



# School of Business

## 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.**

### ACCT 203 INTRODUCTION TO ACCOUNTING I

10001 001 (3) May 22 – Jun 22 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 2125  
COFFMAN, E

10002 904 (3) May 30 – Jul 20 (8 wks)  
TR 0600PM – 0840PM BUSNS 3133  
HODGDON, C

10003 905 (3) Jun 20 – Aug 10 (8 wks)  
TR 0600PM – 0840PM BUSNS 3103  
EDMUNDS, W

ACCT 203-204. Prerequisite: MATH 141 or equivalent. Theoretical and technical facets of financial and managerial accounting for business. Accumulation, analysis, interpretation, and uses of accounting information.

### ACCT 204 INTRODUCTION TO ACCOUNTING II

10004 002 (3) May 22 – Jun 22 (5 wks)  
MTWR 0800AM – 1015AM BUSNS 2141  
SPEDE, E

10005 003 (3) Jun 26 – Jul 27 (5 wks)  
MTWR 0800AM – 1015AM BUSNS 3130  
OLDS, P

10006 005 (3) Jun 26 – Jul 27 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 5167  
SPINDLE, R

10007 901 (3) May 31 – Jul 19 (8 wks)  
MW 0600PM – 0840PM BUSNS 2128  
OLDS, P

ACCT 203-204. Prerequisite: MATH 141 or equivalent. Theoretical and technical facets of financial and managerial accounting for business. Accumulation, analysis, interpretation, and uses of accounting information.

### ACCT 205 INTRODUCTORY ACCOUNTING SURVEY

10008 901 (3) May 30 – Jul 20 (8 wks)  
TR 0600PM – 0840PM BUSNS 2139  
HOLLEY, C

RESTRICTED TO SPECIFIC MAJORS

Restricted to students in the post-baccalaureate certificate in accounting program. An accelerated course covering theoretical and technical facets of financial and managerial accounting for business. Accumulation, analysis, interpretation, and uses of accounting information. May not be counted toward any of the B.S. programs offered by the School of Business.

### ACCT 303 INTERMEDIATE ACCOUNTING I

10009 001 (3) May 22 – Jun 22 (5 wks)  
MTWR 0800AM – 1015AM BUSNS 2105  
TONDKAR, R

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

ACCT 303-304. Prerequisites: INFO 160, 161, 162 or equivalent competency, ACCT 204, and junior standing. Grade of "C" or higher in ACCT 303 is required to take ACCT 304. Theoretical standards and procedures for accumulating and reporting financial information about business. Classification, valuation, and timing involved in determination of income and asset/equity measurement.

### ACCT 304 INTERMEDIATE ACCOUNTING II

10011 002 (3) Jun 26 – Jul 27 (5 wks)  
MTWR 0800AM – 1015AM BUSNS 3142  
TONDKAR, R

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10012 901 (3) May 30 – Jul 20 (8 wks)  
TR 0600PM – 0840PM BUSNS 3142  
SPEDE, E

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

ACCT 303-304. Prerequisites: INFO 160, 161, 162 or equivalent competency, ACCT 204, and junior standing. Grade of "C" or higher in ACCT 303 is required to take ACCT 304. Theoretical standards and procedures for accumulating and reporting financial information about business. Classification, valuation, and timing involved in determination of income and asset/equity measurement.

### ACCT 306 COST ACCOUNTING

10013 001 (3) Jun 26 – Jul 27 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 5136  
WIER, B

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: INFO 160, 161, 162 or equivalent competency, ACCT 204, and junior standing. Cost accumulation for inventory pricing and income determination. Cost behavior concepts for planning and control. Job order and process cost systems, standard costs, budgets, and special topics in relevant costs for managerial decisions.

### ACCT 307 ACCOUNTING SYSTEMS

10014 901 (3) May 31 – Jul 19 (8 wks)  
MW 0600PM – 0840PM BUSNS 2135  
HOLLEY, C

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: INFO 160, 161, 162 or equivalent competency, ACCT 204, and junior standing. Examines design and evaluation of manual and computerized accounting information systems. Emphasis on the system of internal controls and the impact of computers on those controls.

### ACCT 401 GOVERNMENTAL & NOT-FOR-PROFIT ACCT

10015 901 (3) May 31 – Jul 19 (8 wks)  
MW 0600PM – 0840PM BUSNS 2136  
STAPLES, C

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: ACCT 303-304, grade of "C" or higher in ACCT 304, and junior standing. The role of accounting in the management of resources entrusted to government and nonprofit entities, including accounting and reporting standards. Accounting in municipalities and nonprofit entities such as hospitals, charitable and health organizations, and colleges and universities.

### ACCT 404 ADVANCED ACCOUNTING

10016 001 (3) May 22 – Jun 22 (5 wks)  
MTWR 0800AM – 1015AM BUSNS 2126  
COFFMAN, E

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: Grade of "C" or higher in ACCT 304 and junior standing. Financial accounting for complex business relationships, including home office-branch accounting, business combinations, consolidated financial statements, partnerships, and governmental funds.

### ACCT 405 TAX ACCOUNTING

10017 901 (3) May 31 – Jul 19 (8 wks)  
MW 0600PM – 0840PM BUSNS 2126  
SPINDLE, R

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: INFO 161, 162 or equivalent competency, ACCT 204, and junior standing. Income tax legislation and the concept of taxable income; federal income tax law applicable to individuals.

### ACCT 406 AUDITING

10018 001 (3) May 22 – Jun 22 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 2126  
HOLLEY, C

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: MGMT 301, grade of "C" or higher in ACCT 304 and ACCT 307, and junior standing. A study of the conceptual, theoretical, and practical procedures applicable to auditing - both external and internal. Primary emphasis is placed upon the theory of audit evidence; the objectives, techniques, and procedures for financial and operational audit reports.

### ACCT 410 ADVANCED TAX ACCOUNTING

10019 901 (3) Jun 19 – Aug 9 (8 wks)  
MW 0600PM – 0840PM BUSNS 2110  
EDMUNDS, W

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: ACCT 405 and junior standing. Complex tax problems of the trust, partnership, and corporation. Particular emphasis is given to tax planning.

### ACCT 493 INTERNSHIP IN ACCOUNTING

10519 002 (3) May 22 – Aug 18 (13 wks)  
TBA  
EPPS, R

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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.

### ACCT 608 MANAGERIAL ACCOUNTING CONCEPTS

10020 901 (3) May 23 – Jun 29  
TR 0600PM – 0930PM BUSNS 5163  
WIER, B

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisite: ACCT 507 or equivalent. The use of accounting information contained in reports to management. The functions of planning, decision making, and control are studied as accounting data are reported through the firm's information system and in special analyses.

### ACCT 609 STATE AND LOCAL TAXATION

12093 901 (3) May 30 – Jul 20  
TR 0600PM – 0930PM BUSNS 2126  
SPINDLE, R

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisite: ACCT 405 or equivalent. Examination of the tax problems and planning opportunities inherent in state and local taxation, with emphasis on the problems of interstate business operations.

### ACCT 697 GUIDED STUDY

10520 903 (3) May 22 – Aug 18 (13 wks)  
TBA  
EPPS, R

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Approval of proposed work is required by the associate dean for graduate studies in business. 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.

### ACCT 898 DISSERTATION RESEARCH

10521 003 (3) May 22 – Aug 18 (13 wks)  
TBA  
EPPS, R

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Limited to Ph.D. in business candidates.

## 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 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 210 PRIN OF ECON- MICRO

10115	001	(3)	May 22 – Jun 9 (3 wks)
MTWRF	0900AM – 1200PM		BUSNS 2115
HOFFER, G			
10116	002	(3)	May 22 – Jun 9 (3 wks)
MTWRF	0900AM – 1200PM		BUSNS 2110
PETERSON, S			
10118	003	(3)	Jul 31 – Aug 18 (3 wks)
MTWRF	0900AM – 1200PM		BUSNS 5163
HOFFER, G			
10117	006	(3)	Jun 26 – Jul 27 (5 wks)
MTWR	1030AM – 1245PM		BUSNS 3130
REILLY, R			

ECON 210-211. Prerequisite: MATH 001 or satisfactory score on the Mathematics Placement Test. A course designed to acquaint the student with a theoretical and practical understanding of the economic institutions and problems of the American economy. First semester: Microeconomics. Second semester: Macroeconomics.

### ECON 211 PRIN OF ECON- MACRO

10119	003	(3)	May 22 – Jun 22 (5 wks)
MTWR	1030AM – 1245PM		BUSNS 2128
OTOOLE, D			
10120	004	(3)	Jun 26 – Jul 27 (5 wks)
MTWR	1030AM – 1245PM		BUSNS 3105
BRAT, D			
10121	005	(3)	Jun 26 – Jul 27 (5 wks)
MTWR	0800AM – 1015AM		BUSNS 3105
BRAT, D			
11989	006	(3)	Jul 31 – Aug 18 (3 wks)
MTWRF	0900AM – 1200PM		BUSNS 3105
BOWMAN, J			

ECON 210-211. Prerequisite: MATH 001 or satisfactory score on the Mathematics Placement Test. A course designed to acquaint the student with 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

10122	001	(3)	May 22 – Jun 22 (5 wks)
MTWR	1030AM – 1245PM		BUSNS 3105
WETZEL, J			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			
10123	002	(3)	May 22 – Jun 22 (5 wks)
MTWR	0800AM – 1015AM		BUSNS 5162
WETZEL, J			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			
10124	903	(3)	Jun 19 – Aug 9 (8 wks)
MW	0600PM – 0840PM		BUSNS 3133
BRAT, D			
RESTRICTED FROM BFO & SND MAJORS			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			

Prerequisites: ECON 210-211, MGMT 212 or MATH 200, 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.

### ECON 307 MONEY AND BANKING

10125	001	(3)	May 22 – Jun 22 (5 wks)
MTWR	0800AM – 1015AM		BUSNS 3103
OTOOLE, D			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			

Prerequisites: ECON 210-211, or ECON 203, 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

10126	003	(3)	May 22 – Aug 18 (13 wks)
TBA			
MILLNER, E			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			

Prerequisites: Junior or senior standing as an economics major, 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.

### ECON 500 CONCEPTS IN ECONOMICS

11995	901	(3)	May 22 – Jun 28
MW	0600PM – 0930PM		BUSNS 4115
WETZEL, J			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			

Not open to students who have completed ECON 210 and 211 or the equivalent. Essential economic concepts including the price system, price determination in imperfectly competitive markets, employment theory, and monetary theory. This is a foundation course.

### ECON 610 MANAGERIAL ECONOMICS

10127	001	(3)	Jun 26 – Jul 27 (5 wks)
MTWR	0800AM – 1015AM		BUSNS 3103
REILLY, R			
FEE REQUIRED - 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

10825	903	(3)	May 22 – Aug 18 (13 wks)
TBA			
MILLNER, E			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			

Approval of proposed work is required by the associate dean for graduate studies in business. 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.

## 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

10188	001	(3)	May 22 – Jun 22 (5 wks)
MTWR	0800AM – 1015AM		BUSNS 5167
SHIN, T			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			
10190	002	(3)	May 22 – Jun 22 (5 wks)
MTWR	1030AM – 1245PM		BUSNS 5162
SHIN, T			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			
10191	003	(3)	Jun 26 – Jul 27 (5 wks)
MTWR	1030AM – 1245PM		BUSNS 3103
DANIELS, K			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			
11971	004	(3)	Jun 26 – Jul 27 (5 wks)
MTWR	0800AM – 1015AM		BUSNS 5163
DANIELS, K			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			
10945	904	(3)	May 31 – Jul 19 (8 wks)
MW	0600PM – 0840PM		BUSNS 2138
BACON, F			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			

Prerequisites: ACCT 204 (or ACCT 202 for non-business majors) and junior standing. Pre- or corequisite: MGMT 301. Principles of optimal financial policy in the procurement and management of wealth by profit-seeking enterprises; the application of theory to financial decisions involving cash flow, capital structure, and capital budgeting.

### FIRE 312 INTERM FINANCIAL MANAGEMENT

10183	001	(3)	May 22 – Jun 22 (5 wks)
MTWR	0800AM – 1015AM		BUSNS 5163
SALANDRO, D			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			

Prerequisites: MGMT 302, FIRE 311, and junior standing. Advanced topics in financial management with emphasis on the theoretical bases for the valuation of the firm.

### FIRE 314 INVESTMENTS

10184	001	(3)	May 22 – Jun 22 (5 wks)
MTWR	1030AM – 1245PM		BUSNS 5163
SALANDRO, D			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			

Prerequisites: MGMT 301 and FIRE 311, or permission of chair, and junior standing. An analysis of the market for long-term corporate securities. Emphasis is given to the valuation of bonds, common stocks, options, and convertible securities and portfolio concepts. Designed to provide an understanding of the functioning of an efficient market.

### FIRE 315 PERSONAL FINANCIAL PLANNING

10195	901	(3)	May 31 – Jul 19 (8 wks)
MW	0600PM – 0840PM		BUSNS 2139
HOFFMAN, M			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			

Designed to assist households and those providing financial services and advice to households in making complex financial decisions. Units include income and expenditure, credit, borrowing, banking, savings, insurance, home buying, investment, and estate planning.

### FIRE 316 PRINCIPLES OF REAL ESTATE

10196	001	(3)	May 22 – Jun 22 (5 wks)
MTWR	1030AM – 1245PM		BUSNS 2120
PHILLIPS, R			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			

10197	902	(3)	Jun 20 – Aug 10 (8 wks)
TR	0600PM – 0840PM		BUSNS 2136
FERGUSON, J			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			

Principles and practices of real estate development, financing, brokerage, appraisal, legal instruments, and governmental land use influences.

### FIRE 333 RISK AND INSURANCE

10198	901	(3)	Jun 19 – Aug 9 (8 wks)
MW	0600PM – 0840PM		BUSNS 2141
BEATY, B			
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK			

Nature of risk; insurance and other risk handling methods; examination of basic life, health, property, and liability principles and coverages.

**FIRE 492 INDEPENDENT STUDY**

10947 003 (3) May 22 – Aug 18 (13 wks)

TBA

DUBOFSKY, D

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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.

**FIRE 493 INTERNSHIP**

10948 004 (3) May 22 – Aug 18 (13 wks)

TBA

DUBOFSKY, D

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: Senior standing with a major in finance (either the finance or insurance track) or real estate, a minimum GPA of 2.8, and permission of the Department of Finance, Insurance and Real Estate chair or director of the insurance or real estate program. Involves students in a meaningful experience in finance, insurance or real estate. Intention to enroll must be indicated to the chair or appropriate program director.

**FIRE 520 FINANCIAL CONCEPTS OF MGMT**

10199 901 (3) May 22 – Jun 28

MW 0600PM – 0930PM

UPTON, D

BUSNS 5136

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisite: ACCT 507 or equivalent. Pre- or corequisite: MGMT 524 or equivalent. Not open to students who have completed FIRE 311 or the equivalent. A study of the essential concepts of financial management including working capital management, capital budgeting, capital structure planning, and dividend policy. This is a foundation course.

**FIRE 621 CASES IN FINANCIAL MANAGEMENT**

10200 901 (3) Jul 10 – Aug 16

MW 0600PM – 0930PM

RAMIREZ, G

BUSNS 2132

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisite: FIRE 520 or equivalent. Analysis of financial problems and policies of nonfinancial firms, including capital management, capital rationing and cost of capital, and capital structure.

**FIRE 691 TOP: COMPARATIVE FINANCIAL STRUC**

11994 901 (3) May 22 – Jun 28

MW 0600PM – 0930PM

MURPHY, N

BUSNS 4155

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Study of current topics. Topics may vary from semester to semester.

**FIRE 693 FIELD PROJECT**

10950 003 (3) May 22 – Aug 18 (13 wks)

TBA

DUBOFSKY, D

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Approval of proposed work is required by the associate dean for graduate studies in business. 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.

**FIRE 697 GUIDED STUDY**

10951 003 (3) May 22 – Aug 18 (13 wks)

TBA

DUBOFSKY, D

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10952 903 (3) May 22 – Aug 18 (13 wks)

TBA

STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10953 913 (3) May 22 – Aug 18 (13 wks)

TBA

STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Approval of proposed work is required by the associate dean for graduate studies in business. 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.

## Information Systems

**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 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.**

**INFO 160 INTRO TO WINDOWS OPERATING SYSTEM**

11045 010 (1) May 22 – May 31

MTWR 0800AM – 1015AM

STAFF

BUSNS 2119

11046 011 (1) May 22 – May 31

MTWR 1030AM – 1245PM

STAFF

BUSNS 2119

11047 012 (1) May 22 – May 31

MTWR 0100PM – 0315PM

STAFF

BUSNS 2119

11048 050 (1) Jul 17 – Jul 25

MTWR 0800AM – 1015AM

STAFF

BUSNS 2119

11049 051 (1) Jul 17 – Jul 25

MTWR 1030AM – 1245PM

STAFF

BUSNS 2119

11050 910 (1) May 23 – Jun 6

TR 0600PM – 0840PM

STAFF

BUSNS 2119

Familiarizes students with basic computer terminology and concepts and introduces them to a micro-computer environment. Topics include the history of computers, an introduction to hardware and software, computer applications, and hands-on experience on a windows-based microcomputer system. This course requires no prior knowledge of computers, and it provides the necessary foundation for introductory computer programming and applications courses. Students may not receive degree credit for both CMSC 128 and INFO 160.

**INFO 161 INTRO TO MICRO WORD PROCESSING**

11054 020 (1) Jun 5 – Jun 13

MTWR 0800AM – 1015AM

STAFF

BUSNS 2119

11055 021 (1) Jun 5 – Jun 13

MTWR 1030AM – 1245PM

STAFF

BUSNS 2119

11056 030 (1) Jun 19 – Jun 27

MTWR 0100PM – 0315PM

STAFF

BUSNS 2119

11057 060 (1) Jul 31 – Aug 8

MTWR 1030AM – 1245PM

STAFF

BUSNS 2119

11058 070 (1) Aug 9 – Aug 17

MTWR 0800AM – 1015AM

STAFF

BUSNS 2119

11059 920 (1) Jun 13 – Jun 27

TR 0600PM – 0840PM

STAFF

BUSNS 2119

Prerequisites: INFO 160 or equivalent knowledge. Introduces students to fundamental use of micro-computer-based word processors. Topics include word wrap, indentation, font selection, point size, bolding, indenting, underlining, spacing, and block commands. 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 198 and INFO 161.

**INFO 162 INTRO TO SPREADSHEETS**

11062 020 (1) Jun 5 – Jun 13

MTWR 0100PM – 0315PM

STAFF

BUSNS 2119

11063 030 (1) Jun 19 – Jun 27

MTWR 0800AM – 1015AM

STAFF

BUSNS 2119

11064 040 (1) Jul 3 – Jul 12

MTWR 0100PM – 0315PM

STAFF

BUSNS 2119

11065 060 (1) Jul 31 – Aug 8

MTWR 0800AM – 1015AM

STAFF

BUSNS 2119

11066 070 (1) Aug 9 – Aug 17

MTWR 1030AM – 1245PM

STAFF

BUSNS 2119

11067 930 (1) Jul 6 – Jul 20

TR 0600PM – 0840PM

STAFF

BUSNS 2119

Prerequisite: INFO 160 or equivalent knowledge. Introduces students to fundamentals of spreadsheet 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 198 and INFO 162.

**INFO 164 INTRODUCTION TO THE INTERNET**

11068 040 (1) Jul 3 – Jul 12

MTWR 0800AM – 1015AM

STAFF

BUSNS 2119

12011 041 (1) Jul 3 – Jul 12

MTWR 1030AM – 1245PM

STAFF

BUSNS 2119

11069 050 (1) Jul 17 – Jul 25

MTWR 0100PM – 0315PM

STAFF

BUSNS 2119

11070 060 (1) Jul 31 – Aug 8

MTWR 0100PM – 0315PM

STAFF

BUSNS 2119

11071 910 (1) May 22 – Jun 7

MW 0600PM – 0840PM

STAFF

BUSNS 2119

11072 940 (1) Jul 25 – Aug 8

TR 0600PM – 0840PM

STAFF

BUSNS 2119

Introduces students to accessing and using the Internet. Students will be provided with a history of the Internet, the tools available, information on accessing the Internet from school and at home. World Wide Web browsers, ftp, e-mail, telnet, and other tools will be introduced.

**INFO 165 INTERMEDIATE SPREADSHEETS**

11074 930 (1) Jul 3 – Jul 17

MW 0600PM – 0840PM

STAFF

BUSNS 2119

Prerequisite: INFO 162 or equivalent. Familiarizes students with the creation and use of macros, menu building, and package building. Students are introduced to the use of database functions and the creation of tables from databases. This course is designed for those students with some prior experience with computer-based spreadsheet packages.

## INFO 166 INTRODUCTION TO DATABASE

11077 070 (1) Aug 9 – Aug 17  
MTWR 0100PM – 0315PM  
STAFF  
BUSNS 2119

11078 920 (1) Jun 12 – Jun 26  
MW 0600PM – 0840PM  
STAFF  
BUSNS 2119

Prerequisite: INFO 160 or equivalent knowledge. Provides hands-on experience with a selected popular database management package in the personal computer market.

## INFO 168 INTRODUCTION TO PRESENTATION

12010 030 (1) Jun 19 – Jun 27  
MTWR 1030AM – 1245PM  
STAFF  
BUSNS 2119

11081 940 (1) Jul 24 – Aug 7  
MW 0600PM – 0840PM  
STAFF  
BUSNS 2119

Prerequisite: INFO 160 or equivalent knowledge. Familiarizes students with the application of micro-computer-based presentation packages. The course will help students to prepare presentations and products other VCU course work may require.

## INFO 258 VISUAL BASIC PROGRAMS

10234 001 (3) May 31 – Jul 19 (8 wks)  
MW 0100PM – 0340PM  
OWENS, C  
BUSNS 3105

10237 903 (3) May 31 – Jul 19 (8 wks)  
MW 0600PM – 0840PM  
OWENS, C  
BUSNS 5163

Prerequisite: INFO 160 or equivalent. Introduces students to Visual Basic programming in the Windows environment. Concepts of structured and Object Oriented programming are introduced.

## INFO 358 STRUCTURED & OBJECT PROGRAMMING

10238 001 (3) May 30 – Jul 20 (8 wks)  
TR 0100PM – 0340PM  
THOMAS, M  
BUSNS 3130

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10239 902 (3) May 30 – Jul 20 (8 wks)  
TR 0600PM – 0840PM  
THOMAS, M  
BUSNS 5136

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10240 903 (3) May 31 – Jul 19 (8 wks)  
MW 0600PM – 0840PM  
COPPINS, R  
BUSNS 3103

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: INFO 258 or equivalent. Pre- or corequisite: INFO 362. Introduction to computer programming using C++ language, including classes and data types, logic constructs, file operations, object building, algorithms and program development, and program testing.

## INFO 359 ADV STRUCTURED & OBJECT PROGRAM

10241 001 (3) May 31 – Jul 19 (8 wks)  
MW 0100PM – 0340PM  
REDMOND, R  
BUSNS 3142

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

12017 002 (3) May 30 – Jul 20 (8 wks)  
TR 0100PM – 0340PM  
REDMOND, R  
BUSNS 3133

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: INFO 358 and junior standing. An advanced programming course using C++, giving special attention to techniques for program and object design and the evaluation and selection of data structures and algorithms using the standard template library.

## INFO 360 BUSINESS INFORMATION SYSTEMS

10243 001 (3) May 22 – Jun 22 (5 wks)  
MTWR 0800AM – 1015AM  
WYNNE, A  
BUSNS 5136

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10244 002 (3) May 22 – Jun 22 (5 wks)  
MTWR 1030AM – 1245PM  
WYNNE, A  
BUSNS 5136

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10245 904 (3) May 30 – Jul 20 (8 wks)  
TR 0600PM – 0840PM  
MILLER, C  
BUSNS 3130

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: INFO 160, INFO 161, INFO 162, or equivalent knowledge and sophomore standing. Provides an understanding of the importance of computer-based information in the success of the firm. Emphasis is on the role of information systems within each of the functional areas of business. Major concepts include data management, decision support, and management information systems.

## INFO 361 SYSTEMS ANALYSIS AND DESIGN

10246 001 (3) May 30 – Jul 20 (8 wks)  
TR 0100PM – 0340PM  
STAFF  
BUSNS 3142

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10247 901 (3) May 31 – Jul 19 (8 wks)  
MW 0300PM – 0540PM  
WYNNE, A  
BUSNS 5163

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: INFO 360 and junior standing. Examines the concepts, tools, and techniques used to develop and support computer-based information systems. Systems planning, analysis, design, and implementation are covered. Behavioral and model building aspects of systems development are emphasized throughout.

## INFO 362 COMPUTER HARDWARE AND SOFTWARE

10248 901 (3) May 31 – Jul 19 (8 wks)  
MW 0600PM – 0840PM  
ASHFORD, B  
BUSNS 5162

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Pre- or corequisite: INFO 258 or equivalent. Principles of computer hardware and software architecture, organization, and operation. Basic concepts are introduced via assembly language programming.

## INFO 464 DATABASE SYSTEMS

10249 001 (3) May 30 – Jul 20 (8 wks)  
TR 0100PM – 0340PM  
CHALLA, S  
BUSNS 5182

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10250 902 (3) May 30 – Jul 20 (8 wks)  
TR 0600PM – 0840PM  
CHALLA, S  
BUSNS 5182

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: INFO 358, INFO 361, and junior standing. Designed to prepare students for development of systems involving databases and database management.

## INFO 465 PROJECTS IN INFORMATION SYSTEMS

12027 901 (3) May 30 – Aug 17  
TR 0600PM – 0750PM  
SAUNDERS, G  
BUSNS 5162

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: INFO 361, INFO 464, and junior standing. The student's behavioral and technical skills developed in INFO 361 and INFO 464 are challenged by participating in a team systems development project. Appropriate computer assisted software engineering (CASE) tools are used throughout the project, from requirement specification to implementation and testing.

## INFO 467 DISTRIBUTED DP & TELECOMMUNICATN

10251 901 (3) May 30 – Jul 20 (8 wks)  
TR 0600PM – 0840PM  
STAFF  
BUSNS 3105

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: INFO 361 and 362 or equivalent; junior standing. Technology and concepts of telecommunications and distributed processing, including managerial concerns and interests, hardware, systems design, and operation factors.

## INFO 470 LOCAL AREA NETWORKS

10252 001 (3) May 31 – Jul 19 (8 wks)  
MW 0100PM – 0340PM  
MORENO, V  
BUSNS 3130

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10253 902 (3) May 31 – Jul 19 (8 wks)  
MW 0600PM – 0840PM  
MORENO, V  
BUSNS 3130

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: INFO 362 or permission of instructor, and junior standing. Provides an introduction into design, implementation, and management of Local Area Networks (LAN's) and the integration of LAN's into wide-area corporate enterprise networks. A case-study orientation is used throughout to emphasize design options in practical situations.

## INFO 492 INDEPENDENT STUDY

11086 003 (3) May 22 – Aug 18 (13 wks)  
TBA  
KASPER, G

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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.

## INFO 620 DATA COMMUNICATIONS

12015 901 (3) May 30 – Aug 17  
TR 0600PM – 0750PM  
STAFF  
BUSNS 2140

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

## INFO 630 INFORMATION ENGINEERING

12014 901 (3) May 29 – Aug 16  
MW 0600PM – 0750PM  
AIKEN, P  
BUSNS 3142

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: Major status or 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, JDEdwards and ORACLE.

## INFO 661 MANAGEMENT INFORMATION SYSTEMS

10254 901 (3) May 30 – Jul 20 (8 wks)  
TR 0600PM – 0840PM  
STAFF  
BUSNS 2125

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 693 FIELD PROJECT

11087 001 (3) May 22 – Aug 18 (13 wks)  
TBA  
KASPER, G

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11088 902 (3) Jun 19 – Aug 9 (8 wks)  
MW 0600PM – 0840PM  
AIKEN, P  
BUSNS 5167

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Approval of proposed work is required by the associate dean for graduate studies in business. 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.

## INFO 697 GUIDED STUDY

11089 913 (3) May 22 – Aug 18 (13 wks)  
TBA  
KASPER, G

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Approval of proposed work is required by the associate dean for graduate studies in business. 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**

11090 001 (3) May 22 – Aug 18 (13 wks)  
TBA  
COPPINS, R  
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**

11091 001 (1) May 22 – Aug 18 (13 wks)  
TBA  
KASPER, G  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11092 002 (2) May 22 – Aug 18 (13 wks)  
TBA  
KASPER, G  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11093 003 (3) May 22 – Aug 18 (13 wks)  
TBA  
KASPER, G  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11094 006 (6) May 22 – Aug 18 (13 wks)  
TBA  
KASPER, G  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11095 009 (9) May 22 – Aug 18 (13 wks)  
TBA  
KASPER, G  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11096 012 (12) May 22 – Aug 18 (13 wks)  
TBA  
KASPER, G  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Limited to Ph.D. in business candidates.

## Management

**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 Management (MGMT) courses, provided any course prerequisites are met: MGMT 301-302 Business Statistics, MGMT 331 Human Resource Management, MGMT 421 Small Business Mgmt. Before registering, please refer to the current university bulletin for course prerequisites or course restrictions.**

**MGMT 171 MATH APPLICATIONS FOR BUSINESS**

10282 001 (3) May 22 – Jun 9 (3 wks)  
MTWRF 0900AM – 1200PM  
BYRD, D  
BUSNS 2140

10283 002 (3) May 22 – Jun 22 (5 wks)  
MTWR 1030AM – 1245PM  
ANDREWS, R  
BUSNS 2127

11980 901 (3) May 30 – Jul 20 (8 wks)  
TR 0600PM – 0840PM  
STAFF  
BUSNS 2127

Prerequisites: INFO 162 or basic spreadsheet knowledge and MATH 141 or equivalent. (Equivalency may be validated by a satisfactory score on the VCU Mathematics Placement Test.) Formulation and solution of problems using a spreadsheet and algebra, mathematics of finance, basic probability, creation of decision alternatives in the face of uncertainty. A spreadsheet will be used throughout as a calculation and graphing tool.

**MGMT 212 DIFFERENTIAL CALCULUS & OPTIMIZATION**

10285 001 (3) Jun 26 – Jul 27 (5 wks)  
MTWR 0800AM – 1015AM  
STITH-WILLIS, A  
BUSNS 3133

10286 002 (3) Jun 26 – Jul 27 (5 wks)  
MTWR 1030AM – 1245PM  
CANAVOS, G  
BUSNS 5163

10288 005 (3) May 22 – Jun 22 (5 wks)  
MTWR 0800AM – 1015AM  
SPINELLI, M  
BUSNS 3142

11991 901 (3) Jun 20 – Aug 10 (8 wks)  
TR 0600PM – 0840PM  
JONES, B  
BUSNS 5167

Prerequisite: MGMT 171. Univariate and bivariate differential calculus and optimization of algebraic functions that model business phenomena. A spreadsheet will be used as a calculation tool.

**MGMT 301 BUSINESS STATISTICS I**

10289 002 (3) May 22 – Jun 22 (5 wks)  
MTWR 1030AM – 1245PM  
SPINELLI, M  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
BUSNS 3142

10291 005 (3) Jun 26 – Jul 27 (5 wks)  
MTWR 0800AM – 1015AM  
GILBREATH, G  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
BUSNS 2127

12064 901 (3) Jun 19 – Aug 9 (8 wks)  
MW 0600PM – 0840PM  
CANAVOS, G  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
BUSNS 2127

MGMT 301-302. Prerequisites: MGMT 212. Statistical methods employed in the collection and analysis of business and economic data and applications in decision-making. First semester: statistical thinking, concepts of variability, process studies, data collection, descriptive measures, probability, and introduction to statistical inference. Second semester: continuation of statistical inference, regression, and correlation analysis with emphasis on problem formulation and interpretation.

**MGMT 302 BUSINESS STATISTICS II**

10292 001 (3) May 22 – Jun 22 (5 wks)  
MTWRF 0800AM – 1015AM  
MILLER, D  
BUSNS 3105  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11977 002 (3) Jun 26 – Jul 27 (5 wks)  
MTWR 1030AM – 1245PM  
GILBREATH, G  
BUSNS 2127  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

MGMT 301-302. Prerequisites: MGMT 212. Statistical methods employed in the collection and analysis of business and economic data and applications in decision-making. First semester: statistical thinking, concepts of variability, process studies, data collection, descriptive measures, probability, and introduction to statistical inference. Second semester: continuation of statistical inference, regression, and correlation analysis with emphasis on problem formulation and interpretation.

**MGMT 319 ORGANIZATIONAL BEHAVIOR**

11978 004 (3) May 22 – Jun 9 (3 wks)  
MTWRF 0900AM – 1200PM  
SLEETH, R  
BUSNS 5182  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10296 005 (3) Jun 26 – Jul 27 (5 wks)  
MTWR 1030AM – 1245PM  
NGUYEN, N  
BUSNS 5182  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11981 901 (3) May 31 – Jul 19 (8 wks)  
MW 0600PM – 0840PM  
SLEETH, R  
BUSNS 5182  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisite: Junior standing. Introduction to the determinants and consequences of human behavior and task performance in an organizational setting. Topics include motivation, job design, group development, organizational design, communication, leadership, and change.

**MGMT 320 PRODUCTION/OPERATIONS MANAGEMENT**

10298 001 (3) May 22 – Jun 22 (5 wks)  
MTWRF 0800AM – 1015AM  
RIMLER, G  
BUSNS 2125  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10299 005 (3) Jun 26 – Jul 27 (5 wks)  
MTWR 1030AM – 1245PM  
SMITH, C  
BUSNS 3142  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10300 006 (3) Jun 26 – Jul 27 (5 wks)  
MTWRF 0800AM – 1015AM  
SMITH, C  
BUSNS 5167  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

12016 901 (3) May 30 – Jul 20 (8 wks)  
TR 0600PM – 0840PM  
RIMLER, G  
BUSNS 2132  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10301 902 (3) May 31 – Jul 19 (8 wks)  
MW 0600PM – 0840PM  
COLLETT, P  
BUSNS 2117  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: MGMT 301, MGMT 319, and junior standing. Discipline of management and the management process within the operations of an organization. Planning and controlling of operations through decision analysis, forecasting, aggregate planning, inventory management, and quality management.

**MGMT 325 ORGANIZATIONAL COMMUNICATION**

10302 001 (3) Jul 31 – Aug 18 (3 wks)  
MTWRF 0900AM – 1150AM  
ACKLEY, R  
BUSNS 4155  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11976 003 (3) May 22 – Jun 22 (5 wks)  
MTWRF 0800AM – 1015AM  
PEARCE, C  
BUSNS 4155  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10304 903 (3) May 31 – Jul 19 (8 wks)  
MW 0300PM – 0540PM  
BARKER, R  
BUSNS 4155  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
RESTRICTED FROM BFO & SND MAJORS

Prerequisites: ENGL 101-200 and junior standing. A study of writing for interpersonal, group, and organizational communication, including the preparation of standard business documents.

**MGMT 327 BUS & TECH REPORT WRITING I**

11974 002 (3) May 22 – Jun 22 (5 wks)  
MTWRF 1030AM – 1245PM  
PEARCE, C  
BUSNS 4155  
SAME AS ENGL-327  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
WRITING INTENSIVE COURSE

10306 003 (3) Jun 19 – Jul 27 (6 wks)  
MTWR 1030AM – 1210PM  
SHARP, N  
HIBBS B008  
SAME AS ENGL-327  
WRITING INTENSIVE COURSE  
CLASS RESTRICTION JR SR SU

10307 901 (3) May 30 – Jul 20 (8 wks)  
TR 0600PM – 0840PM  
STAFF  
BUSNS 2117  
SAME AS ENGL-327  
WRITING INTENSIVE COURSE  
CLASS RESTRICTION JR SR SU

Prerequisites: Junior standing; ENGL 200. Development of critical writing skills used in business, science, technology, and government, including instructions, descriptions, process explanations, reports, manuals, and proposals. The course will include such topics as communication theory, technical style, illustrations, formats for proposals, reports, and manuals.

### MGMT 331 HUMAN RESOURCE MANAGEMENT

11988 002 (3) May 22 – Jun 9 (3 wks)  
 MTWRF 0900AM – 1200PM BUSNS 2107  
 GRAY, G  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10309 004 (3) Jul 31 – Aug 18 (3 wks)  
 MTWRF 0900AM – 1150AM BUSNS 3130  
 GRAY, G  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Basic problems of employment, selection, and placement; employee rating systems of a diverse workforce, and management of diversity through recognition of employee uniqueness and positive contributions of various cultures to the organization culture; wage levels and methods; job studies and descriptions; training methods and programs.

### MGMT 339 MANAGEMENT SCIENCE

10310 001 (3) Jun 26 – Jul 27 (5 wks)  
 MTWRF 0800AM – 1015AM BUSNS 5162  
 KURTULUS, I  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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 419 MANAGING DYNAMIC ORGANIZATIONS

10311 002 (3) May 22 – Jun 22 (5 wks)  
 MTWRF 1030AM – 1245PM BUSNS 4115  
 TRUMBUE, R  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: MGMT 301 and junior standing. The application of 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 421 SMALL BUSINESS MANAGEMENT

10312 001 (3) May 22 – Jun 22 (5 wks)  
 MTWRF 1030AM – 1245PM BUSNS 2141  
 RIMLER, G  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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

### MGMT 433 COMPENSATION MANAGEMENT

11979 002 (3) May 22 – Jun 22 (5 wks)  
 MTWRF 1030AM – 1245PM BUSNS 2136  
 MYERS, D  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: MGMT 331 and junior standing. The methods and techniques of obtaining job descriptions, job characteristics and measuring scales, job rating, and the awarding of wage increments.

### MGMT 434 STRATEGIC MANAGEMENT

10314 001 (3) May 22 – Jun 22 (5 wks)  
 MTWRF 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

10315 002 (3) May 22 – Jun 22 (5 wks)  
 MTWRF 0800AM – 1015AM BUSNS 3130  
 BYLES, C  
 RESTRICTED FROM BFO & SND MAJORS  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11972 006 (3) Jun 26 – Jul 27 (5 wks)  
 MTWRF 0800AM – 1015AM BUSNS 5182  
 WOOD, D  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10316 007 (3) Jun 26 – Jul 27 (5 wks)  
 MTWRF 1030AM – 1245PM BUSNS 5162  
 WOOD, D  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

12065 901 (3) May 22 – Jun 28  
 MW 0600PM – 0940PM BUSNS 4169  
 PITTS, M  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: Senior standing in a School of Business major and completion of all School of Business core courses. Integrative course to analyze policy issues at the overall management-level, involving functional areas such as production, finance, and marketing, in context with the economic, political, and social environment.

### MGMT 489 MANAGERIAL APP & SKILLS DEVELOP

11973 902 (3) Jun 20 – Aug 10 (8 wks)  
 TR 0600PM – 0840PM BUSNS 4155  
 GRUBB, L  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: MGMT 319, MGMT 320 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 TOPICS

CULT/MGMT STUDY IRELD & UK  
 11171 C91 (3) Jul 3 – Jul 19  
 TBA  
 PITTS, M BYLES, C  
 STUDY ABROAD SECTION  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CULT/MGMT STUDY IRELD & UK  
 11172 C92 (3) Jul 3 – Jul 19  
 TBA  
 PITTS, M BYLES, C  
 STUDY ABROAD SECTION  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CULT/MGMT STUDY IRELD & UK  
 11173 C93 (1) Jul 3 – Jul 19  
 TBA  
 PITTS, M BYLES, C  
 STUDY ABROAD SECTION  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisite: Junior standing. An in-depth study of a selected business topic, to be announced in advance.

### MGMT 492 INDEPENDENT STUDY

11177 003 (3) May 22 – Aug 18 (13 wks)  
 TBA  
 ACKLEY, R  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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 493 INTERNSHIP

11178 001 (3) May 22 – Aug 18 (13 wks)  
 TBA  
 ACKLEY, R  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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 ELEMNT QUANT MGMT

12061 901 (3) May 22 – Jun 28  
 MW 0600PM – 0940PM 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

12005 902 (3) Jul 10 – Aug 16  
 MW 0600PM – 0940PM BUSNS 2122  
 GRAY, G  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

A critical analysis of the functions and problem areas related to human resource management in a large organization; philosophy of human resource management; employee recruiting, testing, and wage and salary administration and supplemental compensation systems; manpower, training, and development; employee services; the legal environment of human resource management.

### MGMT 641 ORGANIZATIONAL BEHAVIOR

11996 902 (3) Jul 10 – Aug 16  
 MW 0600PM – 0940PM BUSNS 3105  
 HUMPHREY, R  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisite: MGMT 540 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

11998 902 (3) May 23 – Jun 29  
 TR 0600PM – 0940PM BUSNS 4169  
 PITTS, M  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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 and in the establishment of company policy. Emphasis on interaction of disciplines in efficient administration of a business. Course employs case analysis approach.

### MGMT 691 TOPICS

CULT/MGMT STUDY IRELAND & UK  
 11179 C92 (3) Jul 3 – Jul 19  
 TBA  
 PITTS, M BYLES, C  
 STUDY ABROAD SECTION  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CULT/MGMT STUDY IRELAND & UK  
 11180 C93 (3) Jul 3 – Jul 19  
 TBA  
 PITTS, M BYLES, C  
 STUDY ABROAD SECTION  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CULT/MGMT STUDY IRELAND & UK  
 11181 C94 (1) Jul 3 – Jul 19  
 TBA  
 PITTS, M BYLES, C  
 STUDY ABROAD SECTION  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Study of current topics. Topics may vary from semester to semester.

**MGMT 693 FIELD PROJECT**

11185 001 (3) May 22 – Aug 18 (13 wks)  
TBA  
ACKLEY, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11186 003 (3) May 22 – Aug 18 (13 wks)  
TBA  
ACKLEY, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11187 903 (3) May 22 – Aug 18 (13 wks)  
TBA  
ACKLEY, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Approval of proposed work is required by the associate dean for graduate studies in business. 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**

11188 903 (3) May 22 – Aug 18 (13 wks)  
TBA  
ACKLEY, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11189 913 (3) May 22 – Aug 18 (13 wks)  
TBA  
ACKLEY, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Approval of proposed work is required by the associate dean for graduate studies in business. 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**

11190 903 (3) May 22 – Aug 18 (13 wks)  
TBA  
GREEN, T  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

MGMT 798-799. Graduate students will work under supervision in outlining a graduate thesis and in carrying out the thesis.

**MGMT 898 DISSERTATION RESEARCH**

11191 001 (1) May 22 – Aug 18 (13 wks)  
TBA  
WILLIAMS, L  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11192 003 (3) May 22 – Aug 18 (13 wks)  
TBA  
WILLIAMS, L  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11193 006 (6) May 22 – Aug 18 (13 wks)  
TBA  
WILLIAMS, L  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11194 009 (9) May 22 – Aug 18 (13 wks)  
TBA  
WILLIAMS, L  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11195 012 (12) May 22 – Aug 18 (13 wks)  
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**

10327 001 (3) May 22 – Jun 9 (3 wks)  
MTWRF 0900AM – 1200PM BUSNS 4169  
URBAN, D  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10328 003 (3) Jul 31 – Aug 18 (3 wks)  
MTWRF 0900AM – 1150AM BUSNS 5167  
WOOD, V  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10329 004 (3) May 22 – Jun 22 (5 wks)  
MTWR 0100PM – 0315PM BUSNS 5167  
MYERS, T  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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**

10330 001 (3) May 31 – Jul 19 (8 wks)  
MW 0300PM – 0540PM BUSNS 3133  
MYERS, T  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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**

10331 001 (3) May 22 – Jun 9 (3 wks)  
MTWRF 0900AM – 1200PM BUSNS 3133  
DAUGHTREY, W  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10332 002 (3) May 22 – Jun 22 (5 wks)  
MTWR 0100PM – 0315PM BUSNS 5162  
DAUGHTREY, W  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10333 903 (3) Jun 19 – Aug 9 (8 wks)  
MW 0600PM – 0840PM BUSNS 2102  
SINNOTT, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10334 904 (3) May 30 – Jul 20 (8 wks)  
TR 0600PM – 0840PM BUSNS 2138  
NUCKOLS, O  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisite: Junior standing. Basic legal concepts applicable to business, including the legal aspects of operating a business, contracts, employment relationships, sales, bailments, and commercial paper, along with ethical considerations and social and political influences. Students may not receive degree credit for both MRBL 323 and MRBL 481.

**MRBL 371 INTEGRATED MARKETING COMMUNICATN**

10335 001 (3) Jul 31 – Aug 18 (3 wks)  
MTWRF 0900AM – 1150AM BUSNS 3103  
RYAN, T  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: MRBL 308, or permission of chair, and junior standing. Overviews the various steps in the development of an integrated marketing communications program, including advertising, public relations, sales promotion, personal selling and direct marketing. Special emphasis is placed on the role of new technologies and interactive media in this context.

**MRBL 373 BUYER BEHAVIOR**

10336 001 (3) May 22 – Jun 22 (5 wks)  
MTWR 0100PM – 0315PM BUSNS 3103  
RYAN, T  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CLASS RESTRICTION JR SR SU  
RESTRICTED FROM BFO & SND MAJORS

Prerequisites: MRBL 308 and junior standing; PSYC 101 and SOCY 101 recommended. Study of the relevant psychological, sociological, and anthropological variables that shape buyers' activities and motivations in household and organizational decision making. Throughout the course, students consider the issue of why consumers behave as they do in the marketplace and the nature of their choices as individual, family, and institutional buyers.

**MRBL 376 DYNAMICS OF RETAIL MANAGEMENT**

10337 001 (3) May 22 – Jun 22 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 5167  
LITTLE, M  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: MRBL 308 and junior standing. A comprehensive view of retailing and an application of marketing concepts in a practical retail managerial environment. Students learn to evaluate retail firms and to identify their strengths and weaknesses.

**MRBL 378 INTERNATIONAL MARKETING**

10338 001 (3) May 22 – Jun 9 (3 wks)  
MTWRF 0900AM – 1200PM BUSNS 2132  
WIJNHOLDS, H  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
RESTRICTED FROM BFO & SND MAJORS

Prerequisites: MRBL 308, or permission of chair, and junior standing. This course is designed to orient students toward global marketing and to develop an understanding of the differences among foreign marketing environments. Subject areas emphasized are the differences and similarities between domestic and international marketing and changes in the international marketing environment. This course also introduces students to international marketing policies.

**MRBL 476 MARKETING MANAGEMENT**

10339 901 (3) May 22 – Jun 28  
MW 0600PM – 0930PM BUSNS 3105  
FRANZAK, F  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisite: Restricted to senior-level marketing majors who have completed a minimum of 15 credits of marketing courses (in addition to MRBL 308). A case course requiring the senior marketing student to apply his or her knowledge to the solving of marketing managerial problems.

**MRBL 481 LAW FOR ACCOUNTANTS I**

10340 001 (3) May 22 – Jun 22 (5 wks)  
MTWRF 0800AM – 1015AM BUSNS 2128  
SMITH, A  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

MRBL 481-482. Prerequisite: Senior accounting major or permission of instructor. Provides detailed examination of laws that are of particular importance to accountants, along with ethical considerations and social and political influences. First semester: contracts, sales, agency, commercial paper, secured transactions, and bankruptcy. Second semester: security regulations, antitrust, partnerships, corporations, suretyship, insurance, wills, and trusts. Students may not receive degree credit for MRBL 481-482 and for MRBL 323, 324.

**MRBL 482 LAW FOR ACCOUNTANTS II**

11990 001 (3) May 22 – Jun 22 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 3103  
SMITH, A  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

MRBL 481-482. Prerequisite: Senior accounting major or permission of instructor. Provides detailed examination of laws that are of particular importance to accountants, along with ethical considerations and social and political influences. First semester: contracts, sales, agency, commercial paper, secured transactions, and bankruptcy. Second semester: security regulations, antitrust, partnerships, corporations, suretyship, insurance, wills, and trusts. Students may not receive degree credit for MRBL 481-482 and for MRBL 323, 324.

**MRBL 492 INDEPENDENT STUDY**

11200 003 (3) May 22 – Aug 18 (13 wks)  
 TBA  
 KIECKER, P  
 PERMISSION OF DEPARTMENT REQUIRED  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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. To receive credit toward a marketing major or minor, the student must focus on an area within the marketing discipline.

**MRBL 493 INTERNSHIP**

11201 003 (3) May 22 – Aug 18 (13 wks)  
 TBA  
 MCDERMOTT, D  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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.

**MRBL 530 FUND LEGAL ENVIRNMNT OF BUSINESS**

10341 901 (3) Jul 10 – Aug 16  
 MW 0600PM – 0930PM BUSNS 1106  
 DAUGHTREY, W  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

The legal environment of business is examined in view of common law principles, statutory provisions and administrative regulations affecting various forms of business organizations and management obligations to the company, its owner, and the public. Role of ethics and key commercial law areas are examined including Uniform Commercial Code Provisions.

**MRBL 657 INTERNATIONAL MRKT PLAN PROJECT**

11202 001 (3) May 22 – Aug 18 (13 wks)  
 TBA  
 WOOD, V  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisite: MRBL 570 and permission of instructor. This course is a comprehensive real-life, field-based research and strategic planning exercise. A team of graduate business students is matched with a Virginia business that is interested in initiating or expanding export sales. Under the supervision of the instructor, the student team develops an international market plan for the client company. The team functions as an international business consultant to its assigned company.

**MRBL 697 GUIDED STUDY**

11203 003 (3) May 22 – Aug 18 (13 wks)  
 TBA  
 KIECKER, P  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Approval of proposed work is required by the associate dean for graduate studies in business. 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.