

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.

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.

#5254 Section 01 [units: 3] NOTE: This is a hybrid course comprised of classroom meetings (see below) and online instruction. The instructor will provide you with additional information at the first class meeting on 09/08/09.

09/02-12/22 T 09:30 AM - 10:45 AM HH2317 Gene M Toboyek

09/02-12/22 Arranged Arranged WEB BASED Gene M Toboyek

#5255 Section 02 [units: 3]

09/02-12/22 TR 09:30 AM - 10:45 AM HH1305 James L Molloy

#5256 Section 03 [units: 3]

09/02-12/22 MW 03:45 PM - 05:00 PM HH2203 Curt M Weber

<u>Start/End Dates</u>	<u>Meeting Days</u>	<u>Meeting Times</u>	<u>Location</u>	<u>Instructor</u>	<u>Course Topic (if applicable)</u>
#5257	Section 04 [units: 3] 09/02-12/22	TR	03:45 PM - 05:00 PM	HH2203	Jonathan Saffold
#5258	Section 05 [units: 3] 09/02-12/22	T	06:30 PM - 09:00 PM	HH1311	Jonathan Saffold
#5259	Section 06 [units: 3] 09/02-12/22	W	06:30 PM - 09:00 PM	HH1311	Curt M Weber
#5260	Section 22 [units: 3] 09/02-12/22	Arranged	Arranged	WEB BASED	Gene M Toboyek

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

#5261	Section 01 [units: 3] 09/02-12/22	TR	11:00 AM - 12:15 PM	HH1305	James L Molloy
#5262	Section 02 [units: 3] 09/02-12/22	TR	12:30 PM - 01:45 PM	HH1305	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

#5263	Section 01 [units: 3] 09/02-12/22	TR	09:30 AM - 10:45 AM	HH1302	Donald E Sorensen
#5264	Section 02 [units: 3] 09/02-12/22	MW	12:30 PM - 01:45 PM	HH2317	Jianzhou Zhu
#5265	Section 03 [units: 3] 09/02-12/22	MW	02:15 PM - 03:30 PM	HH2317	Jianzhou Zhu
#5266	Section 04 [units: 3] 09/02-12/22	M	06:30 PM - 09:00 PM	HH1305	Joel E Schleusner
#5267	Section 05 [units: 3] 09/02-12/22	W	06:30 PM - 09:00 PM	HH1305	Joel E Schleusner
#5655	Section 06 [units: 3] 09/02-12/22	T	06:30 PM - 09:00 PM	HH2317	Walter S Musser
#5268	Section 22 [units: 3] 09/02-12/22	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

#5269	Section 01 [units: 3] 09/02-12/22	MW	09:30 AM - 10:45 AM	HH2317	David C Porter
#5270	Section 02 [units: 3] 09/02-12/22	MW	11:00 AM - 12:15 PM	HH2317	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.

#5271	Section 01 [units: 3] 09/02-12/22	TR	02:15 PM - 03:30 PM	HH1311	Howard G Olson
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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

#5272	Section 01 [units: 3] 09/02-12/22	TR	09:30 AM - 10:45 AM	HH1311	Rashiqa Kamal
#5273	Section 02 [units: 3] 09/02-12/22	TR	11:00 AM - 12:15 PM	HH1311	Rashiqa Kamal

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

#5274	Section 01 [units: 3] 09/02-12/22	T	12:30 PM - 01:45 PM	HH2317	Gene M Toboyek
	09/02-12/22	Arranged	Arranged	WEB BASED	Gene M Toboyek

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

FNBSLW 420 BANK ADMINISTRATION ... Commercial banking, principles and practices, comprehensively treated with emphasis on operations and administration, bank services, credit analysis, loan and investment policies, profit planning and control. This course cannot be used to satisfy the MBA degree requirement.

PREREQ: FNBSLW 344 AND FNBSLW 360

#5275 Section 01 [units: 3]

09/02-12/22 TR 02:15 PM - 03:30 PM HH1305 Hamid Moini

FNBSLW 433 CREDITORS' RIGHTS AND BANKRUPTCY ... This course introduces the concepts of debtor and creditor rights, secured transactions, debt collection, and bankruptcy. It explores the methods by which creditors can seek satisfaction of debt through judicial process or in a debtor's bankruptcy and the methods by which debtors can seek relief from or discharge of debt.

PREREQ: FNBSLW 341

#5821 Section 01 [units: 3] NOTE: This is a hybrid course comprised of classroom meetings and online instruction. The instructor will provide you with additional information at the first class meeting on 09/08/09.

09/02-12/22 T 02:15 PM - 03:30 PM HH2317 Linda A Reid

09/02-12/22 Arranged Arranged WEB BASED Linda A Reid

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

#5276 Section 01 [units: 3]

09/02-12/22 W 06:30 PM - 09:00 PM HH1302 Linda A Reid

FNBSLW 443 LABOR LAW ... A legalistic introduction to labor law through a study of cases and related statutes of those general principles important to both workers and management. The study of these materials will aid management and labor in understanding the position of the law in determining and providing a solution to labor law problems.

PREREQ: FNBSLW 341

#5277 Section 01 [units: 3]

09/02-12/22 MW 12:30 PM - 01:45 PM HH1311 Curt M Weber

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

#5278 Section 01 [units: 3]

09/02-12/22 TR 11:00 AM - 12:15 PM HH2202 Linda Yu

#5279 Section 02 [units: 3]

09/02-12/22 TR 12:30 PM - 01:45 PM HH2202 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.

#5280 Section 01 [units: 3]

09/02-12/22 TR 11:00 AM - 12:15 PM HH1302 Yuan Yuan

#5281 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.

09/02-12/22 Arranged Arranged WEB BASED Yuan Yuan

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

#5282 Section 01 [units: 3]

09/02-12/22 MW 02:15 PM - 03:30 PM HH2202 John D Howat

#5283 Section 02 [units: 3]

09/02-12/22 MW 03:45 PM - 05:00 PM HH2202 John D Howat

FNBSLW 458 REAL ESTATE INVESTMENTS ... Examination of investment principles and tax considerations as they apply to real estate, specifically apartment houses, shopping centers, office buildings, urban development and vacant land.

PREREQ: FNBSLW 348

#5284 Section 01 [units: 3]

09/02-12/22 TR 03:45 PM - 05:00 PM HH1311 Howard G Olson

FNBSLW 460 ADVANCED PROPERTY AND CASUALTY INSURANCE ... Consideration of advanced topics in property and casualty insurance. Among items covered are direct and indirect property coverages, inland marine insurance, liability coverage including its legal foundations, workmen's compensation, the general liability contract, crime coverages, surety and fidelity bonding and insurance regulation.

COREQ: FNBSLW 446

#5285 Section 01 [units: 3]

09/02-12/22 TR 02:15 PM - 03:30 PM HH1302 Yuan Yuan

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

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

#5287 Section 01 [units: 3] Dept. Consent
09/02-12/22 Arranged Arranged John D Howat

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.

#5289 Section 01 [units: 1-3] Instructor Consent
09/02-12/22 Arranged Arranged Linda Yu BLOOMBERG APPLICATION

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.

#5290 Section 01 [units: 1-3] Dept. Consent
09/02-12/22 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

#5291 Section 01 [units: 1-3] Dept. Consent
09/02-12/22 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.

#5292 Section 01 [units: 3]
09/02-12/22 TR 11:00 AM - 12:15 PM HH1305 James L Molloy

#5293 Section 02 [units: 3]
09/02-12/22 TR 12:30 PM - 01:45 PM HH1305 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

#5294 Section 01 [units: 2]
09/02-10/23 R 06:00 PM - 09:20 PM HH2202 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.

#5630 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.

09/02-10/23 Arranged Arranged WEB BASED Gene M Toboyek

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.

#5296 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.

09/02-12/22 Arranged Arranged Rashiqa Kamal

FNBSLW 750 REAL ESTATE FINANCE AND INVESTMENT ... Consideration of the institutional environment affecting the financing and ownership of real estate. Detailed evaluation of both the nature of and the risks associated with lender and investor yields from real estate investment.

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.

#5298 Section 01 [units: 3]
09/02-12/22 T 06:30 PM - 09:00 PM HH1302 Howard G Olson

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

#5305 Section 01 [units: 3] NOTE: AMERICAN FAMILY A3141
09/02-12/22 T 05:15 PM - 07:45 PM OFF CAMPUS Hamid Moini

<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>
#5306	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.		
09/02-12/22	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.

#5309	Section 01	[units: 3]			
09/02-12/22	M	06:30 PM - 09:00 PM	HH2202	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

#5310	Section 01	[units: 3]			
09/02-12/22	W	06:30 PM - 09:00 PM	HH2317	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.

#5311	Section 01	[units: 1-3]	NOTE: Section 01 is designed for students interested in a project related to Finance or Law.		Dept. Consent
09/02-12/22	Arranged	Arranged	Linda A Reid		
#5683	Section 02	[units: 1-3]	NOTE: Section 02 is designed for students interested in a project related to Accounting.		Dept. Consent
09/02-12/22	Arranged	Arranged	Robert A Gruber		
#5312	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
09/02-12/22	Arranged	Arranged	WEB BASED	Linda A Reid	