

Martin J. Whitman School of Management

ACC - Accounting

ACC 151	Intro. to Financial Accounting						
	<i>Register for REC M002 or M003; SEC M001 will auto-enroll.</i>						
17134	SEC	M001	TTh	11:00AM-12:20PM	Walsh	4.0	
17139	REC	M002	F	09:30AM-10:25AM	TA		WSM students, ACC and FIN minors only.
17140	REC	M003	F	10:35AM-11:30AM	TA		WSM students, ACC and FIN minors only.
	<i>Register for REC M005or M006; SEC M004 will auto-enroll.</i>						
17146	SEC	M004	MW	02:15PM-03:35PM	Monforte	4.0	
17147	REC	M005	F	09:30AM-10:25AM	TA		WSM students, ACC and FIN minors only.
17148	REC	M006	F	10:35AM-11:30AM	TA		WSM students, ACC and FIN minors only.
	<i>Register for REC M011or M012; SEC M010 will auto-enroll.</i>						
17190	SEC	M010	MW	03:45PM-05:05PM	Monforte	4.0	
17191	REC	M011	F	10:35AM-11:30AM	TA		WSM students, ACC and FIN minors only.
17192	REC	M012	F	11:40AM-12:35PM	TA		WSM students, ACC and FIN minors only.
	<i>Register for REC M014 or M015; SEC M013 will auto-enroll.</i>						
17264	SEC	M013	TTh	12:30PM-01:50PM	Monforte	4.0	
17265	REC	M014	F	11:40AM-12:35PM	TA		WSM students, ACC and FIN minors only.
17266	REC	M015	F	12:45PM-01:40PM	TA		WSM students, ACC and FIN minors only.
ACC 201	Essentials of Accounting						
17151	SEC	M001	MW	05:15PM-06:35PM	Thevaranjan	3.0	WSM minors (excl. ACC & FIN) only; some seats open to students in other programs.
17160	SEC	M002	MW	03:45PM-05:05PM	Thevaranjan	3.0	WSM minors (excl. ACC & FIN) only; some seats open to students in other programs.
ACC 252	Intro to Managerial Acc — Prereq: ACC 151.						
	<i>Pre-requisite is ACC 151.</i>						
17121	SEC	M001	TTh	05:00PM-06:20PM	Harris	3.0	WSM students; ACC and FIN minors. So., Jr. & Sr. only.
17122	SEC	M002	MW	02:15PM-03:35PM	Zadzilka	3.0	WSM students; ACC and FIN minors. So., Jr. & Sr. only.
17123	SEC	M003	TTh	11:00AM-12:20PM	Wagner	3.0	WSM students; ACC and FIN minors. So., Jr. & Sr. only.
17124	SEC	M004	TTh	12:30PM-01:50PM	Wagner	3.0	WSM students; ACC and FIN minors. So., Jr. & Sr. only.
17125	SEC	M005	TTh	03:30PM-04:50PM	Harris	3.0	WSM students; ACC and FIN minors. So., Jr. & Sr. only.
17126	SEC	M006	MW	12:45PM-02:05PM	Zadzilka	3.0	WSM students; ACC and FIN minors. So., Jr. & Sr. only.
17149	SEC	M007	MW	06:45PM-08:05PM	Staff	3.0	WSM students; ACC and FIN minors. So., Jr. & Sr. only.
ACC 356	Intermediate Financial Acc. I — Prereq: ACC 252. Double numbered with ACC 601.						
17070	SEC	M001	MW	02:15PM-03:35PM	Liang	3.0	WSM students, ACC minors; Jr. & Sr. only.
17110	SEC	M002	MW	12:45PM-02:05PM	Liang	3.0	WSM students, ACC minors; Jr. & Sr. only.
ACC 357	Intermediate Financial Acc II — Prereq: ACC 356. Double numbered with ACC 602.						
17071	SEC	M001	MW	02:15PM-03:35PM	Okyere	3.0	WSM students, ACC minors; Jr. & Sr. only.
17229	SEC	M002	MW	03:45PM-05:05PM	Okyere	3.0	WSM students, ACC minors; Jr. & Sr. only.
ACC 363	Cost Analysis & Control — Prereq: ACC 252. Double numbered with ACC 621.						
17072	SEC	M001	MW	03:45PM-05:05PM	Wagner	3.0	WSM students, ACC minors; Jr. & Sr. only.
17255	SEC	M002	MW	05:15PM-06:35PM	Wagner	3.0	WSM students, ACC minors; Jr. & Sr. only.
ACC 385	Principles of Taxation — Prereq: ACC 252. Double numbered with ACC 685.						
17101	SEC	M001	TTh	03:30PM-04:50PM	Harris	3.0	WSM students, ACC minors; Jr. & Sr. only.
17273	SEC	M002	TTh	05:00PM-06:20PM	Harris	3.0	WSM students, ACC minors; Jr. & Sr. only.
ACC 476	Auditing Theory/Practice — Prereq: ACC 357. Double numbered with ACC 726.						
17073	SEC	M001	MW	02:15PM-03:35PM	Elder	3.0	WSM students, ACC minors; Jr. & Sr. only.
17268	SEC	M002	MW	12:45PM-02:05PM	Elder	3.0	WSM students, ACC minors; Jr. & Sr. only.
ACC 477	Adv. Financial Accounting — Prereq: ACC 357 or 602. Double numbered with ACC 756.						
	<i>Prereq: ACC 357</i>						
17084	SEC	M001	TTh	09:30AM-10:50AM	Zadzilka	3.0	WSM students, ACC minors; Jr. & Sr. only.
ACC 600	Selected Topics						
17419	SEC	M001	TTh	02:00PM-03:20PM	Nichols	3.0	Class Topic: Adv Fin Statement Analysis.
ACC 601	Intermediate Financial Acc. I — Prereq: MBC 632 or MBC 609. Double numbered with ACC 356.						
17104	SEC	M001	MW	02:15PM-03:35PM	Liang	3.0	
17112	SEC	M002	MW	12:45PM-02:05PM	Liang	3.0	
ACC 602	Intermediate Financial Acc II — Prereq: ACC 601. Double numbered with ACC 357.						
17103	SEC	M001	MW	02:15PM-03:35PM	Okyere	3.0	
17263	SEC	M002	MW	03:45PM-05:05PM	Okyere	3.0	
ACC 621	Cost Analysis & Control — Prereq: MBC 609 or 632. Double numbered with ACC 363.						
17262	SEC	M001	MW	03:45PM-05:05PM	Wagner	3.0	
ACC 677	Internat'l Reporting&Analysis — Prereq: ACC 602 or ACC 357.						
17281	SEC	M002	MW	08:00AM-09:20AM	Novak	3.0	
ACC 685	Principles of Taxation — Prereq: MBC 609 or 632. Double numbered with ACC 385.						
17100	SEC	M001	TTh	03:30PM-04:50PM	Harris	3.0	
17274	SEC	M002	TTh	05:00PM-06:20PM	Harris	3.0	
ACC 726	Auditing Theory/Practice — Prereq: ACC 602 or ACC 357. Double numbered with ACC 476.						
17239	SEC	M001	MW	02:15PM-03:35PM	Elder	3.0	
17269	SEC	M002	MW	12:45PM-02:05PM	Elder	3.0	
ACC 756	Adv. Financial Accounting — Prereq: ACC 602 or ACC 357. Double numbered with ACC 477.						
17105	SEC	M001	TTh	09:30AM-10:50AM	Zadzilka	3.0	
ACC 757	Taxes & Business Strategy — Prereq: ACC 685 or ACC 385.						
17236	SEC	M002	TTh	09:30AM-10:50AM	Albring	3.0	
17295	SEC	M003	TTh	11:00AM-12:20PM	Albring	3.0	
ACC 760	Principles of Fraud Examin. — Prereq: ACC 621.						
17426	SEC	M001	TTh	02:00PM-03:20PM	Zadzilka	3.0	

BUA - Business Administration

BUA 201	Business Essentials I						
17324	SEC	M001	MW	12:45PM-02:05PM	Cardarelli McKelvie Monforte Penfield Rice Smith	3.0	
BUA 345	Business Analytics for Mgt Dec — Prereq: MAS 261 or MAT 221.						
19830	SEC	M001	TTh	05:00PM-06:20PM	Avrenli	3.0	
BUA 474	Consurtio Projects in Business — Prereq: MAR 255 and FIN 256 and SCM 265.						
17433	SEC	M001			Quilty	1.0	3.0
BUA 651	Strategic Mgmt & Nat Environ — Prereq: BUA 650 OR ECS 650. Crosslisted with ECS 651.						
17238	SEC	M001	MF/Sat/Sun	02:00PM-09:00PM	Moss	3.0	
				TBA			

Subject & Cat Nbr	Course Title	Component		Meeting Days & Times	Instructor	Min Max Units	Comments
		Class Nbr	Type Nbr				
BUA 999	Dissertation						
		17210	SEC M002	TBA	Staff	6.0	Instructor Consent Required.
		17211	SEC M003	TBA	Staff	9.0	Instructor Consent Required.
EEE - Entrprnrshp & Emrgng Entrprss							
EEE 110	Discover Entrepreneur Within						
		17142	SEC M001	M 05:15PM-06:35PM	Kostakis	1.0	
EEE 370	Intro To EEE						
		17074	SEC M001	MW 05:15PM-06:35PM	Staff	3.0	So., Jr. & Sr. only. Proposal required.
		17107	SEC M002	MW 03:45PM-05:05PM	Staff	3.0	So., Jr. & Sr. only. Proposal required.
		17141	SEC M003	TTh 02:00PM-03:20PM	McKelvie	3.0	So., Jr. & Sr. only. Proposal required.
		17152	SEC M004	TTh 08:00AM-09:20AM	Wimer	3.0	So., Jr. & Sr. only. Proposal required.
		17249	SEC M005	Th 06:30PM-09:15PM	Ranucci	3.0	So., Jr. & Sr. only. Proposal required.
		17168	SEC M007	TTh 05:00PM-06:20PM	Abdul-Qadir	3.0	So., Jr. & Sr. only. Proposal required.
		17270	SEC M009	TTh 11:00AM-12:20PM	Dickerson Hartsock	3.0	So., Jr. & Sr. only. Proposal required.
		17316	SEC M011	TTh 03:30PM-04:50PM	Staff	3.0	So., Jr. & Sr. only. Proposal required.
EEE 375	Entreprenr. Family Bus. Mgmt. — Double numbered with EEE 675.						
		17275	SEC M001	TTh 11:00AM-12:20PM	McKelvie	3.0	
EEE 378	Imagination — Prereq: EEE 370.						
		17162	SEC M001	MW 03:45PM-05:05PM	Staff	3.0	Jr. & Sr. only.
EEE 400	Selected Topics						
		17318	SEC M001	TTh 03:30PM-04:50PM	Walsleben	3.0	Class Topic: Entrepreneurial TurnaRounds.
EEE 444	Entrepreneurship Dilemmas — Double numbered with EEE 644.						
		17319	SEC M001	T 06:30PM-09:15PM	Torrens III	3.0	
EEE 450	Sustainable Enterprise						
		17420	SEC M001	MW 05:15PM-06:35PM	Livingston	3.0	
EEE 451	Fin for Emergng Entrprses — Prereq: EEE 370.						
		17116	SEC M001	TTh 02:00PM-03:20PM	Walsh	3.0	WSM students, EEE minors. Jr. & Sr. only. (Cannot count towards FIN major).
EEE 457	Stratgc&Entrepren'L Mngmt — Prereq: SCM 265.						
		17091	SEC M001	TTh 09:30AM-10:50AM	Amezcuca	3.0	WSM Seniors only.
		17092	SEC M002	TTh 03:30PM-04:50PM	Amezcuca	3.0	WSM Seniors only.
		17114	SEC M003	MW 03:45PM-05:05PM	Walsleben	3.0	WSM Seniors only.
		17115	SEC M004	MW 12:45PM-02:05PM	Torrens III	3.0	WSM Seniors only.
		17127	SEC M005	M 05:15PM-08:00PM	Torrens III	3.0	WSM Seniors only.
		17150	SEC M006	MW 08:00AM-09:20AM	Tihic	3.0	WSM Seniors only.
		17226	SEC M007	MW 05:15PM-06:35PM	Walsleben	3.0	WSM Seniors only.
		17233	SEC M008	T 06:30PM-09:15PM	Gucciardi	3.0	WSM Seniors only.
EEE 600	Selected Topics						
		17320	SEC M004	TTh 03:30PM-04:50PM	Walsleben	3.0	Class Topic: Entrepreneurial TurnaRounds.
EEE 620	Foundations of Entrepreneurship						
		17197	SEC M001	M 06:45PM-09:30PM	Wiklund	3.0	
EEE 625	Venture Capital						
		17128	SEC M001	TTh 02:00PM-03:20PM	Walsh	3.0	
EEE 644	Entrepreneurship Dilemmas — Double numbered with EEE 444.						
		17321	SEC M001	T 06:30PM-09:15PM	Torrens III	3.0	
EEE 675	Entreprenr. Family Bus. Mgmt. — Double numbered with EEE 375.						
		17421	SEC M001	TTh 11:00AM-12:20PM	McKelvie	3.0	
EEE 930	Thrtcl Fndtns of Entreprnshp						
		20239	SEC M001	TBA	Minniti	3.0	
EEE 932	Contemporary Entrepreneurship						
		17496	SEC M001	M 12:30PM-03:30PM	Wiklund	3.0	
FIN - Finance							
FIN 256	Corporation Finance — Prereq: ECN 203 or (ECN 101 and ECN 102) and (MAS 261 or MAT 122 or MAT 221); Coreq: MAR 255 and SCM 265 and ACC 252.						
		17199	SEC M003	MW 08:00AM-09:20AM	Witt	3.0	Department Consent Required. AMAMS HOUSE; BLOCK 1Must be taken w/ corresponding sections of FIN 256 and SCM 265; register for MAR 255 after 4/24.
		17397	SEC M004	TTh 08:00AM-09:20AM	Barkley	3.0	Department Consent Required. Must be taken w/ corresponding sections of FIN 256 and SCM 265; register for MAR 255 after 4/24.WAVERLY HOUSE; BLOCK 7.
		17398	SEC M005	TTh 05:00PM-06:20PM	Arcuri	3.0	Department Consent Required. Must be taken w/ corresponding sections of FIN 256 and SCM 265; register for MAR 255 after 4/24.WAVERLY HOUSE; BLOCK 12.
		17403	SEC M006	MW 12:45PM-02:05PM	Fay Lopez Aliouchkin	3.0	Department Consent Required. ADAMS HOUSE; BLOCK 2Must be taken w/ corresponding sections of FIN 256 and SCM 265; register for MAR 255 after 4/24.
		17404	SEC M007	TTh 09:30AM-10:50AM	Witt	3.0	Department Consent Required. HARRISON HOUSE; BLOCK 6Must be taken w/ corresponding sections of FIN 256 and SCM 265; register for MAR 255 after 4/24.
		17407	SEC M008	TTh 03:30PM-04:50PM	Witt	3.0	Department Consent Required. MARSHALL HOUSE; BLOCK 11Must be taken w/ corresponding sections of FIN 256 and SCM 265; register for MAR 255 after 4/24.
		17408	SEC M009	TTh 12:30PM-01:50PM	Witt	3.0	Department Consent Required. ADAMS HOUSE; BLOCK 9Must be taken w/ corresponding sections of FIN 256 and SCM 265; register for MAR 255 after 4/24.
		17412	SEC M011	MW 03:45PM-05:05PM	Lopez Aliouchkin	3.0	Department Consent Required. MARSHALL HOUSE; BLOCK 4Must be taken w/ corresponding sections of FIN 256 and SCM 265; register for MAR 255 after 4/24.
		19863	SEC M012	TTh 11:00AM-12:20PM	Staff	3.0	Department Consent Required. Must be taken w/ corresponding sections of FIN 256 and SCM 265; register for MAR 255 after 4/24.
		19864	SEC M013	TTh 02:00PM-03:20PM	Staff	3.0	Department Consent Required. HARRISON HOUSE; BLOCK 10Must be taken w/ corresponding sections of FIN 256 and SCM 265; register for MAR 255 after 4/24.
		19865	SEC M014	MW 02:15PM-03:35PM	Lopez Aliouchkin	3.0	Department Consent Required. MARSHALL HOUSE; BLOCK 3Must be taken w/ corresponding sections of FIN 256 and SCM 265; register for MAR 255 after 4/24.
		19866	SEC M015	MW 05:15PM-06:35PM	Patil	3.0	Department Consent Required. HARRISON HOUSE; BLOCK 5Must be taken w/ corresponding sections of FIN 256 and SCM 265; register for MAR 255 after 4/24.
FIN 300	Selected Topics						
		17432	SEC M001	TTh 06:45PM-08:05PM	Redmond	3.0	Class Topic: Investing. Declared Finance Minors Only.
FIN 301	Essentials of Finance — Prereq: ACC 151 or 201.						
		17117	SEC M002	TTh 12:30PM-01:50PM	Koppl	3.0	WSM minors; some seats open to students in other programs. So., Jr. & Sr. only.
FIN 345	Financial Management — Prereq: FIN 256 or 301; Coreq: MAS 362 or BUA 345.						
		17093	SEC M001	MW 12:45PM-02:05PM	Anand	3.0	WSM students; Jr. & Sr. only.
		17076	SEC M002	TTh 09:30AM-10:50AM	Warburton	3.0	WSM students; Jr. & Sr. only.
		17208	SEC M003	MW 02:15PM-03:35PM	Anand	3.0	WSM students; Jr. & Sr. only.
FIN 346	Investments — Prereq: FIN 256 or 301; Coreq: MAS 362 or BUA 345.						
		17077	SEC M001	TTh 03:30PM-04:50PM	Weinbaum	3.0	WSM students; Jr. & Sr. only.
		17088	SEC M002	TTh 12:30PM-01:50PM	Weinbaum	3.0	WSM students; Jr. & Sr. only.
		17256	SEC M003	TTh 05:00PM-06:20PM	Weinbaum	3.0	WSM students; Jr. & Sr. only.
FIN 400	Selected Topics						
		17322	SEC M002	TTh 03:30PM-04:50PM	Koveos	3.0	Class Topic: China's Fin & Bus Environment. Cross-listed with IRP 300.
		17434	SEC M006	T 06:30PM-09:15PM	Wamp	3.0	Class Topic: SalesTrdg&Res.Intro Levigd Fin.
FIN 452	Working Capital Management — Prereq: FIN 256 or FIN 301. Double numbered with FIN 652.						
		17430	SEC M001	TTh 12:30PM-01:50PM	Barkley	3.0	

Subject & Course Title
Cat Nbr

Martin J. Whitman School of Management

Subject & Course Title Cat Nbr	Component			Meeting Days & Times	Instructor	Min Max Units	Comments
	Class Nbr	Type	Nbr				
FIN 453	New and Emerging Markets — Prereq: FIN 256 or 301.						
	17326	SEC	M001	MW	12:45PM-02:05PM	Yourougou	3.0
FIN 461	Financial Modeling — Prereq: FIN 345 and 346.						
	17250	SEC	M001	TTh	09:30AM-10:50AM	Shukla	3.0
FIN 466	Value Investing — Prereq: FIN 256 or 301. Double numbered with FIN 666.						
	17271	SEC	M001	MW	12:45PM-02:05PM	Diz	3.0
FIN 468	Seminar in Finance — Prereq: FIN 256 or 301.						
	17278	SEC	M001	MW	09:30AM-10:50AM	Diz	3.0
FIN 600	Selected Topics						
	17332	SEC	M003	TTh	03:30PM-04:50PM	Koveos	3.0
	17437	SEC	M004	T	06:30PM-09:15PM	Wamp	3.0
FIN 652	Working Capital Management — Double numbered with FIN 452.						
	17431	SEC	M001	TTh	12:30PM-01:50PM	Barkley	3.0
FIN 654	Financial Analytics						
	20320	SEC	M001	TTh	03:30PM-04:50PM	Xu	3.0
FIN 666	Value Investing — Prereq: MBC 633. Double numbered with FIN 466.						
	17272	SEC	M001	MW	12:45PM-02:05PM	Diz	3.0
FIN 751	Corp Fin Policy & Strategy — Prereq: ECN 604, MBC 633, and MBC 638.						
	17258	SEC	M002	TTh	09:30AM-10:50AM	Barkley	3.0
FIN 756	Investment Analysis — Prereq: MBC 633, MBC 638.						
	17317	SEC	M001	TTh	08:00AM-09:20AM	Shukla	3.0

LPP - Law & Public Policy

LPP 255	Intro to the Legal System						
	17078	SEC	M003	TTh	05:00PM-06:20PM	Doran	3.0
	17079	SEC	M004	TTh	03:30PM-04:50PM	Rice	3.0
	17095	SEC	M005	TTh	09:30AM-10:50AM	Rice	3.0
	17135	SEC	M006	TTh	02:00PM-03:20PM	Knych	3.0
	17165	SEC	M008	TTh	08:00AM-09:20AM	Rice	3.0
	20786	SEC	M009	MW	08:00AM-09:20AM	Petosa	3.0
LPP 457	Law of Commercial Transactions — Prereq: LPP 255 or MBC 629 or 643. Double numbered with LPP 757.						
	17085	SEC	M001	TTh	08:00AM-09:20AM	Knych	3.0
	17183	SEC	M002	TTh	09:30AM-10:50AM	Knych	3.0
LPP 467	Management and Ethics						
	17209	SEC	M001	MW	02:15PM-03:35PM	Cardarelli	3.0
LPP 757	Law of Commercial Transactions — Prereq: LPP 255 or MBC 643. Double numbered with LPP 457.						
	17200	SEC	M001	TTh	09:30AM-10:50AM	Knych	3.0

MAR - Marketing

MAR 255	Principles of Marketing — Prereq: ECN 203 and (MAS 261 or MAT 122 or 221); Coreq: FIN 256 and SCM 265.						
	17094	SEC	M002	TTh	05:00PM-06:20PM	Riley	3.0
	17395	SEC	M003	TTh	03:30PM-04:50PM	Fay Tucker	3.0
	17396	SEC	M004	MW	08:00AM-09:20AM	Staff	3.0
	17401	SEC	M005	TTh	11:00AM-12:20PM	Tucker	3.0
	17402	SEC	M006	TTh	12:30PM-01:50PM	Riley	3.0
	17413	SEC	M007	MW	03:45PM-05:05PM	Smith	3.0
	17414	SEC	M008	MW	12:45PM-02:05PM	Staff	3.0
	17415	SEC	M009	TTh	09:30AM-10:50AM	Smith	3.0
	19867	SEC	M011	TTh	08:00AM-09:20AM	Wimer	3.0
	19868	SEC	M012	TTh	02:00PM-03:20PM	Tucker	3.0
	19869	SEC	M013	MW	05:15PM-06:35PM	Lathrop	3.0
	19870	SEC	M014	MW	02:15PM-03:35PM	Staff	3.0
MAR 301	Essentials of Marketing						
	17201	SEC	M002	TTh	11:00AM-12:20PM	Fay	3.0
	20559	SEC	M003	TTh	12:30PM-01:30PM	Fay	3.0
MAR 356	Marketing Research — Prereq: MAR 255 or 301; Coreq: MAS 362 or BUA 345.						
	17111	SEC	M002	MW	12:45PM-02:05PM	Mazumdar	3.0
	17169	SEC	M004	MW	03:45PM-05:05PM	Mazumdar	3.0
MAR 357	Consumer Behavior — Prereq: MAR 255 or 301.						
	17161	SEC	M001	MW	03:45PM-05:05PM	Riley	3.0
MAR 400	Selected Topics						
	17294	SEC	M004	T	06:30PM-09:15PM	Mazumdar	3.0
MAR 401	Electronic Retailing&Marktng — Prereq: MAR 255 or MAR 301. Crosslisted with RMT 457.						
	17257	SEC	M001	T	06:30PM-09:15PM	Staff	3.0
MAR 444	New Product Management — Prereq: MAR 255 or 301.						
	17102	SEC	M001	MW	02:15PM-03:35PM	Smith	3.0
	17422	SEC	M002	TTh	02:00PM-03:20PM	Lathrop	3.0
MAR 445	Brand Management — Prereq: MAR 255 or 301.						
	17290	SEC	M001	MW	12:45PM-02:05PM	Lee	3.0
	20560	SEC	M002	MW	02:15PM-03:35PM	Lee	3.0
MAR 455	Marketing Communications — Prereq: MAR 255 or 301.						
	17106	SEC	M002	TTh	02:00PM-03:20PM	Raj	3.0
	17423	SEC	M003	TTh	09:30AM-10:50AM	Raj	3.0
MAR 600	Selected Topics						
	17289	SEC	M003	T	06:30PM-09:15PM	Mazumdar	3.0
MAR 755	Mktg Comm Strategy — Prereq: MBC 636.						
	17129	SEC	M001	TTh	11:00AM-12:20PM	Raj	3.0
MAR 962	Marketing&Supply Chain Models						
	17500	SEC	M001	M	09:00AM-12:00PM	Fay	3.0

MAS - Managerial Statistics

MAS 261	Intro. Statistics for Mngmt.						
	17130	SEC	M001	MWF	11:40AM-12:35PM	Avrenli	3.0

Subject & Course Title
Cat Nbr

Martin J. Whitman School of Management

Subject & Cat Nbr	Course Title	Component		Meeting Days & Times	Instructor	Min Max Units	Comments	
		Class Nbr	Type Nbr					
		17131	SEC M002	TTh	11:00AM-12:20PM	Pooler	3.0	WSM only. Seats reserved for incoming freshmen.
		17132	SEC M003	TTh	02:00PM-03:20PM	Pooler	3.0	WSM only. Seats reserved for incoming freshmen.
		17144	SEC M004	MWF	09:30AM-10:25AM	Avrenli	3.0	WSM only. Seats reserved for incoming freshmen.
		17157	SEC M005	TTh	02:00PM-03:20PM	Avrenli	3.0	WSM only. Seats reserved for incoming freshmen.
		17186	SEC M006	MWF	10:35AM-11:30AM	Avrenli	3.0	WSM only. Seats reserved for incoming freshmen.
		17327	SEC M007	MW	12:45PM-02:05PM	Pooler	3.0	WSM only. Seats reserved for incoming freshmen.
		19828	SEC M008	TTh	09:30AM-10:50AM	Pooler	3.0	WSM only. Seats reserved for incoming freshmen.
MAS 362	Decision Tools for Management — Prereq: MAS 261 or MAT 122 or MAT 221.							
		17087	SEC M002	MW	02:15PM-03:35PM	Velu	3.0	For students who matriculated at SU prior to Fall 2015 only.WSM Jr. & Sr. only. Students matric after F'15 may not enroll in this course.
		17163	SEC M005	MW	03:45PM-05:05PM	Velu	3.0	For students who matriculated at SU prior to Fall 2015 only.WSM Jr. & Sr. only. Students matric after F'15 may not enroll in this course.
MAS 766	Linear Stat Mdls I:Regrss							
		17260	SEC M001	TTh	05:00PM-06:20PM	Xu	3.0	
MBC - Master of Business Core								
MBC 600	Selected Topics							
		17254	SEC M001	F	09:30AM-12:15PM	Lathrop	1.5	Class Topic: Managerial Skills.
MBC 601	Econ Fndtns of Business							
		17178	SEC M001	TTh	08:00AM-09:20AM	Koveos	1.5	
MBC 602	Econ. for Int'l Business — Prereq: MBC 601.							
		17179	SEC M001	TTh	08:00AM-09:20AM	Koveos	1.5	
MBC 603	Creating Customer Value							
		17173	SEC M001	TTh	11:00AM-12:20PM	Lathrop	1.5	
		17193	SEC M003	TTh	09:30AM-10:50AM	Lathrop	1.5	
MBC 604	Managing the Marketing Mix — Prereq: MBC 603.							
		17175	SEC M001	TTh	11:00AM-12:20PM	Lathrop	1.5	
		17194	SEC M003	TTh	09:30AM-10:50AM	Lathrop	1.5	
MBC 606	IT for Decision Support							
		17180	SEC M001	MW	09:30AM-10:50AM	Benaroch	1.5	
		17240	SEC M002	MW	11:00AM-12:20PM	Benaroch	1.5	
MBC 607	Understanding Finan Statements							
		17176	SEC M001	TTh	11:00AM-12:20PM	Walsh	1.5	
		17177	SEC M002	TTh	09:30AM-10:50AM	Comprix	1.5	
		17185	SEC M003	TTh	12:30PM-01:50PM	Comprix	1.5	
MBC 608	Creating Financial Statements — Prereq: MBC 607.							
		17230	SEC M001	TTh	09:30AM-10:50AM	Walsh	1.5	
		17231	SEC M002	TTh	12:30PM-01:50PM	Walsh	1.5	
MBC 609	Acctg for Managerial Decisions — Prereq: MBC 608.							
		17184	SEC M001	TTh	11:00AM-12:20PM	Petosa	1.5	
		17237	SEC M002	TTh	12:30PM-01:50PM	Petosa	1.5	
MBC 610	Opportunity Recognition & Idea							
		17181	SEC M001	MW	09:30AM-10:50AM	Staff	1.5	
		17244	SEC M002	MW	11:00AM-12:20PM	Staff	1.5	
MBC 629	Legal & Ethic'l Aspects of Mgmt							
		17195	SEC M001	TTh	12:30PM-01:50PM	Petosa	1.5	
MBC 630	Behavior in Organizations							
		17196	SEC M001	MW	09:30AM-10:50AM	Whiteway	1.5	
MBC 638	Data Anls & Decisn Making							
		17224	SEC M001	MW	11:00AM-12:20PM	Chernobay	3.0	
MGT - Management								
MGT 247	Intro to Strategic Mngmt							
		17133	SEC M005	TTh	02:00PM-03:20PM	Ye	3.0	For students who matriculated at SU prior to Fall 2015 only.WSM students; Students matriculating Fall 2015 and later cannot enroll in this section. Str. Mgt Minors.
MGT 355	Strategic Human Rsrce Mngmt							
		17232	SEC M006	TTh	02:00PM-03:20PM	Cardarelli	3.0	For students who matriculated at SU prior to Fall 2015 only.WSM Jr. & Sr. only. Students matric after F'15 may not enroll in this course.
MGT 462	Leadership&Organiz Change							
		17172	SEC M001	TTh	03:30PM-04:50PM	Cardarelli	3.0	Whitman Jr & Sr. only.
MIS - Management Information Systems								
MIS 325	Intro Info Syst Managers							
		17159	SEC M004	MW	05:15PM-06:35PM	Thomas	3.0	For students who matriculated at SU prior to Fall 2015 only.WSM Jr. & Sr. only. Students matric after F'15 may not enroll in this course.
		17188	SEC M007	TTh	05:00PM-06:20PM	Krudys	3.0	For students who matriculated at SU prior to Fall 2015 only.WSM Jr. & Sr. only. Students matric after F'15 may not enroll in this course.
MSL - Military Science & Leadership								
MSL 101	Leadership and Development							
		17304	SEC M001	TTh	09:30AM-10:50AM	Applewhite	0.0	3.0 The associated course lab (SEC M003; Fridays 12:45 -2:45 pm weekly) will automatically enroll with the registration of this class. Please see course instructor about any scheduling conflicts.
		17305	SEC M002	F	08:00AM-10:50AM	Applewhite	0.0	3.0 The associated course lab (SEC M003; Fridays 12:45 -2:45 pm weekly) will automatically enroll with the registration of this class. Please see course instructor about any scheduling conflicts.
		17306	LAB M003	F	11:40AM-02:40PM	Applewhite		Automatically enrolled with selected sections M001 or M002.
MSL 201	Innovative Team Leadership							
		17307	SEC M001	TTh	09:30AM-10:50AM	Gureckis Hood	0.0	3.0 The associated course lab (SEC M003; Fridays 12:45 -2:45 pm weekly) will automatically enroll with the registration of this class. Please see course instructor about any scheduling conflicts.
		17308	SEC M002	F	08:00AM-10:50AM	Gureckis Hood	0.0	3.0 The associated course lab (SEC M003; Fridays 12:45 -2:45 pm weekly) will automatically enroll with the registration of this class. Please see course instructor about any scheduling conflicts.
		17309	LAB M003	F	11:40AM-02:40PM	Gureckis Hood		Automatically enrolled with selected sections M001 or M002.
MSL 301	Leading Small Organizations							
		17310	SEC M001	TTh	09:30AM-10:50AM	Whiteley	0.0	3.0 The associated course lab (SEC M003; Fridays 12:45 -2:45 pm weekly) will automatically enroll with the registration of this class. Please see course instructor about any scheduling conflicts.
		17311	SEC M002	F	08:00AM-10:50AM	Staff	0.0	3.0 The associated course lab (SEC M003; Fridays 12:45 -2:45 pm weekly) will automatically enroll with the registration of this class. Please see course instructor about any scheduling conflicts.
		17312	LAB M003	F	11:40AM-02:40PM	Whiteley		Automatically enrolled with selected sections M001 or M002.
MSL 401	Military Profess. and Ethics							
		17313	SEC M001	TTh	09:30AM-10:50AM	Warner	0.0	3.0 The associated course lab (SEC M003; Fridays 12:45 -2:45 pm weekly) will automatically enroll with the registration of this class. Please see course instructor about any scheduling conflicts.
		17314	SEC M002	F	08:00AM-10:50AM	Warner	0.0	3.0 The associated course lab (SEC M003; Fridays 12:45 -2:45 pm weekly) will automatically enroll with the registration of this class. Please see course instructor about any scheduling conflicts.
		17315	LAB M003	F	11:40AM-02:40PM	Warner		Automatically enrolled with selected sections M001 or M002.

Class Nbr	Component Type	Nbr	Meeting Days & Times	Instructor	Min Units	Max Units	Comments
O&M - Organization and Mgmt							
O&M 405	Concepts of Air Force Mgt — Crosslisted with ASC 305.						
20105	SEC	M001	WF	08:00AM-09:20AM	Kimbrough	3.0	
17283	SEC	M002	WF	12:45PM-02:05PM	Kimbrough	3.0	
			WF	08:00AM-09:20AM			
RES - Real Estate							
RES 400	Selected Topics						
20639	SEC	M001	TTh	05:00PM-06:20PM	Staff	3.0	Class Topic: Issues in Real Estate.
RES 431	Real Estate Principles — Prereq: FIN 256 or 301.						
17225	SEC	M001	TTh	06:30PM-07:50PM	Staff	3.0	WSM students; RES minors. Jr. & Sr. only.
RES 631	Real Estate Principles						
17276	SEC	M001	TTh	06:30PM-07:50PM	Staff	3.0	
RMT - Retail Management							
RMT 301	Retailing Fundamentals						
17155	SEC	M001	TTh	11:00AM-12:20PM	Nicholson	3.0	WSM students; RMT minors. So., Jr. & Sr. only.
RMT 333	Professional Practice						
17156	SEC	M001	W	10:35AM-11:30AM	Cushman DeWolf	1.0	RMT students. Jr. & Sr. only.
RMT 407	Retail Buying & Planning — Prereq: RMT 301.						
17251	SEC	M001	MW	12:45PM-02:05PM	Cushman	3.0	WSM students; RMT minors. Jr. & Sr. only.
RMT 457	Electronic Retailing&Marketing — Prereq: MAR 255 or 301 or RMT 301. Crosslisted with MAR 401.						
17424	SEC	M001	T	06:30PM-09:15PM	Staff	3.0	
RMT 475	Supervised Internship — Prereq: RMT 333.						
17170	SEC	M001	MWF	08:00AM-09:20AM	Cushman	2.0	RMT Seniors only.
SCM - Supply Chain Management							
SCM 265	Intro to SCM — Prereq: (ECN 203 or (ECN 101 and ECN 102)) and (MAS 261 or MAT 122 or 221).						
17203	SEC	M003	TTh	08:00AM-09:20AM	Wu	3.0	Must be taken w/ corresponding sections of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.WAVERLY HOUSE; BLOCK 12. WAVERLY HOUSE ONLY.
17323	REC	M005	W	11:40AM-12:35PM	Fay		ADAMS HOUSE; BLOCK 9Must be taken w/ corresponding sections of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
17399	SEC	M006	MW	08:00AM-09:20AM	Niederhoff	3.0	ADAMS HOUSE; BLOCK 2Must be taken w/ corresponding sections of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
17400	SEC	M007	TTh	03:30PM-04:50PM	Aral Wang	3.0	MARSHALL HOUSE; BLOCK 3Must be taken w/ corresponding sections of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
17405	SEC	M008	TTh	11:00AM-12:20PM	Aral Wang	3.0	HARRISON HOUSE; BLOCK 5Must be taken w/ corresponding sections of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
17406	SEC	M009	MW	12:45PM-02:05PM	Niederhoff	3.0	ADAMS HOUSE; BLOCK 11Must be taken w/ corresponding sections of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
17409	SEC	M011	TTh	02:00PM-03:20PM	Aral Wang	3.0	MARSHALL HOUSE; BLOCK 11Must be taken w/ corresponding sections of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
17410	SEC	M012	TTh	09:30AM-10:50AM	Wu	3.0	Must be taken w/ corresponding sections of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.WAVERLY HOUSE; BLOCK 7.
17411	SEC	M013	MW	05:15PM-06:35PM	Staff	3.0	ADAMS HOUSE ONLY.
17416	REC	M014	M	10:35AM-11:30AM	Fay		HARRISON HOUSE ONLY.
17417	REC	M015	M	11:40AM-12:35PM	Fay		MARSHALL HOUSE ONLY.
17418	REC	M016	W	10:35AM-11:30AM	Fay		MARSHALL HOUSE ONLY.
19859	SEC	M017	TTh	05:00PM-06:20PM	Staff	3.0	MARSHALL HOUSE; BLOCK 4Must be taken w/ corresponding sections of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
19860	SEC	M018	TTh	12:30PM-01:50PM	Staff	3.0	HARRISON HOUSE; BLOCK 6Must be taken w/ corresponding sections of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
19861	SEC	M019	MW	03:45PM-05:05PM	Staff	3.0	Must be taken w/ corresponding sections of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.WAVERLY HOUSE; BLOCK 8.
19862	SEC	M020	MW	02:15PM-03:35PM	Niederhoff	3.0	HARRISON HOUSE; BLOCK 10Must be taken w/ corresponding sections of FIN 256 and MAR 255. Register for SCM 265; permissions will be given for FIN & MAR.
SCM 400	Selected Topics						
17291	SEC	M001	MW	08:00AM-09:20AM	Park	3.0	Class Topic: Supply Chain Finance.
SCM 401	Supply Chain & Logistics Mgmt — Prereq: MAR 255 and SCM 265.						
17204	SEC	M001	TTh	12:30PM-01:50PM	LaPoint	3.0	WSM Jr. & Sr. only.
SCM 402	SCM Systems — Prereq: MAR 255 and SCM 265.						
17171	SEC	M001	MW	08:00AM-09:20AM	Penfield	3.0	WSM Jr. & Sr. only.
SCM 403	Intro to Management Science — Prereq: SCM 265 and MAS 261 or MAT 122 or 221.						
17292	SEC	M001	MW	09:30AM-10:50AM	Staff	3.0	
SCM 456	Intro to Project Management — Prereq: SCM 265.						
17328	SEC	M001	TTh	12:30PM-01:50PM	Penfield	3.0	
SCM 477	Global Supply Chain Management — Prereq: SCM 265.						
17425	SEC	M001	TTh	12:30PM-01:50PM	Kazaz	3.0	Whitman Jr./sr.
SCM 600	Selected Topics						
17293	SEC	M001	MW	08:00AM-09:20AM	Park	3.0	Class Topic: Supply Chain Finance.
SCM 651	Business Analytics						
17429	SEC	M001	F	01:00PM-03:45PM	Basu	3.0	
SCM 656	Project Management						
17212	SEC	M001	MW	02:15PM-03:35PM	Penfield	3.0	
SCM 701	Supply Chain&Logistics Mgmt — Prereq: MBC 635, MBC 636, AND MBC 638.						
17198	SEC	M001	TTh	03:30PM-04:50PM	LaPoint	3.0	
SCM 755	Lean Six Sigma						
17227	SEC	M001	T	05:00PM-07:45PM	LaPoint	3.0	
SCM 777	Global Supply Chain Strategy — Prereq: MBC 616, 638.						
17261	SEC	M001	TTh	09:30AM-10:50AM	Kazaz	3.0	
SCM 960	Dctrl Sem in Supply Chain Mgt						
17499	SEC	M001	W	04:00PM-07:00PM	Kazaz	3.0	
SOM - School of Management							
SOM 301	Internship for Mgmt Students						
17108	SEC	M001		TBA	DeWolf	0.0	
SOM 354	Managing in a Global Setting						
17083	SEC	M001	MW	03:45PM-05:05PM	Yourougou	3.0	For students who matriculated at SU prior to Fall 2015 only.WSM Jr. & Sr. only. Students matric after F'15 may not enroll in this course.