

# 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 21 – Jun 21 (5 wks)  
MTWR 1030AM – 1245PM  
HODGDON, C  
BUSNS 2125

10003 905 (3) Jun 19 – Aug 9 (8 wks)  
TR 0600PM – 0840PM  
EDMUNDS, W  
BUSNS 3103

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 21 – Jun 21 (5 wks)  
MTWR 0800AM – 1015AM  
OLDS, P  
BUSNS 2141

12030 006 (3) Jul 19 – Aug 17 (4.5 wks)  
MTWRF 1030AM – 1245PM  
SPEDE, E  
BUSNS 5182  
CO/PREQUISITE REQUIRED SEE BULLETIN

10007 901 (3) May 30 – Jul 18 (8 wks)  
MW 0600PM – 0840PM  
HODGDON, C  
BUSNS 2128

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 29 – Jul 19 (8 wks)  
TR 0600PM – 0840PM  
HOLLEY, C  
BUSNS 2139

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 304 INTERMEDIATE ACCOUNTING II

10010 002 (3) May 21 – Jun 21 (5 wks)  
MTWR 1030AM – 1245PM  
TONDKAR, R  
BUSNS 3133

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

10012 001 (3) May 21 – Jun 21 (5 wks)  
MTWR 1030AM – 1245PM  
WIER, B  
BUSNS 4115

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

10013 901 (3) May 30 – Jul 18 (8 wks)  
MW 0600PM – 0840PM  
BAE, B  
BUSNS 2135

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 404 ADVANCED ACCOUNTING

10015 001 (3) May 21 – Jun 21 (5 wks)  
MTWR 0800AM – 1015AM  
COFFMAN, E  
BUSNS 2126

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

10016 901 (3) May 30 – Jul 18 (8 wks)  
MW 0600PM – 0840PM  
SPINDLE, R  
BUSNS 2126

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

10017 001 (3) May 21 – Jun 21 (5 wks)  
MTWR 1030AM – 1245PM  
HOLLEY, C  
BUSNS 2126

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

10018 901 (3) Jun 18 – Aug 8 (8 wks)  
MW 0600PM – 0840PM  
EDMUNDS, W  
BUSNS 2110

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 492 INDEPENDENT STUDY

10019 001 (3) May 21 – Aug 17 (13 wks)  
TBA  
EPPS, R

CO/PREQUISITE REQUIRED SEE BULLETIN  
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.

### ACCT 493 INTERNSHIP IN ACCOUNTING

10020 002 (3) May 21 – Aug 17 (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 507 FUNDAMENTALS OF ACCOUNTING

11928 901 (3) May 21 – Jun 28 (6 wks)  
MW 0600PM – 0930PM  
TONDKAR, R  
BUSNS 1106

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Theoretical and technical facets of financial and managerial accounting for business. This is a graduate foundation course.

### ACCT 608 MANAGERIAL ACCOUNTING CONCEPTS

10021 901 (3) Jul 9 – Aug 15 (6 wks)  
MW 0600PM – 0930PM  
VIJAYAKUMAR, J  
BUSNS 3105

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 684 PARTNERSHIP TAXATION

11883 901 (3) May 29 – Jul 19 (8 wks)  
TR 0600PM – 0840PM  
SPINDLE, R  
BUSNS 2126

CO/PREQUISITE REQUIRED SEE BULLETIN  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisite: ACCT 405 or equivalent. Tax problems related to organization, operation, and liquidation of a partnership. Also, tax problems of Subchapter S corporations, tax-exempt organizations, private foundations and other special corporate forms.

### ACCT 697 GUIDED STUDY

10023 903 (3) May 21 – Aug 17 (13 wks)  
TBA  
EPPS, 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.

### ACCT 898 DISSERTATION RESEARCH

10024 003 (3) May 21 – Aug 17 (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 203 INTRODUCTION TO ECONOMICS

12157 001 (3) May 21 – Jun 21 (5 wks)  
MTWR 0100PM – 0315PM  
HERRMANN, J  
BUSNS 3103

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.

**ECON 210 PRIN OF ECON- MICRO**

10419 001 (3) May 21 – Jun 8 (3 wks)  
MTWRF 0900AM – 1200PM  
HOFFER, G BUSNS 2115

10420 003 (3) Jul 30 – Aug 17 (3 wks)  
MTWRF 0900AM – 1200PM  
HOFFER, G BUSNS 5163

10421 006 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 1030AM – 1245PM  
REILLY, R BUSNS 3130

12156 901 (3) May 30 – Jul 18 (8 wks)  
MW 0600PM – 0840PM  
SHRESTHA, C BUSNS 2136

CO/PREQUISITE REQUIRED SEE BULLETIN

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**

10422 003 (3) May 21 – Jun 21 (5 wks)  
MTWR 1000PM – 0315PM  
ABELL, J BUSNS 5167

10423 004 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 1030AM – 1245PM  
OTOOLE, D BUSNS 3105

12067 901 (3) May 21 – Jun 27 (6 wks)  
MW 0600PM – 0930PM  
ABELL, J BUSNS 3105

CO/PREQUISITE REQUIRED SEE BULLETIN

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**

10426 001 (3) May 21 – Jun 21 (5 wks)  
MTWR 1030AM – 1245PM  
WETZEL, J BUSNS 3105

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10427 002 (3) May 21 – Jun 21 (5 wks)  
MTWR 0800AM – 1015AM  
WETZEL, J BUSNS 5162

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10428 903 (3) May 30 – Jul 18 (8 wks)  
MW 0600PM – 0840PM  
WETZEL, J BUSNS 3133

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. Students may not receive credit for ECON 203, ECON 210 or ECON 211.

**ECON 307 MONEY AND BANKING**

10429 001 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 0800AM – 1015AM  
OTOOLE, D BUSNS 3103

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**

10430 003 (3) May 21 – Aug 17 (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 493 INTERNSHIP IN ECONOMICS**

10431 001 (3) May 21 – Aug 17 (13 wks)  
TBA  
OTOOLE, D

FEE REQUIRED - 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**

11884 901 (3) Jul 9 – Aug 15 (6 wks)  
MW 0600PM – 0930PM  
REILLY, R BUSNS 5136

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREQUISITE REQUIRED SEE BULLETIN

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

**ECON 697 GUIDED STUDY-ECONOMICS**

10435 903 (3) May 21 – Aug 17 (13 wks)  
TBA  
MILLNER, E

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.

**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**

10644 001 (3) May 21 – Jun 21 (5 wks)  
MTWR 0800AM – 1015AM  
DANIELS, K BUSNS 5167

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10645 002 (3) May 21 – Jun 21 (5 wks)  
MTWR 1030AM – 1245PM  
DANIELS, K BUSNS 5162

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10646 003 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 1030AM – 1245PM  
SHIN, T BUSNS 3103

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10647 004 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 0800AM – 1015AM  
SHIN, T BUSNS 5163

CO/PREQUISITE REQUIRED SEE BULLETIN

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10648 904 (3) May 30 – Jul 18 (8 wks)  
MW 0600PM – 0840PM  
BACON, F BUSNS 2138

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**

10649 001 (3) May 21 – Jun 21 (5 wks)  
MTWR 0800AM – 1015AM  
SALANDRO, D BUSNS 5163

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**

10650 001 (3) May 21 – Jun 21 (5 wks)  
MTWR 1030AM – 1245PM  
SALANDRO, D BUSNS 5163

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**

11875 001 (3) May 21 – Jun 8 (3 wks)  
MTWRF 0900AM – 1200PM  
GUTHMANN, J BUSNS 5150

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**

11876 901 (3) May 30 – Jul 18 (8 wks)  
MW 0600PM – 0840PM  
PHILLIPS, R BUSNS 2139

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10652 902 (3) Jun 19 – Aug 9 (8 wks)  
TR 0600PM – 0840PM  
FERGUSON, J BUSNS 2136

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**

10654 901 (3) Jun 18 – Aug 8 (8 wks)  
MW 0600PM – 0840PM  
BEATY, B BUSNS 2141

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**

10655 003 (3) May 21 – Aug 17 (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

12064 001 (3) May 21 – Aug 17 (13 wks)

TBA  
DUBOFSKY, D  
RESTRICTED FROM BFO & SND MAJORS  
CLASS RESTRICTION JR SR SU  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10656 004 (3) May 21 – Aug 17 (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

10657 901 (3) May 21 – Jun 27 (6 wks)

TR 0600PM – 0930PM BUSNS 4115  
UPTON, D  
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

10658 901 (3) May 21 – Jun 27 (6 wks)

MW 0600PM – 0930PM BUSNS 2132  
HOFFMAN, M  
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 TOPIC: COMMODITY TRADING

12066 901 (3) May 21 – Jun 27 (6 wks)

TR 0600PM – 0930PM BUSNS 4154  
STAFF  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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

### FIRE 693 FIELD PROJECT

10660 003 (3) May 21 – Aug 17 (13 wks)

TBA  
DUBOFSKY, D  
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.

### FIRE 697 GUIDED STUDY

10661 003 (3) May 21 – Aug 17 (13 wks)

TBA  
DUBOFSKY, D  
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.

## 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 & THE INTERNET

10788 010 (1) May 21 – May 31 (1.5 wks)  
MTWR 0800AM – 1015AM BUSNS 2119  
ANDREWS, W

11947 011 (1) May 21 – May 31 (1.5 wks)  
MTWR 1030AM – 1245PM BUSNS 2119  
STAFF

10789 012 (1) May 21 – May 31 (1.5 wks)  
MTWR 0100PM – 0315PM BUSNS 2119  
ANDREWS, W

10790 050 (1) Jul 16 – Jul 25 (1.5 wks)  
MTWR 0800AM – 1015AM BUSNS 2119  
TERRY, K

10791 051 (1) Jul 16 – Jul 25 (1.5 wks)  
MTWR 1030AM – 1245PM BUSNS 2119  
WILLIAMS, A

10792 910 (1) May 22 – Jun 5 (2 wks)  
TR 0600PM – 0840PM BUSNS 2119  
ZAUNER, J

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

### INFO 161 INTRO TO MICRO WORD PROCESSING

10795 020 (1) Jun 4 – Jun 13 (1.5 wks)  
MTWR 0800AM – 1015AM BUSNS 2119

TERRY, K  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

10796 021 (1) Jun 4 – Jun 13 (1.5 wks)  
MTWR 1030AM – 1245PM BUSNS 2119

WILLIAMS, A  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

11948 030 (1) Jun 18 – Jun 27 (1.5 wks)  
MTWR 0100PM – 0315PM BUSNS 2119

STAFF  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

10797 060 (1) Jul 30 – Aug 8 (1.5 wks)  
MTWR 1030AM – 1245PM BUSNS 2119

JONES, B  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

10798 070 (1) Aug 9 – Aug 17 (1.5 wks)  
MTWRF 0800AM – 1015AM BUSNS 2119

TERRY, K  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

10799 920 (1) Jun 12 – Jun 26 (2 wks)  
TR 0600PM – 0840PM BUSNS 2119

ZAUNER, J  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

Prerequisites: INFO 160 or equivalent knowledge. Introduces students to fundamental use of micro-computer-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 162 INTRO TO SPREADSHEETS

10802 020 (1) Jun 4 – Jun 13 (1.5 wks)  
MTWR 0100PM – 0315PM BUSNS 2119

WILLIAMS, A  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

10803 030 (1) Jun 18 – Jun 27 (1.5 wks)  
MTWR 0800AM – 1015AM BUSNS 2119

TERRY, K  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

10804 040 (1) Jul 2 – Jul 12 (1.5 wks)  
MTWR 0100PM – 0315PM BUSNS 2119

WILLIAMS, A  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

10805 060 (1) Jul 30 – Aug 8 (1.5 wks)  
MTWR 0800AM – 1015AM BUSNS 2119

JONES, B  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

10806 070 (1) Aug 9 – Aug 17 (1.5 wks)  
MTWRF 1030AM – 1245PM BUSNS 2119

WILLIAMS, A  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

10807 930 (1) Jul 3 – Jul 17 (2 wks)  
TR 0600PM – 0840PM BUSNS 2119

KELLY, K  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

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 128 and INFO 162.

### INFO 163 INTRO TO HTML & WEB PAGE DESIGN

11951 040 (1) Jul 2 – Jul 12 (1.5 wks)  
MTWR 0800AM – 1015AM BUSNS 2119

STAFF  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

11952 041 (1) Jul 2 – Jul 12 (1.5 wks)  
MTWR 1030AM – 1245PM BUSNS 2119

STAFF  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

11954 050 (1) Jul 16 – Jul 25 (1.5 wks)  
MTWR 0100PM – 0315PM BUSNS 2119

STAFF  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

11949 910 (1) May 21 – Jun 6 (2.5 wks)  
MW 0600PM – 0840PM BUSNS 2119

STAFF  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

11950 940 (1) Jul 24 – Aug 7 (2.5 wks)  
TR 0600PM – 0840PM BUSNS 2119

STAFF  
CO/PREPREREQUISITE REQUIRED SEE BULLETIN

Prerequisites: INFO 160, INFO 161 or equivalent knowledge. Introduces students to Web page design and construction using HTML and scripting languages. Topics include Web page creation, hypertext links, tables and frames. The course will provide hands-on experience in creating Web pages and making them accessible from the World Wide Web. Students may not receive degree credit for both CMSC 128 and INFO 163.

**INFO 165 INTERMEDIATE SPREADSHEETS**

10810 930 (1) Jul 2 – Jul 18 (3 wks)  
MW 0600PM – 0840PM BUSNS 2119  
JONES, B

CO/PREREQUISITE REQUIRED SEE BULLETIN

Prerequisite: INFO 162 or equivalent. Familiarizes students with the creation and use of macros, advanced formulas, statistical functions and lists. Designed for those students with some prior experience with computer-based spreadsheet packages. Students may not receive degree credit for both CMSC 128 and INFO 165.

**INFO 166 INTRODUCTION TO DATABASE**

10813 070 (1) Aug 9 – Aug 17 (1.5 wks)  
MTWRF 0100PM – 0315PM BUSNS 2119  
JONES, B

CO/PREREQUISITE REQUIRED SEE BULLETIN

10814 920 (1) Jun 11 – Jun 25 (2.5 wks)  
MW 0600PM – 0840PM BUSNS 2119  
JONES, B

CO/PREREQUISITE REQUIRED SEE BULLETIN

Prerequisite: INFO 160 or equivalent knowledge. Introduces students to the fundamental use of a microcomputer-based database management system package. Topics include creating and editing tables and forms, sorting and filtering data and generating reports and mailing lists. Designed for those students not majoring in information systems. Students may not receive degree credit for both CMSC 128 and INFO 166.

**INFO 168 INTRODUCTION TO PRESENTATION**

11955 030 (1) Jun 18 – Jun 27 (1.5 wks)  
MTWRF 1030AM – 1245PM BUSNS 2119  
STAFF

CO/PREREQUISITE REQUIRED SEE BULLETIN

10817 940 (1) Jul 23 – Aug 6 (2.5 wks)  
MW 0600PM – 0840PM BUSNS 2119  
DAVID, M

CO/PREREQUISITE REQUIRED SEE BULLETIN

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 169 MULTIMEDIA PRESENTATIONS**

11956 080 (1) Jul 30 – Aug 8 (1.5 wks)  
MTWRF 0100PM – 0315PM BUSNS 2119  
STAFF

CO/PREREQUISITE REQUIRED SEE BULLETIN

Prerequisite: INFO 168 or equivalent knowledge. Familiarizes students with the fundamental use of multimedia to enhance presentations. Topics include adding animation, creating templates, linking to other resources as well as audio and video. The course will help students to prepare more effective and professional presentations.

**INFO 258 VISUAL BASIC PROGRAMS**

10819 001 (3) May 30 – Jul 18 (8 wks)  
MW 0100PM – 0340PM BUSNS 3105  
STAFF

CO/PREREQUISITE REQUIRED SEE BULLETIN

11926 901 (3) May 29 – Jul 19 (8 wks)  
TR 0600PM – 0840PM BUSNS 4169  
STAFF

CO/PREREQUISITE REQUIRED SEE BULLETIN

10820 903 (3) May 30 – Jul 18 (8 wks)  
MW 0600PM – 0840PM BUSNS 5163  
STAFF

CO/PREREQUISITE REQUIRED SEE BULLETIN

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**

10824 001 (3) May 29 – Jul 19 (8 wks)  
TR 0100PM – 0340PM BUSNS 3130  
STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREREQUISITE REQUIRED SEE BULLETIN

10825 902 (3) May 29 – Jul 19 (8 wks)  
TR 0600PM – 0840PM BUSNS 5136  
STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREREQUISITE REQUIRED SEE BULLETIN

10826 903 (3) May 30 – Jul 18 (8 wks)  
MW 0600PM – 0840PM BUSNS 3103  
STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREREQUISITE REQUIRED SEE BULLETIN

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**

10827 001 (3) May 30 – Jul 18 (8 wks)  
MW 0100PM – 0340PM BUSNS 3142  
STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREREQUISITE REQUIRED SEE BULLETIN

10828 002 (3) May 29 – Jul 19 (8 wks)  
TR 0100PM – 0340PM BUSNS 3133  
STAFF

CO/PREREQUISITE REQUIRED SEE BULLETIN

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

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

**INFO 360 BUSINESS INFORMATION SYSTEMS**

10829 001 (3) May 21 – Jun 21 (5 wks)  
MTWRF 0800AM – 1015AM BUSNS 5136  
STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREREQUISITE REQUIRED SEE BULLETIN

10830 002 (3) May 21 – Jun 21 (5 wks)  
MTWRF 1030AM – 1245PM BUSNS 5136  
STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREREQUISITE REQUIRED SEE BULLETIN

10831 904 (3) May 29 – Jul 19 (8 wks)  
TR 0600PM – 0840PM BUSNS 3130  
STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREREQUISITE REQUIRED SEE BULLETIN

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**

10832 001 (3) May 29 – Jul 19 (8 wks)  
TR 0100PM – 0340PM BUSNS 3142  
STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREREQUISITE REQUIRED SEE BULLETIN

10833 901 (3) May 30 – Jul 18 (8 wks)  
MW 0300PM – 0540PM BUSNS 5163  
STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREREQUISITE REQUIRED SEE BULLETIN

10834 902 (3) May 29 – Jul 19 (8 wks)  
TR 0600PM – 0840PM BUSNS 2125  
STAFF

CO/PREREQUISITE REQUIRED SEE BULLETIN

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**

11888 001 (3) May 30 – Jul 18 (8 wks)  
MW 0100PM – 0340PM BUSNS 2132  
STAFF

CO/PREREQUISITE REQUIRED SEE BULLETIN

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10835 901 (3) May 30 – Jul 18 (8 wks)  
MW 0600PM – 0840PM BUSNS 5162  
STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREREQUISITE REQUIRED SEE BULLETIN

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 462 JAVA SUPPORT FOR E-BUSINESS**

11887 901 (3) Jun 19 – Aug 9 (8 wks)  
TR 0600PM – 0840PM BUSNS 3133  
THOMAS, M

CO/PREREQUISITE REQUIRED SEE BULLETIN

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisites: INFO 359, INFO 464 and junior standing. Focuses on applying Java GUI components and Java database connectivity to the construction of Windows and Internet applications and applets. Enterprise Server side JavaBeans, Servlets and XML also are treated as part of the support of E-Business.

**INFO 464 DATABASE SYSTEMS**

10836 001 (3) May 29 – Jul 19 (8 wks)  
TR 0100PM – 0340PM BUSNS 5182  
STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREREQUISITE REQUIRED SEE BULLETIN

10837 902 (3) May 29 – Jul 19 (8 wks)  
TR 0600PM – 0840PM BUSNS 5182  
STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREREQUISITE REQUIRED SEE BULLETIN

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**

11886 001 (3) May 29 – Aug 9 (10.5 wks)  
TR 0200PM – 0350PM BUSNS 5136  
STAFF

CO/PREREQUISITE REQUIRED SEE BULLETIN

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10838 901 (3) May 29 – Aug 16 (12 wks)  
TR 0600PM – 0750PM BUSNS 5162  
STAFF

CO/PREREQUISITE REQUIRED SEE BULLETIN

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**

10839 901 (3) May 29 – Jul 19 (8 wks)  
TR 0600PM – 0840PM BUSNS 3105  
STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

CO/PREREQUISITE REQUIRED SEE BULLETIN

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

10840 001 (3) May 30 – Jul 18 (8 wks)  
 MW 0100PM – 0340PM BUSNS 3130  
 STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
 CO/PREREQUISITE REQUIRED SEE BULLETIN

10841 902 (3) May 30 – Jul 18 (8 wks)  
 MW 0600PM – 0840PM BUSNS 3130  
 STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
 CO/PREREQUISITE REQUIRED SEE BULLETIN

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

### INFO 492 INDEPENDENT STUDY

10842 003 (3) May 21 – Aug 17 (13 wks)  
 TBA  
 REDMOND, R

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
 CO/PREREQUISITE REQUIRED SEE BULLETIN

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 610 ANALYSIS & DESGN OF DATABASE SYS

11885 901 (3) May 30 – Jul 18 (8 wks)  
 MW 0600PM – 0840PM BUSNS 5167  
 STAFF

CO/PREREQUISITE REQUIRED SEE BULLETIN  
 FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

Prerequisite: INFO 464 or equivalent. Designed to prepare students for the development of information systems using databases and database management techniques.

### INFO 620 DATA COMMUNICATIONS

10843 901 (3) May 29 – Aug 16 (12 wks)  
 TR 0600PM – 0750PM BUSNS 2140  
 STAFF

CO/PREREQUISITE REQUIRED SEE BULLETIN  
 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

10844 901 (3) May 28 – Aug 15 (12 wks)  
 MW 0600PM – 0750PM BUSNS 3142  
 STAFF

CO/PREREQUISITE REQUIRED SEE BULLETIN  
 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, J.D. Edwards and ORACLE.

### INFO 661 MANAGEMENT INFORMATION SYSTEMS

10845 901 (3) May 21 – Jun 27 (6 wks)  
 MW 0600PM – 0930PM BUSNS 2125  
 STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
 CO/PREREQUISITE REQUIRED SEE BULLETIN

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

10846 001 (3) May 21 – Aug 17 (13 wks)  
 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 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

10848 913 (3) May 21 – Aug 17 (13 wks)  
 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

10849 001 (3) May 21 – Aug 17 (13 wks)  
 TBA  
 STAFF

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

10850 001 (1) May 21 – Aug 17 (13 wks)  
 TBA  
 LEE, A

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10851 002 (2) May 21 – Aug 17 (13 wks)  
 TBA  
 STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10852 003 (3) May 21 – Aug 17 (13 wks)  
 TBA  
 STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10853 006 (6) May 21 – Aug 17 (13 wks)  
 TBA  
 STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10854 009 (9) May 21 – Aug 17 (13 wks)  
 TBA  
 STAFF

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10855 012 (12) May 21 – Aug 17 (13 wks)  
 TBA  
 STAFF

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 Management. Before registering, please refer to the current university bulletin for course prerequisites or course restrictions.**

### MGMT 171 MATH APPLICATIONS FOR BUSINESS

10976 001 (3) May 21 – Jun 8 (3 wks)  
 MTWRF 0900AM – 1200PM BUSNS 2140  
 BYRD, D

CO/PREREQUISITE REQUIRED SEE BULLETIN

10977 002 (3) Jul 30 – Aug 17 (3 wks)  
 MTWRF 0900AM – 1150AM BUSNS 2127  
 ANDREWS, R

CO/PREREQUISITE REQUIRED SEE BULLETIN

12168 003 (3) May 21 – Jun 21 (5 wks)  
 MTWR 0100PM – 0315PM BUSNS 2127  
 COLLETT, P

CO/PREREQUISITE REQUIRED SEE BULLETIN

10978 901 (3) May 29 – Jul 19 (8 wks)  
 TR 0600PM – 0840PM BUSNS 2127  
 WIBBERLY, L

CO/PREREQUISITE REQUIRED SEE BULLETIN

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 & OPTIMIZATN

10979 001 (3) Jun 25 – Jul 26 (5 wks)  
 MTWR 0800AM – 1015AM BUSNS 3133  
 STITH-WILLIS, A

CO/PREREQUISITE REQUIRED SEE BULLETIN

10980 002 (3) Jun 25 – Jul 26 (5 wks)  
 MTWR 1030AM – 1245PM BUSNS 5163  
 STITH-WILLIS, A

CO/PREREQUISITE REQUIRED SEE BULLETIN

10982 901 (3) May 21 – Jul 11 (8 wks)  
 TR 0600PM – 0840PM BUSNS 5167  
 CANAVOS, G

CO/PREREQUISITE REQUIRED SEE BULLETIN

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

10985 001 (3) May 21 – Jun 21 (5 wks)  
 MTWRF 0800AM – 1015AM BUSNS 3142  
 NGUYEN, N

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10983 002 (3) May 21 – Jun 21 (5 wks)  
 MTWR 1030AM – 1245PM BUSNS 3142  
 CANAVOS, G

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10984 005 (3) Jun 25 – Jul 26 (5 wks)  
 MTWRF 0800AM – 1015AM BUSNS 2127  
 SPINELLI, M

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. Students may not receive degree credit for both MGMT 301 and STAT 210.

### MGMT 302 BUSINESS STATISTICS II

10986 001 (3) May 21 – Jun 21 (5 wks)  
 MTWRF 0800AM – 1015AM BUSNS 2127  
 MILLER, D

FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
 CO/PREREQUISITE REQUIRED SEE BULLETIN

12006 901 (3) Jun 18 – Aug 8 (8 wks)  
MW 0600PM – 0840PM BUSNS 2127  
SPINELLI, M  
CLASS RESTRICTION JR SR SU  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

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. Students may not receive degree credit for both MGMT 301 and STAT 210.

#### MGMT 319 ORGANIZATIONAL BEHAVIOR

10988 004 (3) May 21 – Jun 8 (3 wks)  
MTWRF 0900AM – 1200PM BUSNS 5182  
MCDANIEL, M  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

10989 005 (3) May 21 – Jun 21 (5 wks)  
MTWR 0800AM – 1015AM BUSNS 4115  
SLEETH, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

12004 006 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 3133  
FORD, L  
RESTRICTED FROM BFO & SND MAJORS  
CLASS RESTRICTION JR SR SU  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10990 901 (3) May 30 – Jul 18 (8 wks)  
MW 0600PM – 0840PM BUSNS 5182  
SLEETH, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

12005 902 (3) Jun 19 – Aug 9 (8 wks)  
TR 0600PM – 0840PM BUSNS 3142  
GRUBB, W  
RESTRICTED FROM BFO & SND MAJORS  
CLASS RESTRICTION JR SR SU  
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

10991 001 (3) May 21 – Jun 21 (5 wks)  
MTWRF 0800AM – 1015AM BUSNS 2125  
RIMLER, G  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

10992 005 (3) May 21 – Jun 21 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 3103  
SMITH, C  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

10994 901 (3) May 29 – Jul 19 (8 wks)  
TR 0600PM – 0840PM BUSNS 2141  
RIMLER, G  
CO/PREQUISITE REQUIRED SEE BULLETIN  
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

10996 001 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 0800AM – 1015AM BUSNS 4155  
ACKLEY, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

11880 002 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 4155  
ACKLEY, R  
CO/PREQUISITE REQUIRED SEE BULLETIN  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

10997 003 (3) May 21 – Jun 21 (5 wks)  
MTWRF 0800AM – 1015AM BUSNS 4155  
PEARCE, C  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

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 WI

10999 002 (3) May 21 – Jun 21 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 4155  
PEARCE, C  
SAME AS ENGL-327  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN  
WRITING INTENSIVE COURSE

11001 901 (3) May 29 – Jul 19 (8 wks)  
TR 0600PM – 0840PM BUSNS 2117  
LEAHY, M  
SAME AS ENGL-327  
WRITING INTENSIVE COURSE  
CO/PREQUISITE REQUIRED SEE BULLETIN  
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

11877 001 (3) May 21 – Jun 21 (5 wks)  
MTWR 0800AM – 1015AM BUSNS 3133  
MYERS, D  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11002 002 (3) May 21 – Jun 8 (3 wks)  
MTWRF 0900AM – 1200PM BUSNS 2107  
GRAY, G  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

11003 004 (3) Jul 30 – Aug 17 (3 wks)  
MTWRF 0900AM – 1150AM BUSNS 3130  
GRAY, G  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

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 334 MANAGING DYNAMIC ORGANIZATIONS

11953 001 (3) May 21 – Jun 8 (3 wks)  
MTWRF 0900AM – 1200PM BUSNS 4119  
MILLER, M  
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 339 MANAGEMENT SCIENCE

11004 001 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 0800AM – 1015AM BUSNS 5162  
KURTULUS, I  
CO/PREQUISITE REQUIRED SEE BULLETIN  
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 421 SMALL BUSINESS MANAGEMENT

11005 001 (3) May 21 – Jun 21 (5 wks)  
MTWR 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

11881 001 (3) May 21 – Jun 21 (5 wks)  
MTWR 0100PM – 0315PM BUSNS 4169  
MYERS, D  
CO/PREQUISITE REQUIRED SEE BULLETIN  
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

11006 001 (3) May 21 – Jun 21 (5 wks)  
MTWR 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  
CO/PREQUISITE REQUIRED SEE BULLETIN

11007 002 (3) May 21 – Jun 21 (5 wks)  
MTWR 0800AM – 1015AM BUSNS 3130  
PITTS, M  
CO/PREQUISITE REQUIRED SEE BULLETIN  
RESTRICTED FROM BFO & SND MAJORS  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CLASS RESTRICTION JR SR SU

11008 006 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 0800AM – 1015AM BUSNS 5182  
WOOD, D  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

11009 007 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 5162  
WOOD, D  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

12174 901 (3) May 29 – Jul 19 (8 wks)  
TR 0600PM – 0840PM BUSNS 2132  
MURMAN, P  
RESTRICTED FROM BFO & SND MAJORS  
CLASS RESTRICTION JR SR SU  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

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

11927 001 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 3142  
KELLETT, J  
CO/PREQUISITE REQUIRED SEE BULLETIN  
PERMISSION OF INSTRUCTOR REQUIRED  
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 TOPIC

*MGMT/CULTURE IN EUROPE UNIO*  
11012 C91 (3) Jul 11 – Jul 28 (2.5 wks)  
TBA  
PITTS, M BYLES, C  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
STUDY ABROAD COURSE  
CO/PREQUISITE REQUIRED SEE BULLETIN

*MGMT/CULTURE IN EUROPE UNIO*  
11013 C92 (3) Jul 11 – Jul 28 (2.5 wks)  
TBA  
PITTS, M BYLES, C  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
STUDY ABROAD COURSE  
CO/PREQUISITE REQUIRED SEE BULLETIN

*MGMT/CULTURE IN EUROPE UNIO*  
11014 C93 (1) Jul 11 – Jul 28 (2.5 wks)  
TBA  
PITTS, M BYLES, C  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
STUDY ABROAD COURSE  
CO/PREQUISITE REQUIRED SEE BULLETIN

Prerequisite: Junior standing. An in-depth study of a selected business topics.

### MGMT 492 INDEPENDENT STUDY

11015 003 (3) May 21 – Aug 17 (13 wks)  
TBA  
ACKLEY, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

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

11016 001 (3) May 21 – Aug 17 (13 wks)  
TBA  
ACKLEY, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

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

11017 901 (3) Jul 9 – Aug 15 (6 wks)  
MW 0600PM – 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

11018 902 (3) Jul 9 – Aug 15 (6 wks)  
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

11019 902 (3) Jul 10 – Aug 16 (6 wks)  
TR 0600PM – 0940PM BUSNS 4155  
HUMPHREY, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

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

11020 902 (3) May 22 – Jun 28 (6 wks)  
TR 0530PM – 0910PM BUSNS 4155  
STETTINIUS, VV  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

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 645 OPERATIONS RESEARCH

11878 901 (3) May 21 – Jun 27 (6 wks)  
MW 0600PM – 0940PM BUSNS 2117  
SMITH, C  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

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

*MGMT/CULTURE IN EUROPE UNIO*  
11021 C92 (3) Jul 11 – Jul 28 (2.5 wks)  
TBA  
PITTS, M BYLES, C  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
STUDY ABROAD COURSE

*MGMT/CULTURE IN EUROPE UNIO*  
11022 C93 (3) Jul 11 – Jul 28 (2.5 wks)  
TBA  
PITTS, M BYLES, C  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
STUDY ABROAD COURSE

### MGMT/CULTURE IN EUROPE UNIO

11023 C94 (1) Jul 11 – Jul 28 (2.5 wks)  
TBA  
PITTS, M BYLES, C  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
STUDY ABROAD COURSE

### MGMT 693 FIELD PROJECT

11025 001 (3) May 21 – Aug 17 (13 wks)  
TBA  
GILBREATH, G  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11026 003 (3) May 21 – Aug 17 (13 wks)  
TBA  
GILBREATH, G  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11027 903 (3) May 21 – Aug 17 (13 wks)  
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

11028 903 (3) May 21 – Aug 17 (13 wks)  
TBA  
ACKLEY, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11029 913 (3) May 21 – Aug 17 (13 wks)  
TBA  
ACKLEY, 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.

### MGMT 799 THESIS

11030 903 (3) May 21 – Aug 17 (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

11031 001 (1) May 21 – Aug 17 (13 wks)  
TBA  
WILLIAMS, L  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11032 003 (3) May 21 – Aug 17 (13 wks)  
TBA  
WILLIAMS, L  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11033 006 (6) May 21 – Aug 17 (13 wks)  
TBA  
WILLIAMS, L  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11034 009 (9) May 21 – Aug 17 (13 wks)  
TBA  
WILLIAMS, L  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK

11035 012 (12) May 21 – Aug 17 (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

11043 001 (3) May 21 – Jun 8 (3 wks)  
MTWRF 0900AM – 1200PM BUSNS 4169  
URBAN, D  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

11044 003 (3) Jul 30 – Aug 17 (3 wks)  
MTWRF 0900AM – 1150AM BUSNS 3105  
WOOD, V  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

11045 004 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 0800AM – 1015AM BUSNS 2125  
FRANZAK, F  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREQUISITE REQUIRED SEE BULLETIN

12109 005 (3) May 21 – Jun 21 (5 wks)  
MTWR 0100PM – 0315PM BUSNS 2125

MYERS, T  
RESTRICTED FROM BFO & SND MAJORS  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREREQUISITE REQUIRED SEE BULLETIN

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

11046 001 (3) May 30 – Jul 18 (8 wks)  
MW 0300PM – 0540PM BUSNS 3133

THOMPSON, P  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREREQUISITE REQUIRED SEE BULLETIN

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

11047 001 (3) May 21 – Jun 8 (3 wks)  
MTWRF 0900AM – 1200PM BUSNS 2110

DAUGHTREY, W  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREREQUISITE REQUIRED SEE BULLETIN

11048 002 (3) May 21 – Jun 21 (5 wks)  
MTWR 0100PM – 0315PM BUSNS 5162

DAUGHTREY, W  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREREQUISITE REQUIRED SEE BULLETIN

11049 903 (3) Jun 18 – Aug 8 (8 wks)  
MW 0600PM – 0840PM BUSNS 2102

SINNOTT, R  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREREQUISITE REQUIRED SEE BULLETIN

11050 904 (3) May 29 – Jul 19 (8 wks)  
TR 0600PM – 0840PM BUSNS 2138

NUCKOLS, O  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREREQUISITE REQUIRED SEE BULLETIN

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

11051 001 (3) Jul 19 – Aug 17 (4.5 wks)  
MTWRF 1030AM – 1220PM BUSNS 2132

THOMPSON, P  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREREQUISITE REQUIRED SEE BULLETIN

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

12110 901 (3) May 30 – Jul 18 (8 wks)  
MW 0320PM – 0555PM BUSNS 2125

MYERS, T  
RESTRICTED FROM BFO & SND MAJORS  
CLASS RESTRICTION JR SR SU  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREREQUISITE REQUIRED SEE BULLETIN

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

11053 001 (3) May 21 – Jun 21 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 5167

LITTLE, M  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREREQUISITE REQUIRED SEE BULLETIN

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

11054 001 (3) May 21 – Jun 8 (3 wks)  
MTWRF 0900AM – 1200PM BUSNS 2132

WUJNHOLDS, H  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
RESTRICTED FROM BFO & SND MAJORS  
CO/PREREQUISITE REQUIRED SEE BULLETIN

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

11882 001 (3) Jun 25 – Jul 26 (5 wks)  
MTWR 1030AM – 1245PM BUSNS 2125

FRANZAK, F  
CO/PREREQUISITE REQUIRED SEE BULLETIN  
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 492 INDEPENDENT STUDY

11056 003 (3) May 21 – Aug 17 (13 wks)  
TBA

KIECKER, P  
PERMISSION OF DEPARTMENT REQUIRED  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREREQUISITE REQUIRED SEE BULLETIN

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

11057 001 (3) May 21 – Aug 17 (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

11059 901 (3) May 22 – Jun 28 (6 wks)  
TR 0600PM – 0930PM BUSNS 2135

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

11060 001 (3) May 21 – Aug 17 (13 wks)  
TBA

KIECKER, P  
FEE REQUIRED - SEE FEE TABLE IN FRONT OF BOOK  
CO/PREREQUISITE REQUIRED SEE BULLETIN

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

11062 003 (3) May 21 – Aug 17 (13 wks)  
TBA

KIECKER, P  
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.