

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.

**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.**

#4754	Section 01	[units: 3]				
	09/02-12/22	MW	11:00 AM - 12:15 PM	HH2305	Georgiana Luecker	
#4755	Section 02	[units: 3]				
	09/02-12/22	TR	12:30 PM - 01:45 PM	HH2305	William R Watts	
#4756	Section 03	[units: 3]				
	09/02-12/22	MW	02:15 PM - 03:30 PM	HH2305	Georgiana Luecker	
#4757	Section 04	[units: 3]				
	09/02-12/22	TR	03:45 PM - 05:00 PM	HH2305	William R Watts	

<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>
#4758 Section 05 [units: 3] 09/02-12/22	TR	04:45 PM - 06:00 PM	HH2200	Jeff C Janz	
#4760 Section 07 [units: 3] 09/02-12/22	W	06:30 PM - 09:00 PM	HH2305	Dennis Martin Baskin	
#4761 Section 08 [units: 3] class attendance. 09/02-12/22	T	02:15 PM - 03:30 PM	HH2308	Helena M Addae	NOTE: Section 8 meets at 2:15-3:30 on Tuesdays. This section is a hybrid class requiring the internet as well as
09/02-12/22	Arranged	Arranged	WEB BASED	Helena M Addae	
#4762 Section 09 [units: 3] class attendance. 09/02-12/22	R	02:15 PM - 03:30 PM	HH2308	Helena M Addae	NOTE: Section 9 meets at 2:15-3:30 on Thursdays. This section is a hybrid class requiring the internet as well as
09/02-12/22	Arranged	Arranged	WEB BASED	Helena M Addae	
#4763 Section 22 [units: 3] College of Business and Economics is \$360 per credit for both resident and non-resident students. 09/02-12/22	Arranged	Arranged	WEB BASED	Richard J Wagner	NOTE: Students must have access to the internet and an Internet browser. The tuition for online courses in the

**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)**

#4764 Section 01 [units: 3] 09/02-12/22	TR	11:00 AM - 12:15 PM	HH2101	James R Sisak	
#4765 Section 02 [units: 3] 09/02-12/22	TR	09:30 AM - 10:45 AM	HH2308	James R Sisak	
#4766 Section 03 [units: 3] 09/02-12/22	MW	11:00 AM - 12:15 PM	HH2308	John B Washbush	
#4767 Section 04 [units: 3] 09/02-12/22	MW	12:30 PM - 01:45 PM	HH2308	John B Washbush	
#4768 Section 05 [units: 3] 09/02-12/22	M	06:30 PM - 09:00 PM	HH2308	Patrick Tierney	
#4769 Section 06 [units: 3] 09/02-12/22	R	06:30 PM - 09:00 PM	HH2308	Rick Pues	
#4770 Section 07 [units: 3] class attendance. 09/02-12/22	R	12:30 PM - 01:45 PM	HH1306	Manohar S Madan	NOTE: Section 7 meets at 12:30-1:45 on Thursdays. This section is a hybrid class requiring the internet as well as
09/02-12/22	Arranged	Arranged	WEB BASED	Manohar S Madan	
#4969 Section 22 [units: 3] College of Business and Economics is \$360 per credit for both resident and non-resident students. 09/02-12/22	Arranged	Arranged	WEB BASED	Manohar S Madan	NOTE: Students must have access to the internet and an Internet browser. The tuition for online courses in the
09/02-12/22	Arranged	Arranged	WEB BASED	Tom Bramorski	

**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.**

#4771 Section 01 [units: 3] 09/02-12/22	MW	09:30 AM - 10:45 AM	HH2311	Debra S Malewicki	
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**MANGEMNT 320 HUMAN RESOURCE MANAGEMENT ...** *A study of employee relations from the standpoint of the business firm, including recruitment, selection, placement, training, promotion, discipline, compensation, records, and employee services.*

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

#4772 Section 01 [units: 3] 09/02-12/22	TR	02:15 PM - 03:30 PM	HH2305	Xuguang Guo	
#4773 Section 02 [units: 3] 09/02-12/22	TR	09:30 AM - 10:45 AM	HH2305	William C Widen	

**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.**

#4774 Section 22 [units: 3] College of Business and Economics is \$360 per credit for both resident and non-resident students. 09/02-12/22	Arranged	Arranged	WEB BASED	Kaviraj Praveen Parboteeah	NOTE: Students must have access to the internet and an Internet browser. The tuition for online courses in the
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Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
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**MANGEMNT 369 LEADERSHIP IN MANAGEMENT ...** A theoretical and experiential investigation of leadership theory and practice. Discussion includes relevant aspects of personality and motivation theory as they affect interpersonal processes of influence. Substantial time is devoted to self-assessment and development of personal leadership style and skills.

**PREREQ: MANAGEMENT 301**

#4775	Section 01	[units: 3]				
09/02-12/22	TR	09:30 AM - 10:45 AM	HH1306	Louise Tourigny		
#4776	Section 02	[units: 3]				
09/02-12/22	TR	11:00 AM - 12:15 PM	HH2302	Louise Tourigny		

**MANGEMNT 386 ENTREPRENEURSHIP: BUSINESS FEASIBILITY ...** This course concentrates on identifying and evaluating opportunities that may become the foundation for a new business or non-profit entity. Identification focuses on exploring demographic and societal trends, consumer and industrial needs, technological and knowledge changes. Evaluation involves customer and industry market assessments, potential for intellectual property protection and financial feasibility. Additional consideration will be given to development and resource options.

**PREREQ: ACCOUNT 244; MAY NOT BE TAKEN FOR CREDIT BY ENTREPRENEURSHIP MAJORS**

#4941	Section 01	[units: 3]				
09/02-12/22	MW	11:00 AM - 12:15 PM	HH2311	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**

#4777	Section 01	[units: 3]				
09/02-12/22	TR	02:15 PM - 03:30 PM	HH2100	Yezdi H Godiwalla		

**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**

#4778	Section 01	[units: 3]				
09/02-12/22	TR	11:00 AM - 12:15 PM	HH2100	Yezdi H Godiwalla		

**MANGEMNT 425 COMPENSATION MANAGEMENT ...** A detailed study of job analysis, methods of job evaluation, performance appraisal, community wage survey, basic systems and plans of compensating employees, and fringe benefits.

**PREREQ: MANAGEMENT 320 OR POLITICAL SCIENCE 421**

#4779	Section 01	[units: 3]				
09/02-12/22	TR	09:30 AM - 10:45 AM	HH2100	Xuguang Guo		
#4780	Section 02	[units: 3]				
09/02-12/22	TR	12:30 PM - 01:45 PM	HH2100	Xuguang Guo		

**MANGEMNT 426 STAFFING ...** A study of the theory and application of methods used in recruiting and selecting employees. This course will include: the legal issues in employment, research in the employment process, the development and use of selection devices, and recruiting applicants for job openings.

**PREREQ: MANAGEMENT 320 OR POLITICAL SCIENCE 421**

#4781	Section 01	[units: 3]				
09/02-12/22	TR	11:00 AM - 12:15 PM	HH2305	Jon M Werner		
#4782	Section 02	[units: 3]				
09/02-12/22	TR	02:15 PM - 03:30 PM	HH2311	Jon M Werner		

**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**

#4783	Section 01	[units: 3]				
09/02-12/22	TR	11:00 AM - 12:15 PM	HH1306	Richard J Wagner		

**MANGEMNT 445 QUALITY MANAGEMENT ...** A comprehensive study of contemporary perspectives on Total Quality (TQ) theory and practice applied to operations systems. Includes a thorough discussion of statistical and quality methods including process control, acceptance sampling, and variance reduction. Explores Quality Function Deployment and the customer-focused implications of quality.

**PREREQ: MANAGEMENT 306**

#4784	Section 01	[units: 3]	NOTE: Section 1 meets at 2:15-3:30 on Mondays. This section is a hybrid class requiring the internet as well as class attendance.			
09/02-12/22	M	02:15 PM - 03:30 PM	HH2308	Tom Bramorski		
09/02-12/22	Arranged	Arranged	WEB BASED	Tom Bramorski		

**MANGEMNT 450 OPERATIONS PLANNING ...** Study in depth of the planning processes performed in the operations setting integrating the topics of systems modeling, forecasting, production planning, capacity planning, capacity requirements planning, master scheduling, and material requirements planning. Emphasis is on concepts and their application.

**PREREQ: MANAGEMENT 306**

#4785	Section 01	[units: 3]				
09/02-12/22	TR	02:15 PM - 03:30 PM	HH1306	James R Sisak		

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

**MANGEMNT 462 PURCHASING MANAGEMENT ...** This course provides an understanding of the business role of purchasing and procurement in relation to both operational and strategic organizational goals. Students will be able to identify alternative terms and conditions of sale, source suppliers and build supplier relationships. In addition, exposure to the bidding and auction process, negotiating with suppliers and total cost of ownership will be provided.

**PREREQ: MANGEMNT 306**

#4786 Section 01 [units: 3] NOTE: Section 1 meets at 4:30-5:45 on Thursdays. This section is a hybrid class requiring the internet as well as class attendance.

09/02-12/22 R 04:30 PM - 05:45 PM HH2302 Rick Pues  
09/02-12/22 Arranged Arranged WEB BASED Rick Pues

**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**

#4787 Section 01 [units: 3]

09/02-12/22 MW 03:20 PM - 04:35 PM HH2302 Ronald L Gayhart

**MANGEMNT 486 SUPERVISORY MANAGEMENT ...** A study of the theories and techniques of general management, organizational behavior, and human relations involved in effective supervisory management. The supervisor's role and the supervisor-subordinate relationship will be analyzed. The skills required for successful supervision will be practiced through small group work, role play and other activities.

**PREREQ: MANAGEMENT 301 AND 85 CREDITS**

#4788 Section 01 [units: 3]

09/02-12/22 T 06:30 PM - 09:00 PM HH2200 Craig W C Schmidt

**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**

#4789 Section 01 [units: 3]

09/02-12/22 TR 11:00 AM - 12:15 PM HH2203 William A Drago

#4790 Section 02 [units: 3]

09/02-12/22 TR 09:30 AM - 10:45 AM HH2302 Jerry J Gosenpud

#4791 Section 03 [units: 3]

09/02-12/22 TR 12:30 PM - 01:45 PM HH2302 Jerry J Gosenpud

#4792 Section 04 [units: 3]

09/02-12/22 W 06:30 PM - 09:00 PM HH2200 Craig W C Schmidt

#4793 Section 05 [units: 3]

NOTE: Section 5 meets at 9:30-10:45 on Tuesdays. This section is a hybrid class requiring the internet as well as class attendance.

09/02-12/22 T 09:30 AM - 10:45 AM HH2200 Jeff P Vanevenhoven

09/02-12/22 Arranged Arranged WEB BASED Jeff P Vanevenhoven

#4794 Section 06 [units: 3]

NOTE: Section 6 meets at 9:30-10:45 on Thursdays. This section is a hybrid class requiring the internet as well as class attendance.

09/02-12/22 R 09:30 AM - 10:45 AM HH2200 Jeff P Vanevenhoven

09/02-12/22 Arranged Arranged WEB BASED Jeff P Vanevenhoven

#5886 Section 07 [units: 3]

09/02-12/22 TR 02:15 PM - 03:30 PM HH2200 Jeff P Vanevenhoven

#4795 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.

09/02-12/22 Arranged Arranged WEB BASED James W Bronson

**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**

#4796 Section 01 [units: 2-3]

NOTE: Students enrolled in this course are required to meet as a group ONE TIME ONLY on Thursday, September 3, 2009 from 3:45-4:45. Room TBA.

09/02-12/22 Arranged Arranged James R Sisak

Dept. Consent

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

**PREREQ: JUNIOR STATUS**

#4797 Section 01 [units: 1-3]

09/02-12/22 Arranged Arranged James R Sisak

Dept. Consent

#6064 Section 02 [units: 1-3]

09/02-12/22 Arranged Arranged James W Bronson

Dept. Consent

#6114 Section 03 [units: 1-3]

09/02-12/22 Arranged Arranged William C Widen

Dept. Consent

#6118 Section 04 [units: 1-3]

09/02-12/22 Arranged Arranged Jeff P Vanevenhoven

Dept. Consent

#6135 Section 05 [units: 1-3]

09/02-12/22 Arranged Arranged Jeff P Vanevenhoven

Dept. Consent

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

\*\*\* 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

#4798 Section 01 [units: 2]  
10/26-12/22 R 06:15 PM - 09:35 PM HH2100 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.

#4799 Section 01 [units: 3] NOTE: AMERICAN FAMILY A2141  
09/02-12/22 W 05:15 PM - 07:45 PM OFF CAMPUS William L Dougan

**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.

#4800 Section 01 [units: 2]  
09/02-10/23 R 06:15 PM - 09:35 PM HH2203 Helena M Addae  
#4801 Section 02 [units: 2] NOTE: AMERICAN FAMILY A2141  
09/02-10/23 M 05:15 PM - 08:30 PM OFF CAMPUS Louise Tourigny  
#4802 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.  
09/02-10/23 Arranged Arranged WEB BASED William A Drago

**MANGEMNT 751 STAFFING & EVALUATION ...** An examination of the organization and administration of the personnel function in management. It is concerned with the employment, training, safety and health, employees services, and employee relations functions of personnel administration. Attention is focused on a limited number of topics drawn from these areas so more crucial concepts and methods involved 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.

#4803 Section 01 [units: 3]  
09/02-12/22 T 06:30 PM - 09:00 PM HH2302 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

#4804 Section 01 [units: 2]  
10/26-12/22 M 06:15 PM - 09:35 PM HH2306 Kaviraj Praveen Parboteeah  
#4805 Section 02 [units: 2] NOTE: AMERICAN FAMILY A2141  
10/26-12/22 M 05:15 PM - 08:30 PM OFF CAMPUS Yezdi H Godiwalla

**MANGEMNT 760 STRATEGIC MANAGEMENT OF HUMAN RESOURCES ...** This course examines strategic human resources (HR) management and HR planning. Applicable theories and methods of strategic, operational, and tactical planning and their relationship to HR management are covered, as well as the multiple roles HR plays in assisting organizations to gain and sustain competitive advantages in a fast-paced environment.

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.

#4806 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.  
09/02-12/22 Arranged Arranged WEB BASED Jon M Werner

**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

#4807 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.  
09/02-12/22 Arranged Arranged WEB BASED Tom Bramorski  
09/02-12/22 Arranged Arranged WEB BASED Manohar S Madan

**MANGEMNT 766 ENTREPRENEURSHIP - VENTURE INITIATION ...** This course will consist of a combination of lectures, writing assignments, case analyses, exercises and visits by successful practitioners with the object of giving students the requisite tools to generate, evaluate and implement plans for new ventures. The centerpiece of the evaluation process will be to create a viable business plan. Students will be encouraged to seek outside resources and develop plans that can be implemented. The course will also constitute an opportunity for students to explore the career option of entrepreneurship while creating viable new businesses that can contribute to the economies of the region, the state and the nation.

PREREQ: ACCOUNT 701, FNBSLW 718, MARKETNG 716

#4808 Section 01 [units: 3] NOTE: UW-WAUKESHA  
09/02-12/22 R 05:15 PM - 07:45 PM OFF CAMPUS William L Dougan

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

**MANGEMNT 769 QUALITY ISSUES IN OPERATIONS ...** A course focusing on qualitative and quantitative techniques used to study and improve quality of operations in manufacturing and service organizations. It covers topics such as quality philosophy, statistical process control (SPC), acceptance sampling, tools for quality improvement, product and process design. The role of quality in the entire cycle including product/ service design, development, production, delivery, and customer support is emphasized. An individual research paper covering the topic of interest will be used.

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

#4809 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.

09/02-10/23 M 06:30 PM - 09:00 PM HH1306 Tom Bramorski  
09/02-10/23 Arranged Arranged WEB BASED Tom Bramorski

**MANGEMNT 770 ORGANIZATION DESIGN ...** Application of organization theory to the structuring of organizations. The course examines organizational configurations and their effectiveness in different situational contexts to provide a rationale for management practice.

**PREREQ: MANGEMNT 745 OR MANGEMNT 721**

#4810 Section 01 [units: 3]

09/02-12/22 TR 03:45 PM - 05:00 PM HH2308 Jerry J Gosenpud

**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**

#4811 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.

09/02-10/23 Arranged Arranged WEB BASED William A Drago

**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**

#4812 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.

10/26-12/22 Arranged Arranged WEB BASED Kaviraj Praveen Parboteeah

**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.**

#4813 Section 01 [units: 2]

10/26-12/22 M 06:15 PM - 09:35 PM HH2100 William L Dougan

#4814 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.

10/26-12/22 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.**

#4815 Section 01 [units: 3]

09/02-12/22 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.**

#4816 Section 01 [units: 1-3]

09/02-12/22 Arranged Arranged Louise Tourigny

#4817 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.

09/02-12/22 Arranged Arranged WEB BASED To Be Arranged