

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

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

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

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

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

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

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

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

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

**SPECIAL STUDENTS:**

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

**COMMON EXAMINATIONS:**

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

**GRADUATE STUDENTS:**

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

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

**MANAGEMENT****Management**

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

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

#4132	Section 01	[units: 3]				
	01/19-05/19	MW	11:00 AM - 12:15 PM	HH2302	Georgiana Luecker	
#4133	Section 02	[units: 3]				
	01/19-05/19	MW	02:15 PM - 03:30 PM	HH2302	Georgiana Luecker	
#4134	Section 03	[units: 3]				
	01/19-05/19	MW	09:30 AM - 10:45 AM	HH2302	Georgiana Luecker	
#4135	Section 04	[units: 3]				
	01/19-05/19	TR	04:45 PM - 06:00 PM	HH1306	Eric Barber	

<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>
#4136 Section 05 [units: 3]					
01/19-05/19	W	06:30 PM - 09:00 PM	HH2302	Dennis Martin Baskin	
#4137 Section 06 [units: 3]					NOTE: Section 06 meets at 11:00-12:15 on Tuesdays. This section is a hybrid class requiring the internet as well as class attendance.
01/19-05/19	T	11:00 AM - 12:15 PM	HH2308	Helena M Addae	
#4138 Section 07 [units: 3]					NOTE: Section 07 meets at 11:00-12:15 on Thursdays. This section is a hybrid class requiring the internet as well as class attendance.
01/19-05/19	R	11:00 AM - 12:15 PM	HH2308	Helena M Addae	
01/19-05/19	Arranged	Arranged	WEB BASED	Helena M Addae	
#4139 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.
01/19-05/19	Arranged	Arranged	WEB BASED	Helena M Addae	

**MANGEMNT 306 OPERATIONS MANAGEMENT ... The study of contemporary theory, methods and procedures used to manage the production/operations (P/OM) function in service and manufacturing organizations. Included is a thorough overview of the qualitative and quantitative methods used by managers in making the decisions needed to effectively and efficiently transform resource inputs into goods and services.**

**PREREQ: MATH 143 OR MATH 243 OR MATH 250 OR MATH 253 AND (MATH 231 OR ECON 245) 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.**

#4140 Section 01 [units: 3]					
01/19-05/19	MW	09:30 AM - 10:45 AM	HH2100	James R Sisak	
#4141 Section 02 [units: 3]					
01/19-05/19	MW	02:15 PM - 03:30 PM	HH2100	James R Sisak	
#4142 Section 03 [units: 3]					NOTE: Section 03 meets at 9:30-10:45 on Tuesdays. This section is a hybrid class requiring the internet as well as class attendance.
01/19-05/19	T	09:30 AM - 10:45 AM	HH2302	Manohar S Madan	
01/19-05/19	Arranged	Arranged	WEB BASED	Manohar S Madan	
#4143 Section 04 [units: 3]					NOTE: Section 03 meets at 11:00-12:15 on Thursdays. This section is a hybrid class requiring the internet as well as class attendance.
01/19-05/19	R	11:00 AM - 12:15 PM	HH2302	Tom Bramorski	
01/19-05/19	Arranged	Arranged	WEB BASED	Tom Bramorski	
#4144 Section 05 [units: 3]					
01/19-05/19	M	06:30 PM - 09:00 PM	HH1306	Patrick Tierney	
#4145 Section 06 [units: 3]					NOTE: Section 06 meets at 12:30-1:45 on Mondays. This section is a hybrid class requiring the internet as well as class attendance.
01/19-05/19	M	12:30 PM - 01:45 PM	HH2308	Manohar S Madan	
01/19-05/19	Arranged	Arranged	WEB BASED	Manohar S Madan	
#4146 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.
01/19-05/19	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.**

#4147 Section 01 [units: 3]					
01/19-05/19	MW	12:30 PM - 01:45 PM	HH2100	Debra S Malewicki	
01/19-05/19	MW	12:30 PM - 01:45 PM	HH2100	James W Bronson	

**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.**

#4148 Section 01 [units: 3]					
01/19-05/19	TR	03:45 PM - 05:00 PM	HH2305	Xuguang Guo	
#4149 Section 02 [units: 3]					
01/19-05/19	T	06:30 PM - 09:00 PM	HH2302	William C Widen	
#4150 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.
01/19-05/19	Arranged	Arranged	WEB BASED	Richard J Wagner	

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

**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.**

#4151 Section 01 [units: 3]  
01/19-05/19 TR 02:15 PM - 03:30 PM HH2100 Jerry J Gosenpud

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

#4152 Section 01 [units: 3]  
01/19-05/19 TR 09:30 AM - 10:45 AM HH2100 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**

#4153 Section 01 [units: 3]  
01/19-05/19 MW 02:15 PM - 03:30 PM HH2200 Debra S Malewicki  
01/19-05/19 MW 02:15 PM - 03:30 PM HH2200 Jeff P Vanevenhoven  
01/19-05/19 MW 02:15 PM - 03:30 PM HH2200 William L Dougan

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

#4154 Section 01 [units: 3]  
01/19-05/19 TR 12:30 PM - 01:45 PM HH2200 Jerry J Gosenpud

#4155 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.

01/19-05/19 Arranged Arranged WEB BASED Kaviraj Praveen Parboteeah

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

#4156 Section 01 [units: 3]  
01/19-05/19 TR 02:15 PM - 03:30 PM HH2308 Yezdi H Godiwalla

**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 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.**

#4157 Section 01 [units: 3] NOTE: Section 01 meets at 2:15-3:30 on Tuesdays. This section is a hybrid class requiring the internet as well as class attendance.

01/19-05/19 T 02:15 PM - 03:30 PM HH2302 Richard J Wagner  
01/19-05/19 Arranged Arranged WEB BASED Richard J Wagner

**MANGEMNT 429 EMPLOYEE BENEFITS ...** Principles and techniques in the Administration of Employee Benefit Programs. The course will include: Planning, implementation, design and evaluation of major employee benefits, such as medical, disability, pension, profit-sharing, government mandated programs and quality of work life plans.

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

#4159 Section 01 [units: 3]  
01/19-05/19 TR 09:30 AM - 10:45 AM HH2308 Xuguang Guo

#4160 Section 02 [units: 3]  
01/19-05/19 TR 11:00 AM - 12:15 PM HH2100 Xuguang Guo

**MANGEMNT 430 LABOR-MANAGEMENT RELATIONS ...** Study of the relationships between management and organized groups of employees, including labor unions and professional associations. Analysis and evaluation of collective bargaining processes and strategies, current bargaining issues, legal regulations of bargaining, negotiations and administration of collective agreements, factors contributing to conflict and methods of settlement.

**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.**

#4161 Section 01 [units: 3]  
01/19-05/19 TR 09:30 AM - 10:45 AM HH2305 Jon M Werner

<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>
#4162 Section 02 [units: 3]					
01/19-05/19	TR	12:30 PM - 01:45 PM	HH2305	Jon M Werner	

**MANGEMNT 455 INTEGRATION OF OPERATIONS ... Examination in depth of daily operational decision making pertaining to management of operational systems and inventory, inventory models and systems, inventory control, distribution planning and control, scheduling techniques, production authorization, lead time management, supplier interfaces, data requirements and measurement systems. Emphasis is on the interrelationships of these techniques and their applications.**

**PREREQ: MANAGEMENT 306, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#4163 Section 01 [units: 3]					
01/19-05/19	MW	11:00 AM - 12:15 PM	HH2100	James R Sisak	

**MANGEMNT 456 SUPPLY CHAIN MANAGEMENT AND INTERNATIONAL SOURCING ... The course uses a supply chain management framework to study flow of material through global enterprises. Topics include international facility location, global configuration, theory of constraints, international transportation networks, just-in-time systems, supplier management, negotiations for purchasing, sourcing decisions, supplier certification, and bullwhip effect.**

**PREREQ: MANAGEMENT 306, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#4164 Section 01 [units: 3]					
01/19-05/19	W	06:30 PM - 09:00 PM	HH2100	Richard E Kaja	
01/19-05/19	Arranged	Arranged	WEB BASED	Richard E Kaja	

#4165 Section 02 [units: 3] NOTE: Section 02 meets at 2:15-3:30 on Mondays. This section is a hybrid class requiring the internet as well as class attendance.

01/19-05/19	M	02:15 PM - 03:30 PM	HH2305	Manohar S Madan	
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**MANGEMNT 460 PROJECT MANAGEMENT AND ENTERPRISE RESOURCE PLANNING ... Examines the role of Computer Integration of Operations. Topics may include Enterprise Resource Planning (ERP), Computer Aided Design/Manufacturing (CAD/CAM) and project management methodology. Students will be exposed to operational decision support systems through the use of macros and visual basic. This course may require visiting/working with local firms in setting up such systems.**

**PREREQ: MANAGEMENT 306, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#4166 Section 01 [units: 3] NOTE: Section 01 meets at 2:15-3:30 on Wednesdays. This section is a hybrid class requiring the internet as well as class attendance.

01/19-05/19	W	02:15 PM - 03:30 PM	HH2305	Tom Bramorski	
01/19-05/19	Arranged	Arranged	WEB BASED	Tom Bramorski	

**MANGEMNT 465 GLOBAL OPERATIONS STRATEGY ... A study of the integration of operations planning, management, and control to create effective operations strategy within a global perspective. Includes a thorough examination of capacity and supply chain management. Also examines the theory of constraints as used to develop strategic competitive advantage.**

**COREQ: MANAGEMENT 450 OR MANAGEMENT 455 OR MANAGEMENT 456. PREREQ: ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#4167 Section 01 [units: 3]					
01/19-05/19	R	06:30 PM - 09:00 PM	HH1306	Rick Pues	

**MANGEMNT 478 SEMINAR IN HUMAN RESOURCES ... A capstone course required of students in Personnel/Human Resources Management. The course will integrate HR subject matter areas through empirical research. Students will utilize their academic preparation, analytical skills, and communication skills to develop a proposal and prepare a research report.**

**PREREQ: MANAGEMENT 320 OR POLISCI 421 AND SENIOR STANDING AND HR MAJOR OR HR MINOR OR HR MAJOR SAFETY EMP 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.**

#4168 Section 01 [units: 3]					
01/19-05/19	W	06:30 PM - 09:00 PM	HH2308	Merry L Lison	

**MANGEMNT 485 CONSULTING FOR ENTREPRENEURIAL COMPANIES ... The Consulting course exposes students to some of the opportunities and challenges inherent in a career in consulting with small, growth-oriented companies. Students also develop an appreciation of both problems and opportunities faced by entrepreneurs through participating in "hands-on" learning experiences by conducting field case studies and providing consulting services that may involve marketing, management, IT and/or finance.**

**PREREQ: MARKETING 311 OR FNBSLW 344 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.**

#4169 Section 01 [units: 3]					
01/19-05/19	MW	03:45 PM - 05:00 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 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.**

#4170 Section 01 [units: 3]					
01/19-05/19	T	06:30 PM - 09:00 PM	HH2305	Craig W C Schmidt	

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

**MANGEMNT 487 ENTREPRENEURSHIP: NEW VENTURES ...** This course concentrates on how new businesses are started and includes new business start-ups, buyouts and franchising. Objectives are understanding entrepreneurs, and seeking and evaluating opportunities for new ventures. This course assesses the development of ideas that might become business opportunities and examines the merit of those ideas in the marketplace. The writing of business plans and the acquisition of resources to turn opportunities into businesses are also examined.

**PREREQ: SENIOR STANDING AND BUS UPPER DIV**

#5016	Section 01	[units: 3]				
	01/19-05/19	MW	02:15 PM - 03:30 PM	HH2200	Debra S Malewicki	
	01/19-05/19	MW	02:15 PM - 03:30 PM	HH2200	Jeff P Vanevenhoven	
	01/19-05/19	MW	02:15 PM - 03:30 PM	HH2200	William L Dougan	

**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: SR STATUS AND COMPL OF OTHER COBE REQ COURSES (I.E. MGMT 301, MGMT 306, FNBSLW 341, FNBSLW 344, MARKTNG 311, AND ITBE 353) EXCPT ITBE 388, AND ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER & A BUS MAJ TO TAKE 300 OR 400 LEVEL BUS COURSES**

#4171	Section 01	[units: 3]					
	01/19-05/19	TR	09:30 AM - 10:45 AM	HH2200	William A Drago		
#4172	Section 02	[units: 3]					
	01/19-05/19	TR	02:15 PM - 03:30 PM	HH2200	William A Drago		
#4173	Section 03	[units: 3]					
	01/19-05/19	W	06:30 PM - 09:00 PM	HH2200	Craig W C Schmidt		
#4174	Section 04	[units: 3]	NOTE: Section 04 meets at 11:00-12:15 on Tuesdays. This section is a hybrid class requiring the internet as well as class attendance.				
	01/19-05/19	T	11:00 AM - 12:15 PM	HH2200	Jeff P Vanevenhoven		
	01/19-05/19	Arranged	Arranged	WEB BASED	Jeff P Vanevenhoven		
#4175	Section 05	[units: 3]	NOTE: Section 05 meets at 11:00-12:15 on Thursdays. This section is a hybrid class requiring the internet as well as class attendance.				
	01/19-05/19	R	11:00 AM - 12:15 PM	HH2200	Jeff P Vanevenhoven		
	01/19-05/19	Arranged	Arranged	WEB BASED	Jeff P Vanevenhoven		
#4563	Section 06	[units: 3]	NOTE: Section 06 meets at 8:55-12:15 on Mondays and Wednesdays. This section is a hybrid class requiring the internet as well as class attendance.				
	04/19-05/07	MW	08:55 AM - 12:15 PM	HH1306	Yezdi H Godiwalla		
	04/19-05/07	Arranged	Arranged	WEB BASED	Yezdi H Godiwalla		
#4564	Section 07	[units: 3]	NOTE: Section 07 meets at 8:55-12:15 on Tuesdays and Thursdays. This section is a hybrid class requiring the internet as well as class attendance.				
	04/19-05/07	TR	08:55 AM - 12:15 PM	HH1306	Yezdi H Godiwalla		
	04/19-05/07	Arranged	Arranged	WEB BASED	Yezdi H Godiwalla		
#4565	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.				
	01/19-05/19	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, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.**

#4179	Section 01	[units: 2-3]	NOTE: enrolled in this course are required to meet as a group ONE TIME ONLY on Wednesday, January 20, 2010 from 3:45-4:45 in Hyland Hall 4306.			Dept. Consent
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	01/19-05/19	Arranged	Arranged		James R Sisak	
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**MANGEMNT 498 INDEPENDENT STUDY ...** Repeatable for a maximum of 3 credits in major/degree. Department Consent required.

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

#4180	Section 01	[units: 1-3]				Dept. Consent
	01/19-05/19	Arranged	Arranged		Louise Tourigny	
#5479	Section 02	[units: 1-3]				Dept. Consent
	01/19-05/19	Arranged	Arranged		Jon M Werner	
#5480	Section 03	[units: 1-3]				Dept. Consent
	01/19-05/19	Arranged	Arranged		Eric Barber	
#5490	Section 04	[units: 1-3]				Dept. Consent
	01/19-05/19	Arranged	Arranged		Choton Basu	
#5546	Section 05	[units: 1-3]				Dept. Consent
	01/19-05/19	Arranged	Arranged		Jeff P Vanevenhoven	
#5620	Section 06	[units: 1-3]				Dept. Consent
	01/19-05/19	Arranged	Arranged		James W Bronson	

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

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

**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.**

#4185 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

03/15-05/19 Arranged Arranged WEB BASED William A Drago

**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.**

#4186 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

01/19-03/12 Arranged Arranged WEB BASED Jeff P Vanevenhoven

**MANGEMNT 752 CURRENT ISSUES IN COMPENSATION AND BENEFITS ...** An examination of compensation programs in profit/ nonprofit organizations. It is concerned with a detailed study of job structures, job evaluation, performance appraisal, wage surveys, basic systems/plans of compensation, and fringe benefits. Attention is focused on a limited number of topics from these areas so more crucial concepts/methods may be dealt with in-depth.

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

#4188 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

01/19-05/19 Arranged Arranged WEB BASED Richard J Wagner

**MANGEMNT 758 MANAGEMENT AND LABOR RELATIONS ...** Primary concern is with contract negotiation and administration. Emphasis is on understanding the forces affecting the decisions of the parties to a labor contract. A dynamic approach is taken to examine difficulties that arise in attempting to administer a collectively established relationship. Study of conflict resolution including mediation and arbitration.

**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.**

#5374 Section 01 [units: 3]

01/19-05/19 M 06:30 PM - 09:00 PM HH2305 Jon M Werner

**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**

#4190 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

03/15-05/19 Arranged Arranged WEB BASED Kaviraj Praveen Parboteeah

**MANGEMNT 761 SUPPLY CHAIN SYSTEMS ...** The course uses a supply chain management framework to study flow of material. Topics include capacity planning, production systems, production planning, material planning, sourcing, and delivery of products. In addition, the role of information systems in integrating operations throughout the supply chain is discussed. The course uses case studies and research papers.

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

#4191 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

01/19-05/19 Arranged Arranged WEB BASED Tom Bramorski  
01/19-05/19 Arranged Arranged WEB BASED Manohar S Madan

**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**

#5355 Section 01 [units: 3] NOTE: Section 01 meets 6:30-9:99 on Wednesdays. This section is a hybrid class requiring the internet as well as class attendance.

01/19-05/19 W 06:30 PM - 09:00 PM HH1306 Tom Bramorski  
01/19-05/19 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**

#4192 Section 01 [units: 3] NOTE: AMERICAN FAMILY MADISON

01/19-05/19 T 05:15 PM - 07:45 PM OFF CAMPUS Louise Tourigny

**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**

#4193 Section 01 [units: 3]

01/19-05/19 M 06:30 PM - 09:00 PM HH2200 Louise Tourigny

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

**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**

#4194	Section 01	[units: 3]					
	01/19-05/19	R	06:30 PM - 09:00 PM	HH2200	Jerry J Gosenpud		
#5354	Section 02	[units: 3]	NOTE: UW-WAUKESHA S108				
	01/19-05/19	W	06:30 PM - 09:00 PM	OFF CAMPUS	Yezdi H Godiwalla		
#4195	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				
	03/15-05/19	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.**

#4196	Section 01	[units: 2]					
	03/15-05/19	T	06:15 PM - 09:35 PM	HH2200	William L Dougan		
#4197	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				
	03/15-05/19	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.**

#4198	Section 01	[units: 3]					Instructor Consent
	01/19-05/19	Arranged	Arranged		To Be Arranged		

**MANGEMNT 798 INDIVIDUAL STUDIES ...** *Student and adviser decide the study, with the consent of the professor in charge of the study and the approval of the College Graduate Studies Committee. Consult the Associate Dean's Office for further information/limitations.*

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

#4199	Section 01	[units: 1-3]					Dept. Consent
	01/19-05/19	Arranged	Arranged		Richard J Wagner		
#5481	Section 02	[units: 1-3]					Dept. Consent
	01/19-05/19	Arranged	Arranged		William A Drago		
#5547	Section 03	[units: 1-3]					Dept. Consent
	01/19-05/19	Arranged	Arranged		Manohar S Madan		
#5549	Section 04	[units: 1-3]					Dept. Consent
	01/19-05/19	Arranged	Arranged		Kaviraj Praveen Parboteeah		
#4200	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				Dept. Consent
	01/19-05/19	Arranged	Arranged		William A Drago		