

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.

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 & LOWER LVL BUS

#3760 Section 01 [units: 3] NOTE: 1) Exam 1, Friday, February 12, 2010, 3:30 p.m. ÷ 5:20 p.m.; 2) Exam 2, Friday, March 12, 2010, 3:20 p.m. ÷ 5:20 p.m.; 3) Exam 3, Friday, April 16, 2010, 3:20 p.m. ÷ 5:20 p.m.; 4) Exam 4, Monday, May 10, 2010, 8:15 p.m. ÷ 10:15 p.m.
Supplemental Instruction section.

01/19-05/19 MW 09:30 AM - 10:45 AM HH2301 Meifang Xiang

#3761 Section 02 [units: 3] NOTE: 1) Exam 1, Friday, February 12, 2010, 3:30 p.m. ÷ 5:20 p.m.; 2) Exam 2, Friday, March 12, 2010, 3:20 p.m. ÷ 5:20 p.m.; 3) Exam 3, Friday, April 16, 2010, 3:20 p.m. ÷ 5:20 p.m.; 4) Exam 4, Monday, May 10, 2010, 8:15 p.m. ÷ 10:15 p.m.
Supplemental Instruction section.

01/19-05/19 MW 11:00 AM - 12:15 PM HH2301 Meifang Xiang

<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>
#3762 Section 03 [units: 3]	NOTE: 1) Exam 1, Friday, February 12, 2010, 3:30 p.m. ÷ 5:20 p.m.; 2) Exam 2, Friday, March 12, 2010, 3:20 p.m. ÷ 5:20 p.m.; 3) Exam 3, Friday, April 16, 2010, 3:20 p.m. ÷ 5:20 p.m.; 4) Exam 4, Monday, May 10, 2010, 8:15 p.m. ÷ 10:15 p.m.				
01/19-05/19	MW	12:30 PM - 01:45 PM	HH2301	Pamela J Champeau	
#3763 Section 04 [units: 3]	NOTE: 1) Exam 1, Friday, February 12, 2010, 3:30 p.m. ÷ 5:20 p.m.; 2) Exam 2, Friday, March 12, 2010, 3:20 p.m. ÷ 5:20 p.m.; 3) Exam 3, Friday, April 16, 2010, 3:20 p.m. ÷ 5:20 p.m.; 4) Exam 4, Monday, May 10, 2010, 8:15 p.m. ÷ 10:15 p.m.				
01/19-05/19	MW	02:15 PM - 03:30 PM	HH2301	Meifang Xiang	
#3764 Section 05 [units: 3]	NOTE: 1) Exam 1, Friday, February 12, 2010, 3:30 p.m. ÷ 5:20 p.m.; 2) Exam 2, Friday, March 12, 2010, 3:20 p.m. ÷ 5:20 p.m.; 3) Exam 3, Friday, April 16, 2010, 3:20 p.m. ÷ 5:20 p.m.; 4) Exam 4, Monday, May 10, 2010, 8:15 p.m. ÷ 10:15 p.m.				
01/19-05/19	MW	11:00 AM - 12:15 PM	HH2310	Rita Czaja	

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

#3765 Section 01 [units: 3]	NOTE: Common Exams for all sections of ACCOUNT 249: 1) Exam 1, Friday, February 19, 2010, 3:30 pm to 5:30 pm; 2) Exam 2: Friday, March 19, 2010, 3:30 pm to 5:30 pm; 3) Exam 3: Friday, April 16, 2010, 3:30 pm to 5:30 pm; 3) Exam 4, Monday, May 10, 2010, 6:00 pm to 6:00 pm.				
01/19-05/19	TR	09:30 AM - 10:45 AM	HH2310	Joe Gerard	
#3766 Section 02 [units: 3]	NOTE: Common Exams for all sections of ACCOUNT 249: 1) Exam 1, Friday, February 19, 2010, 3:30 pm to 5:30 pm; 2) Exam 2: Friday, March 19, 2010, 3:30 pm to 5:30 pm; 3) Exam 3: Friday, April 16, 2010, 3:30 pm to 5:30 pm; 3) Exam 4, Monday, May 10, 2010, 6:00 pm to 6:00 pm.				
01/19-05/19	TR	02:15 PM - 03:30 PM	HH1314	Rita Czaja	
#3767 Section 03 [units: 3]	NOTE: Common Exams for all sections of ACCOUNT 249: 1) Exam 1, Friday, February 19, 2010, 3:30 pm to 5:30 pm; 2) Exam 2: Friday, March 19, 2010, 3:30 pm to 5:30 pm; 3) Exam 3: Friday, April 16, 2010, 3:30 pm to 5:30 pm; 3) Exam 4, Monday, May 10, 2010, 6:00 pm to 6:00 pm.				
01/19-05/19	TR	11:00 AM - 12:15 PM	HH2310	Joe Gerard	
#3768 Section 04 [units: 3]	NOTE: Common Exams for all sections of ACCOUNT 249: 1) Exam 1, Friday, February 19, 2010, 3:30 pm to 5:30 pm; 2) Exam 2: Friday, March 19, 2010, 3:30 pm to 5:30 pm; 3) Exam 3: Friday, April 16, 2010, 3:30 pm to 5:30 pm; 3) Exam 4, Monday, May 10, 2010, 6:00 pm to 6:00 pm. Supplemental Instruction section.				
01/19-05/19	TR	11:00 AM - 12:15 PM	HH2314	Michael J MacDonald	
#3769 Section 05 [units: 3]	NOTE: Common Exams for all sections of ACCOUNT 249: 1) Exam 1, Friday, February 19, 2010, 3:30 pm to 5:30 pm; 2) Exam 2: Friday, March 19, 2010, 3:30 pm to 5:30 pm; 3) Exam 3: Friday, April 16, 2010, 3:30 pm to 5:30 pm; 3) Exam 4, Monday, May 10, 2010, 6:00 pm to 6:00 pm.				
01/19-05/19	MW	08:00 AM - 09:15 AM	HH2319	Richard G Cummings	
#3770 Section 06 [units: 3]	NOTE: Common Exams for all sections of ACCOUNT 249: 1) Exam 1, Friday, February 19, 2010, 3:30 pm to 5:30 pm; 2) Exam 2: Friday, March 19, 2010, 3:30 pm to 5:30 pm; 3) Exam 3: Friday, April 16, 2010, 3:30 pm to 5:30 pm; 3) Exam 4, Monday, May 10, 2010, 6:00 pm to 6:00 pm.				
01/19-05/19	TR	12:30 PM - 01:45 PM	HH1314	Rita Czaja	
#3771 Section 07 [units: 3]	NOTE: Common Exams for all sections of ACCOUNT 249: 1) Exam 1, Friday, February 19, 2010, 3:30 pm to 5:30 pm; 2) Exam 2: Friday, March 19, 2010, 3:30 pm to 5:30 pm; 3) Exam 3: Friday, April 16, 2010, 3:30 pm to 5:30 pm; 3) Exam 4, Monday, May 10, 2010, 6:00 pm to 6:00 pm.				
01/19-05/19	TR	02:15 PM - 03:30 PM	HH2203	Michael J MacDonald	
#3772 Section 08 [units: 3]	NOTE: Common Exams for all sections of ACCOUNT 249: 1) Exam 1, Friday, February 19, 2010, 3:30 pm to 5:30 pm; 2) Exam 2: Friday, March 19, 2010, 3:30 pm to 5:30 pm; 3) Exam 3: Friday, April 16, 2010, 3:30 pm to 5:30 pm; 3) Exam 4, Monday, May 10, 2010, 6:00 pm to 6:00 pm. Supplemental Instruction section.				
01/19-05/19	TR	02:15 PM - 03:30 PM	HH2310	Joe Gerard	
#4001 Section 09 [units: 3]					
01/19-04/15	T	05:40 PM - 09:00 PM	HH2310	Clayton R Sager	

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

#3774 Section 01 [units: 3]					
01/19-05/19	TR	09:30 AM - 10:45 AM	HH2319	Alka Arora	
#3775 Section 02 [units: 3]					
01/19-05/19	TR	11:00 AM - 12:15 PM	HH2319	Alka Arora	
#3776 Section 03 [units: 3]					
01/19-05/19	TR	12:30 PM - 01:45 PM	HH2319	Alka Arora	
#3777 Section 04 [units: 3]					
01/19-05/19	MW	02:15 PM - 03:30 PM	HH2314	Linda K Amann	
#5310 Section 05 [units: 3]					
01/19-05/19	MW	12:30 PM - 01:45 PM	HH2314	Linda K Amann	

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

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 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.

#3778 Section 01 [units: 3] NOTE: Common Exam Dates: 1) Exam 1, Friday, February 12, 2010, 3:00pm to 5:00 pm; 2) Exam 2, Friday, March 12, 2010, 3:00 pm to 5:00 pm; 3) Exam 3, Friday, April 16, 2010, 3:00 pm to 5:00 pm; 4) Exam 4 will be per the final exam schedule.

01/19-05/19 MW 09:30 AM - 10:45 AM HH2102 Lynn M Hafemeister

#3779 Section 02 [units: 3] NOTE: Common Exam Dates: 1) Exam 1, Friday, February 12, 2010, 3:00pm to 5:00 pm; 2) Exam 2, Friday, March 12, 2010, 3:00 pm to 5:00 pm; 3) Exam 3, Friday, April 16, 2010, 3:00 pm to 5:00 pm; 4) Exam 4 will be per the final exam schedule.

01/19-05/19 MW 11:00 AM - 12:15 PM HH2102 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 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.

#3780 Section 01 [units: 3]

01/19-05/19 MW 09:30 AM - 10:45 AM HH2319 Richard G Cummings

#3781 Section 02 [units: 3]

01/19-05/19 MW 11:00 AM - 12:15 PM HH2319 Richard G Cummings

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

#3782 Section 01 [units: 3]

01/19-05/19 TR 05:05 PM - 06:20 PM HH1314 Peter C Barton

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

#3783 Section 01 [units: 3]

01/19-05/19 MW 12:30 PM - 01:45 PM HH2319 Carol J Normand

#3784 Section 02 [units: 3]

01/19-05/19 MW 02:15 PM - 03:30 PM HH2319 Carol J Normand

ACCOUNT 455 VITA - INCOME TAX E-FILING CLINIC ... This course provides students a hands on opportunity to prepare federal and state income tax returns that will be electronically filed.

PREREQ: ACCOUNT 451 AND/OR PERMISSION OF INSTRUCTOR

#3786 Section 01 [units: 3]

01/19-05/19 T 03:30 PM - 07:45 PM HH3202 Michael J MacDonald

01/19-05/19 S 09:30 AM - 02:30 PM HH3202 Michael J MacDonald

Instructor Consent

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

#3804 Section 01 [units: 3]

01/19-04/15 R 06:30 PM - 09:50 PM HH2310 Clayton R Sager

#3805 Section 02 [units: 3]

04/15-05/20 T 02:15 PM - 04:15 PM HH2319 Clayton R Sager

04/15-05/20 R 04:30 PM - 06:30 PM HH2319 Clayton R Sager

04/15-05/20 MW 02:15 PM - 05:15 PM HH2203 Clayton R Sager

#3807 Section 03 [units: 3]

04/15-05/20 R 02:15 PM - 04:15 PM HH2319 Clayton R Sager

04/15-05/20 T 04:30 PM - 06:30 PM HH2319 Clayton R Sager

04/15-05/20 MW 02:15 PM - 05:15 PM HH2203 Clayton R Sager

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

#3787	Section 01	[units: 3]			
	02/02-02/19	TR	10:50 AM - 12:25 PM	HH2301	Roy C Weatherwax
	03/09-05/19	TR	10:50 AM - 12:25 PM	HH2301	Roy C Weatherwax
#3788	Section 02	[units: 3]			
	02/02-02/19	TR	01:50 PM - 03:25 PM	HH2301	Roy C Weatherwax
	03/09-05/19	TR	01:50 PM - 03:25 PM	HH2301	Roy C Weatherwax
#3789	Section 03	[units: 3]			
	02/02-02/19	TR	05:05 PM - 06:40 PM	HH2301	Roy C Weatherwax
	03/09-05/19	TR	05:05 PM - 06:40 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

#3790	Section 01	[units: 3]			
	01/19-05/19	MW	09:30 AM - 10:45 AM	HH2310	Linda E Holmes
#3797	Section 02	[units: 3]			
	01/19-05/19	TR	03:45 PM - 05:00 PM	HH1314	Peter C Barton

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

#3791	Section 01	[units: 3]			
	01/19-05/19	TR	02:15 PM - 03:30 PM	HH2314	Bill Tatman
#3792	Section 02	[units: 3]			
	01/19-05/19	TR	03:45 PM - 05:00 PM	HH2314	Bill Tatman

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

#3793	Section 01	[units: 2-6]				Dept. Consent
	01/19-05/19	Arranged	Arranged		Bill Tatman	
#3794	Section 02	[units: 2-6]				Dept. Consent
	01/19-05/19	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

#3802	Section 01	[units: 1]	NOTE: ACCOUNT 498 Sec. 01 is for Business Education majors only.			Dept. Consent
	01/19-05/19	Arranged	Arranged		Robert A Gruber	
#3803	Section 02	[units: 1-3]				Dept. Consent
	01/19-05/19	MW	06:00 PM - 10:00 PM	HH2310	To Be Arranged	
	01/19-05/19	TR	06:00 PM - 10:00 PM		To Be Arranged	
#5459	Section 03	[units: 1-3]				Dept. Consent
	01/19-05/19	Arranged	Arranged		Robert A Gruber	
#5531	Section 04	[units: 1-3]				Dept. Consent
	01/19-05/19	Arranged	Arranged		Lynn M Hafemeister	

*** 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 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.

#3795	Section 01	[units: 3]			
	01/19-05/19	MW	09:30 AM - 10:45 AM	HH2319	Richard G Cummings
#3796	Section 02	[units: 3]			
	01/19-05/19	MW	11:00 AM - 12:15 PM	HH2319	Richard G Cummings

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

#3808	Section 01	[units: 3]							Dept. Consent
	01/19-04/15	R	06:30 PM - 09:50 PM	HH2310	Clayton R Sager				
#3809	Section 02	[units: 3]							Dept. Consent
	04/15-05/20	T	02:15 PM - 04:15 PM	HH2319	Clayton R Sager				
	04/15-05/20	R	04:30 PM - 06:30 PM	HH2319	Clayton R Sager				
	04/15-05/20	MW	02:15 PM - 05:15 PM	HH2203	Clayton R Sager				
#3811	Section 03	[units: 3]							Dept. Consent
	04/15-05/20	R	02:15 PM - 04:15 PM	HH2319	Clayton R Sager				
	04/15-05/20	T	04:30 PM - 06:30 PM	HH2319	Clayton R Sager				
	04/15-05/20	MW	02:15 PM - 05:15 PM	HH2203	Clayton R Sager				

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 ration 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.

#3798	Section 01	[units: 2]							
	01/19-05/19	M	06:15 PM - 07:55 PM	HH2301	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

#3799 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.

	01/19-05/19	Arranged	Arranged	WEB BASED	Robert A Gruber				
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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 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.

#3812	Section 01	[units: 3]							
	01/19-05/19	MW	09:30 AM - 10:45 AM	HH2308	Linda E Holmes				

#3814	Section 02	[units: 3]							
	01/19-05/19	TR	03:45 PM - 05:00 PM	HH2301	Peter C Barton				

ACCOUNT 781 ADVANCED ACCOUNTING THEORY I ... This course focuses on accounting theory at an advanced level, including the role of accounting information in forecasting, market efficiency, valuation models, and earnings management. Other topics include the development of accounting theory, positive accounting theory, accrual-based vs. cash-based accounting measures, and economic consequences of accounting disclosures.

PREREQ: ACCOUNT 343 OR CONSENT OF DEPARTMENT

#3800	Section 01	[units: 4]							
	01/19-05/19	F	12:30 PM - 04:30 PM	HH2203	Robert A Gruber				

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.

#4017	Section 01	[units: 1-3]							Dept. Consent
	01/19-05/19	Arranged	Arranged		Robert A Gruber				

#4018	Section 02	[units: 1-3]							Dept. Consent
	01/19-05/19	Arranged	Arranged		Roy C Weatherwax			ADVANCED FINANCIAL ACCOUNTING	

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

#3813	Section 01	[units: 1-3]							Dept. Consent
	01/19-05/19	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.

#3815	Section 01	[units: 1]							Dept. Consent
	01/19-05/19	Arranged	Arranged		Robert A Gruber				

Class#	Section	(Units)	General Education Designation (if any)				Consent
Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)		
#5421	Section 02	[units: 1-3]				Dept. Consent	
01/19-05/19	Arranged	Arranged		Robert A Gruber			
#5422	Section 03	[units: 1-3]				Dept. Consent	
01/19-05/19	Arranged	Arranged		Carol J Normand	ACCT/MGMT INFO SYSTEMS		
#5523	Section 04	[units: 1-3]				Dept. Consent	
01/19-05/19	Arranged	Arranged		Roy C Weatherwax	ADVANCED FINANCIAL ACCOUNTING		
#3816	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	
01/19-05/19	Arranged	Arranged	WEB BASED	To Be Arranged			

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		
#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		

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

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

#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

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

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

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

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]

01/19-05/19 Arranged Arranged Jeffery S Heinrich

Instructor Consent

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]

01/19-05/19 Arranged Arranged David J Bashaw

Dept. Consent

#5094 Section 02 [units: 1-3]

01/19-05/19 Arranged Arranged David M Welsch

Dept. Consent

#5095 Section 03 [units: 1-3]

All class meeting details to be arranged.

Dept. Consent

#5096 Section 04 [units: 1-3]

All class meeting details to be arranged.

Dept. Consent

*** 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

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

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

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.

#4367 Section 01 [units: 3]

01/19-05/19 MW 09:30 AM - 10:45 AM HH2203 Curt M Weber

#4368 Section 02 [units: 3]

01/19-05/19 TR 09:30 AM - 10:45 AM HH2317 James L Molloy

#4369 Section 03 [units: 3]

01/19-05/19 MW 11:00 AM - 12:15 PM HH2317 Curt M Weber

#4370 Section 04 [units: 3]

01/19-05/19 TR 11:00 AM - 12:15 PM HH2317 James L Molloy

#4371 Section 05 [units: 3]

01/19-05/19 TR 03:45 PM - 05:00 PM HH2317 Jonathan Saffold

#4372 Section 06 [units: 3]

01/19-05/19 T 06:30 PM - 09:00 PM HH2317 Jonathan Saffold

#4373 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 Gene M Toboyek

FNBSLW 342 ADVANCED BUSINESS AND COMMERCIAL LAW ... This course provides an advanced study of the law for business or pre-law students, including an examination of the Uniform Commercial Code and the Law of Sales, Negotiable Instruments, Secured Transactions and Documents of Title. This course also includes a study of the Law of Business Entities and Creditor and Debtor Relations.

PREREQ: FNBSLW 341, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4375 Section 01 [units: 3]

01/19-05/19 TR 12:30 PM - 01:45 PM HH2203 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 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.

#4376 Section 01 [units: 3]

01/19-05/19 TR 09:30 AM - 10:45 AM HH1302 Walter S Musser

#4377 Section 02 [units: 3]

01/19-05/19 MW 11:00 AM - 12:15 PM HH1311 Jianzhou Zhu

#4378 Section 03 [units: 3]

01/19-05/19 MW 12:30 PM - 01:45 PM HH2203 Jianzhou Zhu

#4379 Section 04 [units: 3]

01/19-05/19 M 06:30 PM - 09:00 PM HH2317 Joel E Schleusner

#4380 Section 05 [units: 3]

01/19-05/19 W 06:30 PM - 09:00 PM HH2317 Joel E Schleusner

#5345 Section 06 [units: 3] NOTE: Section 06 meets at 11:00-12:15 on Mondays. This section is a hybrid class requiring the internets as well as class attendance.

01/19-05/19 W 11:00 AM - 12:15 PM HH1319 Zaifeng S Fan

01/19-05/19 Arranged Arranged WEB BASED Zaifeng S Fan

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
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#4381 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	Margaret L Kuchan	
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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, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4394 Section 01 [units: 3]

01/19-05/19	MW	11:00 AM - 12:15 PM	HH1302	David C Porter	
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#4395 Section 02 [units: 3]

01/19-05/19	MW	12:30 PM - 01:45 PM	HH1302	David C Porter	
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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.

#4396 Section 01 [units: 3]

01/19-05/19	TR	02:15 PM - 03:30 PM	HH1311	Howard G Olson	
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#4397 Section 02 [units: 3]

01/19-05/19	T	06:30 PM - 09:00 PM	HH1311	Howard G Olson	
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FNBSLW 360 FINANCIAL INSTITUTIONS ... Survey of institutional arrangements through which funds are accumulated and made available to consumers, farmers, business and government. An understanding of the behavior of the non-monetary as well as the money and capital markets is developed.

PREREQ: FNBSLW 344, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4399 Section 01 [units: 3]

01/19-05/19	MW	12:30 PM - 01:45 PM	HH1305	Rashiqa Kamal	
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#4400 Section 02 [units: 3]

01/19-05/19	MW	02:15 PM - 03:30 PM	HH1305	Rashiqa Kamal	
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FNBSLW 370 ENTREPRENEURIAL FINANCIAL MANAGEMENT ... A detailed study of the financial management problems confronting small business. This course includes topics such as development of financial plans and controls, financing a business, and working capital management.

PREREQ: FNBSLW 344, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4401 Section 01 [units: 3]

01/19-05/19	TR	03:45 PM - 05:00 PM	HH2308	William L Dougan	
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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, 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.

#4402 Section 01 [units: 3] NOTE: Section 01 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	HH1311	Gene M Toboyek	
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01/19-05/19	Arranged	Arranged	WEB BASED	Gene M Toboyek	
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FNBSLW 410 MULTINATIONAL BUSINESS FINANCE ... Application of financial theory to multinational firms. The course includes an investigation of: determinants of international portfolio and direct investment, management of foreign exchange positions, a survey of the international financial environment, multinational credit institutions and markets and taxation.

PREREQ: FNBSLW 344, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4403 Section 01 [units: 3]

01/19-05/19	TR	02:15 PM - 03:30 PM	HH1305	Hamid Moini	
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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, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4408 Section 01 [units: 3] NOTE: Section 01 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	HH1311	Gene M Toboyek	
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01/19-05/19	Arranged	Arranged	WEB BASED	Gene M Toboyek	
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FNBSLW 440 WATER LAW ... This course covers the fundamentals of water law. Topics include prior appropriation, water marketing, riparian rights, ground water law, water district law, resolving interstate water conflicts, federal and Indian water rights, and environmental law impacts on water rights. Particular attention is paid to Wisconsin and Great Lakes region water law issues.

PREREQ: FNBSLW 341

#4410 Section 01 [units: 3]

01/19-05/19	MW	03:45 PM - 05:00 PM	HH1302	Linda A Reid	
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Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)

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

#4411 Section 01 [units: 3]

01/19-05/19 W 06:30 PM - 09:00 PM HH1311 Gene M Toboyek

#4412 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 Gene M Toboyek

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 CR; AND MAJOR: FINANCE, FINANCE: INSURANCE EMPH; FINANCE: REAL ESTATE EMPH; AND FINANCE FINANCIAL PLANNING EMPH; AND ACHIEVE 60 CR, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4415 Section 01 [units: 3]

01/19-05/19 TR 11:00 AM - 12:15 PM HH2202 Donald E Sorensen

#4416 Section 02 [units: 3]

01/19-05/19 TR 02:15 PM - 03:30 PM HH2202 Donald E Sorensen

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.

#5219 Section 01 [units: 3] NOTE: Section 01 meets at 11:00-12:15 on Mondays. This section is a hybrid class requiring the internet as well as class attendance.

01/19-05/19 M 11:00 AM - 12:15 PM HH2305 Yuan Yuan

01/19-05/19 Arranged Arranged WEB BASED Yuan Yuan

#5220 Section 02 [units: 3] NOTE: Section 02 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 HH2305 Yuan Yuan

01/19-05/19 Arranged Arranged WEB BASED Yuan Yuan

FNBSLW 455 CORPORATE GOVERNANCE AND ADMINISTRATIVE LAW ... Every business activity is affected by the issues of corporate governance and administrative law. This course will examine how modern corporations are governed and to whom they are responsible. The course explores business, financial, political, ethical, and legal issues affecting systems by which corporations are directed and controlled. Students will examine the nature of the corporation, the basic theory of the firm, the internal and external architecture of corporate governance, the role of regulatory authorities, models of corporate governance, principal-agent theory within the corporate context, as well as corporate culture, corruption, management and board compensation, sustainability, and conceptions of social responsibility. The course will focus on both the theoretical and policy implications of corporate governance, including legislation implemented to effect reforms and set new standards in the wake of corporate scandals. Although the central focus of the course is U.S. corporate governance, systems used in other countries and the trend toward international convergence in corporate governance is also examined.

PREREQ: FNBSLW 341, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4418 Section 01 [units: 3]

01/19-05/19 MW 02:15 PM - 03:30 PM HH2317 Curt M Weber

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 CR; AND MAJOR: FINANCE, FINANCE: INSURANCE EMPH; FINANCE: REAL ESTATE EMPH; AND FINANCE FINANCIAL PLANNING EMPH; AND ACHIEVE 60 CR, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4420 Section 01 [units: 3]

01/19-05/19 MW 02:15 PM - 03:30 PM HH2202 John D Howat

#4421 Section 02 [units: 3]

01/19-05/19 MW 03:45 PM - 05:00 PM HH2202 John D Howat

FNBSLW 457 REAL ESTATE DEVELOPMENT ... A course covering all phases of the site selection, development, marketing, and business organization. The course deals with both long and short-term leasing, financing, appraising, development of industrial parks, rehabilitation, investment in, management of, zoning and tax factors of industrial and corporate real estate.

PREREQ: FNBSLW 348, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4422 Section 01 [units: 3]

01/19-05/19 TR 03:45 PM - 05:00 PM HH1311 Howard G Olson

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

FNBSLW 464 ADVANCED LIFE AND HEALTH INSURANCE AND PENSIONS ... Consideration of advanced topics in life and health insurance. Among topics covered are principles underlying life insurance, individual life insurance contracts, business uses of life insurance, fixed and variable annuities, individual health coverages, group insurance principles and uses and pensions. Instructor Consent required.

COREQ: FNBSLW 446. 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.

#4423 Section 01 [units: 3] NOTE: This section meets at 3:45-5:00 pm on Mondays. This section is a hybrid class requiring the internet as well as class attendance.

01/19-05/19 M 03:45 PM - 05:00 PM HH1311 Yuan Yuan
01/19-05/19 Arranged Arranged WEB BASED 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. 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.

#4425 Section 01 [units: 3]

Dept. Consent

01/19-05/19 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: 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.

#4426 Section 01 [units: 1-3]

Instructor Consent

01/19-05/19 Arranged Arranged Linda Yu BLOOMBERG APPLICATIONS

FNBSLW 491 TRAVEL STUDY ... Variable topics. Faculty-led courses abroad.

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.

#4428 Section 01 [units: 3] NOTE: Tuesdays from 3:45 pm to 5:00 pm in spring 2010:

Dept. Consent

1/26, 2/9, 2/23, 3/9, 3/16, 3/30, 4/13, 4/27, 5/4. Students will also participate in the faculty-led travel study component of the course scheduled for Ireland from May 16th to June 5th, 2010. Contact the Center for Global Education (email: studyabroad@uww.edu), the course faculty, or the web www.uww.edu/international for a program application; contact Professors Linda Reid (reidl@uww.edu) or Jeff Vanevenhoven (vanevenj@uww.edu) for academic requirements or for more information about the course. Applications are due to the Center for Global Education on or before Friday, December 18, 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.

PREREQ: FNBSLW 341

01/19-05/19 Arranged Arranged HH2303 Linda A Reid INTERN BUSINESS LAW & TRADE

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, 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.

#4429 Section 01 [units: 1-3]

Dept. Consent

01/19-05/19 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, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4430 Section 01 [units: 1-3]

Dept. Consent

01/19-05/19 Arranged Arranged Linda Yu

***** 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.

#4431 Section 01 [units: 3]

01/19-05/19 TR 12:30 PM - 01:45 PM HH2203 James L Molloy

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

FNBSLW 691 TRAVEL STUDY ... Variable topics. Faculty-led courses abroad.

#4433 Section 01 [units: 3] NOTE: Tuesdays from 3:45 pm to 5:00 pm in spring 2010:

Dept. Consent

1/26, 2/9, 2/23, 3/9, 3/16, 3/30, 4/13, 4/27, 5/4. Students will also participate in the faculty-led travel study component of the course scheduled for Ireland from May 16th to June 5th, 2010. Contact the Center for Global Education (email: studyabroad@uww.edu), the course faculty, or the web www.uww.edu/international for a program application; contact Professors Linda Reid (reidl@uww.edu) or Jeff Vanevenhoven (vanevenj@uww.edu) for academic requirements or for more information about the course. Applications are due to the Center for Global Education on or before Friday, December 18, 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.

01/19-05/19 Arranged Arranged HH2303 Linda A Reid INTERN BUSINESS LAW & TRADE

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

#4435 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 Linda Yu

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.

#4436 Section 01 [units: 3] NOTE: This section is a hybrid class requiring internet as well as class attendance.

01/25 M 06:15 PM - 08:45 PM HH1305 Rashiqa Kamal
 02/08 M 06:15 PM - 08:45 PM HH1305 Rashiqa Kamal
 02/22 M 06:15 PM - 08:45 PM HH1305 Rashiqa Kamal
 03/08 M 06:15 PM - 08:45 PM HH1305 Rashiqa Kamal
 03/29 M 06:15 PM - 08:45 PM HH1305 Rashiqa Kamal
 04/12 M 06:15 PM - 08:45 PM HH1305 Rashiqa Kamal
 04/26 M 06:15 PM - 08:45 PM HH1305 Rashiqa Kamal
 01/19-05/19 Arranged Arranged WEB BASED Rashiqa Kamal

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

#4437 Section 01 [units: 3]

01/19-05/19 TR 03:45 PM - 05:00 PM HH1305 Hamid Moini

FNBSLW 760 FINANCIAL MARKETS ... Structure and operation of the markets for corporate debt and equity securities, municipal obligations, and mortgages. Detailed examination of stock markets and their use by investors. Prereq: FNBSLW 718

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.

#4438 Section 01 [units: 3]

01/19-05/19 T 06:30 PM - 09:00 PM HH1305 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.

#4439 Section 01 [units: 3]

01/19-05/19 R 06:30 PM - 09:00 PM HH1311 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 OR CONSENT OF INSTRUCTOR

#4440 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 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.

#4442 Section 01 [units: 1-3] NOTE: Section 01 is designed for students interested in a project related to Finance or Law.

Dept. Consent

01/19-05/19 Arranged Arranged Linda Yu

#4443 Section 02 [units: 1-3] NOTE: Section 02 is designed for students interested in a project related to Accounting.

Dept. Consent

01/19-05/19 Arranged Arranged Robert A Gruber

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
#4444	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	WEB BASED	Linda Yu	

INFORMATION TECHNOLOGY AND BUSINESS EDUCATION

Information Technology and Business Education

ITBE 221 INFORMATION TECHNOLOGY INFRASTRUCTURE ... This course includes a detailed investigation of the primary infrastructure components of modern information 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

#4707 Section 01 [units: 3]
01/19-05/19 TR 09:30 AM - 10:45 AM HH3200 Li-Chung Roger Yin

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

#4708 Section 01 [units: 3]
01/19-05/19 TR 09:30 AM - 10:45 AM HH2101 Choton Basu

#4709 Section 02 [units: 3]
01/19-05/19 MW 02:15 PM - 03:30 PM HH2101 Robert L Horton

#4710 Section 03 [units: 3]
01/19-05/19 TR 02:15 PM - 03:30 PM HH2306 George Sargent

#4711 Section 04 [units: 3]
01/19-05/19 MW 03:45 PM - 05:00 PM HH2311 Robert L Horton

#4712 Section 05 [units: 3]
01/19-05/19 TR 03:45 PM - 05:00 PM HH2311 George Sargent

#4713 Section 06 [units: 3]
01/19-05/19 T 06:30 PM - 09:00 PM HH2101 Choton Basu

#5416 Section 07 [units: 3]
01/19-05/19 TR 11:00 AM - 12:15 PM HH2311 Robert L Leitheiser

#5417 Section 08 [units: 3]
01/19-05/19 M 06:30 PM - 09:00 PM HH2311 Robert L Leitheiser

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

#4714 Section 01 [units: 3]
01/19-05/19 TR 11:00 AM - 12:15 PM HH3202 Andrew P Ciganek

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 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.

#4715 Section 01 [units: 3]
01/19-05/19 TR 03:45 PM - 05:00 PM HH3200 Li-Chung Roger Yin

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 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.

#4716 Section 01 [units: 3]
01/19-05/19 TR 12:30 PM - 01:45 PM HH3200 Sara C Deschner

ITBE 344 CONSUMER EDUCATION ... Study for managing personal and household resources; utilizing sources of consumer information and protection; handling the continuous decisions encountered with personal finance relative to goals, financial analysis, insurances, income taxes, borrowing, banking, housing, household operation, savings, investments; utilizes the microcomputer and compound interest tables in the decision process.

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.

#4717 Section 01 [units: 3]
01/19-05/19 T 06:30 PM - 09:00 PM HH1302 Margaret L Kuchan

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

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.

#4718 Section 01 [units: 3]

01/19-05/19 TR 09:30 AM - 10:45 AM HH2307 Susan L Holtz

#4719 Section 02 [units: 3]

01/19-05/19 TR 11:00 AM - 12:15 PM HH1314 Susan L Holtz

#4720 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.

01/19-05/19 TR 11:00 AM - 12:15 PM HH2307 Denise L Schulz

#4721 Section 04 [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.

01/19-05/19 TR 12:30 PM - 01:45 PM HH2307 Denise L Schulz

#4722 Section 05 [units: 3]

01/19-05/19 TR 02:15 PM - 03:30 PM HH2307 Debra L Towns

#4723 Section 06 [units: 3]

01/19-05/19 MW 03:45 PM - 05:00 PM HH2307 Jo Ann R Oravec

#4724 Section 07 [units: 3]

01/19-05/19 TR 03:45 PM - 05:00 PM HH2307 Debra L Towns

#4725 Section 08 [units: 3]

01/19-05/19 M 06:30 PM - 09:00 PM HH2307 Jo Ann R Oravec

#4726 Section 09 [units: 3]

01/19-05/19 W 06:30 PM - 09:00 PM HH2307 Jo Ann R Oravec

#4727 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.

01/19-05/19 Arranged Arranged WEB BASED Denise L Schulz

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

#4728 Section 01 [units: 2]

01/19-05/19 TR 09:30 AM - 10:20 AM HH1314 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

#4729 Section 01 [units: 3]

01/19-05/19 TR 09:30 AM - 10:45 AM HH1303 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 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.

#4730 Section 01 [units: 3]

01/19-05/19 TR 12:30 PM - 01:45 PM HH3202 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 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.

#4731 Section 01 [units: 1]

01/19-03/12 M 05:05 PM - 06:25 PM HH2101 John C Smith Jr

S/NC Grading Basis Only

#4732 Section 02 [units: 1]

03/15-05/19 M 05:05 PM - 06:25 PM HH2101 John C Smith Jr

S/NC Grading Basis Only

#4733 Section 22 [units: 1] 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.

03/15-05/19 Arranged Arranged WEB BASED John C Smith Jr

S/NC Grading Basis Only

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

ITBE 447 INFORMATION SYSTEMS FOR BUSINESS TEACHERS ... *This course is a study of the hardware and software used in business and business education classrooms with a focus on computer/technology literacy. Students will receive hands-on experience with a variety of hardware and software currently used in business education classrooms. Students will also investigate current trends and issues related to the use of technology in the K-12 curriculum.*

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.

#4734 Section 01 [units: 3]

01/19-05/19 M 06:30 PM - 09:00 PM HH3202 Denise L Schulz

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 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.

#4735 Section 01 [units: 3]

01/19-05/19 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 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.

#4736 Section 01 [units: 3]

01/19-05/19 M 06:30 PM - 09:00 PM HH3200 Li-Chung Roger Yin

ITBE 461 ORGANIZATION, ADMINISTRATION, AND COORDINATION OF COOPERATIVE EDUCATION PROGRAMS ... *Study of career and technical education programs which utilize the internship/youth apprenticeship/cooperative method of instruction. Includes the knowledge and procedures necessary to implement the quality components of an occupational program. Successful coordination of a program using the cooperative method will be stressed. Meets the Department of Public Instruction's course requirement for vocational certification.*

PREREQ: ITBE 460, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4737 Section 01 [units: 3]

01/19-05/19 W 06:30 PM - 09:00 PM L1230A John C Smith Jr

#4738 Section 02 [units: 3] NOTE: A technology fee of \$150 per credit will be charged for this course. 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 & Marketing Education Program Coordinator, with questions (262-472-5475 or waldmanl@uw.edu).

01/19-05/19 Arranged Arranged OFF CAMPUS John C Smith Jr

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 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.

#4739 Section 01 [units: 3] NOTE: You do not need to take this course if you have completed ITBE 280.

01/19-05/19 TR 09:30 AM - 10:45 AM HH2101 Choton Basu

#4740 Section 02 [units: 3] NOTE: You do not need to take this course if you have completed ITBE 280.

01/19-05/19 MW 02:15 PM - 03:30 PM HH2101 Robert L Horton

#4741 Section 03 [units: 3] NOTE: You do not need to take this course if you have completed ITBE 280.

01/19-05/19 TR 02:15 PM - 03:30 PM HH2306 George Sargent

#4742 Section 04 [units: 3] NOTE: You do not need to take this course if you have completed ITBE 280.

01/19-05/19 MW 03:45 PM - 05:00 PM HH2311 Robert L Horton

#4743 Section 05 [units: 3] NOTE: You do not need to take this course if you have completed ITBE 280.

01/19-05/19 TR 03:45 PM - 05:00 PM HH2311 George Sargent

#4744 Section 06 [units: 3] NOTE: You do not need to take this course if you have completed ITBE 280.

01/19-05/19 T 06:30 PM - 09:00 PM HH2101 Choton Basu

#5418 Section 07 [units: 3]

01/19-05/19 TR 11:00 AM - 12:15 PM HH2311 Robert L Leitheiser

#5419 Section 08 [units: 3]

01/19-05/19 M 06:30 PM - 09:00 PM HH2311 Robert L Leitheiser

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*

#4745 Section 01 [units: 1-3]

01/19-05/19 Arranged Arranged Sara C Deschner

Dept. Consent

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

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.

#5346 Section 01 [units: 1] NOTE: A technology fee is \$50 per credit will be charged for this course. This class begins January 27, 2010 and ends February 9, 2010. Instructor Consent

01/27-02/09 Arranged Arranged Paul Ambrose INTRODUCTION TO WEB DESIGN

01/27-02/09 Arranged Arranged John D Chenoweth INTRODUCTION TO WEB DESIGN

#5347 Section 02 [units: 1] NOTE: A technology fee is \$50 per credit will be charged for this course. This class begins February 24, 2010 and ends March 9, 2010. Instructor Consent

02/24-03/09 Arranged Arranged Paul Ambrose OPEN SOURCE CONTENT MANGEMNT

02/24-03/09 Arranged Arranged John D Chenoweth OPEN SOURCE CONTENT MANGEMNT

#5348 Section 03 [units: 1] NOTE: A technology fee is \$50 per credit will be charged for this course. This class begins March 31, 2010 and ends April 13, 2010. Instructor Consent

03/31-04/13 Arranged Arranged Paul Ambrose BUILDING AN E-COMMERCE WEBSITE

03/31-04/13 Arranged Arranged John D Chenoweth BUILDING AN E-COMMERCE WEBSITE

#5349 Section 04 [units: 1] NOTE: A technology fee is \$50 per credit will be charged for this course. This class begins April 28, 2010 and ends May 11, 2010. Instructor Consent

04/28-05/11 Arranged Arranged Paul Ambrose OPEN SOURCE CMS COMPONENT

04/28-05/11 Arranged Arranged John D Chenoweth OPEN SOURCE CMS COMPONENT

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.

#4746 Section 01 [units: 1-3] Instructor Consent

01/19-05/19 Arranged Arranged John D Chenoweth

ITBE 496 SPECIAL STUDIES ... Variable topics. Group activity. Not offered regularly in the curriculum but offered on topics selected on the basis of timeliness, need, and interest, and generally in the format of regularly scheduled Catalog offerings. 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.

#4747 Section 01 [units: 3] Instructor Consent

PREREQ: ITBE 331

01/19-05/19 TR 02:15 PM - 03:30 PM HH3200 Sara C Deschner ADVANCED SERVER ADMINISTRATION

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

#4748 Section 01 [units: 1-3] Dept. Consent

01/19-05/19 TR 02:15 PM - 03:30 PM HH1303 John C Smith Jr

S/NC Grading Basis Only

#5507 Section 02 [units: 1-3] Dept. Consent

01/19-05/19 Arranged Arranged Li-Chung Roger Yin

S/NC Grading Basis Only

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

ITBE 647 INFORMATION SYSTEMS FOR BUSINESS TEACHERS ... A study of the concepts, procedures, and hardware used in business with an emphasis on email, internet, and multimedia. Distance learning technology will be examined as one means of integrating information systems throughout the business education curriculum.

#4749 Section 01 [units: 3]

01/19-05/19 M 06:30 PM - 09:00 PM HH3202 Denise L Schulz

ITBE 661 ORGANIZATION, ADMINISTRATION AND COORDINATION OF COOPERATIVE EDUCATION PROGRAMS ... Study of career and technical education programs which utilize the internship/youth apprenticeship/cooperative method of instruction. Includes the knowledge and procedures necessary to implement the quality components of an occupational program. Successful coordination of a program using teh cooperative method will be stressed. Meets the Department of Public Instruction's course requirement for vocational certification.

PREREQ: ITBE 460/660 OR EQUIVALENT

#4750 Section 01 [units: 3]

01/19-05/19 W 06:30 PM - 09:00 PM L1230A John C Smith Jr

#4751 Section 02 [units: 3] NOTE: A technology fee of \$150 per credit will be charged for this course. 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@uwv.edu).

01/19-05/19 W 06:30 PM - 09:00 PM OFF CAMPUS John C Smith Jr

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
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ITBE 690 WORKSHOP ... Variable topics. Group activity oriented presentations emphasizing 'hands on' and participatory instructional techniques. Prereq: Consent of Instructor.

#5350	Section 01	[units: 1]	NOTE: A technology fee is \$50 per credit will be charged for this course. This class begins January 27, 2010 and ends February 9, 2010.		
	01/27-02/09	Arranged	Arranged	Paul Ambrose	INTRODUCTION TO WEB DESIGN
	01/27-02/09	Arranged	Arranged	John D Chenoweth	INTRODUCTION TO WEB DESIGN
#5351	Section 02	[units: 1]	NOTE: A technology fee is \$50 per credit will be charged for this course. This class begins February 24, 2010 and ends March 9, 2010.		
	02/24-03/09	Arranged	Arranged	Paul Ambrose	OPEN SOURCE CONTENT MANGEMNT
	02/24-03/09	Arranged	Arranged	John D Chenoweth	OPEN SOURCE CONTENT MANGEMNT
#5352	Section 03	[units: 1]	NOTE: A technology fee is \$50 per credit will be charged for this course. This class begins March 31, 2010 and ends April 13, 2010.		
	03/31-04/13	Arranged	Arranged	Paul Ambrose	BUILDING AN E-COMMERCE WEBSITE
	03/31-04/13	Arranged	Arranged	John D Chenoweth	BUILDING AN E-COMMERCE WEBSITE
#5353	Section 04	[units: 1]	NOTE: A technology fee is \$50 per credit will be charged for this course. This class begins April 28, 2010 and ends May 11, 2010.		
	04/28-05/11	Arranged	Arranged	Paul Ambrose	OPEN SOURCE CMS COMPONENT
	04/28-05/11	Arranged	Arranged	John D Chenoweth	OPEN SOURCE CMS COMPONENT

ITBE 701 CONSUMERS IN CONTEMPORARY SOCIETY ... Study for managing personal resources; emphasis on goals, financial analysis, decision making related to acquiring goods, services, credit; protections through health, life, property and social insurances; enhancing financial position through savings alternatives, stocks, bonds, mutual funds, tax shelters; utilized microcomputer and compound interest tables in the decision process.

#4752	Section 01	[units: 3]	NOTE: This class is hybrid which requires 1 hour of work per week on the internet as well as attending class at the designated time.		
	01/19-05/19	W	04:30 PM - 06:00 PM	HH1303	Lila Waldman

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

#4753	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.		
	01/19-03/12	Arranged	Arranged	WEB BASED	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.

#4754	Section 01	[units: 2]			
	01/19-03/12	W	06:15 PM - 09:35 PM	HH1314	Susan L Holtz
#4755	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.		
	01/19-03/12	Arranged	Arranged	WEB BASED	Robert M Schramm

ITBE 765 OCCUPATIONAL INFORMATION AND VOCATIONAL GUIDANCE ... Study of guidance and career selection procedures appropriate for use with students in grades K-14; includes occupational information, career exploration techniques, and employment opportunities for the new employee and those retraining.

#4756	Section 01	[units: 3]	NOTE: Students must have access to the internet and an internet browser.		
	01/19-05/19	Arranged	Arranged	WEB BASED	Lila Waldman

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

#4757	Section 01	[units: 1-3]	All class meeting details to be arranged.		
#4758	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.		
	01/19-05/19	Arranged	Arranged		Choton Basu

INTERDEPARTMENTAL

Business & Economics Interdepartmental

BEINDP 200 INTRODUCTION TO INTERNATIONAL BUSINESS ... This interdisciplinary course addresses current theory and practice on conducting business in international markets. Topics in culture and communication and the business functions in an international environment will be addressed at an introductory level. This course meets the College of Business & Economics' international requirement.

#4764	Section 01	[units: 3]			
	01/19-05/19	TR	08:00 AM - 09:15 AM	HH2307	Choton Basu

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

BEINDP 201 INTRODUCTION TO ENTREPRENEURSHIP ... The course focuses on introducing students to the world of entrepreneurship. Students will apply general business concepts to the wide range of challenges facing entrepreneurs. Through experiential learning opportunities, students will apply what they learned to develop a basic plan for a startup business and our new product opportunity.

PREREQ: PRE-BUSINESS MAJOR, 2.50 COMBINED CUMULATIVE GPA AND 24 CREDITS; FOR ALL OTHER MAJORS, 2.00 GPA AND 24 CREDITS

#4765 Section 01 [units: 3]

01/19-05/19 MW 02:15 PM - 03:30 PM HH1303 Jo Ann R Oravec

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

#3818 Section 01 [units: 3-12]

Instructor Consent

01/19-05/19 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.

#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

#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

<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>
#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	

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	

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

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
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#4160 Section 02 [units: 3]

01/19-05/19	TR	11:00 AM - 12:15 PM	HH2100	Xuguang Guo
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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
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#4162 Section 02 [units: 3]

01/19-05/19	TR	12:30 PM - 01:45 PM	HH2305	Jon M Werner
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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
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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
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Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)

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: MANAGEMNT 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

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 LEVL 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

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

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

01/19-05/19 Arranged Arranged James R Sisak

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 *****

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

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

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: MANGEMNT 719, MANGEMNT 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
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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
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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
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#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
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#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
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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
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#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
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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]

01/19-05/19	Arranged	Arranged		To Be Arranged
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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.

#4199 Section 01 [units: 1-3]

01/19-05/19	Arranged	Arranged		Richard J Wagner
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Dept. Consent

#5481 Section 02 [units: 1-3]

01/19-05/19	Arranged	Arranged		William A Drago
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Dept. Consent

#5547 Section 03 [units: 1-3]

01/19-05/19	Arranged	Arranged		Manohar S Madan
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Dept. Consent

<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>	
#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		

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.

#4219	Section 01	[units: 3]				
01/19-05/19	MW	08:00 AM - 09:15 AM	HH1000	Jimmy W Peltier		
#4226	Section 02	[units: 3]				
01/19-05/19	TR	02:15 PM - 03:30 PM	HH2303	Amy S Coon		
#4237	Section 03	[units: 3]				
01/19-05/19	T	06:30 PM - 09:00 PM	HH2303	Charles A Oelschlaeger		

MARKETING 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, 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.

#4240	Section 01	[units: 3]				
01/19-05/19	MW	08:00 AM - 09:15 AM	HH2303	Andrew J Dahl		
#4243	Section 02	[units: 3]				
01/19-05/19	MW	11:00 AM - 12:15 PM	HH2303	Andrew J Dahl		

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

#4248	Section 01	[units: 3]				
01/19-05/19	TR	11:00 AM - 12:15 PM	HH2303	Ann S Roe		
#4250	Section 02	[units: 3]				
01/19-05/19	TR	12:30 PM - 01:45 PM	HH2300	Ann S Roe		
#4253	Section 03	[units: 3]				
01/19-05/19	M	06:30 PM - 09:00 PM	HH2303	Amanda Helm		

MARKETNG 351 INTERNET MARKETING ... *This class is designed to provide marketing majors and minors with basic knowledge of the Internet so that they can understand why this technology has and will continue to exert such an important impact on marketing practice. It will also consider such topics as web demographics, the online business model, web enhancement of products and services, personalization, traffic and brand building, net exchanges, and online community. In addition, the class will explore the impact that the Internet is having on such traditional areas of marketing concern as research, new product development, segmentation, personal selling, pricing and distribution.*

PREREQ: MARKETING 311, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4257	Section 01	[units: 3]				
01/19-05/19	TR	11:00 AM - 12:15 PM	HH2309	Marilyn A Lavin		
#4699	Section 02	[units: 3]				
01/19-05/19	TR	12:30 PM - 01:45 PM	HH2309	Marilyn A Lavin		

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

#4260	Section 01	[units: 3]				
01/19-05/19	TR	09:30 AM - 10:45 AM	HH2102	Maxwell K Hsu		
#4261	Section 02	[units: 3]				
01/19-05/19	TR	12:30 PM - 01:45 PM	HH2102	Maxwell K Hsu		

Start/End Dates	Meeting Days	Meeting Times	Location	Instructor	Course Topic (if applicable)
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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: MARKETNG 311, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4262	Section 01	[units: 3]			
01/19-05/19	TR	11:00 AM - 12:15 PM	HH2102	Yushan Zhao	

#4263	Section 02	[units: 3]			
01/19-05/19	TR	02:15 PM - 03:30 PM	HH2102	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: MARKETNG 311, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4264	Section 01	[units: 3]			
01/19-05/19	MW	09:30 AM - 10:45 AM	HH2309	Renee A Pfeifer-Luckett	

#4265	Section 02	[units: 3]			
01/19-05/19	MW	12:30 PM - 01:45 PM	HH2309	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: MARKETNG 311, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4267	Section 01	[units: 3]			
01/19-05/19	TR	03:45 PM - 05:00 PM	HH2309	Amy S Coon	

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: MARKETNG 311, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4270	Section 01	[units: 3]			
01/19-05/19	MW	09:30 AM - 10:45 AM	HH2300	Sharon A Roy	

#4274	Section 02	[units: 3]			
01/19-05/19	R	06:30 PM - 09:00 PM	HH2300	Dennis A Kopf	

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

#4275	Section 01	[units: 3]			
01/19-05/19	TR	02:15 PM - 03:30 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: MARKETNG 311, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4277	Section 01	[units: 3]			
01/19-05/19	MW	08:00 AM - 09:15 AM	HH2102	Sharon A Roy	

#4278	Section 02	[units: 3]			
01/19-05/19	MW	02:15 PM - 03:30 PM	HH2102	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: MARKETNG 311, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4279	Section 01	[units: 3]			
01/19-05/19	MW	02:15 PM - 03:30 PM	HH2303	Renee A Pfeifer-Luckett	

#4280	Section 22	[units: 3]	NOTE: tuition for online courses in the College of Business and Economics is \$360 per credit for both resident and non-resident students.		
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01/19-05/19	Arranged	Arranged	WEB BASED	Renee A Pfeifer-Luckett	
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Start/End Dates Meeting Days Meeting Times Location Instructor Course Topic (if applicable)

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

#4287 Section 01 [units: 3]
01/19-05/19 MW 11:00 AM - 12:15 PM HH2309 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, 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.

#4288 Section 01 [units: 3]
01/19-05/19 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.

PREREQ: MARKETNG 311, JUNIOR STATUS AND 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.

#4289 Section 01 [units: 3] Instructor Consent
01/19-05/19 Arranged Arranged Sharon A Roy

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

#4290 Section 01 [units: 3] Instructor Consent
01/19-05/19 Arranged Arranged Sharon A Roy

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

#4291 Section 01 [units: 3] Instructor Consent
01/19-05/19 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, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4292 Section 01 [units: 3] Instructor Consent
01/19-05/19 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, ACHIEVE 60 CREDITS, MAINTAIN A 2.50 GPA OR BETTER AND A BUSINESS MAJOR IN ORDER TO TAKE 300 OR 400 LEVEL BUSINESS COURSES.

#4293 Section 01 [units: 3] Instructor Consent
01/19-05/19 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 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.

#4359 Section 01 [units: 1-3] Dept. Consent
01/19-05/19 Arranged Arranged Jimmy W Peltier

#4361 Section 02 [units: 1-3] Dept. Consent
01/19-05/19 Arranged Arranged Carol Scovotti

#4364 Section 03 [units: 1-3] Dept. Consent
01/19-05/19 Arranged Arranged Amy S Coon

#5434 Section 04 [units: 1-3] Dept. Consent
01/19-05/19 Arranged Arranged Charles A Oelschlaeger

#5543 Section 05 [units: 1-3] Dept. Consent
01/19-05/19 Arranged Arranged Sharon A Roy

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

*** 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

#4298 Section 01 [units: 2] NOTE: AMERICAN FAMILY MADISON A 2141
03/15-05/19 M 05:15 PM - 08:30 PM OFF CAMPUS Pavan R Chennamaneni

#4299 Section 02 [units: 2]
01/19-03/12 M 06:30 PM - 09:50 PM HH2309 Pavan R Chennamaneni

MARKETNG 733 SEMINAR IN METHODOLOGY OF BUSINESS RESEARCH ... Designed to acquaint graduate students with the research process, its tools and techniques, as well as the methods which form a basis for business planning, decision making, and problem solving.

PREREQ: MARKETNG 731 □

#4300 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 Maxwell K Hsu

MARKETNG 751 BUYER BEHAVIOR ... The study and explanation of the behavior of consumers, research methods and findings from the behavioral sciences. Prereq: MARKETNG 716 or equivalent

PREREQ: MARKETNG 716 OR EQUIVALENT AND GRAD LEVEL BUSINESS REQUIREMENT

#4308 Section 01 [units: 3] NOTE: UW-WAUKESHA S108
01/19-05/19 T 06:15 PM - 08:45 PM OFF CAMPUS Amanda Helm

MARKETNG 765 ADVERTISING AND PROMOTION MANAGEMENT ... The course focuses on the identification and utilization of key marketing communication components in the development and implementation of promotional strategies and tactics. Attention will be devoted to understanding effective and efficient ways to integrate various marketing promotion techniques. Specific topics include sales promotion, Internet marketing, advertising, direct marketing, database marketing and personal selling.

PREREQ: GRADUATE STANDING OR CONSENT OF THE INSTRUCTOR

#4310 Section 01 [units: 3]
01/19-05/19 MW 02:15 PM - 03:30 PM HH2309 Amanda Helm

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

#4311 Section 01 [units: 2]
03/15-05/19 TR 01:50 PM - 03:30 PM HH2309 Lois J Smith

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: MARKETNG 716 or consent of instructor

PREREQ: MARKETNG 716 OR EQUIVALENT

#4312 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 Yushan Zhao

MARKETNG 772 INTERNET MARKETING ... This class is designed to provide marketing majors and minors with basic knowledge of the Internet so that they can understand why this technology has and will continue to exert such an important impact on marketing practice. It will also consider such topics as web demographics, the online business model, web enhancement of products and services, personalization, traffic and brand building, net exchanges, and online community. In addition, the class will explore the impact that the Internet is having on such traditional areas of marketing concern as research, new product development, segmentation, personal selling, pricing, and distribution.

PREREQ: MARKETNG 716 OR EQUIVALENT

#4313 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 Marilyn A Lavin

MARKETNG 774 STRATEGIC MARKETING PLANNING ... Analysis of the planning process in the marketing oriented enterprise culminating with the development of a marketing plan based on a current business problem. The supportive nature of staff functions is analyzed from the viewpoint of its contribution to total marketing planning and strategy. Prereq: MARKETNG 716 or equivalent

PREREQ: MARKETNG 716 OR EQUIVALENT AND GRAD LEVEL BUSINESS REQUIREMENT

#4314 Section 01 [units: 3]
01/19-05/19 W 06:30 PM - 09:00 PM HH2309 Carol Scovotti

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.

#4383 Section 01 [units: 1-3]
01/19-05/19 Arranged Arranged Jimmy W Peltier

#4384 Section 02 [units: 1-3]
01/19-05/19 Arranged Arranged Carol Scovotti

<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>
#4387	Section 03	[units: 1-3]			
01/19-05/19	Arranged	Arranged		Marilyn A Lavin	

SCHOOL BUSINESS MANAGEMENT

School Business Management

*** GRADUATE LEVEL COURSES ***

SCHBUSMG 772 LEGAL ASPECTS OF EDUCATION ... *Legal information is presented in nontechnical language to educational practitioners on all facets of school operations, including the liability of school districts and employees, school fund and indebtedness, administration, pupil governance, retirement benefits, and employment relations.*

#4759 Section 01 [units: 3] NOTE: One or more face-to-face weekend meetings in Whitewater may be required. Dates TBD.

01/19-05/19 T 06:00 PM - 09:15 PM L1230A Debra L Towns

#4760 Section 02 [units: 3] NOTE: One or more face-to-face weekend meetings in Whitewater may be required. Dates TBD. 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).

01/19-05/19 T 06:00 PM - 09:15 PM OFF CAMPUS Debra L Towns

SCHBUSMG 774 SCHOOL BUDGETING AND FINANCIAL PLANNING ... *Budgeting and Financial Reporting is designed for administrators and other school personnel who desire to learn the conceptual and practical aspects of budgeting and financial planning; inventory control; purchasing; capital project planning and debt service management.*

#4761 Section 01 [units: 3] NOTE: One or more face-to-face weekend meetings in Whitewater may be required. Dates TBD.

01/19-05/19 R 06:00 PM - 09:15 PM L1230A Scott R Gralla

01/19-05/19 R 06:00 PM - 09:15 PM L1230A Thomas F Evert

01/19-05/19 R 06:00 PM - 09:15 PM L1230A Ronald W Nortier

#4762 Section 02 [units: 3] NOTE: One or more face-to-face weekend meetings in Whitewater may be required. Dates TBD. 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).

01/19-05/19 R 06:00 PM - 09:15 PM OFF CAMPUS Scott R Gralla

01/19-05/19 R 06:00 PM - 09:15 PM OFF CAMPUS Thomas F Evert

01/19-05/19 R 06:00 PM - 09:15 PM OFF CAMPUS Ronald W Nortier

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

#4763 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.

01/19-05/19 Arranged Arranged Bambi L Statz