School of Business

Accounting

Eligibility for enrollment in most upper-division School of Business courses (300-400 levels) is restricted to juniors, seniors, graduate students and special students who have completed baccalaureate degrees. Students without these qualifications may enroll only in the following upper-division accounting (ACCT) courses, provided any course prerequisites are met: ACCT 305 Tax Planning for Individuals. Before registering, please refer to the current university bulletin for course prerequisites or course restrictions.

ACCT 202 ACCT FOR NON BUS MAJOR (3)
10001 001 COCHRAN, D TR 0930AM 1045AM BUSNS 5167

ACCT 203 INTRODUCTION TO ACCOUNTING (3)
10003 001 EDWARDS, W MVF 0200PM 0315PM BUSNS 5167

ACCT 203 INTRODUCTION TO ACCOUNTING (3)
10004 002 SPEDE, E TR 1100AM 1215PM BUSNS 5130

ACCT 203 INTRODUCTION TO ACCOUNTING (3)
10005 003 OLDIS, P MVF 1100AM 1215PM BUSNS 5162

ACCT 203 INTRODUCTION TO ACCOUNTING (3)
10006 004 HODGSON, C TR 1230PM 0145PM BUSNS 3142

ACCT 203 INTRODUCTION TO ACCOUNTING (3)
10008 006 SPEDE, E TR 0800AM 0915AM BUSNS 5167

ACCT 203 INTRODUCTION TO ACCOUNTING (3)
10009 007 WILLIAMS, S TR 0930AM 1045AM BUSNS 2132

ACCT 203 INTRODUCTION TO ACCOUNTING (3)
10101 008 HODGSON, C TR 0930AM 1045PM BUSNS 2155

ACCT 203 INTRODUCTION TO ACCOUNTING (3)
10101 901 BRANDWY, J W 0700PM 0940PM BUSNS 2120

ACCT 204 INTRODUCTION TO ACCOUNTING II (3)
10101 902 HOLLAND, J TR 0930AM 1045PM BUSNS 3105

ACCT 204 INTRODUCTION TO ACCOUNTING II (3)
10101 903 VIJAYARAGHAVAN, M TR 0330PM 0445PM BUSNS 3133

ACCT 204 INTRODUCTION TO ACCOUNTING II (3)
10101 904 VIJAYAKUMAR, J M 0700PM 0940PM BUSNS 5163

ACCT 204 INTRODUCTION TO ACCOUNTING II (3)
10101 905 VIJAYAKUMAR, J M 0900AM 1015AM BUSNS 5169

ACCT 204 INTRODUCTION TO ACCOUNTING II (3)
10101 906 VIJAYAKUMAR, J M 0945AM 0015PM BUSNS 5169

ACCT 205 ACCOUNTING SURVEY (3)
10101 901 MACMILLAN, J TR 0630PM 0645PM BUSNS 5105

ACCT 301 INTERMEDIATE ACCOUNTING I (3)
10101 901 TONDIAK, R TR 0930AM 1045AM BUSNS 3142

ACCT 301 INTERMEDIATE ACCOUNTING I (3)
10101 902 TONDIAK, R TR 0930AM 1045AM BUSNS 3142

ACCT 301 INTERMEDIATE ACCOUNTING I (3)
10101 903 TONG, K T 0700PM 0940PM BUSNS 1129

ACCT 301 INTERMEDIATE ACCOUNTING I (3)
10102 001 NOWLIN, T TR 1100AM 1215PM BUSNS 2125

ACCT 301 INTERMEDIATE ACCOUNTING II (3)
10102 001 NOWLIN, T TR 0900AM 1005PM BUSNS 2125

ACCT 301 INTERMEDIATE ACCOUNTING II (3)
10102 002 NOWLIN, T TR 0900AM 1005PM BUSNS 2125

ACCT 301 COST ACCOUNTING (3)
10102 001 WIEER, B TR 1230PM 0145PM BUSNS 5162

ACCT 301 COST ACCOUNTING (3)
10102 002 WIEER, B W 0700PM 0940PM BUSNS 3133

ACCT 301 ACCOUNTING SYSTEMS (3)
10102 003 BAG, B TR 0200PM 0315PM BUSNS 2126

ACCT 301 ACCOUNTING SYSTEMS (3)
10102 004 COFFMAN, B MVF 0200PM 0315PM BUSNS 3142

Economics

Eligibility for enrollment in most upper-division School of Business courses (300-400 levels) is restricted to juniors, seniors, graduate students and special students who have completed baccalaureate degrees. Students without these qualifications may not enroll in the upper-division economics (ECON) courses. Before registering, please refer to the current university bulletin for course prerequisites or course restrictions.

ECON 203 INTRODUCTION TO ECONOMICS (3)
10001 001 HERRMAANN, J MV 0900AM 1015AM BUSNS 3130

ECON 203 INTRODUCTION TO ECONOMICS (3)
10001 002 HERRMAANN, J MV 1100AM 1215PM BUSNS 3130

ECON 203 INTRODUCTION TO ECONOMICS (3)
10001 003 STAFF TR 1230PM 0145PM BUSNS 3105

ECON 203 INTRODUCTION TO ECONOMICS (3)
11503 901 HERRMAANN, J M 0700PM 0940PM BUSNS 2139

ECON 210 PRINC OF ECON - MICRO (3)
11537 002 LEHR, D TR 0800AM 1000AM TEMPL 1165

ECON 210 PRINC OF ECON - MICRO (3)
11537 003 MAFFEI, S TR 1100AM 1215PM BUSNS 5136

ECON 210 PRINC OF ECON - MICRO (3)
11537 004 MITCHELL, G TR 1230PM 0145PM BUSNS 3130

ECON 210 PRINC OF ECON - MICRO (3)
11537 005 HODGSON, C TR 0930AM 1045PM BUSNS 3130

ECON 210 PRINC OF ECON - MICRO (3)
11537 006 HODGSON, C TR 1100AM 1215PM BUSNS 3130

ECON 507 FUNDAMENTALS OF ACCOUNTING (3)
16412 001 CHAKRABHARTI, M W 0700AM 0940AM BUSNS 5170

ECON 507 FUNDAMENTALS OF ACCOUNTING (3)
16412 002 CHAKRABHARTI, M W 0900AM 1140AM BUSNS 5170

ECON 680 TAX RESEARCH (3)
16404 901 TONG, K T 0630PM 0845PM BUSNS 2126

ECON 681 TAX ADMINISTRATION (3)
16404 902 TONG, K T 0700PM 0940PM BUSNS 5170

ECON 683 TAXATION OF REORGANIZATION (3)
16403 001 MCCLROY, J M 0700PM 0940PM BUSNS 5170

ECON 688 ESTATE AND GIFT TAXATION (3)
16404 901 LONNEN, J R 0700PM 0940PM BUSNS 2141

ECON 697 GUIDED STUDY (3)
16406 001 EPPS, R TBA

ECON 898 DISCUSSION RESEARCH (3)
16408 001 EPPS, R TBA

ECON 898 DISCUSSION RESEARCH (3)
16409 002 EPPS, R TBA

ECON 898 DISCUSSION RESEARCH (3)
16409 003 EPPS, R TBA

ECON 898 DISCUSSION RESEARCH (3)
16409 004 EPPS, R TBA
### Schedule of Classes

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<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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### Finance, Insurance, and Real Estate

Eligibility for enrollment in most upper-division School of Business courses (300-400 levels) is restricted to juniors, seniors, graduate students and special students who have completed baccalaureate degrees. Students without these qualifications may enroll in the following upper-division finance, insurance and real estate (FIRE) courses, provided any course prerequisites are met: FIRE 315 Personal Financial Planning; FIRE 316 Principles of Real Estate; FIRE 333 Risk and Insurance; FIRE 428 Employee Benefit Planning; FIRE 444 Occupational Safety, Health and Security. Before registering, please refer to the current university bulletin for course prerequisites or course restrictions.

**FIRE 311**
- **FINANCIAL MANAGEMENT (3)**
- **FINANCIAL MANAGEMENT (3)**
- **FINANCIAL MANAGEMENT (3)**
- **FINANCIAL MANAGEMENT (3)**
- **FINANCIAL MANAGEMENT (3)**
- **FINANCIAL MANAGEMENT (3)**
- **FINANCIAL MANAGEMENT (3)**
- **FINANCIAL MANAGEMENT (3)**

**FIRE 312**
- **INTERM FINANCIAL MANAGEMENT (3)**
- **INTERM FINANCIAL MANAGEMENT (3)**
- **INTERM FINANCIAL MANAGEMENT (3)**

**FIRE 314**
- **INVESTMENTS (3)**
- **INVESTMENTS (3)**
- **INVESTMENTS (3)**

**FIRE 315**
- **PERSONAL FINANCIAL PLANNING (3)**
- **PERSONAL FINANCIAL PLANNING (3)**
- **PERSONAL FINANCIAL PLANNING (3)**

**FIRE 316**
- **PRINCIPLES OF REAL ESTATE (3)**
- **PRINCIPLES OF REAL ESTATE (3)**
- **PRINCIPLES OF REAL ESTATE (3)**

**FIRE 317**
- **REAL PROPERTY MANAGEMENT (3)**
- **REAL PROPERTY MANAGEMENT (3)**

**FIRE 333**
- **RISK AND INSURANCE (3)**
- **RISK AND INSURANCE (3)**
- **RISK AND INSURANCE (3)**

**FIRE 333**
- **RISK AND INSURANCE (3)**
- **RISK AND INSURANCE (3)**
- **RISK AND INSURANCE (3)**

**FIRE 333**
- **RISK AND INSURANCE (3)**
- **RISK AND INSURANCE (3)**
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<td>FIRE 428</td>
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<td>FIRE 430</td>
<td>SOCIAL INSURANCE (3)</td>
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<td>INSURANCE LAW (3)</td>
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<td>FUNDS MGMT IN FINANCIAL INSTITUT (3)</td>
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<td>FIRE 455</td>
<td>OPTIONS FUTURES &amp; SWAPS (3)</td>
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<td>FIRE 491</td>
<td>TOPIC: MANAGING FINANCIAL RISK (3)</td>
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<td>FIRE 623</td>
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<td>FIRE 635</td>
<td>INVESTMENTS &amp; SECURITY ANALYSIS (3)</td>
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<td>FIRE 650</td>
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**Information Systems**

Eligibility for enrollment in most upper-division School of Business courses (300-400 levels) is restricted to juniors, seniors, graduate students and special students who have completed baccalaureate degrees. Students without these qualifications may enroll only in the following upper-division information systems (INFO) courses, provided any course prerequisites are met: INFO 358 Introduction to Structured Programming; INFO 360 Business Information Systems; INFO 362 Computer Hardware. Before registering, please refer to the current university bulletin for course prerequisites or course restrictions.

**Eligibility for Enrollment in Most Upper-Division School of Business Courses**

<table>
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**Advance Registration**
Management

Eligibility for enrollment in most upper-division School of Business courses (300-400 levels) is restricted to juniors, seniors, graduate students and special students who have completed baccalaureate degrees. Students without these qualifications may enroll only in the following upper-division management (MGMT) courses, provided any course prerequisites are met: MGMT 301-302 Business Statistics, MGMT 331 Human Resource Management, MGMT 421 Small Business Management. Before registering, please refer to the current university bulletin for prerequisites and course restrictions.

MGMT 121 THE BUSINESS ENVIRONMENT (3)  
13387 001 BYRD, D MWF 1100AM 1150AM TEMPL 2165

MGMT 171 MATH APPLICATIONS FOR BUSINESS (3)  
13370 002 BULL, D MWF 1000AM 1050AM BUSNS 2127

MGMT 171 MATH APPLICATIONS FOR BUSINESS (3)  
13371 003 BULL, D MWF 1100AM 1150AM BUSNS 2127

MGMT 171 MATH APPLICATIONS FOR BUSINESS (3)  
13372 004 WIBBERLY, C MWF 0900AM 0950AM BUSNS 2127

MGMT 171 MATH APPLICATIONS FOR BUSINESS (3)  
13373 005 WIBBERLY, C MWF 1000AM 1050AM BUSNS 2127

MGMT 171 MATH APPLICATIONS FOR BUSINESS (3)  
13374 006 WIBBERLY, C MWF 1100AM 1150AM BUSNS 2127

MGMT 171 MATH APPLICATIONS FOR BUSINESS (3)  
13375 007 BULL, D MWF 1200PM 1250PM BUSNS 2127

MGMT 171 MATH APPLICATIONS FOR BUSINESS (3)  
16434 008 WIBBERLY, C MWF 0800AM 0850AM BUSNS 2127

MGMT 171 MATH APPLICATIONS FOR BUSINESS (3)  
16435 009 WIBBERLY, C MWF 0900AM 0950AM BUSNS 2127

MGMT 212 DIFFERENTIAL CALCULUS & OPTIMIZATN (3)  
13380 001 STITH-WILLIS, A MWF 1100AM 1150AM BUSNS 3142

MGMT 212 DIFFERENTIAL CALCULUS & OPTIMIZATN (3)  
13382 002 STITH-WILLIS, A MWF 1000AM 1050AM BUSNS 3142

MGMT 212 DIFFERENTIAL CALCULUS & OPTIMIZATN (3)  
13383 003 STITH-WILLIS, A MWF 0900AM 0950AM BUSNS 3142

MGMT 301 BUSINESS STATISTICS (I) (3)  
13384 001 SPINELLI, M MWF 1000AM 1050AM BUSNS 2127

MGMT 301 BUSINESS STATISTICS (I) (3)  
13389 002 GILBERT, G MWF 1100AM 1150AM BUSNS 2127

MGMT 301 BUSINESS STATISTICS (I) (3)  
13386 003 STAFF MWF 0900AM 0950AM BUSNS 2127

MGMT 319 ORGANIZATIONAL BEHAVIOR (3)  
13393 001 WILLIAMS, M M 1200PM 1250PM BUSNS 4142

MGMT 319 ORGANIZATIONAL BEHAVIOR (3)  
13394 002 ACKLEY, R TR 0800AM 0850AM BUSNS 4142

MGMT 319 ORGANIZATIONAL BEHAVIOR (3)  
13395 003 HUMPHREY, R MWF 1100AM 1150AM BUSNS 4142

MGMT 320 PRODUCTION/OPERATIONS MANAGEMENT (3)  
13400 001 SMITH, C MW 1000AM 1050AM BUSNS 4142

MGMT 320 PRODUCTION/OPERATIONS MANAGEMENT (3)  
13401 002 COLLETT, P TR 0800AM 0850AM BUSNS 4142

MGMT 320 PRODUCTION/OPERATIONS MANAGEMENT (3)  
13402 003 KURTULUS, I TR 0900AM 0950AM BUSNS 4142

MGMT 320 PRODUCTION/OPERATIONS MANAGEMENT (3)  
13403 004 DILLWORTH, T TR 1000AM 1050AM BUSNS 4142

MGMT 320 PRODUCTION/OPERATIONS MANAGEMENT (3)  
13404 005 JONES, B TR 1050AM 1100AM BUSNS 4142

MGMT 320 PRODUCTION/OPERATIONS MANAGEMENT (3)  
13405 006 EHLERS, L TR 1100AM 1150AM BUSNS 4142

MGMT 320 PRODUCTION/OPERATIONS MANAGEMENT (3)  
13407 007 KURTULUS, I TR 1200PM 1250PM BUSNS 4142

MGMT 320 PRODUCTION/OPERATIONS MANAGEMENT (3)  
13408 008 PEARCE, C TR 0800AM 0850AM BUSNS 4142

MGMT 320 PRODUCTION/OPERATIONS MANAGEMENT (3)  
13409 009 DILLWORTH, T TR 0900AM 0950AM BUSNS 4142

MGMT 320 PRODUCTION/OPERATIONS MANAGEMENT (3)  
13410 010 BARKER, R M 1200PM 1250PM BUSNS 4142
### Marketing and Business Law

Eligibility for enrollment in most upper-division School of Business courses (300-400 levels) is restricted to juniors, seniors, graduate students and special students who have completed baccalaureate degrees. Students without these qualifications may not enroll in the upper-division marketing and business law (MRBL) courses. Before registering, please refer to the current university bulletin for course prerequisites or course restrictions.

**MRBL 308 INTRODUCTION TO MARKETING (3)**
- 13524: 001 FRANZAK, P - TR 0900AM 1045AM BUSNS 2125  
  - FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
  - RESTRICTED FROM BFO & SND MAJORS  
  - CLASS RESTRICTION: JR & SU

**MRBL 308 INTRODUCTION TO MARKETING (3)**
- 13525: 001 THOMPSON, P - MW 0900AM 1045AM BUSNS 2132  
  - FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
  - RESTRICTED FROM BFO & SND MAJORS  
  - CLASS RESTRICTION: JR & SU

**MRBL 308 INTRODUCTION TO MARKETING (3)**
- 13526: 002 URBAN, D - TR 1100AM 1215PM TEMPL 1160  
  - FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
  - RESTRICTED FROM SPECIAL STUDENTS  
  - CLASS RESTRICTION: JR & SU

**MRBL 310 INFO FOR MARKETING DECISIONS (3)**
- 13521: 001 WOOD, V - TBA 0800AM 1045AM BUSNS 2125  
  - FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
  - RESTRICTED FROM BFO & SND MAJORS  
  - CLASS RESTRICTION: JR & SU

**MRBL 323 LEGAL ENVIRONMENT OF BUS (3)**
- 13529: 001 DAUGHTERY, W - TR 0900AM 1155AM BUSNS 3133  
  - FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
  - RESTRICTED FROM SPECIAL STUDENTS  
  - CLASS RESTRICTION: JR & SU

**MRBL 323 LEGAL ENVIRONMENT OF BUS (3)**
- 13530: 002 GRIGGS, W - MW 1200PM 0230PM TEMPL 1160  
  - FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
  - RESTRICTED FROM SPECIAL STUDENTS  
  - CLASS RESTRICTION: JR & SU

**MRBL 331 REAL ESTATE LAW (3)**
- 13532: 001 SMITH, A - MW 0900AM 1155AM BUSNS 2139  
  - FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
  - RESTRICTED FROM SPECIAL STUDENTS  
  - CLASS RESTRICTION: JR & SU

**MRBL 372 PRODUCT DEVELOPMENT & MGMT (3)**
- 13535: 001 FRANZAK, P - TR 1100AM 1215PM BUSNS 3133  
  - FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
  - RESTRICTED FROM BFO & SND MAJORS  
  - CLASS RESTRICTION: JR & SU

**MRBL 373 BUYER BEHAVIOR (3)**
- 13536: 001 THOMPSON, P - MW 1100AM 1215PM BUSNS 2132  
  - FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
  - RESTRICTED FROM BFO & SND MAJORS  
  - CLASS RESTRICTION: JR & SU

**MRBL 376 DYNAMICS OF RETAIL MANAGEMENT (3)**
- 13537: 001 LITTLE, M - MW 0330PM 0445PM BUSNS 3130  
  - FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
  - RESTRICTED FROM BFO & SND MAJORS  
  - CLASS RESTRICTION: JR & SU

**MRBL 378 INTERNATIONAL MARKETING (3)**
- 13538: 001 WUJNOWSKI, M - MW 0200PM 0315PM BUSNS 5163  
  - FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
  - RESTRICTED FROM BFO & SND MAJORS  
  - CLASS RESTRICTION: JR & SU

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**School of Business • MRBL**

MRBL 378 INTERNATIONAL MARKETING (3)
- 16439: 001 WUJNOWSKI, M - W 0400PM 0640PM BUSNS 2132

MRBL 432 INSURANCE LAW (3)
- 16501: 001 STAFF - M 0700PM 0940PM BUSNS 2124

MRBL 474 PERSONAL SELLING & SALES MGMT (3)
- 13558: 001 ELDRIDGE, D - TBA

MRBL 476 MARKETING MANAGEMENT (3)
- 13540: 001 MCDERMOTT, D - TR 0930AM 1145AM BUSNS 3133

MRBL 481 LAW FOR ACCOUNTANTS I (3)
- 13520: 001 SMITH, A - MW 1000AM 1200PM BUSNS 3133

MRBL 493 INTERNSHIP (3)
- 13551: 001 RASNIC, C - MW 0530PM 0745PM BUSNS 3133

MRBL 530 FUND LEGAL ENVIRONMENT OF BUSINESS (3)
- 13550: 001 WUJNOWSKI, M - MW 0700PM 0940PM BUSNS 2132

MRBL 570 CONCEPTS AND ISSUES IN MARKETING (3)
- 13559: 001 URBAN, D - MW 0700PM 0930PM BUSNS 2132

MRBL 646 PERSONNEL LAW (3)
- 13563: 001 GRIGGS, W - MW 0900AM 1155AM BUSNS 2139

MRBL 651 DIRECT MARKETING THEORY & RESEARCH (3)
- 13557: 001 KIECKER, P - TBA

MRBL 657 INTERNATIONAL MARKETING PLANNING (3)
- 13560: 001 FRANZAK, P - TBA

MRBL 669 DATABASE MARKETING (3)
- 13564: 001 COWLES, D - T 0700PM 0940PM BUSNS 3133

MRBL 671 MARKETING MANAGEMENT (3)
- 13566: 001 MCDERMOTT, D - T 0700PM 0940PM BUSNS 2132

MRBL 671 MARKETING MANAGEMENT (3)
- 16500: 001 LITTLE, M - W 0700PM 0940PM OFCM 1

MRBL 673 MARKETING RESEARCH (3)
- 13567: 001 URBAN, M - W 0700PM 0940PM BUSNS 2132

MRBL 674 SERVICE QUALITY MGMT (3)
- 16410: 001 COWLES, D - M 0400PM 0640PM BUSNS 3133

MRBL 697 GUIDED STUDY (3)
- 13561: 001 KIECKER, P - M 0700PM 0940PM BUSNS 3133