

Start/End DatesMeeting DaysMeeting TimesLocationInstructorCourse Topic (if applicable)**THE FOLLOWING REQUIREMENTS APPLY TO STUDENTS ENROLLED IN THE BBA CURRICULUM:**

Students in the BBA curriculum and all MCS majors are not eligible to enroll in the College of Business and Economics 300 and 400 level courses (except Accounting 341 and 342) unless they have 60.0 or more credits to degree, at least a 2.50 cum GPA and have been admitted to a College of Business and Economics major. Transfer students must maintain a combined GPA (transfer and UW-W) of 2.50 to continue eligibility. S/NC grading may not be used in any business course or any BBA degree requirement unless offered on an S/NC basis only. Courses in the College of Business and Economics may not be taken on an audit basis.

A course cannot be used to satisfy both a BBA degree and a major requirement. Students pursuing a Bachelor of Business Administration degree and all MCS majors must achieve 24 credits and maintain a 2.50 GPA or better in order to take lower division business courses (including MCS courses) except Concepts of American Business ITBE 141, ITBE 200, ECON 201 and ECON 202. Grades received for all appropriate college courses taken at other institutions will be included in determining the student's grade point average eligibility for enrolling in business courses.

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

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

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

Business minors and non-business minors required to take business courses must have at least a 2.00 gpa and 24 credits completed to enroll in lower division (200-level) business courses required in the minor and must have a 2.00 gpa and 60 credits completed to enroll in upper division (300 or 400-level) business courses. In order to graduate with a business minor, the student must have a 2.25 gpa in the minor.

Non-business majors who are required or who may elect to take business courses in the major must have the gpa required in the major, must have completed 24 credits to take lower division (200-level) business courses, and must have completed 60 credits to take upper division (300 and 400-level) business courses.

Non-business majors who are not required to take business courses in the major may register for business courses during the first week of classes if all course prerequisites and credits completed (24 for lower division or 60 for upper division) are met, and the student has a 2.50 combined grade point average.

SPECIAL STUDENTS:

Students admitted with full/complete credentials of all previous post-secondary work (SPFC) and special students without full credentials (SPNC) can register on a space available basis with the approval of the Assistant Dean, Carlson 4035, (262) 472-4900.

COMMON EXAMINATIONS:

Certain courses have common exams during the semester when all sections will be tested at the same time. Students should not schedule other classes at those times.

GRADUATE STUDENTS:

Graduate students must be admitted to the M.B.A. or M.P.A. or M.S. CIS program to enroll in 500-700 level courses offered in the College of Business and Economics (except Business Education and School Business Management). Non-Candidate for Degree students cannot register for College of Business and Economics courses. Exceptions to this policy must be approved in advance by the Associate Dean, College of Business and Economics (262-472-1945).

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

ACCOUNTING**Accounting**

ACCOUNT 244 INTRODUCTION TO FINANCIAL ACCOUNTING ... This course introduces students to the principles of financial accounting. Topics include the basic accounting cycle (i.e., double entry accounting), financial statements (i.e., income statement and statement of financial position), and specific discussions of cash, trade receivables, merchandise inventories, plant assets, current and long-term liabilities, and stockholders equity.

PREREQ: SOPHOMORE STATUS

#1771 Section 01 [units: 3]

05/26-07/03 MTWR 10:45 AM - 12:25 PM C2001 Linda E Holmes

#1779 Section 02 [units: 3]

07/06-08/14 MW 06:00 PM - 09:20 PM UH0142 Clayton R Sager

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

ACCOUNT 249 INTRODUCTION TO MANAGERIAL ACCOUNTING ... This course introduces the student to the interpretation and use of accounting information by managers to plan, coordinate, direct, and control business activities. Topics include an overview of product costing (job order, process, absorption, activity-based), cost behaviors and concepts, short-term decision-making, operational budgets, performance evaluation techniques, and financial statement analysis.

PREREQ: ACCOUNTING 244

#1780 Section 01 [units: 3]
07/06-08/14 MTWR 10:45 AM - 12:25 PM HY0216 Michael J MacDonald

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

PREREQ: ACCOUNT 244, ACCOUNT 701 OR CONSENT OF DEPARTMENT

#1772 Section 01 [units: 3]
05/26-07/03 MTWR 10:45 AM - 12:25 PM C2011 Michael J MacDonald

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

#1773 Section 01 [units: 3]
05/26-07/03 MTWR 08:25 AM - 10:05 AM C2011 Lynn M Hafemeister

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

PREREQ: ACCOUNT 244, ACCOUNT 701 OR CONSENT OF DEPARTMENT

#1774 Section 01 [units: 3]
05/26-07/03 MTWR 10:45 AM - 12:25 PM C2015 Pamela J Champeau

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 2.75 GPA IN ACCOUNT 244, ACCOUNT 249 AND ACCOUNT 261

#1781 Section 01 [units: 3]
07/06-08/14 MTWR 02:00 PM - 03:40 PM HY0216 Michael J MacDonald

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

PREREQ: 2.75 GPA IN ACCOUNT 244, ACCOUNT 249 AND ACCOUNT 261

#1775 Section 01 [units: 3]
05/26-07/03 MTWR 08:25 AM - 10:05 AM C2001 Linda E Holmes

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

PREREQ: ACCOUNT 343 OR CONSENT OF INSTRUCTOR

#1776 Section 01 [units: 3]
05/26-07/03 MW 06:00 PM - 09:20 PM C3002 Robert A Gruber

ACCOUNT 493 INTERNSHIP IN ACCOUNTING ... An opportunity for selected upperclassman to gain work experience in one of the various areas of accounting practice during a semester or summer. Course includes close faculty-employer coordination and an appropriate written report on the work experience.

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

#1767 Section 01 [units: 2-6] Dept. Consent
05/26-08/14 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.

#1768 Section 01 [units: 1-3] Dept. Consent
05/26-08/14 Arranged Arranged Robert A Gruber

#2002 Section 02 [units: 1-3] Dept. Consent
05/26-08/14 Arranged Arranged Bill Tatman

*** GRADUATE LEVEL COURSES ***

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

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

#1978 Section 01 [units: 3]

05/26-07/03 MTWR 10:45 AM - 12:25 PM C2015 Pamela J Champeau

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

PREREQ: ACCOUNT 343 OR ACCOUNT 543 OR CONSENT OF INSTRUCTOR

#1777 Section 01 [units: 3]

05/26-07/03 MW 06:00 PM - 09:20 PM C3002 Robert A Gruber

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

PREREQ: ACCOUNT 343 OR ACCOUNT 543 OR CONSENT OF DEPARTMENT

#1782 Section 01 [units: 3]

07/06-08/14 TR 06:00 PM - 09:20 PM UH0142 Clayton R Sager

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

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

#1769 Section 01 [units: 1]

05/26-08/14 Arranged Arranged Robert A Gruber

Dept. Consent

#1783 Section 02 [units: 1-3]

07/06-08/14 Arranged Arranged Clayton R Sager

Dept. Consent

ACCOUNT 793 PRACTICUM IN PROFESSIONAL ACCOUNTANCY ... This course provides students, under the direction of a faculty advisor, the opportunity to apply their theoretical backgrounds in settings ranging from internships in accounting organizations to other approved activities related to the practice of professional accountancy. A learning contract will be developed by the faculty advisor, professional supervisor (if applicable), and student that clearly delineates the expectations and responsibilities of each party involved in the practicum.

PREREQ: ADMISSION TO MPA PROGRAM AND DEPARTMENT CONSENT

#1778 Section 01 [units: 1-3]

05/26-07/03 Arranged Arranged Richard G Cummings

Dept. Consent

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

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

#1770 Section 01 [units: 1-3]

05/26-08/14 Arranged Arranged Robert A Gruber

Dept. Consent

#1979 Section 02 [units: 1]

05/26-08/14 Arranged Arranged Carol J Normand

Dept. Consent

ECONOMICS

Economics

ECON 201 PRINCIPLES OF MICROECONOMICS ... Consumer and firm behavior. Market supply and demand and the price system. Monopoly and imperfectly competitive market structures. The pricing of factors of production and the distribution of income. Additional topics may include: poverty, growth and development; international trade. Conventional grade basis only if course is required in the College of Business for major.

PREREQ: MATH 141 WITH A GRADE OF C OR BETTER OR WAIVER.

#1657 Section 01 [units: 3] Gen Ed Social Science (GS)

05/26-07/02 TWR 10:45 AM - 01:00 PM C1007 John R Dominguez

#1658 Section 02 [units: 3] Gen Ed Social Science (GS)

07/06-08/14 TWR 10:45 AM - 01:00 PM HY0217 Daniel Teferra

ECON 202 PRINCIPLES OF MACROECONOMICS ... The economic problem: allocating scarce resources among alternative uses. The role of the market: supply and demand. The aggregate economy: output, income, employment and inflation. The nature and role of money. The effect of government expenditure and taxation on the economy. Conventional grade basis only if course is required in the College of Business for major.

PREREQ: ECON 201

#1659 Section 01 [units: 3] Gen Ed Social Science (GS)

05/26-07/02 TWR 02:00 PM - 04:15 PM C1007 John R Dominguez

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

ECON 245 BUSINESS STATISTICS I ... An introduction to descriptive statistics, probability theory and statistical inference. Graphical and numerical methods of summarizing data. Probability concepts and theoretical probability distributions. Sampling and sampling distributions. Estimation, confidence intervals and hypothesis testing. Correlation and regression analysis. The course emphasizes the application and interpretation of statistical techniques.

PREREQ: MATH 143 OR MATH 243 OR MATH 250 OR MATH 253

#1660 Section 01 [units: 3]

05/26-07/02 TWR 10:45 AM - 01:00 PM C1009 David J Bashaw

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

#1661 Section 01 [units: 3]

05/26-07/02 TWR 02:00 PM - 04:15 PM C1009 Yamin S Ahmad

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

#1667 Section 01 [units: 1-3]

07/06-08/14 Arranged Arranged Russell D Kashian

Instructor Consent

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

#1662 Section 01 [units: 1-3]

05/26-07/03 Arranged Arranged Russell D Kashian

Dept. Consent

#1668 Section 02 [units: 1-3]

05/26-07/03 Arranged Arranged David J Bashaw

Dept. Consent

#1663 Section 03 [units: 1-3]

07/06-08/14 Arranged Arranged Russell D Kashian

Dept. Consent

#1664 Section 04 [units: 1-3]

All class meeting details to be arranged.

Dept. Consent

#2085 Section 05 [units: 1-3]

05/26-06/12 Arranged Arranged David J Bashaw

Dept. Consent

#2105 Section 06 [units: 1-3]

07/06-08/14 Arranged Arranged Richard McGregory

Dept. Consent

#2107 Section 07 [units: 1-3]

07/06-08/14 Arranged Arranged Richard McGregory

Dept. Consent

*** GRADUATE LEVEL COURSES ***

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

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.

#1665 Section 01 [units: 2]

05/26-07/02 TR 06:00 PM - 08:15 PM C1009 Yamin S Ahmad

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

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

#1669 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.

07/06-08/14 Arranged Arranged WEB BASED Jeffery S Heinrich

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.

#1666 Section 01 [units: 1-6]

All class meeting details to be arranged.

#2109 Section 22 [units: 1-6]

07/27-08/14 Arranged Arranged WEB BASED Russell D Kashian

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.

#1670	Section 01	[units: 3]				
	05/26-07/02	MW	06:30 PM - 09:50 PM	C1002	Curt M Weber	
#1671	Section 02	[units: 3]				
	07/06-08/14	TR	06:30 PM - 09:50 PM	HY0211	James L Molloy	

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

#1672	Section 01	[units: 3]				
	05/26-07/02	TR	06:30 PM - 09:50 PM	C1002	Curt M Weber	
#1673	Section 02	[units: 3]				
	07/06-08/14	MW	06:30 PM - 09:50 PM	HY0211	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: ACCOUNT 249 OR ACCOUNT 261

#1674	Section 01	[units: 3]				
	05/26-07/02	MW	06:30 PM - 09:50 PM	C1021	Joel E Schleusner	
#1675	Section 22	[units: 3]	NOTE: Undergraduate Courses: 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.			
	07/06-08/14	Arranged	Arranged	WEB BASED	Gene M Toboyek	

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.

#1676	Section 01	[units: 1-3]				Dept. Consent
	06/15-08/14	Arranged	Arranged		John D Howat	

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

PREREQ: JUNIOR STATUS

#1677	Section 01	[units: 1-3]				Dept. Consent
	06/15-08/14	Arranged	Arranged		Linda A Reid	

*** 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.

#1678	Section 01	[units: 3]				
	05/26-07/02	TR	06:30 PM - 09:50 PM	C1002	Curt M Weber	
#1679	Section 02	[units: 3]				
	07/06-08/14	MW	06:30 PM - 09:50 PM	HY0211	James L Molloy	

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

#1921	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.			
	05/26-07/03	Arranged	Arranged	WEB BASED	Linda Yu	

FNBSLW 721 LEGAL ENVIRONMENT OF BUSINESS ... An introduction to the legal environment of business. 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: GRADUATE STUDENTS MUST BE ADMITTED TO THE M.B.A. OR THE M.S. OR M.P.A. ACCOUNTING OR M.S. OFFICE SYSTEMS.

#1680	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.			
	07/06-08/14	Arranged	Arranged	WEB BASED	Gene M Toboyek	

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

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.

#1681 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.

05/26-07/02 Arranged Arranged WEB BASED 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.

#1993 Section 01 [units: 3] NOTE: UW-WAUKESHA F004.

07/06-08/14 MW 06:30 PM - 09:50 PM OFF CAMPUS Jianzhou Zhu

#1682 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.

07/06-08/14 Arranged Arranged WEB BASED Jianzhou Zhu

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.

#1922 Section 01 [units: 1-3] NOTE: Section 01 is designed for students interested in a project related to Finance or Law.

Dept. Consent

06/15-08/14 Arranged Arranged Linda A Reid

#1932 Section 02 [units: 1-3] NOTE: Section 02 is designed for students interested in a project related to Accounting.

Dept. Consent

06/15-08/14 Arranged Arranged Robert A Gruber

#1933 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.

Dept. Consent

06/15-08/14 Arranged Arranged WEB BASED Linda A Reid

INFORMATION TECHNOLOGY AND BUSINESS EDUCATION

Information Technology and Business Education

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

#1821 Section 01 [units: 3]

05/26-07/03 MTWRF 10:45 AM - 12:05 PM MG0125 Robert L Horton

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.

#1822 Section 01 [units: 3]

06/15-07/03 MTWRF 10:45 AM - 01:25 PM C3005 Marcia L James

ITBE 470 DIRECTED OCCUPATIONAL PRACTICE ... A course for selected upper level students to gain work experience in an area of business education, marketing (distributive) education, or computer technologies during a semester or summer. The culmination of this experience is a written report detailing the work experience and its contribution to the overall development of the student's career plan.

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.

#1824 Section 01 [units: 1-3] NOTE: Please contact instructor before registering for this class.

05/26-08/14 Arranged Arranged John C Smith Jr

ITBE 490 WORKSHOP ... Variable topics. Group activity oriented presentations emphasizing 'hands on' and participatory instructional techniques. 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.

#2010 Section 01 [units: 1]

Instructor Consent

06/15-07/24 Arranged Arranged John C Smith Jr MARKED SUMMER CONCLAVE

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.

#1825 Section 01 [units: 1-3]

Instructor Consent

05/26-08/14 Arranged Arranged John D Chenoweth

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

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

#1827 Section 01 [units: 1-3] Dept. Consent

05/26-08/14 Arranged Arranged Jo Ann R Oravec

S/NC Grading Basis Only

#2041 Section 02 [units: 1-3] Dept. Consent

05/26-06/12 Arranged Arranged John D Chenoweth

S/NC Grading Basis Only

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

ITBE 690 WORKSHOP ... Variable topics. Group activity oriented presentations emphasizing `hands on` and participatory instructional techniques. Prereq: Consent of Instructor.

#2011 Section 01 [units: 1]

06/15-07/24 Arranged Arranged John C Smith Jr MARKED SUMMER CONCLAVE

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

#1830 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.

05/26-07/03 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.

#1831 Section 01 [units: 2] NOTE: AMERICAN FAMILY MADISON A 2141

05/26-07/03 TR 05:15 PM - 08:30 PM OFF CAMPUS Jo Ann R Oravec

ITBE 750 IMPROVEMENT OF INSTRUCTION IN BUSINESS EDUCATION ... In-service business teachers will receive a review of teaching methodology. Special emphasis will be given to the technology available to aid them in improving teaching strategies at the middle, secondary, and post-secondary levels. Projects will be developed based upon the student's specialty.

#1832 Section 01 [units: 3]

05/26-08/14 Arranged Arranged Marcia L James

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

PREREQ: ITBE 500 OR CONSENT OF INSTRUCTOR

#1833 Section 22 [units: 3] NOTE: Students must have access to the internet and an internet browser.

06/15-07/24 Arranged Arranged WEB BASED Lila Waldman

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

#1834 Section 01 [units: 1-3] NOTE: Please contact instructor before registering for this class.

Instructor Consent

All class meeting details to be arranged.

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

#1835 Section 01 [units: 1-3]

05/26-08/14 Arranged Arranged Lila Waldman

#1836 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.

05/26-08/14 Arranged Arranged WEB BASED

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

MANAGEMENT**Management**

MANGEMNT 301 ORGANIZATIONAL BEHAVIOR ... *A study of the intraorganizational behavior and attitudes of people in an organizational setting; the organization's effect on perceptions, feelings, and actions; and the consequences of behavior on the organization, particularly how it affects the achievement of the organization's purposes.*

PREREQ: 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.

#1840 Section 01 [units: 3] NOTE: Section 1 meets at 6:30-9:50 on Wednesdays. This section is a hybrid class requiring the internet as well as class attendance.

05/26-07/03 W 06:30 PM - 09:50 PM C3014 Debra S Malewicki

05/26-07/03 Arranged Arranged WEB BASED Debra S Malewicki

#1841 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.

07/06-08/14 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)

#1842 Section 01 [units: 3] NOTE: Section 1 meets at 6:30-9:50 on Tuesdays. This section is a hybrid class requiring the internet as well as class attendance.

05/26-07/03 T 06:30 PM - 09:50 PM C2005 Tom Bramorski

05/26-07/03 T 06:30 PM - 09:50 PM C2005 Manohar S Madan

05/26-07/03 Arranged Arranged WEB BASED Tom Bramorski

05/26-07/03 Arranged Arranged WEB BASED Manohar S Madan

#1843 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.

05/26-07/03 Arranged Arranged WEB BASED Manohar S Madan

05/26-07/03 Arranged Arranged WEB BASED Tom Bramorski

MANGEMNT 320 HUMAN RESOURCE MANAGEMENT ... *A study of employee relations from the standpoint of the business firm, including recruitment, selection, placement, training, promotion, discipline, compensation, records, and employee services.*

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

#1844 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.

05/26-07/03 Arranged Arranged WEB BASED Jon M Werner

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

#2111 Section 01 [units: 3] NOTE: JONKOPING UNIVERSITY SWEDEN

All class meeting details to be arranged.

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

PREREQ: ECON 245 OR EQUIVALENT

#1845 Section 01 [units: 3] NOTE: Section 1 meets at 6:30-9:50 on Thursdays. This section is a hybrid class requiring the internet as well as class attendance.

05/26-07/03 R 06:30 PM - 09:50 PM C3014 Tom Bramorski

05/26-07/03 Arranged Arranged WEB BASED Tom Bramorski

MANGEMNT 489 ADMINISTRATIVE POLICY ... *This course emphasizes management issues and practices from a top management perspective. Students learn theories and skills relevant to the strategic management of organizations, including the ability to assess the external and internal environments of the organization, strategy formulation and implementation.*

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

#1846 Section 01 [units: 3] NOTE: Section 1 meets at 7:30-10:10 AM on Tuesday/Thursday. This section is a hybrid class requiring the internet as well as class attendance.

05/26-06/12 TR 07:30 AM - 10:10 AM C3014 Jerry J Gosenpud

05/26-06/12 Arranged Arranged WEB BASED Jerry J Gosenpud

#1847 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.

07/06-08/14 Arranged Arranged WEB BASED James W Bronson

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

#1848 Section 01 [units: 2-3] NOTE: Students enrolled must attend one of the following sessions: Tuesday, May 5 at 3:45 pm in C1006 or Friday, May 8 at 2:15 pm in C1006. Dept. Consent

05/26-08/14	Arranged	Arranged		James R Sisak	
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MANGEMNT 498 INDEPENDENT STUDY ... Repeatable for a maximum of 3 credits in major/degree. Department Consent required.

PREREQ: JUNIOR STATUS

#1849 Section 01 [units: 1-3] Dept. Consent

05/26-08/14	Arranged	Arranged		Debra S Malewicki	
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***** GRADUATE LEVEL COURSES *****

MANGEMNT 719 OPERATIONS MANAGEMENT ... A survey course focusing on the performance of managerial activities entailed in selecting, designing, operating, controlling, and updating productive systems. This life cycle approach will include treatment of non-manufacturing activities, and will draw heavily upon latest developments in the field. Prereq: ECON 703 AND MANGEMNT 705

PREREQ: ECON 703

#1850 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.

07/06-08/14	Arranged	Arranged	WEB BASED	Sameer Prasad	
07/06-08/14	Arranged	Arranged	WEB BASED	Manohar S Madan	

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.

#1851 Section 01 [units: 3] NOTE: UW-Waukesha F004. Meets at 6:30-9:50 on Mondays. This section is a hybrid class requiring the internet as well as class attendance.

05/26-07/03	M	06:30 PM - 09:50 PM	OFF CAMPUS	Yezdi H Godiwalla	
05/26-07/03	Arranged	Arranged	WEB BASED	Yezdi H Godiwalla	

#1852 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.

07/06-08/14	Arranged	Arranged	WEB BASED	William A Drago	
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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.

#1853 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.

05/26-07/03	Arranged	Arranged	WEB BASED	Jeff P Vanevenhoven	
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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.

#1854 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.

05/26-07/03	Arranged	Arranged	WEB BASED	Richard J Wagner	
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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.

#1855 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.

07/06-08/14	Arranged	Arranged	WEB BASED	Richard J Wagner	
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Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)

MANGEMNT 762 PROJECT MANAGEMENT AND ENTERPRISE RESOURCE PLANNING ... This course is designed to develop a basic understanding of project management methodology and Enterprise Resource Planning (ERP). Upon completion of this course students will be able to analyze operations and setup ERP systems. Topics may include team management, PERT/CPM, and development of operational decision support systems through the use of macros and visual basic. The course may require visiting/working with local firms in setting up such systems or working on cases.

PREREQ: MANGEMNT 719 OR ITBE 734 OR EQUIVALENT

#1856 Section 01 [units: 3] NOTE: Section 1 meets at 6:30-9:50 on Wednesdays. This section is a hybrid class requiring the internet as well as class attendance.

07/06-08/14	W	06:30 PM - 09:50 PM	HY0324	Sameer Prasad
07/06-08/14	Arranged	Arranged	WEB BASED	Sameer Prasad

MANGEMNT 768 OPERATIONS STRATEGY ... A course focusing on strategic implications of operations decisions facing the top manager, such as the operations vice-president or plant manager. Cases are used to identify, analyze and recommend solutions to specific problems resulting from corporate decisions taken in the areas of processes and infrastructure. Current trends in selected industries are discussed. Prereq: MANGEMNT 719

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

#1857 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.

07/06-08/14	Arranged	Arranged	WEB BASED	Manohar S Madan
07/06-08/14	Arranged	Arranged	WEB BASED	Tom Bramorski

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

#1858 Section 01 [units: 3] NOTE: AMERICAN FAMILY MADISON A 3141

05/26-07/03	MW	05:15 PM - 08:35 PM	OFF CAMPUS	Jerry J Gosenspud
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#1859 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.

07/06-08/14	Arranged	Arranged	WEB BASED	William A Drago
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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

#1860 Section 01 [units: 3] NOTE: AMERICAN FAMILY MADISON A 2141. Meets at 5:15-8:35 on Monday/Wednesday. This section is a hybrid class requiring the internet as well as class attendance.

07/06-08/14	W	05:15 PM - 08:35 PM	OFF CAMPUS	Louise Tourigny
07/06-08/14	Arranged	Arranged	WEB BASED	Louise Tourigny

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.

#1861 Section 01 [units: 2] NOTE: AMERICAN FAMILY MADISON A3141. Meets at 5:15-7:30 on Mondays. This section is a hybrid class requiring the internet as well as class attendance.

07/06-08/14	M	05:15 PM - 07:30 PM	OFF CAMPUS	Louise Tourigny
07/06-08/14	Arranged	Arranged	WEB BASED	Louise Tourigny

#1862 Section 02 [units: 2] NOTE: Section 2 meets at 6:30-8:45 on Mondays. This section is a hybrid class requiring the internet as well as class attendance.

07/06-08/14	M	06:30 PM - 08:45 PM	HY0324	Yezdi H Godiwalla
07/06-08/14	Arranged	Arranged	WEB BASED	Yezdi H Godiwalla

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.

#1863 Section 01 [units: 3]

Instructor Consent

All class meeting details to be arranged.

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.

#1864 Section 01 [units: 1-3]

05/26-08/14	Arranged	Arranged		Louise Tourigny
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#1865 Section 22 [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.

05/26-08/14	Arranged	Arranged		Richard J Wagner
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Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

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.

#1736 Section 01 [units: 3]

07/06-08/14 MTWRF 09:05 AM - 09:55 AM HY0324 Sharon A Roy

#1724 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.

05/26-07/03 Arranged Arranged WEB BASED Marilyn A Lavin

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

#1737 Section 01 [units: 3]

07/06-07/24 MTWRF 10:45 AM - 11:35 AM HY0212 Sharon A Roy

#2110 Section 02 [units: 3] NOTE: JONKOPING UNIVERSITY SWEDEN

All class meeting details to be arranged.

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: MARKETING 311

#1726 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.

07/06-08/14 Arranged Arranged WEB BASED Renee A Pfeifer-Luckett

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

#1733 Section 01 [units: 1-3]

05/26-08/14 Arranged Arranged Sharon A Roy

S/NC Grading Basis Only

Instructor Consent

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

#1734 Section 01 [units: 1-3]

All class meeting details to be arranged.

#2054 Section 02 [units: 1-3]

05/26-08/14 Arranged Arranged Carol Scovotti

Dept. Consent

Dept. Consent

***** 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

#1729 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.

05/26-07/03 Arranged Arranged WEB BASED Mete B Sirvanci

MARKETNG 751 BUYER BEHAVIOR ... The study and explanation of the behavior of consumers, research methods and findings from the behavioral sciences. Prereq: MARKETNG 716 or equivalent

PREREQ: MARKETNG 716 OR EQUIVALENT AND GRAD LEVEL BUSINESS REQUIREMENT

#1732 Section 01 [units: 3]

07/06-08/14 TR 06:30 PM - 09:50 PM HY0324 Amanda Helm

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

#1731 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.

05/26-07/03 Arranged Arranged WEB BASED Jimmy W Peltier

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

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.

#1735 Section 01 [units: 1-3]

All class meeting details to be arranged.

#1947 Section 22 [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.

05/26-08/14 Arranged Arranged WEB BASED Marilyn A Lavin

SCHOOL BUSINESS MANAGEMENT

School Business Management

*** GRADUATE LEVEL COURSES ***

SCHBUSMG 775 ADMINISTRATION AND ORGANIZATION OF PUBLIC SCHOOLS ... This survey of the foundation, organization and administration of the American public school system includes the identification and examination of major issues relative to the continual development of public education such as the financing of public education and the role of the school business manager in this development.

#1948 Section 01 [units: 3] NOTE: One or two weekend meetings may be required, specific dates to be determined.

05/26-07/03 TR 06:00 PM - 09:15 PM L1 230A Diane N Pertzborn

#1949 Section 02 [units: 3] NOTE: 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 Coordinator, with questions (608-849-5602 or statzb@uww.edu). One or two weekend meetings in Whitewater may be required, specific dates to be determined

05/26-07/03 TR 06:00 PM - 09:15 PM OFF CAMPUS Diane N Pertzborn

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

#1839 Section 01 [units: 1-6] NOTE: Please register only after conferring with advisor, then register for 3 credits unless another # of credits was agreed upon.

07/06-08/14 Arranged Arranged Bambi L Statz