### Accounting

Eligibility for enrollment in most upper division School of Business courses (300-400 levels) is restricted to juniors, seniors and graduate students and to special students who have completed baccalaureate degrees. Students without these qualifications may enroll only in the following upper-division accounting (ACCT) course, 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.

<table>
<thead>
<tr>
<th>Course Title</th>
<th>CRN</th>
<th>Type</th>
<th>Instructor</th>
<th>Days</th>
<th>Time</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 203 INTRODUCTION TO ACCOUNTING I</td>
<td>10001</td>
<td>001</td>
<td>SPEDE, E</td>
<td>MTWR</td>
<td>0900AM – 1015AM</td>
<td>BUSNS 2125</td>
</tr>
<tr>
<td>ACCT 204 INTRODUCTION TO ACCOUNTING II</td>
<td>12003</td>
<td>002</td>
<td>OLD, P</td>
<td>TR</td>
<td>0600PM – 0840PM</td>
<td>BUSNS 3103</td>
</tr>
<tr>
<td>ACCT 205 INTRODUCTORY ACCOUNTING SURVEY</td>
<td>12008</td>
<td>001</td>
<td>HOLLEY, C</td>
<td>TR</td>
<td>0600PM – 0840PM</td>
<td>BUSNS 2139</td>
</tr>
<tr>
<td>ACCT 304 INTERMEDIATE ACCOUNTING II</td>
<td>12007</td>
<td>001</td>
<td>VUYAKUMARJ, J</td>
<td>MTWR</td>
<td>0900AM – 1015AM</td>
<td>BUSNS 3103</td>
</tr>
<tr>
<td>ACCT 306 COST ACCOUNTING</td>
<td>12009</td>
<td>001</td>
<td>WIER, B</td>
<td>MTWR</td>
<td>0800AM – 1015AM</td>
<td>BUSNS 3105</td>
</tr>
<tr>
<td>ACCT 307 ACCOUNTING SYSTEMS</td>
<td>12010</td>
<td>001</td>
<td>BAE, B</td>
<td>MW</td>
<td>0600PM – 0800PM</td>
<td>BUSNS 3120</td>
</tr>
<tr>
<td>ACCT 404 ADVANCED ACCOUNTING</td>
<td>12018</td>
<td>001</td>
<td>COFFMAN, E</td>
<td>MTWR</td>
<td>0900AM – 1015AM</td>
<td>BUSNS 2125</td>
</tr>
<tr>
<td>ACCT 405 TAX ACCOUNTING</td>
<td>12011</td>
<td>001</td>
<td>SPINDEL, R</td>
<td>MW</td>
<td>0600PM – 0840PM</td>
<td>BUSNS 2126</td>
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<tr>
<td>ACCT 406 AUDITING</td>
<td>12012</td>
<td>001</td>
<td>HOLLEY, C</td>
<td>MTWR</td>
<td>1030AM – 1245PM</td>
<td>BUSNS 2126</td>
</tr>
</tbody>
</table>

### Economics

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

<table>
<thead>
<tr>
<th>Course Title</th>
<th>CRN</th>
<th>Type</th>
<th>Instructor</th>
<th>Days</th>
<th>Time</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 203 INTRODUCTION TO ECONOMICS</td>
<td>10425</td>
<td>001</td>
<td>BULL, D</td>
<td>MTWRF</td>
<td>0900AM – 1200PM</td>
<td>BUSNS 2110</td>
</tr>
<tr>
<td>ECON 210 PRIN OF ECON- MICRO</td>
<td>10426</td>
<td>001</td>
<td>HOFFER, G</td>
<td>MTWRF</td>
<td>0900AM – 1200PM</td>
<td>BUSNS 2110</td>
</tr>
<tr>
<td>ECON 211 PRIN OF ECON- MACRO</td>
<td>10430</td>
<td>002</td>
<td>LEHR, C</td>
<td>MTWRF</td>
<td>0900AM – 1200PM</td>
<td>BUSNS 3105</td>
</tr>
</tbody>
</table>

A survey of economic principles, institutions and problems. The course is designed to provide basic economic understanding for students who do not expect to major in economics or in the School of Business. No degree credit for economics and business majors.
Finance, Insurance and Real Estate

Eligibility for enrollment in most upper division School of Business courses (300-400 levels) is restricted to juniors, seniors and graduate students and to 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 Prin 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

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Days</th>
<th>Start Date</th>
<th>End Date</th>
<th>Fee Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>10684</td>
<td>3</td>
<td>M</td>
<td>May 20</td>
<td>Jun 25</td>
<td>BUSN 3110</td>
<td>FIRE 311 FINANCIAL MANAGEMENT</td>
</tr>
<tr>
<td>10685</td>
<td>2</td>
<td>M</td>
<td>May 20</td>
<td>Jun 25</td>
<td>BUSN 3112</td>
<td>FIRE 311 FINANCIAL MANAGEMENT</td>
</tr>
</tbody>
</table>

FEES: See Fee Table in Front of Book

Prerequisites: MATH 101 or satisfactory score on the Mathematics Placement Test. A course designed to give the student a theoretical and practical understanding of the economic institutions and problems of the American economy. First semester: Microeconomics. Second semester: Macroeconomics.

ECON 303 MANAGERIAL ECONOMICS

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Days</th>
<th>Start Date</th>
<th>End Date</th>
<th>Fee Code</th>
<th>Description</th>
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<tbody>
<tr>
<td>10433</td>
<td>3</td>
<td>M</td>
<td>May 20</td>
<td>Jun 25</td>
<td>BUSN 3114</td>
<td>ECON 303 MANAGERIAL ECONOMICS</td>
</tr>
<tr>
<td>10434</td>
<td>2</td>
<td>M</td>
<td>May 20</td>
<td>Jun 25</td>
<td>BUSN 3112</td>
<td>ECON 303 MANAGERIAL ECONOMICS</td>
</tr>
</tbody>
</table>

FEES: See Fee Table in Front of Book

Prerequisites: ECON 210-211, MGMT 212, and junior standing. Application of tools of economic analysis to allocation problems in profit and nonprofit organizations. Models for evaluating revenue, production, cost and pricing will be presented. Emphasis on developing decision rules for turning data into information for solving problems. Students may not receive credit for ECON 203, ECON 210 or ECON 211.

ECON 307 MONEY AND BANKING

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Days</th>
<th>Start Date</th>
<th>End Date</th>
<th>Fee Code</th>
<th>Description</th>
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<tbody>
<tr>
<td>10406</td>
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<td>M</td>
<td>May 20</td>
<td>Jun 25</td>
<td>BUSN 3114</td>
<td>ECON 307 MONEY AND BANKING</td>
</tr>
</tbody>
</table>

FEES: See Fee Table in Front of Book

Prerequisites: ECON 210-211, MGMT 212, and junior standing. A study of money, financial markets and the financial structure with emphasis on commercial banks and the Federal Reserve System. Relationships between economic activity and money supply are introduced.

ECON 492 INDEPENDENT STUDY

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Days</th>
<th>Start Date</th>
<th>End Date</th>
<th>Fee Code</th>
<th>Description</th>
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<tbody>
<tr>
<td>10437</td>
<td>3</td>
<td>M</td>
<td>May 20</td>
<td>Aug 16</td>
<td>BUSN 3114</td>
<td>ECON 492 INDEPENDENT STUDY</td>
</tr>
</tbody>
</table>

FEES: See Fee Table in Front of Book

Prerequisites: Junior or senior standing as an economics major; approval of advisor and department chair prior to registration. Intensive study under supervision of a faculty member in an area not covered in depth or contained in the regular curriculum.

ECON 493 INTERNSHIP IN ECONOMICS

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Days</th>
<th>Start Date</th>
<th>End Date</th>
<th>Fee Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>10438</td>
<td>3</td>
<td>M</td>
<td>May 20</td>
<td>Aug 16</td>
<td>BUSN 3114</td>
<td>ECON 493 INTERNSHIP IN ECONOMICS</td>
</tr>
</tbody>
</table>

FEES: See Fee Table in Front of Book

Prerequisites: Junior standing; a minimum of 3.0 GPA in economics courses; at least 15 economics credits; and permission of the department chair. Intention to enroll must be indicated to the instructor prior to or during registration for semester of credit. The internship is designed to give students practical experience in an appropriate supervised environment in the public or private sector.

ECON 610 MANAGERIAL ECONOMICS

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Days</th>
<th>Start Date</th>
<th>End Date</th>
<th>Fee Code</th>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td>10439</td>
<td>3</td>
<td>M</td>
<td>Jul 18</td>
<td>Aug 14</td>
<td>BUSN 3114</td>
<td>ECON 610 MANAGERIAL ECONOMICS</td>
</tr>
</tbody>
</table>

FEES: See Fee Table in Front of Book

Prerequisites: ECON 500 or equivalent. Analysis of business decisions, applying tools of economic theory. Decisions on demand, production, cost, prices, profits and investments.

ECON 697 GUIDED STUDY-ECONOMICS

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Days</th>
<th>Start Date</th>
<th>End Date</th>
<th>Fee Code</th>
<th>Description</th>
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<tbody>
<tr>
<td>10440</td>
<td>3</td>
<td>T</td>
<td>May 20</td>
<td>Aug 16</td>
<td>BUSN 3114</td>
<td>ECON 697 GUIDED STUDY-ECONOMICS</td>
</tr>
</tbody>
</table>

FEES: See Fee Table in Front of Book

Approval of proposed work is required by the director of graduate programs. Graduate students wishing to do research on problems in business administration or business education will submit a detailed outline of their problem. They will be assigned reading and will prepare a written report on the problem. To be taken at the end of the program.

ECON 798 THESIS IN ECONOMICS

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Days</th>
<th>Start Date</th>
<th>End Date</th>
<th>Fee Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>10441</td>
<td>3</td>
<td>T</td>
<td>May 20</td>
<td>Aug 16</td>
<td>BUSN 3114</td>
<td>ECON 798 THESIS IN ECONOMICS</td>
</tr>
</tbody>
</table>

FEES: See Fee Table in Front of Book

ECON 798-799. Prior to enrollment, approval of the proposed work is required by the graduate adviser and the proposed thesis adviser. Graduate students will work under supervision in outlining a graduate thesis and in carrying out the thesis.

Summer 2020
Prerequisites: INFO 160 or equivalent knowledge. Introduces students to fundamental use of microcomputer systems; INFO 362 Computer Hardware. Before registering, please refer to the current university bulletin for course prerequisites or course restrictions.

**FIRE 693 FIELD PROJECT**
Prerequisite: FIRE 520 and MGMT 524 or equivalent. The process of investing in stocks and bonds, including capital management, capital rationing and cost of capital, and capital structure.

**FIRE 621 CASES IN FINANCIAL MANAGEMENT**
Prerequisites: FIRE 311 or the equivalent. A study of the essential concepts of financial management including working capital management, capital budgeting, capital structure planning, and capital structure.

**FIRE 616 INTRO TO SPREADSHEETS**
Prerequisites: INFO 160 or equivalent knowledge. Introduces students to fundamental use of spreadsheets processing on the microcomputer. Topics include the entering of text, numbers and formulas, formatting, moving, copying, recalculation, graphing, retrieving, saving and printing. The course will help students prepare financial analyses and products other VCU course work may require. Students may not receive degree credit for both CMSC 128 and INFO 162.

**INFO 163 INTO HTML & WEB PAGE DESIGN**
Prerequisites: INFO 160, MGMT 210, and equivalent knowledge. Introduces students to Web page design and products other VCU course work may require. Students may not receive degree credit for both CMSC 128 and INFO 163.

**INFO 165 INTERMEDIATE SPREADSHEETS**
Prerequisites: INFO 160, MGMT 210, and equivalent knowledge. Introduces students to Web page design and products other VCU course work may require. Students may not receive degree credit for both CMSC 128 and INFO 163.

**INFO 166 INTRODUCTION TO PRESENTATION**
Prerequisite: INFO 160 or equivalent knowledge. Introduces students to fundamental use of microcomputer-based word processors. Topics include document preparation and modification, tab sets and indentation, bullets and lists, and table formats. The course will help students prepare documents and papers that other VCU course work may require. Students may not receive degree credit for both CMSC 128 and INFO 161.

**INFO 169 INTRODUCTION TO JAVA**
Prerequisite: INFO 160 or equivalent knowledge. Familiarizes students with the fundamental use of a microcomputer-based presentation package. Topics include creating and editing presentations, creating and modifying drawing objects and adding clip art. The course will help students prepare presentations and products other VCU course work may require.
INFO 620 DISTRIBUTED AND TELEPROCESSING SYS
10691 901 (3) T 0600PM – 0940PM BUSNS 3142
MORENO, V
COPREREQUISITE REQUIRED
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
Prerequisite: INFO 661 or equivalent. Computer network design, communication line control, and communication hardware and software.

INFO 630 INFORMATION ENGINEERING
10692 901 (3) May 27 – Aug 14 (12 weeks)
MW 0600PM – 0750PM BUSNS 3142
WEISTROFFER, H
COPREREQUISITE REQUIRED
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
Prerequisites: Major status in INFO 600 or equivalent and INFO 610. This course covers business process and data modeling for information requirements analysis and specification. The process-modeling segment will cover advanced methods and techniques for the analysis and specification of business processes. Techniques for the modeling, analysis and derivation of generic procedures will include procedure mapping and logic normalization. Students will gain hands-on experience with advanced CASE tools from SAP, J.D. Edwards and ORACLE.

INFO 681 MANAGEMENT INFORMATION SYSTEMS
10693 902 (3) May 28 – Aug 19 (12 weeks)
INFO 798 THESIS
10694 902 (3) May 29 – Jul 18 (11 weeks)
STAFF
COPREREQUISITE REQUIRED
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
Prerequisite: Computer literacy (the equivalence of INFO 560, or INFO 360, 162, and 163). Not open to those concentrating in information systems. Provides an understanding of the importance and place of computer-based information systems in the success of data management, management support systems, information systems, and resource management.

INFO 691 TOPIC
12171 901 (3) May 29 – Jul 17 (8 weeks)
SUTHERLAND, J
SCHOOL OF BUSINESS STUDENTS ONLY
GRADUATE STUDENTS ONLY
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
KNOWLEDGE MGMT
10684 902 (3) Jun 1 – Aug 17 (11 weeks)
ZHUI, J
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
Study of current topics. Topics may vary from semester to semester.

INFO 693 FIELD PROJECT
10695 901 (3) May 28 – Aug 16 (13 weeks)
TBA
REDMOND, R
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
Approval of proposed work is required by the director of graduate programs. Students will work under the supervision of a faculty advisor in planning and carrying out a practical research project. A written report of the investigations is required. To be taken at the end of the program.

INFO 697 GUIDED STUDY
10696 913 (3) May 28 – Aug 16 (13 weeks)
TBA
REDMOND, R
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
Approval of proposed work is required by the director of graduate programs. Graduate students wishing to do research on problems in business administration or business education will submit a detailed outline of their problem. They will be assigned reading and will prepare a written report on the problem. To be taken at the end of the program.

INFO 798 THESIS
10697 901 (3) May 28 – Aug 16 (13 weeks)
TBA
BRYSON, N
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
GRADUATE STUDENTS ONLY
INFO 798-799. Graduate students will work under supervision in outlining a graduate thesis and in carrying out the thesis.

INFO 898 DISSERTATION RESEARCH
10698 901 (1) May 28 – Aug 16 (13 weeks)
TBA
BRYSON, N
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
10699 902 (2) May 28 – Aug 16 (13 weeks)
TBA
BRYSON, N
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
10700 903 (3) May 28 – Aug 16 (13 weeks)
TBA
BRYSON, N
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
10701 904 (6) May 28 – Aug 16 (13 weeks)
TBA
BRYSON, N
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
10702 905 (9) May 28 – Aug 16 (13 weeks)
TBA
BRYSON, N
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
10703 906 (12) May 28 – Aug 16 (13 weeks)
TBA
BRYSON, N
FEE REQUIRED – SEE FEE TABLE IN FRONT OF BOOK
Limited to Ph.D. in business candidates.
and revival.

Prerequisites: MGMT 301 and junior standing. Concepts and techniques of management science as they apply to solving business problems, with a focus on applications. Includes linear programming, transportation method, PERT/CPM, queuing models and simulation.

MGMT 421 SMALL BUSINESS MANAGEMENT
11082 001 (3) May 20 – Jun 20 (5 weeks)
MTVR 1030AM – 1245PM
BUSNS 2141
RINLER, G
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

The importance, problems and requirements of small businesses; establishing policies for prices, production, control and credit; regulations, taxes, records and record keeping.

MGMT 434 STRATEGIC MANAGEMENT
11084 001 (3) May 20 – Jun 20 (5 weeks)
MTVR 1030AM – 1245PM
BUSNS 3130
BYLES, C
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
RESTRICTED FROM BFO & SND MAJORS
CLASS RESTRICTION JR SR SU
COMREQUISITE REQUIRED

Prerequisites: Senior standing or permission of instructor. Application, testing and critical analysis of management theories, concepts and skills. Team building and organizational culture assessment.

MGMT 490 TOPIC
11073 003 (3) Jun 24 – Jul 25 (5 weeks)
MTVR 0800AM – 1015AM
BUSNS 5162
KURTULUS, I
COMREQUISITE REQUIRED
PERMISSION OF INSTRUCTOR REQUIRED

Prerequisites: MGMT 301 and senior standing, or permission of instructor. Application, testing and critical analysis of management theories, concepts and skills. Team building and organizational culture assessment.

MGMT 491 TOPIC

EUROPEAN STUDY ABROAD
11070 C91 (3) Jul 10 – Jul 27 (3 weeks)
TBA
PITTS, M
BYLES, C
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
CONTACT DEPT ABOUT ROOM LOCATION
COMREQUISITE REQUIRED

EUROPEAN STUDY ABROAD
11071 C92 (3) Jul 10 – Jul 27 (3 weeks)
TBA
PITTS, M
BYLES, C
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
CONTACT DEPT ABOUT ROOM LOCATION
COMREQUISITE REQUIRED

EUROPEAN STUDY ABROAD
11072 C93 (1) Jul 10 – Jul 27 (3 weeks)
TBA
PITTS, M
BYLES, C
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
CONTACT DEPT ABOUT ROOM LOCATION
COMREQUISITE REQUIRED

Prerequisites: Junior or senior standing as a major in a business curriculum, approval of adviser and department chair prior to registration. Intensive study under supervision of a faculty member in an area not covered in-depth or contained in the regular curriculum.

MGMT 492 INDEPENDENT STUDY
11073 003 (3) May 20 – Aug 16 (13 weeks)
TBA
ACKLEY, R
COMREQUISITE REQUIRED

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: MGMT 319 and junior standing. An in-depth study of a selected business topic, to be announced in advance.

MGMT 334 MANAGING DYNAMIC ORGANIZATIONS
11065 001 (3) Jun 24 – Jul 25 (5 weeks)
MTVR 1030AM – 1245PM
BUSNS 4156
GRUPPI, W
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: MGMT 319 and junior standing. Applies macro-organization theory to organization design. The design of structure and process to improve effectiveness. Relationships between technology and structure; strategy and environment; power and politics; culture and organization; and growth, decline and revival.
### MGMT 693 INTERNSHIP
11074 001 (3)  May 20 – Aug 16 (13 weeks)
TBA
ACKLEY, R
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
COPREREQUISITE REQUIRED
Prerequisites: Senior standing in the major offering the internship and permission of the department chair. Intention to enroll must be indicated to the instructor prior to or during advance registration for semester of credit. Involves students in a meaningful experience in a setting appropriate to the major. Graded as pass/fail at the option of the department.

### MGMT 524 STATISTICAL ELEMENT QUANT MGMT
11075 901 (3)  Jul 8 – Aug 14 (8 weeks)
MW 0900PM – 0930PM  BUSNS 2140
ANDREWS, R
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
Prerequisite: MGMT 500 or equivalent. Develops an ability to interpret and analyze business data in a managerial decision-making context. Managerial applications are stressed in a coverage of descriptive statistics, probability, sampling, estimation, hypothesis testing, and simple regression and correlation analysis. This is a foundation course.

### MGMT 637 ADVANCED HUMAN RESOURCE MGMT
11076 902 (3)  Jul 8 – Aug 14 (8 weeks)
MW 0900PM – 0930PM  BUSNS 2122
GRAY, G
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
Prerequisite: MGMT 540 or equivalent, or permission of instructor. An advanced course in management of a business. Course employs case analysis approach.

### MGMT 641 ORGANIZATIONAL BEHAVIOR
11077 902 (3)  Jul 9 – Aug 15 (8 weeks)
TR 0800PM – 0930PM  BUSNS 4155
HUMPHREY, R
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
COPREREQUISITE REQUIRED
Prerequisite: MGMT 640 or equivalent, or permission of instructor. An advanced course in management, involving theories and models aimed at developing the managerial competencies needed to analyze, understand, predict, and guide individual, group, and organizational behavior.

### MGMT 642 BUSINESS POLICY
11078 902 (3)  May 21 – Jun 27 (6 weeks)
TR 0830PM – 0915PM  BUSNS 4155
STETTINIUS, W
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
COPREREQUISITE REQUIRED
Prerequisite: Must be taken after completion of all foundation courses plus 15 credits of advanced courses. Integration of principles and policies of business management from the fields of accounting, economics, marketing, finance, statistics, and management in the solution of broad company problems. Emphasis on the integration of disciplines in efficient administration of a business. Course employs case analysis approach.

### MGMT 645 OPERATIONS RESEARCH
11079 901 (3)  May 20 – Jun 26 (6 weeks)
MW 0900PM – 0950PM  BUSNS 3103
SMITH, C
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
COPREREQUISITE REQUIRED
Prerequisite: MGMT 524 or equivalent. Business problems in production, inventory, finance, marketing, and transportation translated into mathematical models; strengths and weaknesses of such translations. Solution procedures and their limitations.

### MGMT 691 TOPIC
#### EUROPEAN STUDY ABROAD
11080 C92 (3)  Jul 10 – Jul 27 (3 weeks)
TBA
PITTS, M  BYLES, C
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
CONTACT DEPT. ABOUT ROOM LOCATION
EUROPEAN STUDY ABROAD
11081 C92 (3)  Jul 10 – Jul 27 (3 weeks)
TBA
PITTS, M  BYLES, C
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
CONTACT DEPT. ABOUT ROOM LOCATION
EUROPEAN STUDY ABROAD
11082 C94 (1)  Jul 10 – Jul 27 (3 weeks)
TBA
PITTS, M  BYLES, C
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
CONTACT DEPT. ABOUT ROOM LOCATION
Study of current topics. Topics may vary from semester to semester.

### MGMT 693 FIELD PROJECT
11083 001 (3)  May 20 – Aug 16 (13 weeks)
TBA
GILBREATH, G
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
11084 003 (3)  May 20 – Aug 16 (13 weeks)
TBA
GILBREATH, G
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
11085 903 (3)  May 20 – Aug 16 (13 weeks)
TBA
GILBREATH, G
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
Approval of proposed work is required by the director of graduate programs. Students will work under the supervision of a faculty adviser in planning and carrying out a practical research project. A written report of the investigations is required. To be taken at the end of the program.

### MGMT 697 GUIDED STUDY
11086 903 (3)  May 20 – Aug 16 (13 weeks)
TBA
GILBREATH, G
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
11087 913 (3)  May 20 – Aug 16 (13 weeks)
TBA
GILBREATH, G
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
Approval of proposed work is required by the director of graduate programs. Graduate students wishing to do research on problems in business administration or business education will submit a detailed outline of their problem. They will be assigned reading and will prepare a written report on the problem. To be taken at the end of the program.

### MGMT 799 THESIS
11088 903 (3)  May 20 – Aug 16 (13 weeks)
TBA
GREEN, T
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
MGMT 796.979. Graduate students will work under supervision in outlining a graduate thesis and in carrying out the thesis.

### MGMT 898 DISSERTATION RESEARCH
11089 001 (1)  May 20 – Aug 16 (13 weeks)
TBA
WILLIAMS, L
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
11090 003 (3)  May 20 – Aug 16 (13 weeks)
TBA
WILLIAMS, L
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
11091 006 (6)  May 20 – Aug 16 (13 weeks)
TBA
WILLIAMS, L
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
11092 009 (9)  May 20 – Aug 16 (13 weeks)
TBA
WILLIAMS, L
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
11093 012 (12)  May 20 – Aug 16 (13 weeks)
TBA
WILLIAMS, L
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
Limited to Ph.D. in business candidates.

### Marketing and Business Law
Eligibility for enrollment in most upper division School of Business courses (300-400 levels) is restricted to juniors, seniors and graduate students and to 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
11104 001 (9)  May 20 – Jun 7 (3 weeks)
MWRF 0900AM – 1200PM  BUSNS 4169
URBAN, D
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
COPREREQUISITE REQUIRED
11105 003 (3)  Jul 29 – Aug 16 (6 weeks)
MTVRF 0900AM – 1100AM  BUSNS 5167
WOOD, V
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
COPREREQUISITE REQUIRED
11106 004 (3)  May 20 – Jun 20 (5 weeks)
MTVR 0800AM – 1015AM  BUSNS 3105
FRANZAK, F
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK
COPREREQUISITE REQUIRED
11107 005 (3)  May 20 – Jun 20 (5 weeks)
MTVR 0100PM – 0315PM  BUSNS 2125
MYERS, T
RESTRICTED FROM BFO & SND MAJORS
COPREREQUISITE REQUIRED
12032 901 (3)  May 29 – Jul 17 (8 weeks)
MW 0900PM – 0945PM  BUSNS 2138
THOMPSON, P
RESTRICTED FROM BFO & SND MAJORS
COPREREQUISITE REQUIRED
Prerequisites: ECON 210-211 (or ECON 203 for non-business majors) and junior standing. An introduction to the activities involving the exchange of goods, services and ideas for the satisfaction of human wants. Marketing is examined as it relates to the other functions of the organization, to consumers and to society.

### MRBL 310 INFO FOR MARKETING DECISIONS
11108 901 (3)  May 20 – Jul 17 (8 weeks)
MW 0900PM – 0945PM  BUSNS 3133
THOMPSON, P
RESTRICTED FROM BFO & SND MAJORS
COPREREQUISITE REQUIRED
Prerequisites: MGMT 301, MRBL 308 and junior standing. Students receive an overview of the marketing research process. The course includes coverage of primary research, secondary data sources and marketing information systems. Students learn to apply research findings to marketing decisions.
MRBL 323 LEGAL ENVIRONMENT OF BUS 11109 001 (3) May 20 – Jun 7 (3 weeks) DAUGHTREY, W FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK CO/PREREQUISITE REQUIRED

Prerequisite: MRBL 2002 or permission of instructor. This course introduces students to basic legal concepts and principles as they apply to business, including business organizations, contracts, agency, torts, unfair competition, and criminal law.

MRBL 371 INTEGRATED MARKETING COMMUNICATN 11113 001 (3) Jul 18 – Aug 16 (4.5 weeks) THOMPSON, P FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK CO/PREREQUISITE REQUIRED

Prerequisites: MRBL 308 or permission of chair, and senior standing. This course provides an overview of the marketing communications process, including advertising, public relations, sales promotion, personal selling, and direct marketing.

MRBL 373 BUYER BEHAVIOR 11114 001 (3) May 29 – Jul 17 (8 weeks) MYERS, T FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK CO/PREREQUISITE REQUIRED

Prerequisites: MRBL 308 and junior standing. This course examines the psychological, sociological, and anthropological variables that influence consumer behavior.

MRBL 378 DYNAMICS OF RETAIL MANAGEMENT 11115 001 (3) May 20 – Jun 20 (5 weeks) LITTLE, M FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK CO/PREREQUISITE REQUIRED

Prerequisites: MRBL 308 and junior standing. This course focuses on the dynamics of retail management, including retailing concepts, retail location, and retailing management.

MRBL 379 INTERNATIONAL MARKETING 11116 001 (3) May 20 – Jun 7 (3 weeks) WUNHOOLDS, H FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK CO/PREREQUISITE REQUIRED

Prerequisites: MRBL 308 or permission of chair, and junior standing. This course covers international marketing principles and practices.

MRBL 474 PERSONAL SELLING & SALES MGMT 12022 001 (3) May 28 – Jul 18 (8 weeks) BARTON, J FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK CO/PREREQUISITE REQUIRED

Prerequisite: MRBL 308 or permission of chair, and junior standing. This course covers the principles and practices of professional selling and sales management.

MRBL 475 SERVICES MARKETING 12023 001 (3) May 20 – Jun 20 (5 weeks) COWLES, D FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK CO/PREREQUISITE REQUIRED

Prerequisites: MRBL 308 or permission of the instructor, and junior standing. This course focuses on the marketing of services and the special challenges it presents.

MRBL 476 MARKETING MANAGEMENT 11117 001 (3) May 20 – Jun 20 (5 weeks) FRANZAK, F FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK CO/PREREQUISITE REQUIRED

Prerequisite: Restricted to senior-level marketing majors who have completed a minimum of 15 credits of marketing courses. This course requires the senior marketing student to apply his or her knowledge to the solving of marketing managerial problems.