

**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**

#4492 Section 01 [units: 3] NOTE: 1)Exam 1, Friday, September 25, 2009, 3:20 p.m. to 5:20 p.m.

2)Exam 2, Friday, October 23, 2009, 3:20 p.m. to 5:20 p.m.

3)Exam 3, Friday, November 20, 2009, 3:20 p.m. to 5:20 p.m.

4)Final Exam, Monday, December 14, 2009, 8:15 p.m. to 10:15 p.m.

09/02-12/22 MW 09:30 AM - 10:45 AM HH2301 Linda K Amann

#4493 Section 02 [units: 3] NOTE: )Exam 1, Friday, September 25, 2009, 3:20 p.m. to 5:20 p.m.

2)Exam 2, Friday, October 23, 2009, 3:20 p.m. to 5:20 p.m.

3)Exam 3, Friday, November 20, 2009, 3:20 p.m. to 5:20 p.m.

4)Final Exam, Monday, December 14, 2009, 8:15 p.m. to 10:15 p.m.

09/02-12/22 MW 09:30 AM - 10:45 AM HH2310 Linda E Holmes

<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>
#4494	Section 03 [units: 3]	NOTE: )Exam 1, Friday, September 25, 2009, 3:20 p.m. to 5:20 p.m. 2)Exam 2, Friday, October 23, 2009, 3:20 p.m. to 5:20 p.m. 3)Exam 3, Friday, November 20, 2009, 3:20 p.m. to 5:20 p.m. 4)Final Exam, Monday, December 14, 2009, 8:15 p.m. to 10:15 p.m.			
09/02-12/22	MW	09:30 AM - 10:45 AM	HH2314	Meifang Xiang	
#4495	Section 04 [units: 3]	NOTE: )Exam 1, Friday, September 25, 2009, 3:20 p.m. to 5:20 p.m. 2)Exam 2, Friday, October 23, 2009, 3:20 p.m. to 5:20 p.m. 3)Exam 3, Friday, November 20, 2009, 3:20 p.m. to 5:20 p.m. 4)Final Exam, Monday, December 14, 2009, 8:15 p.m. to 10:15 p.m.			
09/02-12/22	TR	09:30 AM - 10:45 AM	UH0145	Michael J MacDonald	
#4496	Section 05 [units: 3]	NOTE: )Exam 1, Friday, September 25, 2009, 3:20 p.m. to 5:20 p.m. 2)Exam 2, Friday, October 23, 2009, 3:20 p.m. to 5:20 p.m. 3)Exam 3, Friday, November 20, 2009, 3:20 p.m. to 5:20 p.m. 4)Final Exam, Monday, December 14, 2009, 8:15 p.m. to 10:15 p.m. Supplemental Instruction Course.			
09/02-12/22	MW	11:00 AM - 12:15 PM	HH2314	Meifang Xiang	
#4497	Section 06 [units: 3]	NOTE: 1)Exam 1, Friday, September 25, 2009, 3:20 p.m. to 5:20 p.m. 2)Exam 2, Friday, October 23, 2009, 3:20 p.m. to 5:20 p.m. 3)Exam 3, Friday, November 20, 2009, 3:20 p.m. to 5:20 p.m. 4)Final Exam, Monday, December 14, 2009, 8:15 p.m. to 10:15 p.m.			
09/02-12/22	TR	11:00 AM - 12:15 PM	HH2301	Pamela J Champeau	
#4498	Section 07 [units: 3]	NOTE: )Exam 1, Friday, September 25, 2009, 3:20 p.m. to 5:20 p.m. 2)Exam 2, Friday, October 23, 2009, 3:20 p.m. to 5:20 p.m. 3)Exam 3, Friday, November 20, 2009, 3:20 p.m. to 5:20 p.m. 4)Final Exam, Monday, December 14, 2009, 8:15 p.m. to 10:15 p.m.			
09/02-12/22	TR	11:00 AM - 12:15 PM	HH1314	Michael J MacDonald	
#4499	Section 08 [units: 3]	NOTE: )Exam 1, Friday, September 25, 2009, 3:20 p.m. to 5:20 p.m. 2)Exam 2, Friday, October 23, 2009, 3:20 p.m. to 5:20 p.m. 3)Exam 3, Friday, November 20, 2009, 3:20 p.m. to 5:20 p.m. 4)Final Exam, Monday, December 14, 2009, 8:15 p.m. to 10:15 p.m.			
09/02-12/22	MW	02:15 PM - 03:30 PM	HH2310	Rita Czaja	
#4500	Section 09 [units: 3]	NOTE: 1)Exam 1, Friday, September 25, 2009, 3:20 p.m. to 5:20 p.m. 2)Exam 2, Friday, October 23, 2009, 3:20 p.m. to 5:20 p.m. 3)Exam 3, Friday, November 20, 2009, 3:20 p.m. to 5:20 p.m. 4)Final Exam, Monday, December 14, 2009, 8:15 p.m. to 10:15 p.m.			
09/02-12/22	MW	02:15 PM - 03:30 PM	HH2314	Meifang Xiang	
#5074	Section 10 [units: 3]	NOTE: )Exam 1, Friday, September 25, 2009, 3:20 p.m. to 5:20 p.m. 2)Exam 2, Friday, October 23, 2009, 3:20 p.m. to 5:20 p.m. 3)Exam 3, Friday, November 20, 2009, 3:20 p.m. to 5:20 p.m. 4)Final Exam, Monday, December 14, 2009, 8:15 p.m. to 10:15 p.m.			
09/02-12/22	MW	03:45 PM - 05:00 PM	HH2310	Rita Czaja	
#5097	Section 12 [units: 3]	NOTE: )Exam 1, Friday, September 25, 2009, 3:20 p.m. to 5:20 p.m. 2)Exam 2, Friday, October 23, 2009, 3:20 p.m. to 5:20 p.m. 3)Exam 3, Friday, November 20, 2009, 3:20 p.m. to 5:20 p.m. 4)Final Exam, Monday, December 14, 2009, 8:15 p.m. to 10:15 p.m.			
09/02-12/22	W	06:30 PM - 09:00 PM	HH2301	Linda K Amann	

**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**

#4503	Section 01 [units: 3]	NOTE: Common Exams: September 25, 3:30 p.m. to 5:30 p.m. October 23, 3:30 p.m. to 5:30 p.m. November 20, 3:30 p.m. to 5:30 p.m. December 14, 6 p.m. to 8 p.m.			
09/02-12/22	TR	08:00 AM - 09:15 AM	HH2319	Richard G Cummings	
#4504	Section 02 [units: 3]	NOTE: Common Exams: September 25, 3:30 p.m. to 5:30 p.m. October 23, 3:30 p.m. to 5:30 p.m. November 20, 3:30 p.m. to 5:30 p.m. December 14, 6 p.m. to 8 p.m.			
09/02-12/22	TR	09:30 AM - 10:45 AM	HH2203	Joe Gerard	
#4505	Section 03 [units: 3]	NOTE: Supplemental Instruction Course. Common Exams: September 25, 3:30 p.m. to 5:30 p.m. October 23, 3:30 p.m. to 5:30 p.m. November 20, 3:30 p.m. to 5:30 p.m. December 14, 6 p.m. to 8 p.m.			
09/02-12/22	TR	12:30 PM - 01:45 PM	HH2310	Alka Arora	

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#4506	Section 04 [units: 3]	NOTE: Common Exams: September 25, 3:30 p.m. to 5:30 p.m. October 23, 3:30 p.m. to 5:30 p.m. November 20, 3:30 p.m. to 5:30 p.m. December 14, 6 p.m. to 8 p.m.			
09/02-12/22	TR	02:15 PM - 03:30 PM	HH2310	Joe Gerard	

**ACCOUNT 261 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**

#4554	Section 01 [units: 3]				
09/02-12/22	TR	09:30 AM - 10:45 AM	HH2310	Alka Arora	
#4555	Section 02 [units: 3]				
09/02-12/22	TR	11:00 AM - 12:15 PM	HH2310	Alka Arora	
#5080	Section 03 [units: 3]	NOTE: Exam Schedule: 1) Friday, October 16, 2009, 3:05 p.m. to 5:05 p.m. 2) Friday, November 13, 2009, 3:05 p.m. to 5:05 p.m.			
09/02-12/22	MW	02:15 PM - 03:30 PM	HH2319	Michael J MacDonald	

**ACCOUNT 343 INTERMEDIATE ACCOUNTING II ...** This course continues the coverage of financial accounting topics started in ACCOUNT 261. 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: ACCOUNT 261 OR ACCOUNT 341**

#4507	Section 01 [units: 3]	NOTE: Exam Schedule: Friday, September 25, 2009, from 3 p.m. to 5 p.m. Friday, October 23, 2009, from 3 p.m. to 5 p.m. Friday, November 13, 2009 from 3 to 5 p.m.			
09/02-12/22	MW	08:00 AM - 09:15 AM	HH2319	Lynn M Hafemeister	
#4508	Section 02 [units: 3]	NOTE: Exam Schedule: Friday, September 25, 2009, from 3 p.m. to 5 p.m. Friday, October 23, 2009, from 3 p.m. to 5 p.m. Friday, November 13, 2009 from 3 to 5 p.m.			
09/02-12/22	MW	09:30 AM - 10:45 AM	HH2319	Lynn M Hafemeister	
#4509	Section 03 [units: 3]	NOTE: Exam Schedule: Friday, September 25, 2009, from 3 p.m. to 5 p.m. Friday, October 23, 2009, from 3 p.m. to 5 p.m. Friday, November 13, 2009 from 3 to 5 p.m.			
09/02-12/22	MW	11:00 AM - 12:15 PM	HH2319	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**

#4510	Section 01 [units: 3]				
09/02-12/22	TR	09:30 AM - 10:45 AM	HH2319	Richard G Cummings	
#4511	Section 02 [units: 3]				
09/02-12/22	TR	11:00 AM - 12:15 PM	HH2319	Richard G Cummings	
#4512	Section 03 [units: 3]				
09/02-12/22	TR	02:15 PM - 03:30 PM	HH2319	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 A 2.75 GPA IN ACCOUNT 244, ACCOUNT 249 OR ACCOUNT 342, ACCOUNT 261 OR ACCOUNT 341 AND ACCOUNT 343**

#4513	Section 01 [units: 3]				
09/02-12/22	TR	12:30 PM - 01:45 PM	HH1314	Michael J MacDonald	

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

**PREREQ: A 2.5 GPA IN ACCOUNT 249 OR ACCOUNT 342 AND ACCOUNT 261 OR ACCOUNT 341**

#4515	Section 02 [units: 3]				
09/02-12/22	MW	03:45 PM - 05:00 PM	MG0101	Carol J Normand	

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

**PREREQ: ACCOUNT 249 OR CONSENT OF DEPARTMENT**

#4516	Section 01 [units: 3]				
09/02-12/22	MW	11:00 AM - 12:15 PM	HH2203	Robert A Gruber	

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

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

**PREREQ: A 2.75 GPA IN ACCOUNT 244, ACCOUNT 249 OR ACCOUNT 342, ACCOUNT 261 OR ACCOUNT 341 AND ACCOUNT 343**

#4517	Section 01	[units: 3]				
	09/02-12/22	TR	12:30 PM - 01:45 PM	HH2301	Roy C Weatherwax	
#4518	Section 02	[units: 3]				
	09/02-12/22	TR	05:05 PM - 06:20 PM	HH2301	Roy C Weatherwax	

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

**PREREQ: A 2.75 GPA IN ACCOUNT 244, ACCOUNT 249 OR ACCOUNT 342, ACCOUNT 261 OR ACCOUNT 341 AND ACCOUNT 343**

#4519	Section 01	[units: 3]				
	09/02-12/22	MW	08:00 AM - 09:15 AM	HH2310	Linda E Holmes	

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

**PREREQ: ACCOUNT 454 AND 2.75 GPA IN ACCOUNT 244, ACCOUNT 249 OR 342, ACCOUNT 261 OR 341 AND ACCOUNT 343**

#4520	Section 01	[units: 3]				
	09/02-12/22	TR	12:30 PM - 01:45 PM	HH2314	Bill Tatman	
#4521	Section 02	[units: 3]				
	09/02-12/22	TR	02:15 PM - 03:30 PM	HH2314	Bill Tatman	
#4522	Section 03	[units: 3]				
	09/02-12/22	TR	03:45 PM - 05:00 PM	HH2314	Bill Tatman	

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

**PREREQ: JUNIOR/SENIOR STATUS OR CONSENT OF INSTRUCTOR**

#5758	Section 01	[units: 3]	NOTE: Class sessions will be announced by the course faculty member(s). Students will also participate in the faculty-led travel study component of the course scheduled in India over the winter break, from January 01 to January 12, 2010. Contact the Center for Global Education (email: studyabroad@uww.edu) or the course faculty for information about course registration or for a program application; contact Professor Alka Arora (aroraa@uww.edu) for academic requirements. Applications are due to the Center for Global Education on or before September 16, 2009. An estimated Travel Study Program Course Fee, as noted on the course application, will be charged to the student's account shortly thereafter. Additional billing, if necessary, will occur at a later date. Travel study registration is not available via WINS registration. Travel study participants may not add or drop a travel study course via WINS once it has been added to their academic schedule. Failure to abide by the add/drop provisions of the Travel Study Program could result in severe financial penalties. Students are advised to refer to the Travel Study Application and Student Contract for more information.			Dept. Consent
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09/02-12/22	Arranged	Arranged	Alka Arora	ACCOUNTING IN MODERN INDIA
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**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 HAVE COMPLETED 60 UNITS AND HAVE A 2.75 GPA IN ACCOUNT 244, ACCOUNT 249 OR ACCOUNT 342, ACCOUNT 261 OR ACCOUNT 341 AND ACCOUNT 343**

#4523	Section 01	[units: 2-6]				Dept. Consent
	09/02-12/22	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 2.75 GPA IN ACCOUNT 244, ACCOUNT 249, OR ACCOUNT 342, ACCOUNT 261 OR ACCOUNT 341 AND ACCOUNT 343 AND HAVE CONSENT OF DEPARTMENT**

#4524	Section 01	[units: 1-3]				Dept. Consent
	09/02-12/22	Arranged	Arranged		Robert A Gruber	
#4525	Section 02	[units: 1-3]				Dept. Consent
	09/02-12/22	Arranged	Arranged		Robert A Gruber	
#4526	Section 03	[units: 1-3]				Dept. Consent
	09/02-12/22	Arranged	Arranged		Carol J Normand	

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

**ACCOUNT 651 TAX I ... A study of federal income tax laws with emphasis on the individual taxpayer, particularly of employees and sole proprietors. The study includes a review of current proposals, discussion of practical problems in tax planning and practice in the preparation of tax returns.**

**PREREQ: ACCOUNT 244, ACCOUNT 701 OR CONSENT OF DEPARTMENT**

#4529	Section 01	[units: 3]				
	09/02-12/22	TR	09:30 AM - 10:45 AM	HH2319	Richard G Cummings	
#4530	Section 02	[units: 3]				
	09/02-12/22	TR	11:00 AM - 12:15 PM	HH2319	Richard G Cummings	
#4531	Section 03	[units: 3]				
	09/02-12/22	TR	02:15 PM - 03:30 PM	HH2319	Pamela J Champeau	

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

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

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

#4532 Section 01 [units: 3]

Dept. Consent

09/02-12/22 MW 11:00 AM - 12:15 PM HH2203 Robert A Gruber

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

#5759 Section 01 [units: 3] NOTE: Class sessions will be announced by the course faculty member(s). Students will also participate in the faculty-led travel study component of the course scheduled in India over the winter break, from January 01 to January 12, 2010. Contact the Center for Global Education (email: studyabroad@uww.edu) or the course faculty for information about course registration or for a program application; contact Professor Alka Arora (aroraa@uww.edu) for academic requirements. Applications are due to the Center for Global Education on or before September 16, 2009. An estimated Travel Study Program Course Fee, as noted on the course application, will be charged to the student's account shortly thereafter. Additional billing, if necessary, will occur at a later date. Travel study registration is not available via WINS registration. Travel study participants may not add or drop a travel study course via WINS once it has been added to their academic schedule. Failure to abide by the add/drop provisions of the Travel Study Program could result in severe financial penalties. Students are advised to refer to the Travel Study Application and Student Contract for more information.

Dept. Consent

09/02-12/22 Arranged Arranged Alka Arora ACCOUNTING IN MODERN INDIA

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

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

#4533 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 Linda E Holmes

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

**PREREQ: ACCOUNT 244 OR ACCOUNT 701**

#4534 Section 01 [units: 2]

09/02-12/22 W 06:00 PM - 07:40 PM HH2310 Rita Czaja

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

**PREREQ: ACCOUNT 261 OR ACCOUNT 341**

#4535 Section 01 [units: 3]

09/02-12/22 MW 08:00 AM - 09:15 AM HH2203 Linda E Holmes

**ACCOUNT 752 ADVANCED FINANCIAL ACCOUNTING ...** This course focuses on an in-depth study of (1) partnership accounting, (2) accounting for business combinations and segments of a business, and (3) international aspects of accounting. It also includes a review of current issues related to business combinations, consolidated financial statements, and international accounting standards.

**PREREQ: ACCOUNT 343**

#4536 Section 01 [units: 3]

09/02-12/22 TR 05:05 PM - 06:20 PM HH2314 Roy C Weatherwax

**ACCOUNT 756 CORPORATE AND SPECIAL ENTITIES TAXATION ...** 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 651**

#4537 Section 01 [units: 4]

09/02-12/22 TR 04:00 PM - 06:00 PM HH2319 Peter C Barton

#4538 Section 02 [units: 4]

09/02-12/22 TR 06:30 PM - 08:30 PM HH2319 Peter C Barton

**ACCOUNT 757 ISSUES IN FINANCIAL ACCOUNTING ...** This course presents an in-depth examination of accounting theory in some of the more complex and contentious areas that have evolved into current accounting practice. Major areas include: 1) earnings per share (EPS), 2) partial operations and SEC reporting requirements, and 3) revenue recognition, including how theory is applied in cases as diverse as consignments, installment sales, and franchises. This course also covers recent pronouncements not covered in ACCOUNT 341 and ACCOUNT 343.

**PREREQ: ACCOUNT 343**

#4539 Section 01C [units: 4]

09/02-12/22 TR 04:00 PM - 06:00 PM HH2310 Clayton R Sager

09/29 T 01:45 PM - 03:30 PM HH2203 Clayton R Sager

10/27 T 01:45 PM - 03:30 PM HH2203 Clayton R Sager

11/24 T 01:45 PM - 03:30 PM HH2203 Clayton R Sager

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#4540 Section 02C [units: 4]					
09/02-12/22	TR	06:30 PM - 08:30 PM	HH2310	Clayton R Sager	
09/29	T	01:45 PM - 03:30 PM	HH2203	Clayton R Sager	
10/27	T	01:45 PM - 03:30 PM	HH2203	Clayton R Sager	
11/24	T	01:45 PM - 03:30 PM	HH2203	Clayton R Sager	

**ACCOUNT 761 ACCOUNTING & MANAGEMENT INFORMATION SYSTEMS ...** This course focuses on theory and principles underlying the design and installation of accounting and management information systems, including the in-depth investigation into internal control structures and the integration and impact of the computer on the total information system.

**PREREQ: ACCOUNT 244 OR ACCOUNT 701, AND ACCOUNT 249 OR ACCOUNT 725**

#4551 Section 01 [units: 3]					
09/02-12/22	MW	03:45 PM - 05:00 PM	HH2314	Carol J Normand	

**ACCOUNT 767 FORENSIC ACCOUNTING AND PROFESSIONAL ETHICS ...** This course, with a combined lecture and case approach, will provide in-depth coverage of internal control, EDP auditing, fraud detection and reporting, and the auditor's code of ethics. A component of this course will follow a readings approach covering such topics as auditing estimates, auditor independence, audit failures, and going concern qualifications.

**PREREQ: ACCOUNT 465 OR CONSENT OF DEPARTMENT**

#4541 Section 01 [units: 3]					
09/02-12/22	M	06:30 PM - 09:00 PM	HH2203	Carol J Normand	

**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.**

#4542 Section 01 [units: 1-3]					Dept. Consent
09/02-12/22	Arranged	Arranged		Robert A Gruber	

**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**

#4545 Section 01 [units: 1-3]					Dept. Consent
09/02-12/22	Arranged	Arranged		Richard G Cummings	

**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.**

#4546 Section 01 [units: 1-3]					Dept. Consent
09/02-12/22	Arranged	Arranged		Robert A Gruber	

#4547 Section 02 [units: 1-3]					Dept. Consent
09/02-12/22	Arranged	Arranged		Robert A Gruber	

#5774 Section 22 [units: 1-3]					Dept. Consent
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	To Be Arranged	
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## 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.**

#5428 Section 01 [units: 3]	Gen Ed Social Science (GS)				
09/02-12/22	TR	08:00 AM - 09:15 AM	HH2203	Massomeh Hajilee	
#5429 Section 02 [units: 3]	Gen Ed Social Science (GS)				
09/02-12/22	MWF	08:50 AM - 09:40 AM	HH2101	Daniel Teferra	
#5430 Section 03 [units: 3]	Gen Ed Social Science (GS)				
09/02-12/22	MWF	09:55 AM - 10:45 AM	HH2312	Daniel Teferra	
#5431 Section 04 [units: 3]	Gen Ed Social Science (GS)				
09/02-12/22	MWF	11:00 AM - 11:50 AM	HH2312	David J Bashaw	
#5432 Section 05 [units: 3]	Gen Ed Social Science (GS)				
09/02-12/22	MWF	12:05 PM - 12:55 PM	HH2312	Kristen K Roche	
#5433 Section 06 [units: 3]	Gen Ed Social Science (GS)				
09/02-12/22	MWF	01:10 PM - 02:00 PM	HH2312	David J Bashaw	
#5434 Section 07 [units: 3]	Gen Ed Social Science (GS)				
09/02-12/22	MW	02:15 PM - 03:30 PM	HH2312	Daniel Teferra	
#5435 Section 08 [units: 3]	Gen Ed Social Science (GS)				
09/02-12/22	W	06:30 PM - 09:00 PM	HH1308	Richard McGregor	

<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>
#6033 Section 09	[units: 3]	Gen Ed Social Science (GS)			
09/02-12/22	MWF	11:00 AM - 11:50 AM	HH1302	Ran Tao	

**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**

#5436 Section 01	[units: 3]	Gen Ed Social Science (GS)			
09/02-12/22	MWF	09:55 AM - 10:45 AM	HH2101	Yamin S Ahmad	
#5437 Section 02	[units: 3]	Gen Ed Social Science (GS)	NOTE: Students must have access to the internet and an internet browser and will be required to pay a \$35 fee to use Aplia, a web-based learning tool/workbook.		
09/02-12/22	MWF	11:00 AM - 11:50 AM	HH2101	Kristen K Roche	
#5438 Section 03	[units: 3]	Gen Ed Social Science (GS)			
09/02-12/22	TR	11:00 AM - 12:15 PM	HH2312	John R Dominguez	
#5439 Section 04	[units: 3]	Gen Ed Social Science (GS)			
09/02-12/22	TR	12:30 PM - 01:45 PM	HH2101	John R Dominguez	
#5440 Section 05	[units: 3]	Gen Ed Social Science (GS)			
09/02-12/22	MW	02:15 PM - 03:30 PM	HH1308	Kristen K Roche	

**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**

#5441 Section 01	[units: 3]				
09/02-12/22	MWF	08:50 AM - 09:40 AM	HH1300	David M Welsch	
#5442 Section 02	[units: 3]				
09/02-12/22	TR	09:30 AM - 10:45 AM	HH1308	Thomas E Schweigert	
#5443 Section 03	[units: 3]				
09/02-12/22	MWF	09:55 AM - 10:45 AM	HH1301	Ran Tao	
#5444 Section 04	[units: 3]				
09/02-12/22	MWF	09:55 AM - 10:45 AM	HH1300	David J Bashaw	
#5445 Section 05	[units: 3]				
09/02-12/22	MWF	11:00 AM - 11:50 AM	HH1300	David M Welsch	
#5446 Section 06	[units: 3]				
09/02-12/22	TR	11:00 AM - 12:15 PM	HH1310	Thomas E Schweigert	
#5447 Section 07	[units: 3]				
09/02-12/22	TR	12:30 PM - 01:45 PM	HH1301	Massomeh Hajilee	
#5448 Section 08	[units: 3]				
09/02-12/22	MWF	01:10 PM - 02:00 PM	HH1301	Ran Tao	
#5449 Section 09	[units: 3]				
09/02-12/22	TR	02:15 PM - 03:30 PM	HH1301	Massomeh Hajilee	

**ECON 301 INTERMEDIATE MICROECONOMIC ANALYSIS ...** *Consumer and firm behavior. Theories of consumption and production. Pricing of products and factors of production under different market structures. General equilibrium. Market failure, externalities and public goods.*

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

#5450 Section 01	[units: 3]				
09/02-12/22	TR	11:00 AM - 12:15 PM	HH1300	Russell D Kashian	

**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**

#5451 Section 22	[units: 3]	NOTE: Students must have access to the internet and an internet browser. All students enrolled in section 22 will be billed \$360 per credit for all undergraduate online classes.			
09/02-12/22	Arranged	Arranged	WEB BASED	Russell D Kashian	

**ECON 356 PUBLIC FINANCE ...** *Economic analysis of public sector issues in relation to the overall economy including: market failure and the role of the public sector; the effects of government expenditures, taxation and borrowing on the allocation and distribution of resources; stability of the U.S. economic system.*

**PREREQ: ECON 201 OR ECON 212**

#5452 Section 01	[units: 3]				
09/02-12/22	MWF	09:55 AM - 10:45 AM	HH1308	David M Welsch	

**ECON 359 COMPARATIVE ECONOMIC SYSTEMS ...** *Study of the modern theories of capitalism and socialism and their variants. Examination of the origin, organization, operation and performance of alternative economic systems. Contemporary economies considered are those of United States, Russia, China, Japan and selected economies from Eastern and Western Europe. Emphasis is on reform/transition efforts in these economies.*

**PREREQ: ECON 202 OR ECON 211**

#5453 Section 01	[units: 3]				
09/02-12/22	TR	02:15 PM - 03:30 PM	HH1300	Thomas E Schweigert	

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

**ECON 401 INTERNATIONAL ECONOMICS ...** *The nature, extent and growth of international trade. Comparative advantage as the basis for trade. Distribution of the gains from trade between and within countries. International capital and labor mobility. Growth, technological progress and trade. Tariffs, quotas, subsidies, economic integration. Exchange rates and the balance of payments.*

**PREREQ: ECON 201 OR ECON 212**

#5454 Section 01 [units: 3]

09/02-12/22 TR 09:30 AM - 10:45 AM HH1300 John R Dominguez

**ECON 402 BUSINESS CYCLES ...** *An historical overview and theoretical interpretations of U.S. business cycle experience. U.S. business cycles in a global context, business cycle theories and stabilization policy.*

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

#5455 Section 01 [units: 3]

09/02-12/22 MW 12:30 PM - 01:45 PM HH1300 Yamin S Ahmad

**ECON 404 HISTORY OF ECONOMIC THOUGHT ...** *A study of the development of economic ideas, with emphasis on classical, neo-classical, socialist, Keynesian and institutional schools of thought.*

**PREREQ: ECON 202 OR ECON 211**

#5456 Section 01 [units: 3]

09/02-12/22 MWF 11:00 AM - 11:50 AM HH1300 Daniel Teferra

**ECON 438 URBAN REGIONAL AND TRANSPORT ECONOMICS ...** *The economics of location. Zoning and land use planning. Urban sprawl and the urban/rural periphery. Real estate economics. The urban crisis in the US. The role of the automobile and the highway system. Public policy and the urban environment.*

**PREREQ: ECON 201 OR ECON 212**

#5457 Section 01 [units: 3]

09/02-12/22 TR 12:30 PM - 01:45 PM HH1300 Russell D Kashian

**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**

#6058 Section 01 [units: 1-3]

Instructor Consent

09/02-12/22 Arranged Arranged Russell D Kashian

**ECON 498 INDEPENDENT STUDY ...** *Study of a selected topic or topics under the direction of a faculty member. Repeatable. Department Consent required.*

**PREREQ: JUNIOR STATUS**

#5459 Section 01 [units: 1-3]

Dept. Consent

09/02-12/22 Arranged Arranged David M Welsch

#5460 Section 02 [units: 1-3]

Dept. Consent

09/02-12/22 Arranged Arranged David J Bashaw

#5461 Section 03 [units: 1-3]

Dept. Consent

All class meeting details to be arranged.

#5462 Section 04 [units: 1-3]

Dept. Consent

All class meeting details to be arranged.

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

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

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

#5463 Section 01 [units: 3]

09/02-12/22 W 06:30 PM - 09:00 PM HH1300 Stuart M Glosser

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

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

#5464 Section 22 [units: 2]

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

10/26-12/22 Arranged Arranged WEB BASED Jeffery S Heinrich

**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.**

#5465 Section 01 [units: 2]

NOTE: UW-WAUKESHA

09/02-10/23 T 06:30 PM - 09:50 PM OFF CAMPUS Stuart M Glosser

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#5467 Section 22	[units: 2]	NOTE: Students must have access to the internet and an internet browser. All students enrolled in section 22 will be billed \$550 per credit for all graduate online classes.			
09/02-10/23	Arranged	Arranged	WEB BASED	Stuart M Glosser	

**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.**

#5471 Section 01	[units: 3]				
09/02-12/22	M	06:30 PM - 09:00 PM	HH1301	Yamin S Ahmad	

**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.**

#5474 Section 01	[units: 1-6]				
09/02-12/22	Arranged	Arranged		Russell D Kashian	

## 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

#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] 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	Gene M Toboyek
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**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

<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>
#5268	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	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	

**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] 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	12:30 PM - 01:45 PM	HH2317	Gene M Toboyek	
09/02-12/22	Arranged	Arranged	WEB BASED	Gene M Toboyek	

**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	

<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>
#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	
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**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	

**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	

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

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

**PREREQ: ACCOUNT 701**

#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

#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

Start/End Dates

Meeting Days

Meeting Times

Location

Instructor

Course Topic (if applicable)

## INFORMATION TECHNOLOGY AND BUSINESS EDUCATION

### Information Technology and Business Education

**ITBE 141 CONCEPTS OF BUSINESS ...** Introduction to the organization and operation of the business enterprise system in the American economic system and in a global economy; surveying management, marketing, production, accounting, finance, administrative support, and risk management; career exploration for those in the process of selecting a career; utilizes microcomputer in quantifying business decisions. This course is open to all who have not completed or are currently enrolled in three or more courses from the business and economics area.

#4443 Section 01 [units: 3]

09/02-12/22 TR 08:00 AM - 09:15 AM HH2101 John C Smith Jr

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

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

#4444 Section 01 [units: 3]

09/02-12/22 TR 09:30 AM - 10:45 AM HH3200 Li-Chung Roger Yin

#4445 Section 02 [units: 3]

09/02-12/22 TR 02:15 PM - 03:30 PM HH3200 Li-Chung Roger Yin

**ITBE 245 TECHNOLOGY APPLICATIONS FOR BUSINESS TEACHERS ...** Future business teachers will demonstrate the ability to use the keyboard while applying the touch method. They also will learn how to format business documents and apply rules of the English language to written exercises and business documents. Additionally, students will explore other methods of data entry and current events related to course content.

**PREREQ: BUSINESS EDUCATION, BUSINESS & MARKETING EDUCATION COMPREHENSIVE MAJORS AND MSBE STUDENTS (SECONDARY EMPHASIS)**

#4446 Section 01 [units: 3]

09/02-12/22 M 06:30 PM - 09:00 PM HH3202 Denise L Schulz

S/NC Grading Basis Only

**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**

#4447 Section 01 [units: 3]

09/02-12/22 TR 09:30 AM - 10:45 AM HH2101 George Sargent

#4448 Section 02 [units: 3]

09/02-12/22 MW 02:15 PM - 03:30 PM HH2101 Robert L Horton

#4449 Section 03 [units: 3]

09/02-12/22 TR 02:15 PM - 03:30 PM HH2101 George Sargent

#4450 Section 04 [units: 3]

09/02-12/22 MW 03:45 PM - 05:00 PM HH2101 Robert L Horton

#4451 Section 05 [units: 3]

09/02-12/22 W 06:30 PM - 09:00 PM HH2101 David L Munro

#6046 Section 06 [units: 3]

09/02-12/22 TR 09:30 AM - 10:45 AM HH2311 Andrew P Ciganek

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

**PREREQ: ITBE 280**

#4452 Section 01 [units: 3]

09/02-12/22 TR 11:00 AM - 12:15 PM HH3202 Andrew P Ciganek

**ITBE 300 INTRODUCTION TO BUSINESS AND MARKETING EDUCATION ...** This course is designed to introduce business and marketing education majors to the professions structure, standards, issues, expectations, and career development procedures.

**PREREQ: BUSINESS EDUCATION MAJOR AND JUNIOR STANDING**

#4453 Section 01 [units: 3]

09/02-12/22 W 06:30 PM - 09:00 PM L1230A Lila Waldman

#5775 Section 02 [units: 3] NOTE: A technology fee of \$150 per credit will be charged for this section. Students are encouraged to register well in advance so that we can assess the need for DE sites and make arrangements. Contact Dr. Lila Waldman, Business Education Program Coordinator, with questions (262-472-5475 or waldman@uww.edu).

09/02-12/22 W 06:30 PM - 09:00 PM OFF CAMPUS Lila Waldman

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

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

#4455 Section 01 [units: 3]

09/02-12/22 TR 03:45 PM - 05:00 PM HH3200 Sara C Deschner

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

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

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

#4456 Section 01 [units: 3]

09/02-12/22 TR 12:30 PM - 01:45 PM HH3200 Sara C Deschner

**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.**

#4457 Section 01 [units: 3]

09/02-12/22 TR 09:30 AM - 10:45 AM HH2307 Susan L Holtz

#4459 Section 02 [units: 3]

09/02-12/22 TR 11:00 AM - 12:15 PM HH2307 Susan L Holtz

#4460 Section 03 [units: 3]

NOTE: This is an interactive business communications course which will make significant use of laptop computers. All students are required to bring their own laptop to class every day -- wireless capabilities recommended, but not required.

09/02-12/22 TR 12:30 PM - 01:45 PM HH2307 Denise L Schulz

#4461 Section 04 [units: 3]

09/02-12/22 MW 02:15 PM - 03:30 PM HH2307 Jo Ann R Oravec

#4462 Section 05 [units: 3]

09/02-12/22 TR 02:15 PM - 03:30 PM HH2307 Debra L Towns

#4463 Section 06 [units: 3]

09/02-12/22 MW 03:45 PM - 05:00 PM HH2307 Jo Ann R Oravec

#4464 Section 07 [units: 3]

09/02-12/22 TR 11:00 AM - 12:15 PM HH2311 Denise L Schulz

#4465 Section 08 [units: 3]

09/02-12/22 M 06:30 PM - 09:00 PM HH2307 Jo Ann R Oravec

#4891 Section 09 [units: 3]

09/02-12/22 T 06:30 PM - 09:00 PM HH2307 Debra L Towns

#5968 Section 10 [units: 3]

09/02-12/22 W 06:30 PM - 09:00 PM HH2306 Jo Ann R Oravec

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

**PREREQ: ITBE 353**

#4467 Section 01 [units: 2]

09/02-12/22 TR 09:30 AM - 10:20 AM HH2314 John C Smith Jr

**ITBE 380 BUSINESS INTELLIGENCE: CONCEPTS, METHODS AND TECHNOLOGIES ... Business Intelligence (BI) is the application of information processes, methodologies, and technologies to support analysis and decision making in organizations. This course will provide students with an understanding of: the basic concepts of BI, the role of BI in today's organizations, the methodologies involved in creating effective BI systems, and the tools that are available to support BI applications.**

**PREREQ: ITBE 280 OR MCS 214 AND ECON 245 OR MATH 231 OR MATH 342**

#4845 Section 01 [units: 3]

09/02-12/22 TR 11:00 AM - 12:15 PM HH2314 Robert L Leitheiser

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

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

#4468 Section 01 [units: 3]

09/02-12/22 MW 02:15 PM - 03:30 PM HH2309 Andrew P Ciganek

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

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

#4469 Section 01 [units: 1]

09/02-10/23 M 05:05 PM - 06:25 PM HH2101 John C Smith Jr

S/NC Grading Basis Only

#4470 Section 02 [units: 1]

10/26-12/22 M 05:05 PM - 06:25 PM HH2101 John C Smith Jr

S/NC Grading Basis Only

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#4471	Section 22	[units: 1]	NOTE: The tuition for online courses in the College of Business and Economics is \$360 per credit for both resident and non-resident students.		
10/26-12/22	Arranged	Arranged	WEB BASED	John C Smith Jr	
S/NC Grading Basis Only					

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

**PREREQ: ITBE 331 AND ITBE 332**

#4472	Section 01	[units: 3]			
09/02-12/22	TR	11:00 AM - 12:15 PM	HH3200	Sara C Deschner	

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

**PREREQ: ITBE 331 AND ITBE 332**

#4473	Section 01	[units: 3]			
09/02-12/22	M	06:30 PM - 09:00 PM	HH3200	Li-Chung Roger Yin	

**ITBE 460 PRINCIPLES OF CAREER AND TECHNICAL EDUCATION ...** History and development of vocational education both in the United States and Wisconsin are explored. The administrative structure of vocational education at the local, state, and national levels is outlined. Vocational program areas are discussed with emphasis given to issues, trends, and problems in vocational education. Meets the Department of Public Instruction's course requirement for vocational certification and fulfills one of the certification requirements of the Wisconsin Technical College System.

**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.**

#4474	Section 22	[units: 2]	NOTE: Students must have access to the internet and an internet browser.		
09/02-12/22	Arranged	Arranged	WEB BASED	Lila Waldman	

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

**PREREQ: 75 CREDITS TOWARD DEGREE**

#4476	Section 01	[units: 3]	NOTE: You do not need to take this course if you have completed ITBE 280.		
09/02-12/22	TR	09:30 AM - 10:45 AM	HH2101	George Sargent	
#4477	Section 02	[units: 3]	NOTE: You do not need to take this course if you have completed ITBE 280.		
09/02-12/22	MW	02:15 PM - 03:30 PM	HH2101	Robert L Horton	
#4478	Section 03	[units: 3]	NOTE: You do not need to take this course if you have completed ITBE 280.		
09/02-12/22	TR	02:15 PM - 03:30 PM	HH2101	George Sargent	
#4479	Section 04	[units: 3]	NOTE: You do not need to take this course if you have completed ITBE 280.		
09/02-12/22	MW	03:45 PM - 05:00 PM	HH2101	Robert L Horton	
#4480	Section 05	[units: 3]	NOTE: You do not need to take this course if you have completed ITBE 280.		
09/02-12/22	W	06:30 PM - 09:00 PM	HH2101	David L Munro	
#6047	Section 06	[units: 3]			
09/02-12/22	TR	09:30 AM - 10:45 AM	HH2311	Andrew P Ciganek	

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

#4481	Section 01	[units: 1-3]			Dept. Consent
09/02-12/22	Arranged	Arranged		John D Chenoweth	

**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.**

#5995	Section 01	[units: 1]	NOTE: A technology fee of \$50 per credit will be charged for this course. This course begins September 9th, 2009 and ends September 22nd, 2009.			Instructor Consent
09/09-09/22	Arranged	Arranged	WEB BASED	John D Chenoweth	INTRO WEB DESIGN	
09/09-09/22	Arranged	Arranged	WEB BASED	Paul Ambrose	INTRO WEB DESIGN	
#5996	Section 02	[units: 1]	NOTE: A technology fee of \$50 per credit will be charged for this course. This course begins October 7th, 2009 and ends October 20th, 2009.			Instructor Consent
10/07-10/20	Arranged	Arranged	WEB BASED	John D Chenoweth	OPEN SOURCE-JOOMLA	
10/07-10/20	Arranged	Arranged	WEB BASED	Paul Ambrose	OPEN SOURCE-JOOMLA	
#5997	Section 03	[units: 1]	NOTE: A technology fee of \$50 per credit will be charged for this course. This course begins November 4th, 2009 and ends November 17th, 2009.			Instructor Consent
11/04-11/17	Arranged	Arranged	WEB BASED	John D Chenoweth	E-COMMERCE WEBSITES-JOOMLA	
11/04-11/17	Arranged	Arranged	WEB BASED	Paul Ambrose	E-COMMERCE WEBSITES-JOOMLA	

Class#	Section	(Units)	General Education Designation (if any)				Consent
Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)		
#5998	Section 04	[units: 1]	NOTE: A technology fee of \$50 per credit will be charged for this course. This course begins December 2nd, 2009 and ends December 22nd, 2009.				Instructor Consent
12/02-12/22	Arranged	Arranged	WEB BASED	John D Chenoweth	COMPONENT DEVELOP-JOOMLA		
12/02-12/22	Arranged	Arranged	WEB BASED	Paul Ambrose	COMPONENT DEVELOP-JOOMLA		

**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.**

#4482	Section 01	[units: 1-3]					Instructor Consent
09/02-12/22	Arranged	Arranged		John D Chenoweth			

**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**

#4484	Section 01	[units: 1-3]					Dept. Consent
09/02-12/22	Arranged	Arranged		John C Smith Jr			
S/NC Grading Basis Only							
#6070	Section 02	[units: 1-3]					Dept. Consent
09/02-12/22	Arranged	Arranged		John D Chenoweth			
S/NC Grading Basis Only							
#6071	Section 03	[units: 1-3]					Dept. Consent
09/02-12/22	Arranged	Arranged		John D Chenoweth			
S/NC Grading Basis Only							
#6121	Section 04	[units: 1-3]					Dept. Consent
10/26-12/22	Arranged	Arranged		Li-Chung Roger Yin			
S/NC Grading Basis Only							

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

**ITBE 500 INTRODUCTION TO BUSINESS AND MARKETING EDUCATION ... This course is designed to introduce potential business and marketing education teachers to the major and to the profession. Students begin their culminating experience in this class by developing a successful applied research proposal for research with their academic advisor.**

#4454	Section 01	[units: 3]					
09/02-12/22	W	06:30 PM - 09:00 PM	L1230A	Lila Waldman			
#5776	Section 02	[units: 3]	NOTE: A technology fee of \$150 per credit will be charged for this section. Students are encouraged to register well in advance so that we can assess the need for DE sites and make arrangements. Contact Dr. Lila Waldman, Business Education Program Coordinator, with questions (262-472-5475 or waldmanl@uwv.edu).				
09/02-12/22	W	06:30 PM - 09:00 PM	OFF CAMPUS	Lila Waldman			

**ITBE 660 PRINCIPLES OF CAREER & TECHNICAL EDUCATION ... History and development of vocational education both in the United States and Wisconsin are explored. The administrative structure of vocational education at the local, state, and national levels is outlined. Vocational program areas are discussed with emphasis given to issues, trends, and problems in vocational education. Requirement for vocational certification and fulfills one of the certification requirements of the Wisconsin Technical College System.**

#4475	Section 22	[units: 2]	NOTE: Students must have access to the internet and an internet browser.				
09/02-12/22	Arranged	Arranged	WEB BASED	Lila Waldman			

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

#5999	Section 01	[units: 1]	NOTE: A technology fee of \$50 per credit will be charged for this course. This course begins September 9th, 2009 and ends September 22nd, 2009.				
09/09-09/22	Arranged	Arranged	WEB BASED	John D Chenoweth	INTRO WEB DESIGN		
09/09-09/22	Arranged	Arranged	WEB BASED	Paul Ambrose	INTRO WEB DESIGN		
#6000	Section 02	[units: 1]	NOTE: A technology fee of \$50 per credit will be charged for this course. This course begins October 7th, 2009 and ends October 20th, 2009.				
10/07-10/20	Arranged	Arranged	WEB BASED	John D Chenoweth	OPEN SOURCE-JOOMLA		
10/07-10/20	Arranged	Arranged	WEB BASED	Paul Ambrose	OPEN SOURCE-JOOMLA		
#6001	Section 03	[units: 1]	NOTE: A technology fee of \$50 per credit will be charged for this course. This course begins November 4th, 2009 and ends November 17th, 2009				
11/04-11/17	Arranged	Arranged	WEB BASED	John D Chenoweth	E-COMMERCE WEBSITES-JOOMLA		
11/04-11/17	Arranged	Arranged	WEB BASED	Paul Ambrose	E-COMMERCE WEBSITES-JOOMLA		
#6002	Section 04	[units: 1]	NOTE: A technology fee of \$50 per credit will be charged for this course. This course begins December 2nd, 2009 and ends December 22nd, 2009.				
12/02-12/22	Arranged	Arranged	WEB BASED	John D Chenoweth	COMPONENT DEVELOP-JOOMLA		
12/02-12/22	Arranged	Arranged	WEB BASED	Paul Ambrose	COMPONENT DEVELOP-JOOMLA		

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

**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**

#4485 Section 01 [units: 3]  
09/02-12/22 T 06:30 PM - 09:00 PM HH2306 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.

#4486 Section 01 [units: 2]  
09/02-10/23 W 06:15 PM - 09:35 PM HH2307 Susan L Holtz

#4487 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 Robert M Schramm

**ITBE 775 BUSINESS TELECOMMUNICATIONS ...** The business analyses of the multifaceted regulatory issues, economic factors, management practices, and technological forces underpinning the telecommunications and information systems industry. The course is equally concerned with providing the student with the analytical tools and industry trends that will facilitate continued study and analyses of telecommunications after completion of the course.

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

#4488 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. Dept. Consent

09/02-10/23 Arranged Arranged WEB BASED John D Chenoweth

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

#4489 Section 01 [units: 1-3]  
09/02-12/22 Arranged Arranged John D Chenoweth

#4490 Section 02 [units: 1-3]  
09/02-12/22 Arranged Arranged Lila Waldman

#4491 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.

09/02-12/22 Arranged Arranged WEB BASED John D Chenoweth

## INTERDEPARTMENTAL

### Business & Economics Interdepartmental

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

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

#4553 Section 01 [units: 3-12] Instructor Consent  
09/02-12/22 Arranged Arranged Robert A Gruber

## MANAGEMENT

### Management

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

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

#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

#4758 Section 05 [units: 3]  
09/02-12/22 TR 04:45 PM - 06:00 PM HH2200 Jeff C Janz

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

<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>
#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]					NOTE: Section 8 meets at 2:15-3:30 on Tuesdays. This section is a hybrid class requiring the internet as well as class attendance.
09/02-12/22	T	02:15 PM - 03:30 PM	HH2308	Helena M Addae	
09/02-12/22	Arranged	Arranged	WEB BASED	Helena M Addae	
#4762 Section 09 [units: 3]					NOTE: Section 9 meets at 2:15-3:30 on Thursdays. This section is a hybrid class requiring the internet as well as class attendance.
09/02-12/22	R	02:15 PM - 03:30 PM	HH2308	Helena M Addae	
09/02-12/22	Arranged	Arranged	WEB BASED	Helena M Addae	
#4763 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	Richard J Wagner	

**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]					NOTE: Section 7 meets at 12:30-1:45 on Thursdays. This section is a hybrid class requiring the internet as well as class attendance.
09/02-12/22	R	12:30 PM - 01:45 PM	HH1306	Manohar S Madan	
09/02-12/22	Arranged	Arranged	WEB BASED	Manohar S Madan	
#4969 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	Manohar S Madan	
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	

**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]					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	Kaviraj Praveen Parboteeah	

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

**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)
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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

#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: MANAGEMENT 719, MANAGEMENT 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

## 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.**

#5303 Section 01 [units: 3]

09/02-12/22 MW 08:00 AM - 09:15 AM HH1000 Jimmy W Peltier

#5307 Section 02 [units: 3]

09/02-12/22 TR 09:30 AM - 10:45 AM HH2303 Ann S Roe

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

<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>
#5313	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.		
09/02-12/22	Arranged	Arranged	WEB BASED	Marilyn A Lavin	

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

**PREREQ: MARKETING 311 AND ECON 245**

#5314	Section 01	[units: 3]			
09/02-12/22	MW	08:00 AM - 09:15 AM	HH2303	Andrew J Dahl	
#5318	Section 02	[units: 3]			
09/02-12/22	MW	09:30 AM - 10:45 AM	HH2303	Andrew J Dahl	

**MARKETNG 337 RETAIL MANAGEMENT ... This class addresses the particular issues related to marketing to ultimate consumers. Particular attention is given to the role of retailing in the economy, retail mathematics, merchandising, technology, and global expansion.**

**PREREQ: MARKETING 311**

#5319	Section 01	[units: 3]			
09/02-12/22	TR	09:30 AM - 10:45 AM	HH2309	Marilyn A Lavin	

**MARKETNG 350 INTEGRATED MARKETING COMMUNICATIONS ... Theory and concepts employed by organizations in presenting promotional messages through various communication media. Management strategy in promotion and the problems encountered will be emphasized.**

**PREREQ: MARKETING 311**

#5328	Section 01	[units: 3]			
09/02-12/22	TR	09:30 AM - 10:45 AM	HH2300	Amanda Helm	
#5332	Section 02	[units: 3]			
09/02-12/22	TR	11:00 AM - 12:15 PM	HH2300	Ann S Roe	
#5347	Section 03	[units: 3]			
09/02-12/22	TR	12:30 PM - 01:45 PM	HH2300	Amanda Helm	

**MARKETNG 360 ENTREPRENEURIAL MARKETING ... The course focuses on key marketing strategies relevant for new businesses and/or new product launches. Students will apply marketing concepts to the wide range of business challenges facing entrepreneurs. Through experiential learning opportunities, students will apply what they learned for developing comprehensive entrepreneurial marketing plans.**

**PREREQ: MARKETNG 311**

#5348	Section 01	[units: 3]			
09/02-12/22	M	06:30 PM - 09:00 PM	HH2300	Charles A Oelschlaeger	

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

**PREREQ: MARKETING 311**

#5352	Section 01	[units: 3]			
09/02-12/22	TR	11:00 AM - 12:15 PM	HH2309	Amy S Coon	
#5354	Section 02	[units: 3]			
09/02-12/22	TR	02:15 PM - 03:30 PM	HH2309	Amy S Coon	

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

**PREREQ: MARKETING 311**

#5355	Section 01	[units: 3]			
09/02-12/22	TR	11:00 AM - 12:15 PM	HH2102	Yushan Zhao	
#5357	Section 02	[units: 3]			
09/02-12/22	TR	12:30 PM - 01:45 PM	HH2309	Yushan Zhao	

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

**PREREQ: MARKETING 311**

#5358	Section 01	[units: 3]			
09/02-12/22	MW	02:15 PM - 03:30 PM	HH2102	Renee A Pfeifer-Luckett	

**MARKETNG 420 CONSUMER BEHAVIOR ... Survey of social science theories pertinent to information processing, human behavior, and social interaction. Emphasis is placed on using this information to develop marketing strategies.**

**PREREQ: MARKETING 311**

#5360	Section 01	[units: 3]			
09/02-12/22	TR	03:45 PM - 05:00 PM	HH2309	Amanda Helm	

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

**MARKETNG 429 PERSONAL SELLING AND SALES MANAGEMENT ...** A seminar in the art and science of selling. Examined and probed in depth will be the whys and hows of selling theories, principles, techniques, practices and the basics of sales force management.

**PREREQ: MARKETING 311**

#5361 Section 01 [units: 3]

09/02-12/22 MW 09:30 AM - 10:45 AM HH2300 Dennis A Kopf

#5363 Section 02 [units: 3]

09/02-12/22 MW 11:00 AM - 12:15 PM HH2300 Dennis A Kopf

#5365 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.

09/02-12/22 Arranged Arranged WEB BASED Sharon A Roy

**MARKETNG 430 ENTREPRENEURIAL AND ADVANCED SALES TECHNIQUES ...** Selling is a critical criterion for successful enterprises. This course provides advanced hands-on and practical approaches for selling new products/services, obtaining new customers, launching new enterprises, or for creating relationships in other entrepreneurial selling scenarios. Through video and other technologies, students will present interactive solutions for developing strong customer relationships.

**PREREQ: MARKETNG 311, MARKETNG 429 AND UPPER LEVEL BUSINESS REQUIREMENT**

#5777 Section 01 [units: 3]

09/02-12/22 MW 12:30 PM - 01:45 PM HH2300 Dennis A Kopf

**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**

#5369 Section 01 [units: 3]

09/02-12/22 MW 11:00 AM - 12:15 PM HH2309 Sharon A Roy

#5371 Section 02 [units: 3]

09/02-12/22 MW 12:30 PM - 01:45 PM HH2309 Sharon A Roy

**MARKETNG 444 DIRECT AND MULTICHANNEL 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**

#5375 Section 01 [units: 3]

09/02-12/22 MW 09:30 AM - 10:45 AM HH2102 Renee A Pfeifer-Luckett

#5379 Section 02 [units: 3]

09/02-12/22 MW 11:00 AM - 12:15 PM HH2102 Renee A Pfeifer-Luckett

#5384 Section 03 [units: 3]

09/02-12/22 TR 09:30 AM - 10:45 AM HH2102 Renee A Pfeifer-Luckett

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

**PREREQ: MARKETING 311**

#5387 Section 01 [units: 3]

09/02-12/22 TR 02:15 PM - 03:30 PM HH2102 Pavan R Chennamaneni

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

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

#5390 Section 01 [units: 3]

09/02-12/22 MW 08:00 AM - 09:15 AM HH2309 Carol Scovotti

**MARKETNG 493 INTERNSHIP IN MARKETING ...** A marketing internship consists of a structured-supervised work experience within a major area of marketing concentration within the department. The internship experience offers students opportunities to apply classroom learning to the needs of the sponsoring internship company and to acquire some new skill sets during this process. Internships consist of 15-20 hours of work/week during the semester. A minimum of 150 hours work is required for a 3 credit internship. Only one MARKETNG 493 course allowed to count towards major or minor.

**MARKETNG 311, JR ST, UPPER LVL**

#5778 Section 01 [units: 1-3]

09/02-12/22 Arranged Arranged Sharon A Roy

Instructor Consent

**MARKETNG 493D INTERNSHIP IN MARKETING - DIRECT AND INTERACTIVE EMPHASIS ...** Structured-supervised work experience for students interested in a Direct and Interactive Emphasis. Internship experiences offer students an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor.

**PREREQ: MARKETING 311**

#5779 Section 01 [units: 3]

09/02-12/22 Arranged Arranged Sharon A Roy

Instructor Consent

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

**MARKETNG 493E INTERNSHIP IN MARKETING - ENTREPRENEURIAL MARKETING EMPHASIS ...** *Structured-supervised work experience for students interested in an Entrepreneurial Marketing Emphasis. The internship experience offers the student an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor.*

**PREREQ: MARKETING 311**

#5780 Section 01 [units: 3] Instructor Consent

09/02-12/22 Arranged Arranged Sharon A Roy

**MARKETNG 493I INTERNSHIP IN MARKETING - IMC EMPHASIS ...** *Structured-supervised work experience for students interested in an Integrated Marketing Communication Emphasis. Internships offer students an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor.*

**PREREQ: MARKETING 311**

#5781 Section 01 [units: 3] Instructor Consent

09/02-12/22 Arranged Arranged Sharon A Roy

**MARKETNG 493S INTERNSHIP IN MARKETING - SALES EMPHASIS ...** *This course is a structured-supervised work experience within the sales function. The internship experience offers the student an opportunity to merge course work with day-to-day activities in business. Not more than 3 internship credits will apply towards major or minor.*

**PREREQ: MARKETING 311**

#5782 Section 01 [units: 3] Instructor Consent

09/02-12/22 Arranged Arranged Sharon A Roy

**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**

#5399 Section 01 [units: 1-3] Dept. Consent

09/02-12/22 Arranged Arranged Jimmy W Peltier

#5403 Section 02 [units: 1-3] Dept. Consent

09/02-12/22 Arranged Arranged Carol Scovotti

#5409 Section 03 [units: 1-3] Dept. Consent

09/02-12/22 Arranged Arranged Amanda Helm

#5415 Section 04 [units: 1-3] Dept. Consent

09/02-12/22 Arranged Arranged Sharon A Roy

#5819 Section 05 [units: 1-3] Dept. Consent

09/02-12/22 Arranged Arranged Amy S Coon

#6051 Section 06 [units: 1-3] Dept. Consent

09/02-12/22 Arranged Arranged Ann S Roe

#6067 Section 07 [units: 1-3] Dept. Consent

09/02-12/22 Arranged Arranged Dennis A Kopf

\*\*\* 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**

#5417 Section 01 [units: 2]

09/02-12/22 W 06:30 PM - 08:10 PM HH2309 Maxwell K Hsu

#5418 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.

09/02-12/22 Arranged Arranged WEB BASED Maxwell K Hsu

**MARKETNG 761 INTERNATIONAL BUSINESS (MARKETING) ...** *Fundamental aspects of international business will be studied. Emphasis is placed on decision making in an international setting and appraisal of market opportunities worldwide. Cases will be used to illustrate operational problems of multinational organizations as well as international intermediaries. Prereq: MARKETNG 716 or equivalent*

**PREREQ: MARKETNG 716 OR EQUIVALENT AND GRAD LEVEL BUSINESS REQUIREMENT**

#5419 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 Carol Scovotti

**MARKETNG 766 ETHICS IN THE MARKETPLACE ...** *This course will focus primarily on issues related to the business/customer relationship, with customers being defined as both other organizations and consumers. The course will emphasize current issues such as privacy rights, pricing ethics, promotional tactics and targeting. Students will discuss topics, analyze cases, and write essays defending their opinions and suggesting strategies. The course will provide examples of both exemplary and poor business behavior.*

**PREREQ: MARKETNG 716 OR EQUIVALENT**

#5420 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.

10/26-12/22 Arranged Arranged WEB BASED Lois J Smith

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

**MARKETNG 770 PRODUCT INNOVATION AND PRICING ...** An in-depth examination of the theoretical framework and empirical findings as they relate to the development and pricing of new products. The marketing tasks of new product development and existing product management will be examined in an innovation context. Current methods of setting prices will also be discussed. Prereq: **MARKETING 716** or consent of instructor

**PREREQ: MARKETNG 716 OR EQUIVALENT**

#5421 Section 01 [units: 3] NOTE: UW-WAUKESHA  
09/02-12/22 W 06:15 PM - 08:45 PM OFF CAMPUS Yushan Zhao

**MARKETNG 775 DATABASE MARKETING ...** This course is designed to increase students' understanding of how technology, specifically the customer database, is used to design and implement marketing strategies. Special attention will be devoted to understanding one-to-one buyer-seller relationships, studying the types of information needed in a customer database, and how this information can be integrated into the marketing decision making process. Special attention is devoted to utilizing statistical analyses to understanding relationships.

**PREREQ: MARKETNG 716 OR EQUIVALENT AND MARKETNG 731 OR MARKETNG 732**

#5422 Section 01 [units: 3]  
09/02-12/22 R 06:30 PM - 09:00 PM HH2309 Pavan R Chennamaneni

**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.**

#5424 Section 01 [units: 1-3]  
09/02-12/22 Arranged Arranged Jimmy W Peltier

#5425 Section 02 [units: 1-3]  
09/02-12/22 Arranged Arranged Carol Scovotti

#5426 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.

09/02-12/22 Arranged Arranged WEB BASED Marilyn A Lavin

## SCHOOL BUSINESS MANAGEMENT

### School Business Management

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

**SCHBUSMG 770 SCHOOL FINANCE AND ACCOUNTING ...** School Finance and Accounting is designed for administrators and other school personnel who desire to learn the principles and concepts of school accounting; auditing and financial reporting; major sources of revenue; and cost management and investment techniques.

#4559 Section 01 [units: 3] NOTE: This class will likely be 1-2 face-to-face meetings in Whitewater (Dates TBA) as well as on-line components.  
09/02-12/22 R 06:00 PM - 09:15 PM L1230A Bambi L Statz  
09/02-12/22 R 06:00 PM - 09:15 PM L1230A Debra L Towns

#4560 Section 02 [units: 3] NOTE: Students are encouraged to register well in advance so that we can assess the need for DE sites and make arrangements. Contact Dr. Bambi Statz, SBM Program Coordinator, with questions (608-849-5602 or statzb@uww.edu). This class will likely be 1-2 face-to-face meetings in Whitewater (Dates TBA) as well as on-line components.

09/02-12/22 R 06:00 PM - 09:15 PM OFF CAMPUS Bambi L Statz  
09/02-12/22 R 06:00 PM - 09:15 PM OFF CAMPUS Debra L Towns

**SCHBUSMG 777 SCHOOL AUXILIARY SERVICES MANAGEMENT ...** This course is designed for students seeking background knowledge and training in the management of school auxiliary services. The course emphasizes the processes and procedures necessary in the management of food services operations, school transportation operations and plant/maintenance operations. Restricted to students admitted to School Business Management Degree program or with consent of Program Coordinator.

**PREREQ: RESTRICTED TO STUDENTS ADMITTED TO THE SCHOOL BUSINESS MANAGEMENT DEGREE PROGRAM.**

#4561 Section 01 [units: 3]  
09/02-12/22 T 06:00 PM - 09:15 PM L1230A Roger W Price  
09/02-12/22 T 06:00 PM - 09:15 PM L1230A Doreen M Treuden

#4562 Section 02 [units: 3] NOTE: Students are encouraged to register well in advance so that we can assess the need for DE sites and make arrangements. Contact Dr. Bambi Statz, SBM Program Coordinator, with questions (608-849-5602 or statzb@uww.edu).

09/02-12/22 T 06:00 PM - 09:15 PM OFF CAMPUS Roger W Price  
09/02-12/22 T 06:00 PM - 09:15 PM OFF CAMPUS Doreen M Treuden

**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**

#4563 Section 01 [units: 1-6] NOTE: The system defaults to 1 credit, please be sure to input 3 credits to meet the full requirement. If questions, contact Dr. Bambi Statz, SBM Program Coordinator at 608-849-5602 or statzb@uww.edu.

09/02-12/22 Arranged Arranged Bambi L Statz

**SCHBUSMG 790 WORKSHOP ...** Variable topics. Group activity oriented presentations emphasizing `hands on` and participatory instructional techniques.

#5783 Section 01 [units: 3] NOTE: This class is intended for practitioners and students nearing completion of the SBM Program. State/regional professional development activities such as conferences and workshops make up a portion of this course. Contact SBM Program Coordinator, Dr. Bambi Statz, with questions about eligibility or enrollment at (608) 849-5602 or statzb@uww.edu.

09/02-12/22 T 04:30 PM - 06:00 PM L1230A Roger W Price CURRENT ISSUES IN SCH BUS MANG

<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>
#5784 Section 02 [units: 3]		NOTE: This class is intended for practitioners and students nearing completion of the SBM Program. State/regional professional development activities such as conferences and workshops make up a portion of this course. Contact SBM Program Coordinator, Dr. Bambi Statz, with questions about eligibility or enrollment at (608) 849-5602 or statzb@uww.edu.			
09/02-12/22	T	04:30 PM - 06:00 PM	OFF CAMPUS	Roger W Price	CURRENT ISSUES IN SCH BUS MANG

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

#4564 Section 01 [units: 1-3]

All class meeting details to be arranged.