pamela J Champeau	
#3762	Section 07 [units: 3]				
01/20-05/20	T	06:00 PM - 08:30 PM	C2007	Richard G Cummings	

**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**

#3763	Section 01 [units: 3]				
01/20-05/20	TR	09:30 AM - 10:45 AM	C2010	Alka Arora	
#3764	Section 02 [units: 3]				
01/20-05/20	TR	11:00 AM - 12:15 PM	C2010	Alka Arora	
#3765	Section 03 [units: 3]				
01/20-05/20	TR	12:30 PM - 01:45 PM	C2010	Alka Arora	
#3766	Section 04 [units: 3]				
01/20-05/20	MW	02:15 PM - 03:30 PM	C2011	Lynn M Hafemeister	
#3767	Section 05 [units: 3]				
01/20-05/20	MW	03:45 PM - 05:00 PM	C2011	Lynn M Hafemeister	

**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**

#3768	Section 01 [units: 3]				
01/20-05/20	TR	09:30 AM - 10:45 AM	C3002	Joe Gerard	
#3769	Section 02 [units: 3]				
01/20-05/20	TR	11:00 AM - 12:15 PM	C3002	Joe Gerard	
#3770	Section 03 [units: 3]				
01/20-04/11	T	06:00 PM - 09:40 PM	C2010	Clayton R Sager	

**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**

#3771	Section 01 [units: 3]				
01/20-05/20	MW	09:30 AM - 10:45 AM	C2011	Lynn M Hafemeister	
#3772	Section 02 [units: 3]				
01/20-05/20	MW	11:00 AM - 12:15 PM	C2011	Lynn M Hafemeister	

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

**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**

#3773	Section 01	[units: 3]				
	01/20-05/20	TR	08:00 AM - 09:15 AM	C2015	Richard G Cummings	
#3774	Section 02	[units: 3]				
	01/20-05/20	TR	09:30 AM - 10:45 AM	C2015	Richard G Cummings	

**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**

#3776	Section 01	[units: 3]				
	01/20-05/20	TR	03:45 PM - 05:00 PM	C2011	Peter C Barton	

**ACCOUNT 454 ACCOUNTING INFORMATION SYSTEMS ...** *This course examines the nature of accounting information systems and the ways in which various components are integrated to provide relevant and reliable financial information for decision making. Students will also study (a) the impact of information technology on the gathering, processing and reporting of financial information (b) risk management through the use of COSO's internal control frameworks (c) ways in which technology affects internal control structures, and (d) how to model business processes and use decision criteria to determine ways in which processes can be improved.*

**PREREQ: A 2.5 GPA IN ACCOUNT 341 AND ACCOUNT 342**

#3777	Section 01	[units: 3]				
	01/20-05/20	MW	02:15 PM - 03:30 PM	C2001	Linda K Amann	
#3778	Section 02	[units: 3]				
	01/20-05/20	MW	03:45 PM - 05:00 PM	C2001	Carol J Normand	
#3779	Section 03	[units: 3]				
	01/20-05/20	MW	05:05 PM - 06:20 PM	C2001	Carol J Normand	

**ACCOUNT 455 VITA - INCOME TAX E-FILE CLINIC ...** *This course provides students a hands on opportunity to prepare federal and state income tax returns that will be electronically filed.*

**PREREQ: ACCOUNT 451 AND/OR PERMISSION OF INSTRUCTOR**

#3985	Section 01	[units: 3]				
	01/20-05/20	T	03:45 PM - 07:45 PM	MG0127	Michael J MacDonald	
	01/20-05/20	S	09:30 AM - 02:30 PM	MG0127	Michael J MacDonald	
	01/20-05/20	T	03:45 PM - 07:45 PM	MG0121	Michael J MacDonald	
	01/20-05/20	T	03:45 PM - 07:45 PM	MG0122	Michael J MacDonald	
	01/20-05/20	S	09:30 AM - 02:30 PM	MG0121	Michael J MacDonald	
	01/20-05/20	S	09:30 AM - 02:30 PM	MG0122	Michael J MacDonald	

Instructor Consent

**ACCOUNT 456 COST MANAGEMENT II ...** *This course presents an overview of basic cost measurement principles and an in-depth examination of product costing procedures and techniques including process costing, job-order costing, activity-based costing, accounting for spoilage, and standards and variances (cost, expense, revenue, and selected variance investigation models). This course also includes the following specific cost allocation topics: joint products, byproduct products, and service departments. Special emphasis is placed on communicating accounting information to managers in a clear, concise manner.*

**PREREQ: ACCOUNT 342 OR ACCOUNT 249 AND CONSENT OF INSTRUCTOR**

#3781	Section 01	[units: 3]				
	01/20-04/16	R	06:30 PM - 09:50 PM	C2010	Clayton R Sager	
#4217	Section 02	[units: 3]	NOTE: Sections 02 and 03 of Account 456/656 will also meet Thursday, May 21, 2009.			
	04/16-05/20	T	02:15 PM - 04:15 PM	C2010	Clayton R Sager	
	04/16-05/20	R	04:30 PM - 06:30 PM	C2010	Clayton R Sager	
	04/16-05/20	MW	02:15 PM - 05:15 PM	WH2001	Clayton R Sager	
#4228	Section 03	[units: 3]	NOTE: Sections 02 and 03 of Account 456/656 will also meet Thursday, May 21, 2009.			
	04/16-05/20	R	02:15 PM - 04:15 PM	C2010	Clayton R Sager	
	04/16-05/20	T	04:30 PM - 06:30 PM	C2010	Clayton R Sager	
	04/16-05/20	MW	02:15 PM - 05:15 PM	WH2001	Clayton R Sager	

**ACCOUNT 461 ADVANCED ACCOUNTING ...** *This course presents an in-depth examination of accounting for business combinations including mergers, parent-subsidiary relationships, and consolidated statements. It also covers accounting for partnerships, foreign currency translations, and an introduction to international accounting.*

**PREREQ: GPA OF 2.50 IN ACCOUNT 341, ACCOUNT 342, ACCOUNT 343**

#3785	Section 01	[units: 3]	NOTE: The instructor will provide you with additional information regarding class meeting dates at the first class meeting on Tuesday, February 3, 2009.			
	02/03-02/19	TR	12:25 PM - 02:05 PM	C2001	Roy C Weatherwax	
	03/10-05/20	TR	12:25 PM - 02:05 PM	C2001	Roy C Weatherwax	
#3786	Section 02	[units: 3]	NOTE: The instructor will provide you with additional information regarding class meeting dates at the first class meeting on Tuesday, February 3, 2009.			
	02/03-02/19	TR	03:40 PM - 05:20 PM	C2001	Roy C Weatherwax	
	03/10-05/20	TR	03:40 PM - 05:20 PM	C2001	Roy C Weatherwax	

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

**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**

#3787 Section 01 [units: 3]  
01/20-05/20 TR 05:05 PM - 06:20 PM C2011 Linda E Holmes

**ACCOUNT 465 AUDITING ...** This course introduces the student to auditing, attestation, and assurance services. Specific topics include materiality, audit risk, audit evidence, audit planning, AICPA audit standards, professional ethics, and legal liability. Additional topics include sampling, tests of controls and substantive tests, auditing EDP systems, preparing audit reports, and assessing internal control policies and procedures.

**PREREQ: ACCOUNT 454 AND A 2.50 GPA IN ACCOUNT 341, ACCOUNT 342 AND ACCOUNT 343**

#3788 Section 01 [units: 3]  
01/20-05/20 TR 02:15 PM - 03:30 PM C2011 Bill Tatman

**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.**

#3789 Section 01 [units: 2-6] Dept. Consent  
01/20-05/20 Arranged Arranged Bill Tatman

#3790 Section 02 [units: 2-6] Dept. Consent  
01/20-05/20 Arranged Arranged Bill Tatman

**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.**

#3986 Section 01 [units: 1] NOTE: This section is for Business Education majors only. Dept. Consent  
01/20-05/20 Arranged Arranged Robert A Gruber

#3988 Section 02 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Alka Arora

#3989 Section 03 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Peter C Barton

#3991 Section 04 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Richard G Cummings

#3992 Section 05 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Rita Czaja

#3994 Section 06 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Robert A Gruber

#3996 Section 07 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Linda E Holmes

#3998 Section 08 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Carol J Normand

#3999 Section 09 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Clayton R Sager

#4001 Section 10 [units: 1-3] Dept. Consent  
01/20-05/20 MW Arranged Roy C Weatherwax

#4010 Section 11 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Meifang Xiang

#5509 Section 12 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Michael J MacDonald

#4002 Section 15 [units: 1-3] Dept. Consent  
01/20-05/20 MW 06:00 PM - 10:00 PM C3015 Robert A Gruber

\*\*\* 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**

#3791 Section 01 [units: 3]  
01/20-05/20 TR 08:00 AM - 09:15 AM C2015 Richard G Cummings

#3792 Section 02 [units: 3]  
01/20-05/20 TR 09:30 AM - 10:45 AM C2015 Richard G Cummings

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

**ACCOUNT 656 COST MANAGEMENT II ... This course presents an overview of basic cost measurement principles and an in-depth examination of product costing procedures and techniques including process costing, job-order costing, activity-based costing, accounting for spoilage, and standards and variances (cost, expense, revenue, and selected variance investigation models). This course also includes the following specific cost allocation topics: joint products, byproduct products, and service departments. Special emphasis is placed on communicating accounting information to managers in a clear, concise manner.**

**PREREQ: ACCOUNT 725, ACCOUNT 342, OR ACCOUNT 249 AND CONSENT OF DEPARTMENT**

#3794	Section 01	[units: 3]							Dept. Consent
	01/20-04/16	R	06:30 PM - 09:50 PM	C2010	Clayton R Sager				
#4209	Section 02	[units: 3]	NOTE: Sections 02 and 03 of Account 456/656 will also meet Thursday, May 21, 2009.						Dept. Consent
	04/16-05/20	T	02:15 PM - 04:15 PM	C2010	Clayton R Sager				
	04/16-05/20	R	04:30 PM - 06:30 PM	C2010	Clayton R Sager				
	04/16-05/20	MW	02:15 PM - 05:15 PM	WH2001	Clayton R Sager				
#4240	Section 03	[units: 3]	NOTE: Sections 02 and 03 of Account 456/656 will also meet Thursday, May 21, 2009.						Dept. Consent
	04/16-05/20	R	02:15 PM - 04:15 PM	C2010	Clayton R Sager				
	04/16-05/20	T	04:30 PM - 06:30 PM	C2010	Clayton R Sager				
	04/16-05/20	MW	02:15 PM - 05:15 PM	WH2001	Clayton R Sager				

**ACCOUNT 701 ACCOUNTING FOUNDATIONS ... This course introduces students to the principles of financial accounting, including the (1) basic accounting cycle (i.e., double-entry accounting), financial statements (i.e., income statement, statement of financial position, and statement of cash flows), and specific discussions of cash, trade receivables, merchandise inventories, plant assets, current and long-term liabilities, and stockholders' equity. Fundamental ration and statement analysis techniques are also integrated throughout the course.**

**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.**

#3797	Section 01	[units: 2]							
	01/20-05/20	T	06:15 PM - 07:55 PM	C2001	Rita Czaja				

**ACCOUNT 725 PROFIT PLANNING AND CONTROL ... An in-depth look at the concepts and techniques of creating a firm's financial plan. Emphasis is on analysis of costs so as to predict future patterns, forecasting of sales, production costing, cash, and other components, while stressing the need for profitability analysis and evaluation of management performance. Prereq: ACCOUNT 701**

**PREREQ: ACCOUNT 244 OR ACCOUNT 701**

#3798	Section 22	[units: 2]	NOTE: Online classes will bill 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	Rita Czaja				

**ACCOUNT 751 GOVERNMENTAL AND NOT-FOR-PROFIT ACCOUNTING ... This course focuses on the theory and practice of accrual, modified accrual, and cash-based accounting models for governmental and not-for-profit entities. In addition, students investigate the specific accounting issues for state and local governments, colleges and universities, health care organizations, and voluntary health and welfare organizations.**

**PREREQ: ACCOUNT 341**

#3799	Section 01	[units: 3]							
	01/20-05/20	TR	05:05 PM - 06:20 PM	C2016	Peter C Barton				

**ACCOUNT 781 ADVANCED ACCOUNTING THEORY I ... This course focuses on accounting theory at an advanced level, including the role of accounting information in forecasting, market efficiency, valuation models, and earnings management. Other topics include the development of accounting theory, positive accounting theory, accrual-based vs. cash-based accounting measures, and economic consequences of accounting disclosures.**

**PREREQ: ACCOUNT 543 OR CONSENT OF DEPARTMENT**

#4013 Section 01 [units: 4] NOTE: This is a hybrid course comprised of classroom meetings (see above) and online instruction. The instructor will provide you with additional information at the first class meeting on 01/23/09.

01/20-05/20	Arranged	Arranged	WEB BASED	Robert A Gruber
01/23	F	01:00 PM - 04:00 PM	C3002	Robert A Gruber
01/24	S	08:00 AM - 10:30 AM	C3002	Robert A Gruber
01/24	S	01:00 PM - 04:00 PM	C3002	Robert A Gruber
03/07	S	08:00 AM - 10:30 AM	C3002	Robert A Gruber
03/07	S	01:00 PM - 04:00 PM	C3002	Robert A Gruber
03/08	U	01:00 PM - 03:30 PM	C3002	Robert A Gruber
04/24	F	01:00 PM - 04:00 PM	C3002	Robert A Gruber
04/25	S	08:00 AM - 10:30 AM	C3002	Robert A Gruber
04/25	S	01:00 PM - 04:00 PM	C3002	Robert A Gruber

**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.**

#4011	Section 01	[units: 1-3]							Dept. Consent
	01/20-05/20	Arranged	Arranged		Robert A Gruber				
#4012	Section 02	[units: 1-3]							Dept. Consent
	01/20-05/20	Arranged	Arranged		Robert A Gruber				
#5327	Section 03	[units: 1-3]							Dept. Consent
	01/20-05/20	Arranged	Arranged		Carol J Normand				



Class#	Section (Units)	General Education Designation (if any)	Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#4716	Section 06 [units: 3]	Gen Ed Social Science (GS)	01/20-05/20	TR	12:30 PM - 01:45 PM	C3002	John R Dominguez	
#4717	Section 07 [units: 3]	Gen Ed Social Science (GS)	01/20-05/20	W	06:30 PM - 09:00 PM	C1009	Richard McGregory	

**ECON 213 ECONOMIC PRINCIPLES FOR TEACHERS ...** Price-determination, income-distribution, and resource allocation in the market economy, including profit-making and cooperative business organizations. International trade, economic growth, and the role of government are examined. Satisfies the state teacher certification requirements of instruction in cooperatives.

**PREREQ: SOPHOMORE STATUS**

#4718	Section 01 [units: 3]	Gen Ed Social Science (GS)	01/20-05/20	MW	02:15 PM - 03:30 PM	C1004	David J Bashaw	
-------	-----------------------	----------------------------	-------------	----	---------------------	-------	----------------	--

**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 OR MATH 243 OR MATH 250 OR MATH 253**

#4719	Section 01 [units: 3]		01/20-05/20	TR	09:30 AM - 10:45 AM	WH1001	Thomas E Schweigert	
#4720	Section 02 [units: 3]		01/20-05/20	MWF	09:55 AM - 10:45 AM	HY0320	David J Bashaw	
#4721	Section 03 [units: 3]		01/20-05/20	MWF	11:00 AM - 11:50 AM	C3002	David J Bashaw	
#4722	Section 04 [units: 3]		01/20-05/20	TR	11:00 AM - 12:15 PM	C1004	Thomas E Schweigert	
#4723	Section 05 [units: 3]		01/20-05/20	TR	12:30 PM - 01:45 PM	C1007	Mark E Eiswerth	
#4724	Section 06 [units: 3]	NOTE: Students must have access to the internet and an internet browser and will be required to pay a \$35 fee to use Aplia, a web-based learning tool/workbook.	01/20-05/20	MWF	01:10 PM - 02:00 PM	C1009	Daniel Fuhrmann	
#4725	Section 07 [units: 3]	NOTE: Students must have access to the internet and an internet browser and will be required to pay a \$35 fee to use Aplia, a web-based learning tool/workbook.	01/20-05/20	MW	02:15 PM - 03:30 PM	C1009	Daniel Fuhrmann	
#4726	Section 08 [units: 3]		01/20-05/20	TR	02:15 PM - 03:30 PM	C1007	Thomas E Schweigert	
#4727	Section 09 [units: 3]	NOTE: Students must have access to the internet and an internet browser and will be required to pay a \$35 fee to use Aplia, a web-based learning tool/workbook.	01/20-05/20	M	06:30 PM - 09:00 PM	C1009	Daniel Fuhrmann	

**ECON 302 INTERMEDIATE MACROECONOMIC ANALYSIS ...** Measuring the aggregate economy: national income and product accounting, inflation and unemployment. The nature and role of money and interest rates in the macroeconomy. The effects of monetary and fiscal policies on output, employment and inflation in the short and long run. Economic fluctuations and growth.

**PREREQ: ECON 202 AND MATH 243 OR MATH 250 OR MATH 253**

#4728	Section 01 [units: 3]		01/20-05/20	MWF	09:55 AM - 10:45 AM	C1003	Yamin S Ahmad	
-------	-----------------------	--	-------------	-----	---------------------	-------	---------------	--

**ECON 345 BUSINESS STATISTICS II ...** The second course in statistics is a course in applied regression analysis. It begins with a review and extension of descriptive statistics, probability and statistical inference as presented in a first course before going on to a detailed treatment of simple and multiple regression.

**PREREQ: ECON 245 AND MATH 243 OR MATH 250 OR MATH 253**

#4729	Section 01 [units: 3]		01/20-05/20	MWF	11:00 AM - 11:50 AM	C1007	David M Welsch	
-------	-----------------------	--	-------------	-----	---------------------	-------	----------------	--

**ECON 354 MONEY AND BANKING ...** The demand for and supply of money in historical perspective including the role of the banking system in the credit creation process. Financial markets, interest rates and economic activity. The Federal Reserve System, monetary policy and the macroeconomy.

**PREREQ: ECON 201 OR ECON 212**

#4730	Section 01 [units: 3]		01/20-05/20	TR	09:30 AM - 10:45 AM	C1005	Stuart M Glosser	
-------	-----------------------	--	-------------	----	---------------------	-------	------------------	--

**ECON 406 INTERNATIONAL FINANCE AND BANKING ...** The monetary dimension of international economics. Balance of payments accounting; exchange rates, prices and interest rates; spot and forward foreign exchange; international financial markets and international banking; exchange rate systems and the role of central banks; open-economy macroeconomics; the international monetary system and current policy issues.

**PREREQ: ECON 202 OR ECON 211**

#4731	Section 01 [units: 3]		01/20-05/20	TR	11:00 AM - 12:15 PM	C1005	John R Dominguez	
-------	-----------------------	--	-------------	----	---------------------	-------	------------------	--

**ECON 431 ECONOMICS OF GLOBALIZATION ...** The course treats the political economy of trade, foreign investment and multinational corporations; the economic and social consequences of globalization; governments, markets, and the instruments of international economic and industrial policy; the World Trade Organization and recent issues--environmental and labor standards; intellectual property; services trade; the developing nations.

**PREREQ: ECON 201 OR ECON 212**

#4732	Section 01 [units: 3]		01/20-05/20	MW	02:15 PM - 03:30 PM	C1007	Jeffery S Heinrich	
-------	-----------------------	--	-------------	----	---------------------	-------	--------------------	--

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

**ECON 437 MANAGERIAL ECONOMICS ...** The course uses the tools and techniques of economic analysis to solve managerial problems. The emphasis is on practical applications. Topics: optimization techniques; analysis and estimation of demand and costs of production; market structures and pricing practice.

**PREREQ: ECONOMICS 201 OR 212 AND ECONOMICS 245**

#4733 Section 01 [units: 3]

01/20-05/20 TR 12:30 PM - 01:45 PM C2016 L Denton Marks

**ECON 471 NATURAL RESOURCE AND ENVIRONMENTAL ECONOMICS ...** Markets and the efficient allocation of resources over time. Market failure - property rights, externalities, public goods. Valuation of environmental benefits and costs. Economics of renewable and non-renewable natural resources - land, water, fisheries, forests, energy, minerals. Pollution abatement and environmental protection. Global issues - population, climate change, tropical deforestation, the oceans and atmosphere as global "commons". **ECON 411 recommended.**

**PREREQ: ECON 201 OR ECON 212**

#4734 Section 01 [units: 3]

01/20-05/20 TR 02:15 PM - 03:30 PM C1009 Mark E Eiswerth

**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**

#5435 Section 01 [units: 1-3]

Instructor Consent

01/20-05/20 Arranged Arranged Russell D Kashian

**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**

#4740 Section 01 [units: 1-3]

Dept. Consent

01/20-05/20 Arranged Arranged Russell D Kashian

#4741 Section 02 [units: 1-3]

Dept. Consent

01/20-05/20 Arranged Arranged Stuart M Glosser

#4742 Section 03 [units: 1-3]

Dept. Consent

01/20-05/20 Arranged Arranged David J Bashaw

#5429 Section 04 [units: 1-3]

Dept. Consent

01/20-05/20 Arranged Arranged Yamin S Ahmad

#5443 Section 05 [units: 1-3]

Dept. Consent

01/20-05/20 Arranged Arranged John R Dominguez

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

**ECON 703 STATISTICS FOUNDATIONS ...** Introduction to descriptive statistics and basic statistical methods as applied to scientific problem solving and decision making. Topics covered include: Descriptive statistics, elementary probability theory, theoretical distributions, sampling distributions, estimation, tests of hypothesis, simple linear regression and correlation analysis, and index numbers.

**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.**

#4735 Section 22 [units: 3] NOTE: Students must have access to the internet and an internet browser. All students enrolled in section 22 will be billed \$550 per credit for all graduate online classes.

01/20-05/20 Arranged Arranged WEB BASED Stuart M Glosser

**ECON 704 ECONOMICS FOUNDATIONS ...** A study of micro and macro economic tools of analysis. The functioning of a market economy in product and factor markets under alternative market structures. National income, fiscal policy, and the role of the money supply.

**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.**

#4736 Section 01 [units: 2]

01/20-05/20 T 06:30 PM - 08:10 PM C2016 L Denton Marks

**ECON 736 BUSINESS CONDITIONS ANALYSIS ...** A study of the macroeconomic structure and operations of the economic system. Analysis of fluctuations in national income, output, employment, prices and exchange rates and the implication of such changes for business decisions. Evaluation of the influence of monetary policy, fiscal policies, and other macroeconomic events on economic activity. Assessment of the various approaches and methodologies available for forecasting business conditions. **Prereq: ECON 704**

**PREREQ: ECON 704 OR ECON 211 OR ECON 202 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.**

#4737 Section 01 [units: 2] NOTE: AMERICAN FAMILY MADISON A3141

01/20-03/13 W 05:15 PM - 08:35 PM OFF CAMPUS Stuart M Glosser

#4738 Section 02 [units: 2]

01/20-03/13 W 06:15 PM - 09:35 PM C1007 Yamin S Ahmad

**ECON 737 MANAGERIAL ECONOMICS ...** Applications of microeconomic theory to problems of formulating managerial decisions. Emphasis on economics as a science that facilitates decision making. Topics considered include optimization techniques, risk analysis and estimation of demand and costs of production, market structures and pricing practice, and antitrust economics. Integrates theory and practice.

**PREREQ: ECON 703 OR ECON 245 OR EQUIVALENT AND ECON 704 OR ECON 212 OR ECON 201 OR EQUIVALENT**

#4739 Section 22 [units: 2] NOTE: Students must have access to the internet and an internet browser. All students enrolled in section 22 will be billed \$550 per credit for all graduate online classes.

01/20-05/20 Arranged Arranged WEB BASED Russell D Kashian

**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.**

#4768 Section 22 [units: 1-6]

All class meeting details to be arranged.

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

**FINANCE AND BUSINESS LAW****Finance and Business Law**

**FNBSLW 341 BUSINESS AND COMMERCIAL LAW ... An introduction to business and the law. Includes topics such as legal systems, court procedure, business torts and crimes, contracts and related areas of the Uniform Commercial Code, government regulation of business, and the ethical and legal rights and duties of individuals and businesses in our society.**

**PREREQ: 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.**

#4627 Section 01 [units: 3] NOTE: This is a hybrid course comprised of classroom meetings (see above) and online instruction. The instructor will provide you with additional information at the first class meeting on 01/20/09.

01/20-05/20 T 09:30 AM - 10:45 AM C1002 Gene M Toboyek

01/20-05/20 Arranged Arranged WEB BASED Gene M Toboyek

#4628 Section 02 [units: 3]

01/20-05/20 MW 12:30 PM - 01:45 PM C3002 Curt M Weber

#4629 Section 03 [units: 3]

01/20-05/20 TR 12:30 PM - 01:45 PM C1019 James L Molloy

#4630 Section 04 [units: 3]

01/20-05/20 MW 02:15 PM - 03:30 PM C3015 Curt M Weber

#4631 Section 05 [units: 3]

01/20-05/20 R 06:30 PM - 09:00 PM C3002 Jonathan Saffold

#4632 Section 22 [units: 3] NOTE: Students must have access to the internet and an internet provider. 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 Jonathan Saffold

**FNBSLW 342 ADVANCED BUSINESS AND COMMERCIAL LAW ... This course provides an advanced study of the law for business or pre-law students, including an examination of the Uniform Commercial Code and the Law of Sales, Negotiable Instruments, Secured Transactions and Documents of Title. This course also includes a study of the Law of Business Entities and Creditor and Debtor Relations.**

**PREREQ: FNBSLW 341**

#4633 Section 01 [units: 3]

01/20-05/20 TR 09:30 AM - 10:45 AM C1019 James L Molloy

#4676 Section 02 [units: 3]

01/20-05/20 TR 11:00 AM - 12:15 PM C1019 James L Molloy

**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**

#4634 Section 01 [units: 3]

01/20-05/20 TR 12:30 PM - 01:45 PM C3015 Benjamin D Blair

#4635 Section 02 [units: 3]

01/20-05/20 TR 02:15 PM - 03:30 PM C3015 Jianzhou Zhu

#4636 Section 03 [units: 3]

01/20-05/20 TR 03:45 PM - 05:00 PM C3015 Jianzhou Zhu

#4637 Section 04 [units: 3]

01/20-05/20 M 06:30 PM - 09:00 PM C3002 Joel E Schleusner

#4638 Section 05 [units: 3]

01/20-05/20 T 06:30 PM - 09:00 PM C1002 Walter S Musser

#4639 Section 06 [units: 3]

01/20-05/20 W 06:30 PM - 09:00 PM C1021 Joel E Schleusner

#4640 Section 22 [units: 3] NOTE: Students must have access to the internet and an internet provider. 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 Margaret L Kuchan

**FNBSLW 345 INVESTMENTS ... A study of the various types of investments available, the markets in which they are traded, the techniques used to make sound investment decisions, and the factors which affect those decisions for various types of investors.**

**PREREQ: FNBSLW 344**

#4641 Section 01 [units: 3]

01/20-05/20 MW 11:00 AM - 12:15 PM C3015 David C Porter

#4642 Section 02 [units: 3]

01/20-05/20 MW 12:30 PM - 01:45 PM C3015 David C Porter

**FNBSLW 348 REAL ESTATE ... Designed to integrate the theory and practice of real estate operations through a discussion of the following areas: Urban structure and urban growth, the urban economy, appraisal analysis, property development and real estate investments analysis.**

**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.**

#4643 Section 01 [units: 3]

01/20-05/20 TR 02:15 PM - 03:30 PM C1019 Howard G Olson

#4644 Section 02 [units: 3]

01/20-05/20 TR 03:45 PM - 05:00 PM C1019 Howard G Olson

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

**FNBSLW 360 FINANCIAL INSTITUTIONS ... Survey of institutional arrangements through which funds are accumulated and made available to consumers, farmers, business and government. An understanding of the behavior of the non-monetary as well as the money and capital markets is developed.**

**PREREQ: FNBSLW 344**

#4645 Section 01 [units: 3]  
01/20-05/20 MW 11:00 AM - 12:15 PM C1021 Rashiqa Kamal

#4646 Section 02 [units: 3]  
01/20-05/20 MW 12:30 PM - 01:45 PM C1021 Rashiqa Kamal

**FNBSLW 370 ENTREPRENEURIAL FINANCIAL MANAGEMENT ... A detailed study of the financial management problems confronting small business. This course includes topics such as development of financial plans and controls, financing a business, and working capital management.**

**PREREQ: FNBSLW 344**

#4647 Section 01 [units: 3]  
01/20-05/20 MW 12:30 PM - 01:45 PM C1002 William L Dougan

**FNBSLW 401 FINANCIAL PLANNING ... This course serves as an introduction to the occupational area of Financial Planning and surveys the following topics: determining financial objectives, formulating investment objectives, tax planning, insurance planning, and retirement and estate planning.**

**PREREQ: A FINANCE MAJOR WITH FNBSLW 341 AND FNBSLW 345**

#4648 Section 01 [units: 3] NOTE: This is a hybrid course comprised of classroom meetings (see above) and online instruction. The instructor will provide you with additional information at the first class meeting on 01/20/09.

01/20-05/20 TR 02:15 PM - 03:30 PM C1002 Gene M Toboyek

01/20-05/20 Arranged Arranged WEB BASED Gene M Toboyek

**FNBSLW 410 MULTINATIONAL BUSINESS FINANCE ... Application of financial theory to multinational firms. The course includes an investigation of: determinants of international portfolio and direct investment, management of foreign exchange positions, a survey of the international financial environment, multinational credit institutions and markets and taxation.**

**PREREQ: FNBSLW 344**

#4649 Section 01 [units: 3]  
01/20-05/20 TR 12:30 PM - 01:45 PM C1021 Hamid Moini

**FNBSLW 442 ESTATES AND TRUSTS ... A study of the substantive and procedural laws relating to wills, estates, trusts, guardianships, fiduciaries, estate taxation, retirement, and end-of-life planning.**

**PREREQ: FNBSLW 341**

#4650 Section 01 [units: 3]  
01/20-05/20 W 06:30 PM - 09:00 PM C1002 Linda A Reid

#4651 Section 22 [units: 3] NOTE: Students must have access to the internet and an internet provider. 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 Linda A Reid

**FNBSLW 444 CORPORATE FINANCIAL MANAGEMENT DECISIONS ... An advanced study of the requirements for and sources of funds in the business organizations. The course deals with both long and short-term aspects of finance with emphasis placed on analysis and decision making.**

**PREREQ: FNBSLW 345; 84 CREDITS; AND MAJOR: FINANCE, FINANCE: INSURANCE EMPHASIS; FINANCE: REAL ESTATE EMPHASIS; AND FINANCE FINANCIAL PLANNING EMPHASIS**

#4652 Section 01 [units: 3]  
01/20-05/20 MW 11:00 AM - 12:15 PM C1020 Linda Yu

#4653 Section 02 [units: 3]  
01/20-05/20 MW 12:30 PM - 01:45 PM C1020 Linda Yu

**FNBSLW 446 INSURANCE ... Principles of risk and insurance and their applications to business management and personal affairs. Analysis of concepts and methods of handling risks; insurance carriers and contracts; survey of policies for fire insurance, business interruption, liability, automobile, life and health.**

**PREREQ: 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.**

#4654 Section 01 [units: 3]  
01/20-05/20 TR 11:00 AM - 12:15 PM C1002 Yuan Yuan

#4655 Section 02 [units: 3]  
01/20-05/20 TR 12:30 PM - 01:45 PM C1002 Yuan Yuan

**FNBSLW 455 ADMINISTRATIVE LAW AND GOVERNANCE ... A study of the administrative process as it relates to current concerns of society members who are affected by government regulation. Specifically the legal problems involved are delegation problems, investigative rule making and procedural problems that a business encounters in dealing with an administrative agency.**

**PREREQ: FNBSLW 341**

#4656 Section 01 [units: 3]  
01/20-05/20 MW 09:30 AM - 10:45 AM C3015 Curt M Weber

**FNBSLW 456 SECURITY ANALYSIS ... A detailed examination of the various classes of securities available for investors, and the development of techniques used to reach dependable conclusions as to the safety and attractiveness of a given security at the current market price or at some assumed price.**

**PREREQ: FNBSLW 345; 84 CREDITS; AND MAJOR: FINANCE, FINANCE: INSURANCE EMPHASIS; FINANCE: REAL ESTATE EMPHASIS; AND FINANCE FINANCIAL PLANNING EMPHASIS**

#4657 Section 01 [units: 3]  
01/20-05/20 MW 02:15 PM - 03:30 PM C1021 John D Howat

#4658 Section 02 [units: 3]  
01/20-05/20 MW 03:45 PM - 05:00 PM C1021 John D Howat

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

**FNBSLW 457 REAL ESTATE DEVELOPMENT ...** A course covering all phases of the site selection, development, marketing, and business organization. The course deals with both long and short-term leasing, financing, appraising, development of industrial parks, rehabilitation, investment in, management of, zoning and tax factors of industrial and corporate real estate.

**PREREQ: FNBSLW 348**

#4659 Section 01 [units: 3]

01/20-05/20 T 06:30 PM - 09:00 PM C1019 Howard G Olson

**FNBSLW 464 ADVANCED LIFE AND HEALTH INSURANCE AND PENSIONS ...** Consideration of advanced topics in life and health insurance. Among topics covered are principles underlying life insurance, individual life insurance contracts, business uses of life insurance, fixed and variable annuities, individual health coverages, group insurance principles and uses and pensions. Instructor Consent required.

**COREQ: FNBSLW 446**

#4660 Section 01 [units: 3]

01/20-05/20 TR 03:45 PM - 05:00 PM C1021 Yuan Yuan

**FNBSLW 484 APPLIED INVESTMENTS ...** Students will gain hands-on experience by managing a real portfolio of securities. After developing a group investment philosophy, they will analyze the current holdings, investigate other alternatives, and make buy and sell decisions as a group. Presentations of the students' research will be made to an advisory board made up of faculty and investment professionals.

**COREQ: FNBSLW 456**

#4661 Section 01 [units: 3]

01/20-05/20 Arranged Arranged John D Howat

Dept. Consent

**FNBSLW 490 WORKSHOP ...** Variable topics. Group activity oriented presentations emphasizing `hands on` and participatory instructional techniques. Repeatable 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.**

#4662 Section 01 [units: 1-3]

01/20-05/20 Arranged Arranged Linda Yu BLOOMBERG APPLICATION

Instructor Consent

**FNBSLW 491 TRAVEL STUDY ...** Variable topics. Faculty-led courses abroad.

**PREREQ: JUNIOR STATUS**

#4663 Section 01 [units: 3] NOTE: The on-campus portion of this class will consist of class sessions held approximately every other Monday from 3:34-5:00. (Dates 1/26, 2/9, 2/23, 3/9, 3/30, 4/6, 4/20, 5/4) . Students will also participate in the faculty-led travel study component of the course scheduled in Ireland from May 17-June 06, 2009. Contact the Office of International Education & Programs (email: studyabroad@uww.edu) for information about course registration or for a program application and Linda Reid (reidl@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.

01/20-05/20 M 03:45 PM - 05:00 PM C1002 Linda A Reid INTERNATIONAL BUSINESS LAW

Dept. Consent

**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.**

#4664 Section 01 [units: 1-3]

01/20-05/20 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**

#4665 Section 01 [units: 1-3]

01/20-05/20 Arranged Arranged Linda A Reid

Dept. Consent

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

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

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

#4666 Section 01 [units: 3]

01/20-05/20 TR 09:30 AM - 10:45 AM C1019 James L Molloy

#4677 Section 02 [units: 3]

01/20-05/20 TR 11:00 AM - 12:15 PM C1019 James L Molloy

**FNBSLW 691 TRAVEL STUDY ...** Variable topics. Faculty-led courses abroad.

#4667 Section 01 [units: 3] NOTE: The on-campus portion of this class will consist of class sessions held approximately every other Monday from 3:34-5:00. (Dates 1/26, 2/9, 2/23, 3/9, 3/30, 4/6, 4/20, 5/4) . Students will also participate in the faculty-led travel study component of the course scheduled in Ireland from May 17-June 06, 2009. Contact the Office of International Education & Programs (email: studyabroad@uww.edu) for information about course registration or for a program application and Linda Reid (reidl@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.

01/20-05/20 M 03:45 PM - 05:00 PM C1002 Linda A Reid INTERNATIONAL BUSINESS LAW

Dept. Consent

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

**FNBSLW 718 FINANCIAL MANAGEMENT ... Consideration of the finance function as it relates to other organizational roles, the use of capital budgeting techniques, other quantitative methods, and model building in decision making. Not open to students with an undergraduate finance degree. Prereq: GRADUATE STANDING AND ACCOUNT 701**

**PREREQ: ACCOUNT 701**

#4668 Section 22 [units: 2] NOTE: Online classes will bill 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 Linda Yu

**FNBSLW 739 FINANCIAL PLANNING PROCESS ... This course explores the quantitative and qualitative aspects of the Personal Financial Planning process. It includes study of the following areas: determining financial objectives, formulating investment objectives, tax planning, insurance planning, retirement planning and estate planning. 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.**

#5294 Section 01 [units: 3] NOTE: AMERICAN FAMILY A2141 MADISON

01/20-05/20 T 05:15 PM - 07:45 PM OFF CAMPUS Rashiqa Kamal

**FNBSLW 755 MULTINATIONAL BUSINESS FINANCE ... An advanced course of international financial principles covering major macroeconomic factors affecting international corporate decisions, foreign exchange transactions, hedging strategies, international capital structure decisions, capital budgeting, international financial markets, and taxation. Prereq: FNBSLW 718 or equivalent**

**PREREQ: FNBSLW 718**

#4670 Section 01 [units: 3]

01/20-05/20 T 05:15 PM - 07:45 PM C1021 Hamid Moini

**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.**

#4671 Section 01 [units: 3]

01/20-05/20 TR 02:15 PM - 03:30 PM C1021 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.**

#4672 Section 01 [units: 3]

01/20-05/20 T 06:30 PM - 09:00 PM C1006 Jianzhou Zhu

**FNBSLW 780 PORTFOLIO THEORY AND PRACTICE ... Formulation of objectives and the development of portfolios to meet these objectives for individuals and institutions. Special attention will be focused on statistical and analytical techniques for portfolio selection and management. Prereq: FNBSLW 718 AND MARKETNG 731 or consent of instructor**

**PREREQ: FNBSLW 344 OR FNBSLW 718 AND MARKETNG 731 OR CONSENT OF INSTRUCTOR**

#4673 Section 22 [units: 3] NOTE: Online classes will bill 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 David C Porter

**FNBSLW 798 INDIVIDUAL STUDIES ... A student may satisfy up to 3 credits of the 9 credit emphasis by pursuing this course with one or more members of the graduate faculty. A copy of the proposal must be on file in the chairman's office prior to registration.**

**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.**

#4674 Section 01 [units: 1-3]

01/20-05/20 Arranged Arranged Linda A Reid

Dept. Consent

#4675 Section 22 [units: 1-3]

01/20-05/20 Arranged Arranged Linda A Reid

Dept. Consent

## INFORMATION TECHNOLOGY AND BUSINESS EDUCATION

### Information Technology and Business Education

**ITBE 221 INFORMATION TECHNOLOGY INFRASTRUCTURE ... This course includes a detailed investigation of the primary infrastructure components of modern informatin systems. In particular the course focuses on computer hardware and networking components, infrastructure troubleshooting methodologies and tools, and networking protocols.**

**PREREQ: PRE-BUSINESS, BUSINESS EDUCATION, MCS OR IT INFRASTRUCTURE MAJOR**

#3803 Section 01 [units: 3]

01/20-05/20 TR 11:00 AM - 12:15 PM C3001 Li-Chung Roger Yin

**ITBE 280 INTRODUCTION TO INFORMATION SYSTEMS ... This course introduces students to information systems, and details how and why they are critical to the functioning of modern organizations. The course provides technological, organizational, and managerial foundations of information, and explains how successful systems are built. Students also learn to develop and use a database system for personal productivity.**

**PREREQ: 24 CREDITS AND 2.50 COMBINED CUMULATIVE GPA AND COMPLETION OF COMPUTER APPLICATIONS REQUIREMENT OR PUBLIC POLICY MAJOR**

#3804 Section 01 [units: 3]

01/20-05/20 TR 09:30 AM - 10:45 AM MG0101 Susan L Holtz

#3805 Section 02 [units: 3]

01/20-05/20 TR 11:00 AM - 12:15 PM MG0101 Robert L Leitheiser

#3806 Section 03 [units: 3]

01/20-05/20 TR 12:30 PM - 01:45 PM MG0101 George Sargent

Class#	Section (Units)	General Education Designation (if any)	Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#3807	Section 04 [units: 3]		01/20-05/20	TR	02:15 PM - 03:30 PM	MG0101	George Sargent	
#3808	Section 05 [units: 3]		01/20-05/20	T	06:30 PM - 09:00 PM	MG0101	Susan L Holtz	

**ITBE 285 BUSINESS WEB APPLICATION DESIGN ... Students will learn web design and maintenance, graphics development, prototyping, design methodologies, and usability testing. Students are guided through a hands-on, step-by-step process of creating an attractive, well-designed Web site for an enterprise. Also e-business technologies and practices will be overviewed.**

**PREREQ: ITBE 280**

#3809	Section 01 [units: 3]		01/20-05/20	TR	09:30 AM - 10:45 AM	C3004	John D Chenoweth	
-------	-----------------------	--	-------------	----	---------------------	-------	------------------	--

**ITBE 331 SYSTEM ADMINISTRATION ... This course provides in depth coverage of the best practices for administering network systems. Students will be expected to demonstrate an ability to administer network operating systems (NOS) and applications.**

**PREREQ: ITBE 221 AND COMPSCI 171 OR COMPSCI 172**

#3810	Section 01 [units: 3]		01/20-05/20	MW	02:15 PM - 03:30 PM	C3001	Li-Chung Roger Yin	
-------	-----------------------	--	-------------	----	---------------------	-------	--------------------	--

**ITBE 332 NETWORK MANAGEMENT ... This course provides in depth coverage of the best practices for managing wide area network (WAN) components. Students will be expected to demonstrate an ability to manage network interconnection devices, such as routers and switches. The course will focus on designing appropriate data link (OSI Layer 2) and Internet layer (OSI Layer 3) architectures.**

**PREREQ: ITBE 221 AND COMPSCI 171 OR COMPSCI 172**

#3811	Section 01 [units: 3]		01/20-05/20	TR	02:15 PM - 03:30 PM	C3001	Sara C Deschner	
-------	-----------------------	--	-------------	----	---------------------	-------	-----------------	--

**ITBE 344 CONSUMER EDUCATION ... Study for managing personal and household resources; utilizing sources of consumer information and protection; handling the continuous decisions encountered with personal finance relative to goals, financial analysis, insurances, income taxes, borrowing, banking, housing, household operation, savings, investments; utilizes the microcomputer and compound interest tables in the decision process.**

**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.**

#3812	Section 01 [units: 3]		01/20-05/20	T	06:30 PM - 09:00 PM	C3015	Gene M Toboyek	
-------	-----------------------	--	-------------	---	---------------------	-------	----------------	--

**ITBE 353 BUSINESS COMMUNICATION ... Instruction in and application of the principles and practices of communication used in business and the professions. This includes the writing of short and long reports, letters, and memos as well as the sending and receiving of oral and nonverbal messages--special attention is given to oral presentations. Basic language skills are emphasized.**

**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.**

#3813	Section 01 [units: 3]		01/20-05/20	TR	09:30 AM - 10:45 AM	C3005	Marcia L James	
-------	-----------------------	--	-------------	----	---------------------	-------	----------------	--

#3814 Section 02 [units: 3] NOTE: This is an interactive business communications course which will make significant use of laptop computers. All students are required to bring their own laptop to class every day -- wireless capabilities recommended, but not required. The maximum number of students in this class will be 30.

			01/20-05/20	TR	09:30 AM - 10:45 AM	C3008	Denise L Schulz	
--	--	--	-------------	----	---------------------	-------	-----------------	--

#3815	Section 03 [units: 3]		01/20-05/20	TR	11:00 AM - 12:15 PM	C3005	Marcia L James	
-------	-----------------------	--	-------------	----	---------------------	-------	----------------	--

#3816 Section 04 [units: 3] NOTE: This is an interactive business communications course which will make significant use of laptop computers. All students are required to bring their own laptop to class every day -- wireless capabilities recommended, but not required. The maximum number of students in this class will be 30.

			01/20-05/20	TR	11:00 AM - 12:15 PM	C3008	Denise L Schulz	
--	--	--	-------------	----	---------------------	-------	-----------------	--

#3817	Section 05 [units: 3]		01/20-05/20	MW	02:15 PM - 03:30 PM	C3008	John C Smith Jr	
-------	-----------------------	--	-------------	----	---------------------	-------	-----------------	--

#3818	Section 06 [units: 3]		01/20-05/20	TR	02:15 PM - 03:30 PM	C3005	Marcia L James	
-------	-----------------------	--	-------------	----	---------------------	-------	----------------	--

#3819	Section 07 [units: 3]		01/20-05/20	MW	03:45 PM - 05:00 PM	C3005	Jo Ann R Oravec	
-------	-----------------------	--	-------------	----	---------------------	-------	-----------------	--

#3820	Section 08 [units: 3]		01/20-05/20	M	06:30 PM - 09:00 PM	C3005	Jo Ann R Oravec	
-------	-----------------------	--	-------------	---	---------------------	-------	-----------------	--

#3821	Section 09 [units: 3]		01/20-05/20	W	06:30 PM - 09:00 PM	C3005	Jo Ann R Oravec	
-------	-----------------------	--	-------------	---	---------------------	-------	-----------------	--

#3822	Section 10 [units: 3]		01/20-05/20	TR	02:15 PM - 03:30 PM	C3008	Susan L Holtz	
-------	-----------------------	--	-------------	----	---------------------	-------	---------------	--

#3823 Section 22 [units: 3] NOTE: Students must have access to the internet and an internet provider. 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	Denise L Schulz	
--	--	--	-------------	----------	----------	-----------	-----------------	--

**ITBE 356 BUSINESS COMMUNICATION ISSUES AND PRACTICES ... An in depth analysis of business communication issues and practices as they occur in today's business environment. Special emphasis is given to development of business writing and presentation skills including technologies and human factors affecting the business climate as they apply to business decision making, report writing, and communication systems.**

**PREREQ: ITBE 353**

#3824	Section 01 [units: 2]		01/20-05/20	MW	12:05 PM - 12:55 PM	C3005	John C Smith Jr	
-------	-----------------------	--	-------------	----	---------------------	-------	-----------------	--

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

**ITBE 385 PROJECT MANAGEMENT: METHODOLOGIES, TECHNIQUES & TOOLS ...** This course is designed to allow students from all business disciplines to understand how to manage projects. PM presents a methodology for managers to balance their time, cost, risks, resources, and people while ensuring quality goals are built into the project. The genesis of PM is covered using specific cases and examples.

**PREREQ: ADMITTED TO THE COLLEGE OF BUSINESS**

#3825 Section 01 [units: 3]

01/20-05/20 W 06:30 PM - 09:00 PM C2007 Choton Basu

**ITBE 388 CAREER INFORMATION ...** Offered on a satisfactory/no credit basis only. A presentation of techniques of self-analysis in preparation for the job search. The job search includes resume, cover letter, and interview preparation. Also included are the various types of correspondence necessary in the job search.

**PREREQ: ADMITTED TO THE COLLEGE OF BUSINESS AND ECONOMICS**

#3826 Section 01 [units: 1]

01/20-03/13 M 03:35 PM - 05:00 PM C3002 John C Smith Jr

S/NC Grading Basis Only

#3827 Section 02 [units: 1]

03/16-05/20 M 03:35 PM - 05:00 PM C3002 John C Smith Jr

S/NC Grading Basis Only

#3828 Section 03 [units: 1]

01/20-03/13 W 04:30 PM - 06:00 PM C3002 John C Smith Jr

S/NC Grading Basis Only

#3829 Section 22 [units: 1] NOTE: Students must have access to the internet and an internet provider. The tuition for online courses in the College of Business and Economics is \$360 per credit for both resident and non-resident students.

03/16-05/20 Arranged Arranged WEB BASED John C Smith Jr

S/NC Grading Basis Only

**ITBE 447 INFORMATION SYSTEMS FOR BUSINESS TEACHERS ...** This course is a study of the hardware and software used in business and business education classrooms with a focus on computer/technology literacy. Students will receive hands-on experience with a variety of hardware and software currently used in business education classrooms. Students will also investigate current trends and issues related to the use of technology in the K-12 curriculum.

**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.**

#3830 Section 01 [units: 3]

01/20-05/20 M 06:30 PM - 09:00 PM C3004 Denise L Schulz

**ITBE 451 MANAGING INFORMATION TECHNOLOGY SYSTEMS ...** This course covers material appropriate for individuals who may be expected to manage IT people and resources. Topics include business continuity planning, developing service level agreements, change management / revision control, capacity planning, impact analysis, testing, communication with vendors, customers and other constituents, and managing IT professionals.

**PREREQ: ITBE 331 AND ITBE 332**

#3831 Section 01 [units: 3]

01/20-05/20 TR 12:30 PM - 01:45 PM C3001 Sara C Deschner

**ITBE 452 INFORMATION ASSURANCE AND SECURITY ...** This course provides an in depth investigation into meeting the security needs of modern IT systems. Students will be expected to demonstrate an ability to establish security policies and configure security devices and software.

**PREREQ: ITBE 331 AND ITBE 332**

#3832 Section 01 [units: 3]

01/20-05/20 M 06:30 PM - 09:00 PM C3001 Li-Chung Roger Yin

**ITBE 461 ORGANIZATION, ADMINISTRATION, AND COORDINATION OF COOPERATIVE EDUCATION PROGRAMS ...** Study of career and technical education programs which utilize the internship/youth apprenticeship/cooperative method of instruction. Includes the knowledge and procedures necessary to implement the quality components of an occupational program. Successful coordination of a program using the cooperative method will be stressed. Meets the Department of Public Instruction's course requirement for vocational certification.

**PREREQ: ITBE 460**

#3833 Section 01 [units: 3]

01/20-05/20 W 06:30 PM - 09:00 PM L1230A John C Smith Jr

#3834 Section 02 [units: 3] NOTE: A technology fee of \$150 per credit will be charged for this course. Students are encouraged to register well in advance so that we can assess the need for DE sites and make arrangements. Contact Dr. Lola Waldman, Business Education Program Coordinator, with questions (262-472-5475 or waldmanl@uww.edu)

01/20-05/20 W 06:30 PM - 09:00 PM OFF CAMPUS John C Smith Jr

**ITBE 480 MANAGEMENT INFORMATION SYSTEMS ...** Study of the "total systems" concept. Understanding of an integrated information system, employing a computer and data processing equipment for use by management for planning and control purposes. Analysis of actual information systems used in industry and the government. This course may not be used to satisfy Management Computer Systems major requirements.

**PREREQ: 75 CREDITS TOWARD DEGREE**

#3835 Section 01 [units: 3]

01/20-05/20 TR 09:30 AM - 10:45 AM MG0101 Susan L Holtz

#3836 Section 02 [units: 3]

01/20-05/20 TR 11:00 AM - 12:15 PM MG0101 Robert L Leitheiser

#3837 Section 03 [units: 3]

01/20-05/20 TR 12:30 PM - 01:45 PM MG0101 George Sargent

#3838 Section 04 [units: 3]

01/20-05/20 TR 02:15 PM - 03:30 PM MG0101 George Sargent

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#3839 Section 05 [units: 3]					
01/20-05/20	T	06:30 PM - 09:00 PM	MG0101	Susan L Holtz	

**ITBE 485 PROJECT ...** This course provides students with the opportunity to participate on a student project team under the management of a faculty member and industry practitioners. The project will be sponsored by a partnering business firm or organization and may involve a wide array of technologies, functional areas and geographically dispersed teammates. This course will only be offered when projects are available. Students will be carefully chosen through an interview process. The number of credits will be determined by the complexity of the project and the level of student involvement. Prereq: Consent of Department

#3840 Section 01 [units: 1-3]					Dept. Consent
01/20-05/20	Arranged	Arranged		Sara C Deschner	

**ITBE 491 TRAVEL STUDY ...** Variable topics. Faculty-led courses abroad.

#3842 Section 01 [units: 3]					Dept. Consent
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.					
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

**ITBE 493 ITI INTERNSHIP ...** The student is to work as an information technology infrastructure professional in a business or government organization for the prescribe number of hours and report on the experience to the ITI faculty and fellow students. Consent of ITI Internship Coordinator 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.**

#3843 Section 01 [units: 1-3]					Instructor Consent
01/20-05/20	Arranged	Arranged		John D Chenoweth	

**ITBE 496 SPECIAL STUDIES ...** Variable topics. Group activity. Not offered regularly in the curriculum but offered on topics selected on the basis of timeliness, need, and interest, and generally in the format of regularly scheduled Catalog offerings. Repeatable. Consent of Instructor 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.**

#4933 Section 01 [units: 3]					Instructor Consent
PREREQ: ITBE 331					
01/20-05/20	TR	09:30 AM - 10:45 AM	C3001	Sara C Deschner	STORAGE TECH FOUNDATIONS

**ITBE 498 INDEPENDENT STUDIES ...** Study of a selected topic or topics under the direction of a faculty member. Offered on a satisfactory/no credit basis only. Repeatable for a maximum of 3 credits in major/degree. Department Consent required.

**PREREQ: SENIOR STATUS**

#3845 Section 01 [units: 1-3]					Dept. Consent
01/20-05/20	Arranged	Arranged		John C Smith Jr	
S/NC Grading Basis Only					

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

**ITBE 647 INFORMATION SYSTEMS FOR BUSINESS TEACHERS ...** A study of the concepts, procedures, and hardware used in business with an emphasis on email, internet, and multimedia. Distance learning technology will be examined as one means of integrating information systems throughout the business education curriculum.

#3846 Section 01 [units: 3]					
01/20-05/20	M	06:30 PM - 09:00 PM	C3004	Denise L Schulz	

**ITBE 661 ORGANIZATION, ADMINISTRATION AND COORDINATION OF COOPERATIVE EDUCATION PROGRAMS ...** Study of career and technical education programs which utilize the internship/youth apprenticeship/cooperative method of instruction. Includes the knowledge and procedures necessary to implement the quality components of an occupational program. Successful coordination of a program using the cooperative method will be stressed. Meets the Department of Public Instruction's course requirement for vocational certification.

**PREREQ: ITBE 460/660 OR EQUIVALENT**

#3847 Section 01 [units: 3]					
01/20-05/20	W	06:30 PM - 09:00 PM	L1230A	John C Smith Jr	

#3848 Section 02 [units: 3]					
NOTE: A technology fee of \$150 per credit will be charged for this course. Students are encouraged to register well in advance so that we can assess the need for DE sites and make arrangements. Contact Dr. Lola Waldman, Business Education Program Coordinator, with questions (262-472-5475 or waldmanl@uww.edu)					
01/20-05/20	W	06:30 PM - 09:00 PM	OFF CAMPUS	John C Smith Jr	

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

**ITBE 691 TRAVEL STUDY ... Variable topics. Faculty-led courses abroad.**

#3849 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

**ITBE 701 CONSUMERS IN CONTEMPORARY SOCIETY ... Study for managing personal resources; emphasis on goals, financial analysis, decision making related to acquiring goods, services, credit; protections through health, life, property and social insurances; enhancing financial position through savings alternatives, stocks, bonds, mutual funds, tax shelters; utilized microcomputer and compound interest tables in the decision process.**

#3850 Section 01 [units: 3] NOTE: This class is hybrid which requires 1 hour of work per week on the internet as well as attending class at the designated time.

01/20-05/20	W	04:00 PM - 05:30 PM	C3008	Lila Waldman
01/20-05/20	Arranged	Arranged	WEB BASED	Lila Waldman

**ITBE 734 MANAGEMENT INFORMATION SYSTEMS ... A graduate business course that examines how organizations use information technology and systems to achieve business objectives. Emphasis is placed on how managers use information systems for achieving operational excellence, developing new products and services, improving decision making, and achieving competitive advantage. The course covers management, organizational, and technology elements of information systems.**

**PREREQ: GRADUATE STUDENTS MUST BE ADMITTED TO THE MBA OR THE MS OR MPA ACCOUNTING OR THE MS BUSINESS AND MARKETING EDUCATION OR THE MSE SCHOOL OF BUSINESS MANAGEMENT OR CONSENT OF INSTRUCTOR**

#3851 Section 22 [units: 3] NOTE: Online classes will bill 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	Paul Ambrose
-------------	----------	----------	-----------	--------------

**ITBE 740 BUSINESS AND PROFESSIONAL COMMUNICATION ... This course is designed to introduce students to communication theories and leadership strategies that, if applied in business settings, can improve personal and organizational goal setting, planning and evaluation. In addition, emphasis will be placed on fostering positive day-to-day human interactions as well as the continuous growth of both individuals and organizations. Emphasis will be placed on the application of concepts explored in class to management roles in a variety of business enterprises. As a result, extensive analysis of actual business communication is a major part of this course.**

#3852 Section 01 [units: 2]

01/20-03/13	T	06:00 PM - 09:20 PM	C3005	Lila Waldman
-------------	---	---------------------	-------	--------------

#4499 Section 22 [units: 2] NOTE: Online classes will bill 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	Robert M Schramm
-------------	----------	----------	-----------	------------------

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

#3854 Section 01 [units: 1-3]

01/20-05/20	Arranged	Arranged		Lila Waldman
-------------	----------	----------	--	--------------

#3855 Section 22 [units: 1-3] NOTE: Online classes will bill 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	John D Chenoweth
-------------	----------	----------	-----------	------------------

**INTERDEPARTMENTAL****Business & Economics Interdepartmental****BEINDP 200 INTRODUCTION TO INTERNATIONAL BUSINESS ... This interdisciplinary course addresses current theory and practice on conducting business in international markets. Topics in culture and communication and the business functions in an international environment will be addressed at an introductory level. This course meets the College of Business & Economics' international requirement.**

#3861 Section 01 [units: 3]

01/20-05/20	TR	08:00 AM - 09:15 AM	C3005	Choton Basu
01/20-05/20	TR	08:00 AM - 09:15 AM	C3005	Louise Tourigny
01/20-05/20	TR	08:00 AM - 09:15 AM	C3005	Kaviraj Praveen Parboteeah
01/20-05/20	TR	08:00 AM - 09:15 AM	C3005	Jianzhou Zhu
01/20-05/20	TR	08:00 AM - 09:15 AM	C3005	Renee A Pfeifer-Luckett
01/20-05/20	TR	08:00 AM - 09:15 AM	C3005	Jeffery S Heinrich
01/20-05/20	TR	08:00 AM - 09:15 AM	C3005	Linda A Reid
01/20-05/20	TR	08:00 AM - 09:15 AM	C3005	Marcia L James

**BEINDP 201 ENTREPRENEURSHIP FOR NON-BUSINESS MAJORS ... The course focuses on introducing students to the world of entrepreneurship. Students will apply general business concepts to the wide range of challenges facing entrepreneurs. Through experiential learning opportunities, students will apply what they learned to develop a basic plan for a startup business and our new product opportunity.**

#3862 Section 01 [units: 3]

01/20-05/20	MW	02:15 PM - 03:30 PM	C3005	Jo Ann R Oravec
-------------	----	---------------------	-------	-----------------

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

**BEINDP 293 APPLIED BUSINESS BASICS ...** The purpose of this course is to acquire skills and knowledge relating personal values to customer service, personal empowerment, problem-solving, effective communication, teamwork, time management, cultural sensitivity, and career planning. The Disney Theme Parks and Resorts offer students a learning laboratory where they can live, learn and earn while taking courses and completing assignments related to their work experience.

**PREREQ: COMPLETION OF 15 UNITS, 2.0 GPA, ACCEPTANCE INTO THE DISNEY COLLEGE PROGRAM, AND INSTRUCTOR CONSENT**

#4017 Section 01 [units: 3-12]

Instructor Consent

01/20-05/20 Arranged Arranged

Robert A Gruber

## 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

#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]

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.

01/20-05/20 R 02:15 PM - 03:30 PM C2005 Helena M Addae

#4177 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 Helena M Addae

**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]

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.

01/20-05/20 M 11:00 AM - 12:15 PM C1006 Manohar S Madan

#4184 Section 07 [units: 3]

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.

01/20-05/20 M 09:30 AM - 10:45 AM C1006 Manohar S Madan

**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

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.**

#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] 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	Richard J Wagner	
-------------	----------	----------	-----------	------------------	--

**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	

**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	

**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	
-------------	----------	----------	-----------	----------------------------	--

**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	

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

**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	

**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	

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

**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	
-------------	----------	----------	-----------	-----------------	--

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

**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

**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: MANGEMNT 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

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

**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

#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] 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 Louise Tourigny

## MARKETING

### Marketing

**MARKETNG 311 PRINCIPLES OF MARKETING ...** A study of the activities involved in the distribution of goods and services in a system-analysis framework. Examines consumer buying behavior and marketing functions within the firm. Investigates constraints imposed on decision makers and evaluates the performance of marketing in terms of social and economic efficiency.

**PREREQ: 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.**

#4506 Section 01 [units: 3]

01/20-05/20 MW 08:00 AM - 09:15 AM C3002 Amy S Coon

#4507 Section 02 [units: 3] NOTE: Laptops are required for this section

01/20-05/20 MWF 08:50 AM - 09:40 AM C2003 Renee A Pfeifer-Luckett

#4508 Section 03 [units: 3]

01/20-05/20 MW 09:30 AM - 10:45 AM C3002 Amy S Coon

#4509 Section 04 [units: 3]

01/20-05/20 MWF 09:55 AM - 10:45 AM C2003 Renee A Pfeifer-Luckett

#4510 Section 05 [units: 3]

01/20-05/20 TR 09:30 AM - 10:45 AM C1003 Ann S Roe

#4511 Section 06 [units: 3]

01/20-05/20 TR 11:00 AM - 12:15 PM C1003 Ann S Roe

#4512 Section 07 [units: 3]

01/20-05/20 M 06:30 PM - 09:00 PM C2004 Charles A Oelschlaeger

#5275 Section 08 [units: 3]

01/20-05/20 MW 11:00 AM - 12:15 PM C2003 Charles A Oelschlaeger

**MARKETNG 321 MARKETING RESEARCH ...** Methods of planning and carrying out marketing and consumer research studies. Problem formulation, exploratory research, questionnaire construction and design, observational and sampling techniques, conducting surveys, data analysis, reporting, interpretation of findings and implementation of recommendations.

**PREREQ: MARKETING 311 AND ECON 245**

#4513 Section 01 [units: 3]

01/20-05/20 TR 09:30 AM - 10:45 AM C2004 Andrew J Dahl

#4514 Section 02 [units: 3]

01/20-05/20 TR 03:45 PM - 05:00 PM C2004 Andrew J Dahl

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

**MARKETNG 350 PROMOTIONAL POLICIES AND STRATEGIES ...** Theory and concepts employed by organizations in presenting promotional messages through various communication media. Management strategy in promotion and the problems encountered will be emphasized.

**PREREQ: MARKETING 311**

#4515	Section 01	[units: 3]	01/20-05/20	TR	12:30 PM - 01:45 PM	C1008	Ann S Roe
-------	------------	------------	-------------	----	---------------------	-------	-----------

#4516	Section 02	[units: 3]	01/20-05/20	TR	02:15 PM - 03:30 PM	C1008	Ann S Roe
-------	------------	------------	-------------	----	---------------------	-------	-----------

**MARKETNG 351 INTERNET MARKETING ...** This class is designed to provide marketing majors and minors with basic knowledge of the Internet so that they can understand why this technology has and will continue to exert such an important impact on marketing practice. It will also consider such topics as web demographics, the online business model, web enhancement of products and services, personalization, traffic and brand building, net exchanges, and online community. In addition, the class will explore the impact that the Internet is having on such traditional areas of marketing concern as research, new product development, segmentation, personal selling, pricing and distribution.

**PREREQ: MARKETING 311**

#4517	Section 01	[units: 3]	01/20-05/20	MW	12:30 PM - 01:45 PM	C2003	Marilyn A Lavin
-------	------------	------------	-------------	----	---------------------	-------	-----------------

#4518	Section 22	[units: 3]	NOTE: 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	Marilyn A Lavin
--	-------------	----------	----------	-----------	-----------------

**MARKETNG 361 INTERNATIONAL MARKETING ...** The course provides a critical assessment of global market opportunities and of the tactics and strategies for marketing of goods and services across national boundaries. Covered in the course are global marketing environment, modes of market entry, and of managing marketing mix variables in a foreign setting.

**PREREQ: MARKETING 311**

#4520	Section 01	[units: 3]	01/20-05/20	MW	12:30 PM - 01:45 PM	C2004	Amy S Coon
-------	------------	------------	-------------	----	---------------------	-------	------------

#4522	Section 02	[units: 3]	01/20-05/20	MW	02:15 PM - 03:30 PM	C2003	Amy S Coon
-------	------------	------------	-------------	----	---------------------	-------	------------

**MARKETNG 400 INNOVATION AND TECHNOLOGY MARKETING ...** Analysis of marketing problems encountered in developing and introducing new products, managing existing products, and phasing out obsolete products. Emphasis is placed on the coordination of activities that lead to successful market management of products. Various marketing concepts and problems related to product development and introduction are surveyed and analyzed.

**PREREQ: MARKETING 311**

#4523	Section 01	[units: 3]	01/20-05/20	MW	09:30 AM - 10:45 AM	C1008	Yushan Zhao
-------	------------	------------	-------------	----	---------------------	-------	-------------

#4524	Section 02	[units: 3]	01/20-05/20	MW	11:00 AM - 12:15 PM	C1008	Yushan Zhao
-------	------------	------------	-------------	----	---------------------	-------	-------------

**MARKETNG 412 BUSINESS TO BUSINESS MARKETING ...** An intensive examination of the industrial marketing sector. Emphasis is placed on understanding the unique dimensions of the industrial marketing environment and translating this understanding into effective integrated industrial marketing programs. Attention is given to producer, reseller and government markets.

**PREREQ: MARKETING 311**

#4525	Section 01	[units: 3]	01/20-05/20	W	06:30 PM - 09:00 PM	C2004	Yushan Zhao
-------	------------	------------	-------------	---	---------------------	-------	-------------

**MARKETNG 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**

#4526	Section 01	[units: 3]	01/20-05/20	TR	11:00 AM - 12:15 PM	C1008	Amanda Helm
-------	------------	------------	-------------	----	---------------------	-------	-------------

#4527	Section 02	[units: 3]	01/20-05/20	TR	12:30 PM - 01:45 PM	C2003	Amanda Helm
-------	------------	------------	-------------	----	---------------------	-------	-------------

**MARKETNG 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**

#4528	Section 01	[units: 3]	01/20-05/20	MWF	08:50 AM - 09:40 AM	C2004	Sharon A Roy
-------	------------	------------	-------------	-----	---------------------	-------	--------------

#4529	Section 02	[units: 3]	01/20-05/20	MWF	09:55 AM - 10:45 AM	C2004	Sharon A Roy
-------	------------	------------	-------------	-----	---------------------	-------	--------------

**MARKETNG 442 LOGISTICS ...** Analysis of the problems encountered in the physical movement of goods from the end of production to the consumer. Surveyed in this course are various techniques and methods for analyzing spatial arrangements of markets, plant and warehouse location, inventory systems, selection of carrier alternatives and selection of physical movement channels.

**PREREQ: MARKETING 311**

#4530	Section 01	[units: 3]	01/20-05/20	MWF	11:00 AM - 11:50 AM	C2004	Sharon A Roy
-------	------------	------------	-------------	-----	---------------------	-------	--------------

#4531	Section 02	[units: 3]	01/20-05/20	MW	02:15 PM - 03:30 PM	C2004	Sharon A Roy
-------	------------	------------	-------------	----	---------------------	-------	--------------

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

**MARKETNG 444 DIRECT MARKETING ...** The interactive nature of direct marketing initiatives that use one or more media to generate a traceable and measurable response from the target audience is emphasized. The course includes grounding in all major direct marketing media. The measurability and accountability of direct marketing and its relationship to the total marketing mix are stressed.

**PREREQ: MARKETNG 311**

#4532 Section 01 [units: 3]  
01/20-05/20 MW 12:30 PM - 01:45 PM C1008 Renee A Pfeifer-Luckett

#4533 Section 02 [units: 3]  
01/20-05/20 MW 02:15 PM - 03:30 PM C1008 Renee A Pfeifer-Luckett

**MARKETNG 445 DATABASE MARKETING ...** Advancing technology is enabling marketers to create individualized customer relationships in situations where previously such relationships were not possible. This course is designed to increase students' understanding of how technology, specifically the customer database, is used to design and implement marketing strategies. Special attention will be devoted to studying the types of information needed in a customer database and how this information can be integrated into the marketing decision making process.

**PREREQ: MARKETNG 311**

#5276 Section 01 [units: 3]  
01/20-05/20 TR 11:00 AM - 12:15 PM C2004 Andrew J Dahl

**MARKETNG 460 ENTREPRENEURIAL MARKETING ...** The course focuses on key marketing strategies relevant for new businesses and/or new product launches. Students will apply marketing concepts to the wide range of business challenges facing entrepreneurs. Through experiential learning opportunities, students will apply what they learned for developing comprehensive entrepreneurial marketing plans.

**PREREQ: MARKETNG 311**

#4551 Section 01 [units: 3]  
01/20-05/20 TR 02:15 PM - 03:30 PM C2004 Andrew J Dahl

**MARKETNG 479 MARKETING MANAGEMENT AND POLICIES ...** Organization and coordination of the total marketing program including sales, advertising, credit, marketing research, distribution policies, pricing, sales forecasting and demand analysis. Focus is on firm's ability to adjust to competitive trends and changing market conditions.

**PREREQ: MARKETNG 311 AND MARKETNG 321 AND SENIOR STATUS**

#4535 Section 01 [units: 3]  
01/20-05/20 TR 09:30 AM - 10:45 AM C2003 Carol Scovotti

#4536 Section 02 [units: 3]  
01/20-05/20 TR 11:00 AM - 12:15 PM C2003 Carol Scovotti

**MARKETNG 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 AND CONSENT OF INSTRUCTOR**

#4537 Section 01 [units: 1-3] Instructor Consent  
01/20-05/20 Arranged Arranged Sharon A Roy  
S/NC Grading Basis Only

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

**PREREQ: SENIOR STATUS AND CONSENT OF DEPARTMENT**

#4538 Section 01 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Jimmy W Peltier

#5387 Section 02 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Amy S Coon

#5444 Section 03 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Sharon A Roy

#5446 Section 05 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Amanda Helm

#5533 Section 06 [units: 1-3] Dept. Consent  
01/20-05/20 Arranged Arranged Carol Scovotti

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

**MARKETNG 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 MARKETNG 702 and ECON 703

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

#4539 Section 01 [units: 2] NOTE: AMERICAN FAMILY MADISON A2141  
03/16-05/20 W 05:15 PM - 08:30 PM OFF CAMPUS Mete B Sirvanci

#4540 Section 02 [units: 2] NOTE: UW-WAUKESHA S108  
01/21-03/11 W 06:15 PM - 09:35 PM OFF CAMPUS Mete B Sirvanci

**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** □

#4541 Section 22 [units: 3] NOTE: Online classes will bill 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 Mete B Sirvanci

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

**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**

#4543 Section 01 [units: 3]  
01/20-05/20 TR 03:45 PM - 05:00 PM C2003 Amanda Helm

**MARKETNG 767 STRATEGIC MARKETING FOR ENTREPRENEURS ...** The course focuses on key marketing strategies relevant for new businesses and/or new product launches. Students will apply marketing concepts to the wide range of business challenges facing entrepreneurs. Through experiential learning opportunities, students will apply what they learned for developing comprehensive entrepreneurial marketing plans.

**PREREQ: MARKETNG 716**

#4544 Section 22 [units: 3] NOTE: Online classes will bill 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 Jimmy W Peltier

**MARKETNG 772 INTERNET MARKETING ...** This class is designed to provide marketing majors and minors with basic knowledge of the Internet so that they can understand why this technology has and will continue to exert such an important impact on marketing practice. It will also consider such topics as web demographics, the online business model, web enhancement of products and services, personalization, traffic and brand building, net exchanges, and online community. In addition, the class will explore the impact that the Internet is having on such traditional areas of marketing concern as research, new product development, segmentation, personal selling, pricing, and distribution.

**PREREQ: MARKETNG 716 OR EQUIVALENT**

#5277 Section 22 [units: 3] NOTE: Online classes will bill 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 Marilyn A Lavin

**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.**

#4545 Section 01 [units: 1-3]  
01/20-05/20 Arranged Arranged Marilyn A Lavin

#5419 Section 02 [units: 1-3]  
01/20-05/20 Arranged Arranged Jimmy W Peltier

#5436 Section 03 [units: 1-3]  
01/20-05/20 Arranged Arranged Carol Scovotti

## SCHOOL BUSINESS MANAGEMENT

### School Business Management

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

**SCHBUSMG 771 SCHOOL BUSINESS MANAGEMENT TECHNIQUES ...** This course is designed specifically for prospective school business managers and other school administrators who desire to become acquainted with various management concepts and techniques in school business operations and with applications that can utilize computerized systems for efficient operations.

**PREREQ: SCHBUSMG 770**

#3856 Section 01 [units: 3] NOTE: Meetings to take place in Whitewater on 2 weekends & using distance technology on 2-3 Thursday evenings. Weekend meetings TBD.

01/20-05/20 S 08:00 AM - 04:00 PM L1230A Bambi L Statz

#3857 Section 02 [units: 3] NOTE: Meetings to take place in Whitewater on 2 weekends & using distance technology on 2-3 Thursday evenings. Weekend meetings TBD. Distance Education section. Students are encouraged to register well in advance so that we can assess the need for DE sites and make arrangements. Contact Dr. Bambi Statz, SBM Program Coordinator, with questions (608-849-5602 or statzb@uww.edu).

01/20-05/20 S 08:00 AM - 04:00 PM OFF CAMPUS Bambi L Statz

**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**

#3858 Section 01 [units: 1-6] NOTE: The system defaults to 1 credit, please be sure to input 3 credits to meet the full requirement. If questions, contact Dr. Bambi Statz, SBM Program Coordinator (608-849-5602 or statzb@uww.edu).

01/20-05/20 Arranged Arranged Bambi L Statz

**SCHBUSMG 781 SCHOOL COMMUNITY RELATIONS IN A DIVERSE SOCIETY ...** This course is designed for aspiring business managers and other school administrators who desire to more effectively apply the concepts of leadership, interpersonal relations, conflict management, ethical decision-making, politics, diversity, and public relations in public education. The identification of varying student and community needs based on demographic differences is an integral part of this course. Specifically, racial, ethnic and gender differences are examined. Political factions at the school, local community and state levels are discussed with conclusions drawn about effective communication patterns. Ethical decision-making and conflict resolution in practical management situations is emphasized. This course is designed to assist future leaders of diverse learning organizations to enhance their abilities to foster positive relationships between schools and communities of all types.

#3859 Section 01 [units: 3] NOTE: Meetings to take place in Whitewater on 1 Friday or Saturday (TBD) and using distance technology on Thursday evenings.

01/20-05/20 R 06:00 PM - 09:15 PM L1230A Debra L Towns

Class# Section (Units) General Education Designation (if any)

<i>Start/End Dates</i>	<i>Meeting Days</i>	<i>Meeting Times</i>	<i>Location</i>	<i>Instructor</i>	<i>Course Topic (if applicable)</i>
#3860 Section 02 [units: 3] NOTE: Meetings to take place in Whitewater on 2 weekends & using distance technology on 2-3 Thursday evenings. Weekend meetings TBD. Distance Education section. Students are encouraged to register well in advance so that we can assess the need for DE sites and make arrangements. Contact Dr. Bambi Statz, SBM Program Coordinator, with questions (608-849-5602 or <a href="mailto:statzb@uww.edu">statzb@uww.edu</a> ).					
01/20-05/20	R	06:00 PM - 09:15 PM	OFF CAMPUS	Debra L Towns	