

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

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

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

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

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

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

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

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

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

**SPECIAL STUDENTS:**

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

**COMMON EXAMINATIONS:**

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

**GRADUATE STUDENTS:**

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

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

**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.**

#4704	Section 01	[units: 3]	Gen Ed Social Science (GS)				
	01/19-05/19	MWF	08:50 AM - 09:40 AM	HH2101	Daniel Teferra		
#4705	Section 02	[units: 3]	Gen Ed Social Science (GS)				
	01/19-05/19	MWF	08:50 AM - 09:40 AM	HH2311	David M Welsch		
#5048	Section 03	[units: 3]	Gen Ed Social Science (GS)				
	01/19-05/19	TR	09:30 AM - 10:45 AM	HH2203	Kristen K Roche		
#5049	Section 04	[units: 3]	Gen Ed Social Science (GS)				
	01/19-05/19	MWF	09:55 AM - 10:45 AM	HH2101	David M Welsch		

<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>
#5050 Section 05 [units: 3]	Gen Ed Social Science (GS)	NOTE: Supplemental Instruction section has a student leader for extra assistance outside of the classroom			
01/19-05/19	MWF	09:55 AM - 10:45 AM	HH1308	Daniel Teferra	
#5051 Section 06 [units: 3]	Gen Ed Social Science (GS)				
01/19-05/19	TR	11:00 AM - 12:15 PM	HH2312	Kristen K Roche	
#5052 Section 07 [units: 3]	Gen Ed Social Science (GS)	NOTE: Aplia - Students must have access to the internet and an internet browser and will be required to pay a \$35 fee to use Aplia, a web-based learning tool/workbook.			
01/19-05/19	MWF	11:00 AM - 11:50 AM	HH1308	Jeffery S Heinrich	
#5053 Section 08H [units: 3]	Gen Ed Social Science (GS)	NOTE: HONORS. Aplia - 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.			
HONORS REQUIREMENT					
01/19-05/19	TR	02:15 PM - 03:30 PM	HH1308	L Denton Marks	
#5054 Section 09 [units: 3]	Gen Ed Social Science (GS)	NOTE: Supplemental Instruction section has a student leader for extra assistance outside of the classroom. Aplia - Students must have access to the internet and an internet browser and will be required to pay a \$35 fee to use Aplia, a web-based learning tool/workbook.			
01/19-05/19	TR	03:45 PM - 05:00 PM	HH1308	L Denton Marks	

**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**

#5064 Section 01 [units: 3]	Gen Ed Social Science (GS)	NOTE: Aplia - 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. Supplemental Instruction section has a student leader for extra assistance outside of the classroom			
01/19-05/19	TR	09:30 AM - 10:45 AM	HH2312	Yamin S Ahmad	
#5065 Section 02 [units: 3]	Gen Ed Social Science (GS)				
01/19-05/19	MWF	11:00 AM - 11:50 AM	HH2101	Massomeh Hajilee	
#5066 Section 03 [units: 3]	Gen Ed Social Science (GS)				
01/19-05/19	TR	11:00 AM - 12:15 PM	HH2101	John R Dominguez	
#5067 Section 04 [units: 3]	Gen Ed Social Science (GS)				
01/19-05/19	MWF	12:05 PM - 12:55 PM	HH2312	Daniel Teferra	
#5068 Section 05 [units: 3]	Gen Ed Social Science (GS)				
01/19-05/19	TR	12:30 PM - 01:45 PM	HH2312	John R Dominguez	
#5069 Section 06 [units: 3]	Gen Ed Social Science (GS)				
01/19-05/19	M	06:30 PM - 09:00 PM	HH1308	Daniel Teferra	

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

**PREREQ: SOPHOMORE STATUS**

#5070 Section 01 [units: 3]	Gen Ed Social Science (GS)				
01/19-05/19	MW	02:15 PM - 03:30 PM	HH1308	David J Bashaw	

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

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

#5071 Section 01 [units: 3]					
01/19-05/19	TR	09:30 AM - 10:45 AM	HH1300	Thomas E Schweigert	
#5072 Section 02 [units: 3]	NOTE: Supplemental Instruction section has a student leader for extra assistance outside of the classroom				
01/19-05/19	MWF	09:55 AM - 10:45 AM	HH2312	David J Bashaw	
#5073 Section 03 [units: 3]					
01/19-05/19	MWF	09:55 AM - 10:45 AM	HH1300	Ran Tao	
#5074 Section 04 [units: 3]					
01/19-05/19	MWF	11:00 AM - 11:50 AM	HH1300	Ran Tao	
#5075 Section 05 [units: 3]					
01/19-05/19	TR	11:00 AM - 12:15 PM	HH1300	Thomas E Schweigert	
#5076 Section 06 [units: 3]					
01/19-05/19	MWF	12:05 PM - 12:55 PM	HH1300	David J Bashaw	
#5077 Section 07 [units: 3]					
01/19-05/19	TR	12:30 PM - 01:45 PM	HH1300	Thomas E Schweigert	
#5079 Section 08 [units: 3]					
01/19-05/19	MWF	01:10 PM - 02:00 PM	HH1300	Massomeh Hajilee	
01/19-05/19	MWF	01:10 PM - 02:00 PM	HH1300	Jessica A Cole	
#5080 Section 09 [units: 3]					
01/19-05/19	TR	02:15 PM - 03:30 PM	HH1300	Kristen K Roche	

<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>
#5081 Section 10 [units: 3]					
01/19-05/19	MW	02:15 PM - 03:30 PM	HH1300	Massomeh Hajilee	
01/19-05/19	MW	02:15 PM - 03:30 PM	HH1300	Jessica A Cole	
#5082 Section 11 [units: 3]					
01/19-05/19	T	06:30 PM - 09:00 PM	HH1300	Kristen K Roche	
#5473 Section 12 [units: 3]					
01/19-05/19	MWF	11:00 AM - 11:50 AM	HH1301	David J Bashaw	

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

**PREREQ: ECON 202 AND MATH 243 OR MATH 250 OR MATH 253, AND ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#5084 Section 01 [units: 3] NOTE: Students must have access to the internet and an internet browser and will be required to pay a \$35 fee to use Aplia, a web-based learning tool/workbook.

01/19-05/19	TR	02:15 PM - 03:30 PM	HH1301	Yamin S Ahmad
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**ECON 345 BUSINESS STATISTICS II ...** *The second course in statistics is a course in applied regression analysis. It begins with a review and extension of descriptive statistics, probability and statistical inference as presented in a first course before going on to a detailed treatment of simple and multiple regression.*

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

#4706 Section 01 [units: 3]				
01/19-05/19	MW	11:00 AM - 12:15 PM	HH2311	David M Welsch

**ECON 353 ECONOMICS OF LABOR MARKETS AND POLICIES ...** *A study of the demand for and supply of labor with particular emphasis upon: the behavior of labor markets; economic theories of wage determination; labor institutions and their historical evolution; labor-management relations; the effects of public policy.*

**PREREQ: ECON 201 OR ECON 212 AND ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#5085 Section 01 [units: 3]				
01/19-05/19	TR	11:00 AM - 12:15 PM	HH1301	L Denton Marks

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

#5086 Section 01 [units: 3]				
01/19-05/19	TR	12:30 PM - 01:45 PM	HH1301	Stuart M Glosser

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

**PREREQ: ECON 202 OR ECON 211 AND ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#5087 Section 01 [units: 3]				
01/19-05/19	TR	09:30 AM - 10:45 AM	HH1301	John R Dominguez

**ECON 413 ADVANCED ECONOMIC ANALYSIS ...** *A survey of fundamental micro and macro economic theory that can be presented as mathematical models. The course emphasizes the use of models in positive economic analysis of areas such as consumer behavior, production, financial markets; and their role in facilitating rigorous analysis and developing testable predictions.*

**PREREQ: ECONOMICS 201 AND MATH 243 OR MATH 250 OR MATH 253 OR CONSENT OF INSTRUCTOR, AND ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#5088 Section 01 [units: 3]				
01/19-05/19	TR	03:45 PM - 05:00 PM	HH1301	Yamin S Ahmad

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

**PREREQ: ECON 201 OR ECON 212 AND ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#5089 Section 01 [units: 3]				
01/19-05/19	MW	09:30 AM - 10:45 AM	HH1301	Massomeh Hajilee
01/19-05/19	MW	09:30 AM - 10:45 AM	HH1301	Jessica A Cole

**ECON 441 INDUSTRIAL ORGANIZATION AND COMPETITIVE STRATEGIES ...** *Application of economic theory and analysis to case studies in American industry in terms of market structure, market conduct, and industry performance. Analysis of the ways business firms and markets are organized and interact, assessment of the outcomes of various types of firm behavior and the performance of markets, and evaluation of the causes and types of market failures.*

**PREREQ: ECON 201 OR ECON 212 AND ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#5090 Section 01 [units: 3]				
01/19-05/19	MW	12:30 PM - 01:45 PM	HH1301	Ran Tao

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

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

**PREREQ: ECON 201 OR ECON 212 AND ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#5091 Section 01 [units: 3]  
01/19-05/19 MW 02:15 PM - 03:30 PM HH1301 Jeffery S Heinrich

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

#5092 Section 01 [units: 1-3] Instructor Consent  
01/19-05/19 Arranged Arranged Jeffery S Heinrich

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

#5093 Section 01 [units: 1-3] Dept. Consent  
01/19-05/19 Arranged Arranged David J Bashaw

#5094 Section 02 [units: 1-3] Dept. Consent  
01/19-05/19 Arranged Arranged David M Welsch

#5095 Section 03 [units: 1-3] Dept. Consent  
All class meeting details to be arranged.

#5096 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.**

#5097 Section 22 [units: 3] NOTE: Online classes will bill at \$550 per credit for all students. Students must have access to the internet and an internet browser.  
01/19-05/19 Arranged Arranged WEB BASED Stuart M Glosser

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

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

#5098 Section 01 [units: 2] NOTE: Aplia - Students must have access to the internet and an internet browser and will be required to pay a \$35 fee to use Aplia, a web-based learning tool/workbook.  
01/19-05/19 T 06:30 PM - 08:10 PM HH1301 L Denton Marks

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

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

#5099 Section 01 [units: 2]  
01/19-03/12 T 06:15 PM - 09:35 PM HH1308 Stuart M Glosser

#5100 Section 02 [units: 2] NOTE: AMERICAN FAMILY MADISON A 2141  
01/19-03/12 M 05:15 PM - 08:30 PM OFF CAMPUS Stuart M Glosser