

Martin J. Whitman School of Management

Subject & Cat Nbr	Course Title Class Nbr	Component Type Number	Title	Meeting Days & Times	Instructor	Units		Comments
						Min	Max	
<b>Accounting</b>								
ACC 151	Intro. to Financial Accounting							
	<i>Register for REC M002 or M003; Sec. M001 will auto-enroll.</i>							
	46184	Sec	M001	MW	12:45PM-02:05PM	Petosa	4.0	
	46192	Rec	M002	F	09:30AM-10:25AM	Staff		WSM students, ACC and FIN minors only.
	46198	Rec	M003	F	10:35AM-11:30AM	Staff		WSM students, ACC and FIN minors only.
	<i>Register for REC M008 or M009; SEC M007 will auto-enroll.</i>							
	46200	Sec	M007	TTh	11:00AM-12:20PM	Walsh	4.0	
	46262	Rec	M008	F	09:30AM-10:25AM	Staff		WSM students, ACC and FIN minors only.
	46264	Rec	M009	F	10:35AM-11:30AM	Staff		WSM students, ACC and FIN minors only.
	<i>Register for REC M011 or M012; SEC M010 will auto-enroll.</i>							
	46340	Sec	M010	TTh	09:30AM-10:50AM	Staff	4.0	
	46344	Rec	M011	F	10:35AM-11:30AM	Staff		WSM students, ACC and FIN minors only.
	46346	Rec	M012	F	11:40AM-12:35PM	Staff		WSM students, ACC and FIN minors only.
	<i>Register for REC M014 or M015; SEC M013 will auto-enroll.</i>							
	46342	Sec	M013	TTh	12:30PM-01:50PM	Liang	4.0	
	46366	Rec	M014	F	10:35AM-11:30AM	Staff		WSM students, ACC and FIN minors only.
	46368	Rec	M015	F	11:40AM-12:35PM	Staff		WSM students, ACC and FIN minors only.
	<i>Register for REC M017 or M018; SEC M016 will auto-enroll.</i>							
	46370	Sec	M016	TTh	03:30PM-04:50PM	Liang	4.0	
	46372	Rec	M017	F	10:35AM-11:30AM	Staff		WSM students, ACC and FIN minors only.
	46374	Rec	M018	F	11:40AM-12:35PM	Staff		WSM students, ACC and FIN minors only.
	<i>Register for REC M020 or M021; SEC M019 will auto-enroll.</i>							
	46364	Sec	M019	MW	05:15PM-06:35PM	Staff	4.0	
	46376	Rec	M020	F	09:30AM-10:25AM	Staff		WSM students, ACC and FIN minors only.
	46378	Rec	M021	F	10:35AM-11:30AM	Staff		WSM students, ACC and FIN minors only.
	<i>Register for REC M023 or M024; SEC M022 will auto-enroll.</i>							
	46436	Sec	M022	MW	08:00AM-09:20AM	Petosa	4.0	
	46438	Rec	M023	F	09:30AM-10:25AM	Staff		WSM students, ACC and FIN minors only.
	46440	Rec	M024	F	10:35AM-11:30AM	Staff		WSM students, ACC and FIN minors only.
	<i>Register for REC M026 or M027; SEC M025 will auto-enroll.</i>							
	46642	Sec	M025	TTh	05:00PM-06:20PM	Liang	4.0	
	46644	Rec	M026	F	10:35AM-11:30AM	Staff		WSM students, ACC and FIN minors only.
	46646	Rec	M027	F	11:40AM-12:35PM	Staff		WSM students, ACC and FIN minors only.
ACC 201	Intro to Acctng:Non-Mngm Stdnt							
	46552	Sec	M001	TTh	12:30PM-01:50PM	Fiedler	3.0	WSM minors (excl. ACC & FIN) only; some seats open to students in other programs.
	46554	Sec	M002	TTh	09:30AM-10:50AM	Fiedler	3.0	WSM minors (excl. ACC & FIN) only; some seats open to students in other programs.
	46712	Sec	M003	TTh	02:00PM-03:20PM	Fiedler	3.0	WSM minors (excl. ACC & FIN) only; some seats open to students in other programs.
ACC 252	Intro to Managerial Acc --- Prereq: ACC 204							
	<i>Pre-requisite is ACC 151.</i>							
	46144	Sec	M001	MW	02:15PM-03:35PM	Zadzika	3.0	WSM students; ACC and FIN minors. So., Jr. & Sr. only.
	46228	Sec	M002	MW	03:45PM-05:05PM	Zadzika	3.0	WSM students; ACC and FIN minors. So., Jr. & Sr. only.
	46586	Sec	M003	TTh	09:30AM-10:50AM	Ismail	3.0	WSM students; ACC and FIN minors. So., Jr. & Sr. only.
	46648	Sec	M004	TTh	03:30PM-04:50PM	Ismail	3.0	WSM students; ACC and FIN minors. So., Jr. & Sr. only.
ACC 356	Financial Accounting I --- Prereq: ACC 252							
	46146	Sec	M001	MW	08:00AM-09:20AM	Franklin	3.0	WSM students, ACC minors; So., Jr. & Sr. only
	46708	Sec	M002	MW	12:45PM-12:45PM	Franklin	3.0	WSM students, ACC minors; So., Jr. & Sr. only
ACC 357	Financial Accounting II --- Prereq: ACC 356							
	46148	Sec	M001	TTh	09:30AM-10:50AM	Lanier	3.0	WSM students, ACC minors; Jr. & Sr. only
	46700	Sec	M002	TTh	11:00AM-12:20PM	Lanier	3.0	WSM students, ACC minors; Jr. & Sr. only
ACC 363	Cost Analysis & Control --- Prereq: ACC 252							
	46150	Sec	M001	TTh	12:30PM-01:50PM	Lee	3.0	WSM students, ACC minors; Jr. & Sr. only
	46758	Sec	M002	TTh	03:30PM-04:50PM	Lee	3.0	WSM students, ACC minors; Jr. & Sr. only
ACC 385	Principles of Taxation							
	46194	Sec	M001	MW	02:15PM-03:35PM	Wagner	3.0	WSM students, ACC minors; Jr. & Sr. only
ACC 400	Selected Topics							
	46460	Sec	M001	TTh	09:30AM-10:50AM	Walsh	3.0	WSM students, ACC minors; Jr. & Sr. only
ACC 476	Auditing Theory/Practice --- Prereq: ACC 357							
	46152	Sec	M001	MW	12:45PM-02:05PM	Walsh	3.0	WSM students, ACC minors; Jr. & Sr. only
ACC 477	Adv. Financial Accounting							
	46186	Sec	M001	TTh	02:00PM-03:20PM	Zadzika	3.0	WSM students, ACC minors; Jr. & Sr. only
ACC 600	Selected Topics							
	46588	Sec	M002	TTh	08:00AM-09:20AM	Staff	1.5	
ACC 747	Advanced Auditing --- Prereq: ACC 726/476							
	46452	Sec	M001	MW	12:45PM-02:05PM	Elder	3.0	
ACC 757	Taxes & Business Strategy							
	46456	Sec	M001	TTh	09:30AM-10:50AM	Walsh	3.0	
ACC 960	Doctoral Seminar							
	46864	Sec	M001	M	09:00AM-12:00PM	Staff	3.0	Instr Consent Req'd
<b>Business Administration</b>								
BUA 400	Selected Topics							
	46682	Sec	M001	M	10:35AM-11:30AM	Pulaski	1.0	
	46666	Sec	M002	W	10:35AM-11:30AM	Pulaski	1.0	
	46760	Sec	M003	W	11:40AM-12:35PM	Pulaski	1.0	
	46762	Sec	M004	TTh	11:00AM-12:20PM	Dudczak	3.0	WSM students only.
	52401	Sec	M005	TTh	02:00PM-03:20PM	Dudczak	3.0	WSM students only.
	52402	Sec	M006	TTh	03:30PM-04:50PM	Dudczak	3.0	WSM students only.
BUA 650	Managing Sustainability							
	52573	Sec	M001	MW	12:45PM-02:05PM	Callahan	3.0	
BUA 999	Dissertation							
	46672	Sec	M001		TBA	Staff	3.0	
	46674	Sec	M002		TBA	Staff	6.0	
	46676	Sec	M003		TBA	Staff	9.0	
	46486	Sec	M004		TBA	Staff	1.0	15.0
<b>Entrprmrshp &amp; Emrging Entrprss</b>								
EEE 110	Discover Entrepreneur Within							
	46558	Sec	M001	T	05:00PM-06:20PM	Bennett	1.0	
EEE 370	Intro To EEE							
	46182	Sec	M001	TTh	09:30AM-10:50AM	Brannon	3.0	So., Jr., Sr. only. Some seats reserved for WSM students.
	46308	Sec	M002	Th	07:00PM-09:45PM	Gardner	3.0	So., Jr., Sr. only. Some seats reserved for WSM students.
	46350	Sec	M003	MW	12:45PM-02:05PM	Burman	3.0	So., Jr., Sr. only. Some seats reserved for WSM students.
	46388	Sec	M004	M	07:00PM-09:45PM	Walsleben	3.0	So., Jr., Sr. only. Some seats reserved for WSM students.
	46442	Sec	M005	TTh	11:00AM-12:20PM	Edmond	3.0	So., Jr., Sr. only. Some seats reserved for WSM students.
	46466	Sec	M006	MW	02:15PM-03:35PM	Probert	3.0	So., Jr., Sr. only. Some seats reserved for WSM students.
EEE 375	Entrepreneurial Mgmt							
	46534	Sec	M001	MW	05:30PM-06:50PM	Staff	3.0	Jr. & Sr. only. Some seats reserved for WSM students.
EEE 378	Imagination --- prereq: EEE 370							
	46562	Sec	M001	T	07:00PM-09:45PM	Staff	3.0	Jr. & Sr. only. Some seats reserved for WSM students.

## Management

Subject & Cat Nbr	Course Title	Component		Meeting Days & Times	Instructor	Units		Comments
		Type	Number			Min	Max	
EEE 382	Entrepreneurial Marketing --- Prereq: MAR 355							
	46652	Sec	M001	TTh	12:30PM-01:50PM	Staff	3.0	WSM students, EEE minors. Jr. & Sr. only.
	46764	Sec	M002	TTh	09:30AM-10:50AM	Staff	3.0	WSM students, EEE minors. Jr. & Sr. only.
EEE 400	Selected Topics							
	52623	Sec	M001	MW	03:45PM-05:05PM	Lumpkin	3.0	
EEE 420	Corporate Entrepreneurship --- Preq: EEE 370							
	46766	Sec	M001	TTh	02:00PM-03:20PM	McKelvie	3.0	WSM students, EEE minors. Jr. & Sr. only.
EEE 439	Entrepreneur. & Digital Comm. --- prereq: EEE 370							
	46444	Sec	M001	TTh	05:00PM-06:20PM	Nadzan	3.0	Jr. & Sr. only. Some seats reserved for WSM students.
EEE 443	Emerging Enterprise Consulting							
	46234	Sec	M001	TTh	03:30PM-04:50PM	Shaheen	3.0	WSM students and EEE minors; Seniors only.
EEE 446	Minority/Women Entrepreneurs							
	46650	Sec	M001	W	05:15PM-08:00PM	Watters	3.0	Jr. & Sr. only. Some seats reserved for WSM students.
EEE 457	Stratgc&Entrepren'L Mngmt							
	46220	Sec	M001	TTh	11:00AM-12:20PM	Bennett	3.0	WSM Seniors only.
	46222	Sec	M002	TTh	02:00PM-03:20PM	Tarallo	3.0	WSM Seniors only.
	46380	Sec	M003	Th	07:00PM-09:45PM	Torrens III	3.0	WSM Seniors only.
	46266	Sec	M004	MW	03:45PM-05:05PM	Bennett	3.0	WSM Seniors only.
	46396	Sec	M005	T	05:00PM-07:45PM	Tarallo	3.0	WSM Seniors only.
	46878	Sec	M006	W	07:00PM-09:45PM	Torrens III	3.0	WSM Seniors only.
EEE 458	Business Plan Laboratory							
	46560	Sec	M001	Th	07:00PM-09:45PM	Bennett	1.0	
EEE 600	Selected Topics							
	46888	Sec	M001	TTh	02:00PM-03:20PM	McKelvie	1.5	
EEE 630	Entrepreneurship and Engineer							
	46638	Sec	M001	M	07:00PM-09:45PM	Watters	3.0	Meets with ECS 500-M001
EEE 643	Emerging Enterprise Counseling							
	46740	Sec	M001	TTh	03:30PM-04:50PM	Tihic	3.0	
EEE 682	Entrepreneurial Marketing --- Prereq: MBC 636							
	46556	Sec	M001	TTh	08:00AM-09:20AM	Schindehutte	3.0	Cross Listed with EEE 382
EEE 930	Thrtcl Fndtns of Entreprenshp							
	46834	Sec	M001	W	01:00PM-04:00PM	Staff	3.0	

## Finance

FIN 200	Selected Topics							
	52403	Sec	M001	M	07:00PM-09:45PM	Zanders	3.0	
FIN 256	Corporation Finance --- Prereq: ACC 252, ECN 203, MAS 261; Coreq: MAR 255							
	46224	Sec	M001	MW	12:45PM-02:05PM	Staff	3.0	Taken with SEC M001 of SCM 265 and MAR 255; WSM Soph, Jrs. only
	46156	Sec	M002	MW	03:45PM-05:05PM	Franklin	3.0	Taken with SEC M002 of SCM 265 and MAR 255; WSM Soph, Jrs. only
	46768	Sec	M003	MW	02:15PM-03:35PM	Franklin	3.0	Taken with SEC M003 of SCM 265 and MAR 255; WSM Soph, Jrs. only
	46420	Sec	M004	TTh	02:00PM-03:20PM	Wagner	3.0	Taken with SEC M004 of SCM 265 and MAR 255; WSM Soph, Jrs. only
	46422	Sec	M005	TTh	11:00AM-12:20PM	Barkley	3.0	Taken with SEC M005 of SCM 265 and MAR 255; WSM Soph., Jrs. only
	46424	Sec	M006	TTh	02:00PM-03:20PM	Trendell	3.0	Taken with SEC M006 of SCM 265 and MAR 255; WSM Soph, Jrs. only
	46536	Sec	M007	TTh	03:30PM-04:50PM	Wagner	3.0	Taken with SEC M007 of SCM 265 and MAR 255; WSM Soph, Jrs. only
FIN 300	Selected Topics							
	46856	Sec	M001	TBA		Staff	1.0	3.0
FIN 301	Fin for Non-Mgmt Students --- Prereq: ACC 204							
	46448	Sec	M001	MW	05:30PM-06:50PM	Greene	3.0	WSM minors; some seats open to students in other programs. So., Jr. & Sr. only.
	46582	Sec	M002	MW	07:00PM-08:20PM	Greene	3.0	WSM minors; some seats open to students in other programs. So., Jr. & Sr. only.
	46770	Sec	M003	TTh	05:00PM-06:20PM	Staff	3.0	WSM minors; some seats open to students in other programs. So., Jr. & Sr. only.
FIN 302	Global Financial Sys Arch							
	52391	Sec	M001	M	07:00PM-09:45PM	Thomas	3.0	
				M	07:00PM-09:45PM	Yourougu		
FIN 355	Money & Banking							
	46538	Sec	M001	MW	02:15PM-03:35PM	Staff	3.0	WSM students; FIN minors. Jr. & Sr. only.
FIN 378	Financial Planning --- Prereq: FIN 256 or Fin 301							
	46654	Sec	M001	MW	05:30PM-06:50PM	Zanders	3.0	WSM students; FIN minors. Jr. & Sr. only.
	46772	Sec	M002	W	07:00PM-09:45PM	Zanders	3.0	WSM students; FIN minors. Jr. & Sr. only.
FIN 400	Selected Topics							
	46774	Sec	M001	MW	02:15PM-03:35PM	Chen	3.0	WSM students; FIN minors. Jr. & Sr. only.
	46540	Sec	M002	TTh	03:30AM-04:50PM	Eppolito	3.0	WSM students; FIN minors. Jr. & Sr. only.
FIN 455	Financial Management --- Prereq: FIN 355, 356, MAS 362,							
	46488	Sec	M001	TTh	12:30PM-01:50PM	Staff	3.0	WSM students; FIN minors. Jr. & Sr. only.
	46856	Sec	M003	TTh	11:00AM-12:20PM	Staff	3.0	WSM students; FIN minors. Jr. & Sr. only.
FIN 456	Investments --- Prereq: FIN 355, 356, MAS 362							
	46778	Sec	M001	MW	05:15PM-06:35PM	Staff	3.0	WSM students; FIN minors. Jr. & Sr. only.
	46780	Sec	M002	MW	03:45PM-05:05PM	Staff	3.0	WSM students; FIN minors. Jr. & Sr. only.
FIN 459	Intro to Derivatives --- Prereq: FIN 256							
	46468	Sec	M001	MW	12:45PM-02:05PM	Diz	3.0	WSM students; FIN minors. Jr. & Sr. only., Cross Listed With FIN 659
FIN 499	Honors Thesis							
	46892	Sec	M003	TBA		Staff	1.0	9.0
FIN 600	Selected Topics							
	46866	Sec	M003	W	07:00PM-09:45PM	Phillips	3.0	
	46882	Sec	M004	MW	09:30AM-10:50AM	Yildirim	3.0	
FIN 657	Internatn'l Finance --- Prereq: MBC 633							
	52578	Sec	M001	TTh	05:15PM-06:35PM	Koveos	3.0	
FIN 659	Intro to Derivatives --- Prereq: MBC 633							
	46578	Sec	M001	MW	12:45PM-02:05PM	Diz	3.0	Cross Listed With FIN 459
FIN 751	Corp Fin Policy & Strategy --- Prereq: ECN 604, MBC 633, and MBC 638							
	52566	Sec	M001	TTh	03:30PM-04:50PM	Barkley	3.0	
FIN 756	Investment Analysis --- Prereq: MBC 633, MBC 638, or MBC 653							
	52567	Sec	M001	TTh	05:00PM-06:20PM	Weinbaum	3.0	
FIN 855	Financial Management --- Prereq: FIN 751, MAS 766/ISM 743							
	52568	Sec	M001	TBA		Petrova	3.0	
FIN 960	Grad Seminar in Finance							
	46500	Sec	M001	M	01:00PM-04:00PM	Staff	3.0	Dept Consent Req'd

## Law &amp; Public Policy

LPP 255	Intro to the Legal System							
	46274	Sec	M001	TTh	11:00AM-12:20PM	Dole	3.0	WSM students and minors; some seats unrestricted. So., Jr. & Sr. only.
	46162	Sec	M002	TTh	02:00PM-03:20PM	Knych	3.0	Honors only.
	46164	Sec	M003	TTh	12:30PM-01:50PM	Dole	3.0	WSM students and minors; some seats unrestricted. So., Jr. & Sr. only.
	52312	Sec	M004	MW	02:15PM-03:35PM	Cihon	3.0	WSM students and minors; some seats unrestricted. So., Jr. & Sr. only.
	46166	Sec	M005	TTh	08:00AM-09:20AM	Rice	3.0	WSM students and minors; some seats unrestricted. So., Jr. & Sr. only.
	46518	Sec	M006	TTh	09:30AM-10:50AM	Rice	3.0	WSM students and minors; some seats unrestricted. So., Jr. & Sr. only.
	46782	Sec	M007	MW	03:45PM-05:05PM	Cihon	3.0	WSM students and minors; some seats unrestricted. So., Jr. & Sr. only.
LPP 400	Selected Topics							
	46840	Sec	M001	MW	02:15PM-03:35PM	Callahan	3.0	
LPP 457	Law of Commercial Transactions --- Prereq: LPP 255 or MBC 643							
	52313	Sec	M001	TTh	09:30AM-10:50AM	Knych	3.0	WSM students; Jr., Sr. only.
LPP 459	The Law of Global Business							
	46658	Sec	M001	MW	12:45PM-02:05PM	Cihon	3.0	WSM students; INB minors. Jr. & Sr. only., Cross Listed With SCM 459

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		Type	Number			Min	Max	Comments	
<b>Marketing</b>									
MAR 255	Principles of Marketing --- Coreq: FIN 356 and SCM 365								
	46170	Sec	M001	MW	02:15PM-03:35PM	Lathrop	3.0		WSM So., Jr. only. Taken with SEC M001 of FIN 256 and SCM 265.
	46172	Sec	M002	MW	05:15PM-06:35PM	Lathrop	3.0		WSM So., Jr. only. Taken with SEC M002 of FIN 256 and SCM 265.
	46788	Sec	M003	MW	12:45PM-02:05PM	Staff	3.0		WSM So., Jr. only. Taken with SEC M003 of FIN 256 and SCM 265.
	46232	Sec	M004	TTh	12:30PM-01:50PM	Fay	3.0		WSM So., Jr. only. Taken with SEC M004 of FIN 256 and SCM 265.
	46230	Sec	M005	TTh	12:30PM-01:50PM	Gauri	3.0		WSM So., Jr. only. Taken with SEC M005 of FIN 256 and SCM 265.
	46426	Sec	M006	TTh	09:30AM-10:50AM	Gauri	3.0		WSM So., Jr. only. Taken with SEC M006 of FIN 256 and SCM 265.
	46428	Sec	M007	TTh	05:00PM-06:20PM	Gauri	3.0		WSM So., Jr. only. Taken with SEC M007 of FIN 256 and SCM 265.
MAR 301	Marketing for Non-Mgt Students								
	46790	Sec	M001	TTh	08:00AM-09:20AM	Staff	3.0		WSM minors; some seats open to students in other programs. So., Jr. & Sr. only.
	46792	Sec	M002	TTh	12:30PM-01:50PM	Staff	3.0		WSM minors; some seats open to students in other programs. So., Jr. & Sr. only.
	46794	Sec	M003	TTh	02:00PM-03:20PM	Staff	3.0		WSM minors; some seats open to students in other programs. So., Jr. & Sr. only.
MAR 307	Sales & Strategic Partnerships --- Preq: MAR 255								
	46820	Sec	M001	TTh	03:30PM-04:50PM	Wimer	3.0		WSM students; MAR minors. Jr. & Sr. only., Cross Listed With RMT 307
MAR 356	Marketing Research --- Prereq: MAR 255								
	46176	Sec	M001	MW	02:15PM-03:35PM	Basu	3.0		WSM students; MAR minors w/ prereqs. Jr. & Sr. only.
	46284	Sec	M002	MW	03:45AM-05:05PM	Basu	3.0		WSM students; MAR minors w/ prereqs. Jr. & Sr. only.
	46316	Sec	M003	TTh	05:00PM-06:20PM	Staff	3.0		WSM students; MAR minors w/ prereqs. Jr. & Sr. only.
	46830	Sec	M004	TTh	03:30PM-04:50PM	Staff	3.0		WSM students; MAR minors w/ prereqs. Jr. & Sr. only.
MAR 357	Consumer Behavior --- Prereq: MAR 255								
	46576	Sec	M001	TTh	02:00PM-03:20PM	Cushman	3.0		WSM students; MAR minors. Jr. & Sr. only.
	52315	Sec	M002	MW	05:15PM-06:35PM	Hamilton	3.0		WSM students; MAR minors. Jr. & Sr. only.
MAR 401	Electronic Retailing&Marktg --- Preq: MAR 255								
	46818	Sec	M001	MW	02:15PM-03:35PM	Cushman	3.0		WSM students; MAR minors. Jr. & Sr. only., Cross Listed With RMT 457
MAR 444	New Product Management --- Prereq: MAR 255								
	52284	Sec	M001	MW	03:45PM-05:05PM	Pattit	3.0		WSM students; MAR minors. Jr. & Sr. only.
	46520	Sec	M002	MW	05:15PM-06:35PM	Pattit	3.0		WSM students; MAR minors. Jr. & Sr. only.
MAR 445	Brand Management --- Prereq: MAR 255								
	46522	Sec	M001	TTh	05:00PM-06:20PM	Joo	3.0		WSM students; MAR minors. Jr. & Sr. only.
MAR 455	Marketing Communications --- Prereq: MAR 255								
	46398	Sec	M001	T	07:00PM-09:45PM	Patil	3.0		WSM students; MAR minors. Jr. & Sr. only.
	46694	Sec	M002	MW	08:00AM-09:20AM	Tankerley	3.0		WSM students; MAR minors. Jr. & Sr. only.
MAR 456	Global Marketing Strategy --- Prereq: MAR 255								
	46314	Sec	M001	TTh	09:30AM-10:50AM	Tucker	3.0		WSM students; MAR minors. Jr. & Sr. only.
MAR 499	Honors Thesis								
	46508	Sec	M001	TBA		Staff	1.0	6.0	Dept Consent Req'd
MAR 655	Customer Relshp Mgmt w/SAP								
	46744	Sec	M001	TTh	03:30PM-04:50PM	Benaroch	3.0		Cross Listed With MIS 655 SCM 655
MAR 745	Strategic Brand Management --- Preq: MBC 604 or MBC 636i								
	46822	Sec	M001	TTh	11:00AM-12:20PM	Lee	3.0		
MAR 960	Doctoral Sem in Marketing								
	46462	Sec	M001	W	08:30AM-11:30AM	Staff	3.0		Dept Consent Req'd
<b>Managerial Statistics</b>									
MAS 261	Intro. Statistics for Mngmt. --- Prereq: MAT 183								
	46524	Sec	M001	MW	08:00AM-09:20AM	Romeu	3.0		WSM So., Jr. only.
	46392	Sec	M002	TTh	09:30AM-10:50AM	Velu	3.0		WSM So., Jr. only.
MAS 362	Decision Tools for Management --- Prereq: MAT 183, 284, MAS 261								
	46796	Sec	M001	MW	05:15PM-06:35PM	Trendell	3.0		WSM Jr. & Sr. only.
	46276	Sec	M002	TTh	02:00PM-03:20PM	Nicolaides	3.0		WSM Jr. & Sr. only.
	46278	Sec	M003	TTh	03:30PM-04:50PM	Nicolaides	3.0		WSM Jr. & Sr. only.
	46280	Sec	M004	MW	02:15PM-03:35PM	Nicolaides	3.0		WSM Jr. & Sr. only.
	46696	Sec	M005	MW	03:45PM-05:05PM	Trendell	3.0		WSM Jr. & Sr. only.
	46698	Sec	M006	TTh	11:00AM-12:20PM	Nicolaides	3.0		WSM Jr. & Sr. only.
	46706	Sec	M007	TTh	12:30PM-12:50PM	Trendell	3.0		WSM Jr. & Sr. only.
<b>Master of Business Core</b>									
MBC 609	Acctg for Managerial Decisions --- Prereq: MBC 608								
	52073	Sec	M001	TTh	08:00AM-09:20AM	Staff	1.5		
MBC 616	Operations Management								
	46618	Sec	M001	MW	09:30AM-10:50AM	Easton	1.5		
	46620	Sec	M002	MW	11:00AM-12:20PM	Easton	1.5		
MBC 617	Supply Chain Management								
	46622	Sec	M001	MW	09:30AM-10:50AM	Easton	1.5		
	46624	Sec	M002	MW	11:00AM-12:20PM	Easton	1.5		
MBC 618	Competitive Strategy --- Prereq: MBC 607								
	52574	Sec	M001	MW	11:00AM-12:20PM	Staff	1.5		
	46626	Sec	M002	MW	09:30AM-10:50AM	Staff	1.5		
	46678	Sec	M003	M	11:00AM-02:00PM	Staff	1.5		
MBC 619	Corporate Strategy --- Prereq: MBC 608 and MBC 618								
	52575	Sec	M001	MW	11:00AM-12:20PM	Staff	1.5		
	46628	Sec	M002	MW	09:30AM-10:50AM	Staff	1.5		
	46680	Sec	M003	M	11:00AM-02:00PM	Staff	1.5		
MBC 627	Fin Markets & Institutions --- Prereq: MBC 601, 602, 607, 608, and 638								
	46630	Sec	M001	TTh	09:30AM-10:50AM	Staff	1.5		
	46632	Sec	M002	TTh	11:00AM-12:20PM	Staff	1.5		
MBC 628	Financial Management --- Prereq: MBC 627								
	46634	Sec	M001	TTh	09:30AM-10:50AM	Staff	1.5		
	46636	Sec	M002	TTh	11:00AM-12:20PM	Staff	1.5		
MBC 639	Leadership in Organizations								
	46550	Sec	M001	W	05:30PM-08:15PM	Staff	3.0		
MBC 647	Global Entrepreneurial Mgmt								
	46942	Sec	M001	TTh	09:30AM-10:50AM	Tarallo	3.0		
<b>Management Information Systems</b>									
MIS 325	Intro Info Syst Managers								
	46412	Sec	M001	M	07:00PM-09:45PM	Wademan	3.0		WSM So., Jr. & Sr. only.
	46386	Sec	M002	TTh	02:00PM-03:20PM	Staff	3.0		WSM So., Jr. & Sr. only.
	46528	Sec	M003	TTh	03:30PM-04:50PM	Staff	3.0		WSM So., Jr. & Sr. only.
	46572	Sec	M004	W	07:00PM-09:45PM	Wademan	3.0		WSM So., Jr. & Sr. only.
	46800	Sec	M005	T	07:00PM-09:45PM	Wademan	3.0		WSM So., Jr. & Sr. only.
MIS 435	Prin/Data Base Mgmt --- Prereq: MIS 325								
	52321	Sec	M001	MW	02:15PM-03:35PM	Vitharana	3.0		WSM students; Jr., Sr. only
MIS 445	Implement Web Enterprise								
	52322	Sec	M001	MW	05:15PM-06:35PM	Vitharana	3.0		So., Jr., Sr. only.
MIS 655	Customer Relshp Mgmt w/SAP								
	46748	Sec	M001	TTh	03:30PM-04:50PM	Benaroch	3.0		Cross Listed With SCM 655 MAR 655
<b>Management of Technology</b>									
MOT 721	Operations Technology --- Prereq: MBC 635								
	46338	Sec	M001	T	07:00PM-09:45PM	Penfield	3.0		Meets with SCM 721

Subject & Cat Nbr	Course Title	Component		Meeting Days & Times	Instructor	Units		Comments
		Type	Number			Min	Max	
<b>Organization and Mgmt</b>								
O&M 406	Concepts of Air Force Mgmt --- Prereq: O&M 405/ASC 305							
46202	Sec M001			TTh	08:00AM-09:20AM	Staff	3.0	Cross Listed With ASC 306
46498	Sec M002			TTh	02:00PM-03:20PM	Staff	3.0	Meets with ASC 306
<b>Real Estate</b>								
RES 431	Real Estate Principles --- Preq: FIN 256 or FIN 301.							
52285	Sec M001			MW	03:45PM-05:05PM	Petrova	3.0	
RES 442	Real Estate Development --- Preq: FIN 256 or FIN 301.							
52286	Sec M001			MW	08:00AM-09:20AM	Malfitano	3.0	
RES 443	Real Estate Capital Markets							
52287	Sec M001			TBA		Yildirim	3.0	Class taught in January in NYC.
<b>Retail Management</b>								
RMT 301	Retailing Fundamentals							
46530	Sec M001			TTh	11:00AM-12:20PM	Nicholson	3.0	WSM students; RMT minors. So., Jr. & Sr. only.
RMT 307	Sales & Strategic Partnerships --- Prereq: MAR 255							
46546	Sec M001			TTh	12:30PM-01:50PM	Wimer	3.0	WSM students; RMT minors. Jr. & Sr. only., Cross Listed With MAR 307
RMT 333	Professional Practice							
52620	Sec M001			W	11:40AM-12:35PM	Kick	1.0	
RMT 357	Visual Merchndng&Planning --- Prereq: RCS 171/RMT 301							
52621	Sec M001			TTh	11:00AM-12:20PM	Cushman	3.0	
RMT 407	Retail Buying & Planning							
46532	Sec M001			TTh	09:30AM-10:50AM	Wimer	3.0	WSM students; RMT minors. Jr. & Sr. only.
RMT 457	Electronic Retailing&Marktg --- Prereq: MAR 255							
46548	Sec M001			MW	02:15PM-03:35PM	Cushman	3.0	WSM students; RMT minors. Jr. & Sr. only., Cross Listed With MAR 401
RMT 470	Experience Credit							
46874	Sec M001			TBA		Staff	1.0	6.0 Dept Consent Req'd, Proposal Required
<b>Supply Chain Management</b>								
SCM 265	Intro to SCM --- Coreq: MAR 255 and FIN 256							
<i>Register for one section M001-M003; recitation M010 will auto-enroll.</i>								
46226	Sec M001			MW	08:00AM-09:20AM	Niederhoff	3.0	Must be taken w/ M001 of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
46390	Sec M002			MW	12:45PM-02:05PM	Niederhoff	3.0	Must be taken w/ M002 of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
46802	Sec M003			MW	05:15PM-06:35PM	Staff	3.0	Must be taken w/ M003 of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
<i>Register for one section M004-M005; recitation M009 will auto-enroll.</i>								
46430	Sec M004			TTh	05:00PM-06:20PM	Noparumpa	3.0	Must be taken w/ M004 of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
46432	Sec M005			TTh	03:30PM-04:50PM	Kazaz	3.0	Must be taken w/ M005 of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
<i>Register for one section M006-M007; recitation M008 will auto-enroll.</i>								
46434	Sec M006			TTh	11:00AM-12:20PM	Kazaz	3.0	Must be taken w/ M006 of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
46526	Sec M007			TTh	12:30PM-12:30PM	Kazaz	3.0	Must be taken w/ M007 of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
46812	Rec M008			W	10:35AM-11:30AM	LaPoint		
46814	Rec M009			W	11:40AM-12:35PM	LaPoint		
46816	Rec M010			W	09:30AM-10:25AM	LaPoint		
SCM 401	Supply Chain & Logistics Mgmt --- Prereq: MAR 255 and SCM 365							
46382	Sec M001			TTh	12:30PM-01:50PM	LaPoint	3.0	WSM Jr. & Sr. only.
SCM 402	SCM Systems --- Prereq: SCM 401							
46282	Sec M001			TTh	03:30PM-04:50PM	Staff	3.0	WSM Jr. & Sr. only.
SCM 403	Intro to Management Science --- Prereq: MAS 261							
46664	Sec M001			TTh	11:00AM-12:20PM	Webster	3.0	WSM Jr. & Sr. only.
SCM 431	Transp&Distrib Ctr Mgmt --- Prereq: MAR 255; SCM 265							
46804	Sec M001			W	07:00PM-09:45PM	LaPoint	3.0	WSM Jr. & Sr. only.
SCM 459	The Law of Global Business --- Prereq: LPP 255 and SCM 265							
46662	Sec M001			MW	12:45PM-02:05PM	Cihon	3.0	WSM students; INB minors. Jr. & Sr. only., Cross Listed With LPP 459
SCM 499	Honors Capstone Project							
46930	Sec M001			TBA		Staff	1.0	6.0 Dept Consent Req'd
SCM 655	Customer Relshp Mgmt w/SAP							
46750	Sec M001			TTh	03:30PM-04:50PM	Benaroch	3.0	Cross Listed With MIS 655 MAR 655
SCM 656	Project Management							
46752	Sec M001			MW	12:45PM-02:05PM	Harter	3.0	
SCM 702	Principles of Mgmt Sci --- Prereq: MBC 624, 635, and 638							
46754	Sec M001			TTh	02:00PM-03:20PM	Webster	3.0	
SCM 721	Supply Chain Systems							
46394	Sec M001			T	07:00PM-09:45PM	Penfield	3.0	Meets with MOT 721
SCM 741	Strategic Sourcing --- Preq: MBC 635.							
52305	Sec M001			TTh	12:30PM-01:50PM	Penfield	3.0	
SCM 960	Dctrl Sem in Supply Chain Mgt							
46836	Sec M001			T	03:30PM-07:00PM	Staff	3.0	
46838	Sec M002			W	08:30AM-11:30AM	Staff	3.0	
<b>Strategy and Human Resources</b>								
SHR 247	Intro to Strategic Mngmt							
46464	Sec M001			MW	03:45PM-05:05PM	Cardarelli	3.0	WSM students; Str. Mgt. minors. So., Jr. & Sr. only.
46272	Sec M002			TTh	03:30PM-04:50PM	Lebron	3.0	WSM students; Str. Mgt. minors. So., Jr. & Sr. only.
46336	Sec M003			TTh	05:00PM-06:20PM	Deb	3.0	WSM students; Str. Mgt. minors. So., Jr. & Sr. only.
46384	Sec M004			MW	12:45PM-02:05PM	Reed	3.0	WSM students; Str. Mgt. minors. So., Jr. & Sr. only.
46602	Sec M005			MW	05:15PM-06:35PM	Cardarelli	3.0	WSM students; Str. Mgt. minors. So., Jr. & Sr. only.
SHR 346	Organizational Behavior							
46806	Sec M001			Th	05:00PM-07:45PM	Byron	3.0	WSM Jr. & Sr. only.
SHR 355	Strategic Human Rsrce Mngmnt							
46196	Sec M001			MW	05:15PM-06:35PM	Staff	3.0	WSM students & minors; some seats open to students in other programs. Jr. & Sr. only.
46268	Sec M002			MW	03:45PM-05:05PM	Fried	3.0	WSM students & minors; some seats open to students in other programs. Jr. & Sr. only.
46270	Sec M003			TTh	09:30AM-10:50AM	Cardarelli	3.0	WSM students & minors; some seats open to students in other programs. Jr. & Sr. only.
46450	Sec M004			TTh	11:00AM-12:20PM	Cardarelli	3.0	WSM students & minors; some seats open to students in other programs. Jr. & Sr. only.
46580	Sec M005			TTh	02:00PM-03:20PM	Byron	3.0	WSM students & minors; some seats open to students in other programs. Jr. & Sr. only.
46702	Sec M006			Th	07:00PM-09:45PM	Strodel	3.0	WSM students & minors; some seats open to students in other programs. Jr. & Sr. only.
52390	Sec M007			TTh	05:00PM-06:20PM	Eppolito	3.0	WSM students & minors; some seats open to students in other programs. Jr. & Sr. only.
SHR 855	Seminar:Organization&Mgt							
46832	Sec M001	Strategic Management		T	09:00AM-12:00PM	Staff	3.0	
<b>School of Management</b>								
SOM 354	Managing in a Global Setting							
46188	Sec M001			W	07:00PM-09:45PM	Townsend	3.0	WSM students; INB minors. So., Jr. & Sr. only.
46190	Sec M002			MW	12:45PM-02:05PM	Yourougou	3.0	WSM students; INB minors. So., Jr. & Sr. only.

## Management

Subject & Cat Nbr	Course Title Class Nbr	Component		Meeting Days & Times	Instructor	Units		Comments
		Type	Number Title			Min	Max	
SOM 354	Managing in a Global Setting							
	46502	Sec	M003	T	07:00PM-09:45PM	Staff	3.0	WSM students; INB minors. So., Jr. & Sr. only.
	46808	Sec	M005	TTh	05:30PM-06:50PM	Staff	3.0	WSM students; INB minors. So., Jr. & Sr. only.
SOM 400	Selected Topics							
	46858	Sec	M001	Sustainability Enterprise	MW	02:15PM-03:35PM	Callahan	3.0