

Martin J. Whitman School of Management

ACC - Accounting

ACC	Class Nbr	Component	Meeting Days & Times	Instructor	Units	Comments
ACC 151	Intro. to Financial Accounting					
	<i>Register for REC M002 or M003, Sec. M001 will auto-enroll.</i>					
	37309	SEC M001	MW 12:45PM-02:05PM	Walsh	4.0	
	37480	REC M002	F 09:30AM-10:25AM	TA		WSM students, ACC and FIN minors only.
	37481	REC M003	F 10:35AM-11:30AM	TA		WSM students, ACC and FIN minors only.
	<i>Register for REC M008 or M009; SEC M007 will auto-enroll.</i>					
	37313	SEC M007	TTh 11:00AM-12:20PM	Monforte	4.0	
	37482	REC M008	F 09:30AM-10:25AM	TA		WSM students, ACC and FIN minors only.
	37483	REC M009	F 10:35AM-11:30AM	TA		WSM students, ACC and FIN minors only.
	<i>Register for REC M011 or M012; SEC M010 will auto-enroll.</i>					
	37337	SEC M010	TTh 09:30AM-10:50AM	Monforte	4.0	
	37484	REC M011	F 10:35AM-11:30AM	TA		WSM students, ACC and FIN minors only.
	37485	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>					
	37338	SEC M013	MW 02:15PM-03:35PM	Monforte	4.0	
	37486	REC M014	F 10:35AM-11:30AM	TA		WSM students, ACC and FIN minors only.
	37487	REC M015	F 11:40AM-12:35PM	TA		WSM students, ACC and FIN minors only.
	<i>Register for REC M017 or M018; SEC M016 will auto-enroll.</i>					
	37341	SEC M016	TTh 03:30PM-04:50PM	Kukla	4.0	
	37488	REC M017	F 10:35AM-11:30AM	TA		WSM students, ACC and FIN minors only.
	37489	REC M018	F 11:40AM-12:35PM	TA		WSM students, ACC and FIN minors only.
	<i>Register for REC M020 or M021; SEC M019 will auto-enroll.</i>					
	37340	SEC M019	TTh 12:30PM-01:50PM	Okyere	4.0	
	37490	REC M020	F 09:30AM-10:25AM	TA		WSM students, ACC and FIN minors only.
	37491	REC M021	F 10:35AM-11:30AM	TA		WSM students, ACC and FIN minors only.
	<i>Register for REC M023 or M024; SEC M022 will auto-enroll.</i>					
	37355	SEC M022	TTh 08:00AM-09:20AM	Novak	4.0	
	37492	REC M023	F 09:30AM-10:25AM	TA		WSM students, ACC and FIN minors only.
	37493	REC M024	F 10:35AM-11:30AM	TA		WSM students, ACC and FIN minors only.
	<i>Register for REC M026 or M027; SEC M025 will auto-enroll.</i>					
	37390	SEC M025	TTh 05:00PM-06:20PM	Kukla	4.0	
	37494	REC M026	F 10:35AM-11:30AM	TA		WSM students, ACC and FIN minors only.
	37495	REC M027	F 11:40AM-12:35PM	TA		WSM students, ACC and FIN minors only.
	40744	SEC M028	MW 12:45PM-02:05PM	Novak	4.0	
	40745	REC M029	F 09:30AM-10:25AM	Staff		WSM students, ACC and FIN minors only.
	40746	REC M030	F 10:30AM-11:30AM	Staff		WSM students, ACC and FIN minors only.
ACC 201	Essentials of Accounting					
	37404	SEC M003	TTh 03:30PM-04:50PM	Thevaranjan	3.0	WSM minors (excl. ACC & FIN) only; some seats open to students in other programs.
	37443	SEC M004	TTh 05:00PM-06:20PM	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>					
	37297	SEC M001	TTh 12:30PM-01:50PM	Albring	3.0	WSM students; ACC and FIN minors.
	37316	SEC M002	MW 03:45PM-05:05PM	Harris	3.0	Pre-requisite is ACC 151.WSM students; ACC and FIN minors.
	37391	SEC M004	TTh 11:00AM-12:20PM	Albring	3.0	Pre-requisite is ACC 151.WSM students; ACC and FIN minors.
	37458	SEC M005	MW 05:15PM-06:35PM	Harris	3.0	Pre-requisite is ACC 151.WSM students; ACC and FIN minors.
ACC 356	Intermediate Financial Acc. I — Prereq: ACC 252. Double numbered with ACC 601.					
	37298	SEC M001	MW 03:45PM-05:05PM	Liang	3.0	WSM students, ACC minors; So., Jr. & Sr. only.
	37403	SEC M002	MW 12:45PM-02:05PM	Liang	3.0	WSM students, ACC minors; So., Jr. & Sr. only.
ACC 357	Intermediate Financial Acc II — Prereq: ACC 356. Double numbered with ACC 602.					
	37299	SEC M001	TTh 09:30AM-10:50AM	Okyere	3.0	WSM students, ACC minors; Jr. & Sr. only.
	37400	SEC M002	TTh 11:00AM-12:20PM	Okyere	3.0	WSM students, ACC minors; Jr. & Sr. only.
ACC 363	Cost Analysis & Control — Prereq: ACC 252. Double numbered with ACC 621.					
	37300	SEC M001	TTh 11:00AM-12:20PM	Wagner	3.0	WSM students, ACC minors; Jr. & Sr. only.
	37407	SEC M002	TTh 02:00PM-03:20PM	Wagner	3.0	WSM students, ACC minors; Jr. & Sr. only.
ACC 385	Principles of Taxation — Prereq: ACC 252. Double numbered with ACC 685.					
	37312	SEC M001	MW 02:15PM-03:35PM	Harris	3.0	WSM students, ACC minors; Jr. & Sr. only.
	37501	SEC M002	MW 03:45PM-05:05PM	Harris	3.0	WSM students, ACC minors; Jr. & Sr. only.
ACC 476	Auditing Theory/Practice — Prereq: ACC 357. Double numbered with ACC 726.					
	37301	SEC M001	MW 12:45PM-02:05PM	Walsh	3.0	WSM students, ACC minors; Jr. & Sr. only.
ACC 477	Adv. Financial Accounting — Prereq: ACC 357 or 602. Double numbered with ACC 756.					
	37310	SEC M001	TTh 02:00PM-03:20PM	Zadzilka	3.0	WSM students, ACC minors; Jr. & Sr. only.
	37418	SEC M002	TTh 12:30PM-01:50PM	Zadzilka	3.0	WSM students, ACC minors; Jr. & Sr. only.
ACC 499	Honors Capstone Project					
	37733	SEC M003	TBA	Staff	1.0	3.0
ACC 600	Selected Topics					
	37614	SEC M001	MW 08:00AM-09:20AM	Novak	3.0	Class Topic: Governmental Accounting.
ACC 601	Intermediate Financial Acc. I — Prereq: MBC 632 or MBC 609. Double numbered with ACC 356.					
	37433	SEC M001	MW 03:45PM-05:05PM	Staff	3.0	
ACC 602	Intermediate Financial Acc II — Prereq: ACC 601. Double numbered with ACC 357.					
	37434	SEC M001	TTh 09:30AM-10:50AM	Staff	3.0	
	37435	SEC M002	TTh 11:00AM-12:20PM	Staff	3.0	
ACC 621	Cost Analysis & Control — Prereq: MBC 609 or 632. Double numbered with ACC 363.					
	37628	SEC M001	TTh 11:00AM-12:20PM	Staff	3.0	
ACC 652	Accounting Analytics					
	41445	SEC M001	TTh 11:00AM-12:20PM	Harter	3.0	
ACC 685	Principles of Taxation — Prereq: MBC 609 or 632. Double numbered with ACC 385.					
	37436	SEC M001	MW 02:15PM-03:35PM	Harris	3.0	
	37581	SEC M002	MW 03:45PM-05:05PM	Harris	3.0	
ACC 725	Financial Statement Analysis — Prereq: ACC 602 or ACC 357.					
	37453	SEC M001	TTh 05:00PM-06:20PM	Staff	3.0	
	37454	SEC M002	TTh 03:30PM-04:50PM	Staff	3.0	
	37468	SEC M003	TTh 02:00PM-03:20PM	Staff	3.0	
ACC 726	Auditing Theory/Practice — Prereq: ACC 602 or ACC 357. Double numbered with ACC 476.					
	37437	SEC M001	MW 12:45PM-02:05PM	Walsh	3.0	
ACC 747	Advanced Auditing — Prereq: ACC 726.					
	37626	SEC M001	MW 12:45PM-02:05PM	Elder	3.0	
	37627	SEC M002	MW 02:15PM-03:35PM	Elder	3.0	

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Subject & Cat Nbr	Course Title		Component		Meeting Days & Times	Instructor	Min Max		Comments
	Class Nbr	Type	Nbr	Units					
ACC 756	Adv. Financial Accounting — Prereq: ACC 602 or ACC 357. Double numbered with ACC 477.								
	37438	SEC	M001	TTh	02:00PM-03:20PM	Zadzicka	3.0		
ACC 760	Principles of Fraud Examin. — Prereq: ACC 621.								
	37613	SEC	M001	TTh	09:30AM-10:50AM	Kukla	3.0		
BUA - Business Administration									
BUA 201	Business Essentials I								
	37630	SEC	M001	MW	12:45PM-02:05PM	Cardarelli Monforte Penfield Rice Shukla Smith Walsleben	3.0		
BUA 345	Business Analytics for Mgt Dec — Prereq: MAS 261.								
	40349	SEC	M001	TTh	03:30PM-04:50PM	Staff	3.0		
	40350	SEC	M002	TTh	09:30AM-10:50AM	Staff	3.0		
	40351	SEC	M003	TTh	05:00PM-06:20PM	Staff	3.0		
	40352	SEC	M004	MW	05:15PM-06:35PM	Staff	3.0		
	40353	SEC	M005	TTh	08:00AM-09:20AM	Staff	3.0		
	40354	SEC	M006	MW	08:00AM-09:20AM	Staff	3.0		
	40485	SEC	M007	TTh	11:00AM-12:30PM	Staff	3.0		
	40498	SEC	M008	MW	03:45PM-05:05PM	Staff	3.0		
	40499	SEC	M009	MW	12:45PM-02:05PM	Staff	3.0		
	40500	SEC	M011	TTh	03:30PM-04:50PM	Staff	3.0		
	40501	SEC	M012	TTh	12:30PM-01:50PM	Staff	3.0		
	40502	SEC	M013	MW	05:15PM-06:35PM	Staff	3.0		
BUA 474	Consurtio Projects in Business — Prereq: MAR 255 and FIN 256 and SCM 265.								
	40558	SEC	M001	TBA		Rapp	1.0	3.0	
BUA 650	Managing Sustainability — Crosslisted with ECS 650.								
	37428	SEC	M001	MW	12:45PM-02:05PM	Moss	3.0		
BUA 759	Sustainability-Driven Enterpr — Prereq: (BUA 650 OR ECS 650) AND (BUA 651 OR ECS 651). Crosslisted with ECS 759.								
	37460	SEC	M001	T	06:30PM-09:15PM	Moss	3.0		
BUA 999	Dissertation								
	37395	SEC	M001	TBA		Staff	0.0	15.0	
	37396	SEC	M003	TBA		Staff	0.0	15.0	
	37523	SEC	M005	TBA		Staff	6.0		
	37524	SEC	M006	TBA		Staff	9.0		
EEE - Entrprnrshp & Emrging Entrprss									
EEE 370	Intro To EEE								
	37335	SEC	M002	Th	06:30PM-09:15PM	Ranucci	3.0		So., Jr., Sr. only. Some seats reserved for WSM students. Proposal required.
	37339	SEC	M003	MW	12:45PM-02:05PM	Kostakis	3.0		So., Jr., Sr. only. Some seats reserved for WSM students. Proposal required.
	37346	SEC	M004	M	06:45PM-09:30PM	Staff	3.0		So., Jr., Sr. only. Some seats reserved for WSM students. Proposal required.
	37356	SEC	M005	TTh	12:30PM-01:50PM	Walsleben	3.0		So., Jr., Sr. only. Some seats reserved for WSM students. Proposal required.
	37360	SEC	M006	MW	02:15PM-03:35PM	Staff	3.0		So., Jr., Sr. only. Some seats reserved for WSM students. Proposal required.
	37470	SEC	M007	MW	05:15PM-06:35PM	Kostakis	3.0		Proposal required.
	37517	SEC	M009	T	06:30PM-09:15PM	Gucciardi	3.0		Proposal required.
	37539	SEC	M014	TTh	08:00AM-09:20AM	Staff	3.0		Proposal required.
EEE 378	Imagination — Prereq: EEE 370.								
	37376	SEC	M001	TTh	03:30PM-04:50PM	Wimer	3.0		Jr. & Sr. only. Some seats reserved for WSM students.
EEE 382	Entrepreneurial Marketing — Double numbered with EEE 682.								
	37392	SEC	M001	TTh	12:30PM-01:50PM	Schindehutte	3.0		WSM students, EEE minors. Jr. & Sr. only.
	37408	SEC	M002	TTh	02:00PM-03:20PM	Schindehutte	3.0		WSM students, EEE minors. Jr. & Sr. only.
EEE 400	Selected Topics								
	37540	SEC	M001	Th	06:45PM-09:30PM	Torrens III	3.0		Class Topic: Entrepreneurship Launchpad. Instructor Consent Required.
EEE 440	Social Entrep. in Action								
	37619	SEC	M001	M	06:30PM-09:15PM	Amezcuca	3.0		
EEE 443	Emerging Enterprise Consulting								
	37518	SEC	M001	TTh	05:00PM-06:20PM	Tihic	3.0		
EEE 457	Stratgc&Entrepren'L Mngmt — Prereq: SCM 265.								
	37314	SEC	M001	TTh	11:00AM-12:20PM	Walsleben	3.0		WSM Seniors only.
	37342	SEC	M003	TTh	09:30AM-10:50AM	Walsleben	3.0		WSM Seniors only.
	37326	SEC	M004	MW	03:45PM-05:05PM	Kostakis	3.0		WSM Seniors only.
	37350	SEC	M005	TTh	05:00PM-06:20PM	Torrens III	3.0		WSM Seniors only.
	37420	SEC	M006	W	06:45PM-09:30PM	Amezcuca	3.0		WSM Seniors only.
EEE 458	Business Plan Laboratory								
	37375	SEC	M001	Th	06:30PM-07:50PM	Tihic	1.0		
EEE 476	Adv Topics Family Bus Mgt — Prereq: EEE 370. Double numbered with EEE 676.								
	40559	SEC	M001	MW	05:15PM-06:35PM	Petosa	3.0		
EEE 600	Selected Topics								
	37541	SEC	M003	Th	06:45PM-09:30PM	Torrens III	3.0		Class Topic: Entrepreneurship Launchpad.
EEE 625	Venture Capital								
	37467	SEC	M001	MW	02:15PM-03:35PM	Walsh	3.0		
EEE 640	Social Entrepreneurship								
	37502	SEC	M001	M	06:30PM-09:15PM	Amezcuca	3.0		
EEE 643	Emerging Enterprise Consulting								
	37519	SEC	M001	TTh	05:00PM-06:20PM	Tihic	3.0		
EEE 676	Adv Topics Family Bus Mgt — Double numbered with EEE 476.								
	40881	SEC	M001	MW	05:15PM-06:35PM	Petosa	3.0		
EEE 682	Entrepreneurial Marketing — Prereq: MBC 636. Double numbered with EEE 382.								
	37620	SEC	M001	TTh	12:30PM-01:50PM	Schindehutte	3.0		
FIN - Finance									
FIN 300	Selected Topics								
	41498	SEC	M001	T	06:30PM-09:15PM	Staff	1.0	6.0	Class Topic: Principles of Insurance.
FIN 301	Essentials of Finance — Prereq: ACC 151 or 201.								
	37357	SEC	M001	MW	05:15PM-06:35PM	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.								
	37362	SEC	M001	MW	03:45PM-05:05PM	Seward	3.0		WSM students; FIN minors. Jr. & Sr. only.
	37393	SEC	M003	MW	05:15PM-06:35PM	Seward	3.0		WSM students; FIN minors. Jr. & Sr. only.
	40736	SEC	M004	MW	12:45PM-02:05PM	Petrova	3.0		
FIN 346	Investments — Prereq: FIN 256 or 301; Coreq: MAS 362.								
	37410	SEC	M001	TTh	11:00AM-12:20PM	Broman	3.0		WSM students; FIN minors. Jr. & Sr. only.
	37503	SEC	M002	TTh	05:00PM-06:20PM	Broman	3.0		

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Subject & Cat Nbr	Course Title		Component		Meeting Days & Times	Instructor	Min Max Units	Comments
	Class Nbr	Type	Nbr					
FIN 400	37629	SEC	M003	MW	08:00AM-09:20AM	Broman	3.0	
	Selected Topics							
	37534	SEC	M001	MW	11:00AM-12:20PM	Seward	3.0	Class Topic: Corporate Restructurings. pre-reqs: FIN 345 (or FIN 455).
	37535	SEC	M002	TTh	09:30AM-10:50AM	Witt	3.0	Class Topic: Fixed Income Securities.
FIN 457	Internat'l Financial Manag — Prereq: FIN 256 or 301.							
	37451	SEC	M001	TTh	02:00PM-03:20PM	Koveos	3.0	WSM students; FIN/INB minors. Jr. & Sr. only.
FIN 459	Intro to Derivatives — Prereq: FIN 256 or 301.							
	37361	SEC	M001	TTh	03:30PM-04:50PM	Barkley	3.0	WSM students; FIN minors. Jr. & Sr. only.
	37684	SEC	M003	TTh	12:30PM-01:50PM	Barkley	3.0	
FIN 463	Model Bldng for Invest. Bank. — Prereq: ACC 356.							
	37522	SEC	M001	MW	11:00AM-12:20PM	Diz	3.0	
FIN 473	Control Investing — Prereq: FIN 466. Double numbered with FIN 673.							
	37504	SEC	M001	MW	12:45PM-02:05PM	Diz	3.0	
FIN 600	Selected Topics							
	37419	SEC	M003	TTh	09:30AM-10:50AM	Petosa	1.5	Class Topic: Bank Management.
	40737	SEC	M004	MW	02:15PM-03:35PM	Velu	3.0	Class Topic: Algorithmic Trading.
	40738	SEC	M005	TTh	09:30AM-10:50AM	Barkley	3.0	Class Topic: Derivatives.
FIN 657	Internat'n'l Finance — Prereq: MBC 633.							
	37505	SEC	M001	TTh	09:30AM-10:50AM	Koveos	3.0	
FIN 660	Fixed Income Securities							
	40739	SEC	M001	TTh	12:30PM-01:50PM	Witt	3.0	
FIN 673	Control Investing — Prereq: FIN 666. Double numbered with FIN 473.							
	37506	SEC	M001	MW	12:45PM-02:05PM	Diz	3.0	
FIN 761	Financial Modeling — Prereq: FIN 751 or FIN 756.							
	37452	SEC	M001	MW	03:45PM-05:05PM	Shukla	3.0	Department Consent Required.
FIN 855	Financial Management — Prereq: FIN 751, MAS 766.							
	37471	SEC	M001	MW	06:45PM-08:05PM	Seward	3.0	

LPP - Law & Public Policy

LPP 255	Intro to the Legal System							
	37328	SEC	M001	TTh	11:00AM-12:20PM	Rice	3.0	WSM students and minors; some seats unrestricted.
	37303	SEC	M002	TTh	02:00PM-03:20PM	Knych	3.0	Honors only. Honors.
	37304	SEC	M003	TTh	12:30PM-01:50PM	Knych	3.0	WSM students and minors; some seats unrestricted.
	37425	SEC	M004	MW	06:45PM-08:05PM	Zino	3.0	WSM students and minors; some seats unrestricted.
	37305	SEC	M005	TTh	08:00AM-09:20AM	Rice	3.0	WSM students and minors; some seats unrestricted.
	37366	SEC	M006	TTh	09:30AM-10:50AM	Rice	3.0	WSM students and minors; some seats unrestricted.
	37615	SEC	M007	MW	05:15PM-06:35PM	Doran	3.0	WSM students and minors; some seats unrestricted.
	37616	SEC	M008	MW	03:45PM-05:05PM	Staff	3.0	WSM students and minors; some seats unrestricted.
	37617	SEC	M011	TTh	02:00PM-03:20PM	Kukla	3.0	WSM students and minors; some seats unrestricted.
LPP 457	Law of Commercial Transactions — Prereq: LPP 255 or MBC 629 or 643. Double numbered with LPP 757.							
	37426	SEC	M001	TTh	09:30AM-10:50AM	Knych	3.0	WSM students; Jr., Sr. only.
LPP 757	Law of Commercial Transactions — Prereq: LPP 255 or MBC 643. Double numbered with LPP 457.							
	37439	SEC	M001	TTh	09:30AM-10:50AM	Knych	3.0	

MAR - Marketing

MAR 301	Essentials of Marketing							
	37411	SEC	M002	MW	03:45PM-05:05PM	Lathrop	3.0	WSM minors; some seats open to students in other programs. So., Jr. & Sr. only.
	41084	SEC	M003	TTh	05:00PM-06:20PM	Tucker	3.0	
MAR 307	Sales & Strategic Partnerships — Prereq: MAR 255 or 301 or RMT 301. Crosslisted with RMT 307.							
	37416	SEC	M001	TTh	09:30AM-10:50AM	Wimer	3.0	WSM students; MAR minors. Jr. & Sr. only.
	37455	SEC	M002	TTh	02:00PM-03:20PM	Wimer	3.0	
	37440	SEC	M003	TTh	12:30PM-01:50PM	Wimer	3.0	WSM students; MAR minors. Jr. & Sr. only.
	37621	SEC	M004	TTh	08:00AM-09:20AM	Wimer	3.0	
MAR 356	Marketing Research — Prereq: MAR 255 or 301; Coreq: MAS 362.							
	37336	SEC	M003	TTh	03:30PM-04:50PM	Staff	3.0	WSM students Jr. & Sr. only.
	37417	SEC	M004	TTh	05:00PM-06:20PM	Staff	3.0	WSM students Jr. & Sr. only.
	41456	SEC	M005	MW	03:45PM-05:05PM	Staff	3.0	
MAR 401	Electronic Retailing&Marktg — Prereq: MAR 255 or MAR 301.							
	37373	SEC	M001	T	06:30PM-09:15PM	Staff	3.0	WSM students; RMT minors. Jr. & Sr. only.
MAR 444	New Product Management — Prereq: MAR 255 or 301.							
	37423	SEC	M001	MW	02:15PM-03:35PM	Smith	3.0	WSM students; MAR minors. Jr. & Sr. only.
	41492	SEC	M002	MW	03:45PM-05:05PM	Smith	3.0	
MAR 445	Brand Management — Prereq: MAR 255 or 301.							
	37507	SEC	M001	TTh	12:30PM-01:50PM	Choi	3.0	
	37465	SEC	M002	TTh	09:30AM-10:50AM	Lathrop	3.0	
MAR 456	Global Marketing Strategy — Prereq: MAR 255 or 301.							
	41493	SEC	M001	TTh	03:30PM-04:50PM	Staff	3.0	
MAR 600	Selected Topics							
	37542	SEC	M002	M	06:45PM-09:30PM	Basu	3.0	Class Topic: Marketing Analytics.
MAR 745	Strategic Brand Management — Prereq: MBC 604 or MBC 636.							
	37536	SEC	M001	TTh	02:00PM-03:20PM	Lathrop	3.0	
MAR 754	Seminar/Marketing Rsrch — Prereq: MBC 636, 638.							
	37472	SEC	M001	MW	12:45PM-02:05PM	Basu	3.0	Class Topic: Marketing Research.
MAR 757	Managing Product Development — Prereq: MBC 636.							
	41074	SEC	M001	MW	05:15PM-06:35PM	Smith	3.0	
MAR 960	Doctoral Sem in Marketing							
	37730	SEC	M001	W	02:30PM-05:30PM	Lee	3.0	

MAS - Managerial Statistics

MAS 261	Intro. Statistics for Mngmt.							
	37607	SEC	M003	TTh	12:30PM-01:50PM	Pooler	3.0	WSM only.
	37609	SEC	M005	MW	05:15PM-06:35PM	Pooler	3.0	WSM only.
MAS 362	Decision Tools for Management — Prereq: MAS 261 or MAT 122 or MAT 221.							
	37412	SEC	M001	MW	05:15PM-06:35PM	Avenli	3.0	WSM Jr. & Sr. only.
MAS 777	Time Series Modelng & Anl — Prereq: MBC 638.							
	40740	SEC	M001	MW	05:15PM-06:35PM	Velu	3.0	

MBC - Master of Business Core

MBC 607	Understanding Finan Statements							
	37473	SEC	M001	TTh	03:30PM-04:50PM	Walsh	1.5	
MBC 609	Acctg for Managerial Decisions — Prereq: MBC 608.							
	37422	SEC	M001	TTh	09:30AM-10:50AM	Petosa	1.5	

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Subject & Cat Nbr	Course Title		Meeting Days & Times	Instructor	Min Max Units	Comments
	Class Nbr	Component Type Nbr				
MBC 616	Operations Management					
	37381	SEC M002	TTh 11:00AM-12:20PM	LaPoint	1.5	
MBC 617	Supply Chain Management					
	37383	SEC M002	TTh 11:00AM-12:20PM	LaPoint	1.5	
MBC 618	Competitive Strategy — Prereq: MBC 607.					
	37429	SEC M001	MW 11:00AM-12:20PM	Reed	1.5	
	37384	SEC M002	MW 09:30AM-10:50AM	Balasubramanian	1.5	
	37397	SEC M003	MW 11:00AM-12:20PM	Maritan	1.5	
MBC 619	Corporate Strategy — Prereq: MBC 608 and MBC 618.					
	37430	SEC M001	MW 11:00AM-12:20PM	Reed	1.5	
	37385	SEC M002	MW 09:30AM-10:50AM	Balasubramanian	1.5	
	37398	SEC M003	MW 11:00AM-12:20PM	Maritan	1.5	
MBC 627	Fin Markets & Institutions — Prereq: MBC 601, 602, 607, 608, and 638.					
	37386	SEC M001	MW 09:30AM-10:50AM	Yourougou	1.5	
	37387	SEC M002	MW 11:00AM-12:20PM	Yourougou	1.5	
MBC 628	Financial Management — Prereq: MBC 627.					
	37388	SEC M001	MW 09:30AM-10:50AM	Yourougou	1.5	
	37389	SEC M002	MW 11:00AM-12:20PM	Yourougou	1.5	
MBC 639	Leadership in Organizations					
	37374	SEC M001	W 05:15PM-08:00PM	Staff	3.0	
MBC 647	Global Entrepreneurial Mgmt					
	37421	SEC M001	TTh 09:30AM-10:50AM	Staff	3.0	

MGT - Management

MGT 247	Intro to Strategic Mngmt					
	40368	SEC M002	TTh 09:30AM-10:50AM	Reed	3.0	
	37344	SEC M004	MW 12:45PM-02:05PM	Balasubramanian	3.0	WSM students; Str. Mgt. minors. So., Jr. & Sr. only.
	37475	SEC M006	MW 02:15PM-03:35PM	Balasubramanian	3.0	
	37510	SEC M007	MW 08:00AM-09:20AM	Maritan	3.0	
	37532	SEC M008	TTh 12:30PM-01:50PM	Geoghegan	3.0	
	40367	SEC M009	TTh 02:00PM-03:20PM	Geoghegan	3.0	
	40369	SEC M011	MW 03:45PM-05:05PM	Maritan	3.0	
	40370	SEC M012	TTh 11:00AM-12:20PM	Reed	3.0	
MGT 248	Managing and Leading People — Coreq: MGT 247 and SOM 354.					
	40347	SEC M001	TTh 05:00PM-06:20PM	Staff	3.0	
	40348	SEC M002	TTh 05:00PM-06:20PM	Cardarelli	3.0	
	40355	SEC M003	MW 12:45PM-02:05PM	Vincent	3.0	
	40356	SEC M004	TTh 12:30PM-01:50PM	Brandes	3.0	
	40357	SEC M005	TTh 03:30PM-04:50PM	Cardarelli	3.0	
	40358	SEC M006	MW 02:15PM-03:35PM	Vincent	3.0	
	40359	SEC M007	TTh 09:30AM-10:50AM	Brandes	3.0	
	40360	SEC M008	TTh 02:00PM-03:20PM	Staff	3.0	
MGT 346	Organizational Behavior					
	37618	SEC M001	MW 11:00AM-12:20PM	Cardarelli	3.0	
MGT 355	Strategic Human Rsrce Mngmnt					
	37327	SEC M003	TTh 12:30PM-01:50PM	Staff	3.0	WSM students & minors; some seats open to students in other programs. Jr. & Sr. only.
	37358	SEC M004	TTh 03:30PM-04:50PM	Staff	3.0	WSM students & minors; some seats open to students in other programs. Jr. & Sr. only.
	37401	SEC M006	M 06:30PM-09:15PM	Staff	3.0	WSM students & minors; some seats open to students in other programs. Jr. & Sr. only.
	37427	SEC M007	MW 02:15PM-03:35PM	Staff	3.0	WSM students & minors; some seats open to students in other programs. Jr. & Sr. only.
MGT 447	Adv Topics:Strategic Mgmt — Prereq: MGT 247 and FIN 256 and MAR 255 and SCM 265.					
	37432	SEC M001	TTh 11:00AM-12:20PM	Geoghegan	3.0	WSM Jr. & Sr. only.
MGT 600	Selected Topics					
	37741	SEC M400	TBA	Staff	3.0	

MIS - Management Information Systems

MIS 325	Intro Info Syst Managers					
	37345	SEC M002	TTh 03:30PM-04:50PM	Vitharana	3.0	WSM So., Jr. & Sr. only.
	37511	SEC M003	TTh 02:00PM-03:20PM	Vitharana	3.0	WSM So., Jr. & Sr. only.
	37377	SEC M004	W 06:45PM-09:30PM	Thomas	3.0	WSM So., Jr. & Sr. only.
	37413	SEC M005	T 06:30PM-09:15PM	Krudys	3.0	WSM So., Jr. & Sr. only.

MSL - Military Science & Leadership

MSL 102	Foundations of the US Army					
	37590	SEC M001	TTh 09:30AM-10:50AM	Applewhite	0.0	3.0
	37591	SEC M002	F 08:00AM-10:50AM	Applewhite	0.0	3.0
	37592	LAB M003	F 11:40AM-01:40PM	Applewhite		
	This LAB will auto enroll with selected MSL course sections M001 or M002; No additional credit given.					
MSL 202	Leadership & Problem Solving					
	37593	SEC M001	TTh 09:30AM-10:50AM	Hood	0.0	3.0
	37594	SEC M002	F 08:00AM-10:50AM	Hood	0.0	3.0
	37595	LAB M003	F 11:40AM-01:40PM	Hood		
	This LAB will auto enroll with selected MSL course sections M001 or M002; No additional credit given.					
MSL 302	Adv Leadership					
	37596	SEC M001	TTh 09:30AM-10:50AM	Whiteley	0.0	3.0
	37597	SEC M002	F 08:00AM-10:50AM	Whiteley	0.0	3.0
	37598	LAB M003	F 11:40AM-01:40PM	Whiteley		
	This LAB will auto enroll with selected MSL course sections M001 or M002; No additional credit given.					
MSL 402	Leadership in a Complex World					
	37599	SEC M001	TTh 09:30AM-10:50AM	Warner	0.0	3.0
	37600	SEC M002	F 08:00AM-10:50AM	Warner	0.0	3.0
	37601	LAB M003	F 11:40AM-01:40PM	Warner		
	This LAB will auto enroll with selected MSL course sections M001 or M002; No additional credit given.					

O&M - Organization and Mgmt

O&M 406	Concepts of Air Force Mgmt — Prereq: O&M 405 or ASC 305. Crosslisted with ASC 306.					
	37529	SEC M001	WF 08:00AM-09:20AM	Kimbrough	3.0	
	37530	SEC M002	WF 12:45PM-01:40PM	Kimbrough	3.0	

RES - Real Estate

RES 431	Real Estate Principles — Prereq: FIN 256 or 301.					
	40741	SEC M001	MW 02:15PM-03:35PM	Petrova	3.0	
RES 442	Real Estate Development — Prereq: FIN 256 or 301. Double numbered with RES 642.					
	37424	SEC M001	T 06:30PM-09:15PM	Fumarola	3.0	WSM students; RES minors. Jr. & Sr. only.

Martin J. Whitman School of Management

Subject & Cat Nbr	Course Title		Component			Meeting Days & Times	Instructor	Min Max Units	Comments
	Class Nbr	Type	Nbr						
RES 443	Real Estate	Capital Markets	— Prereq: FIN 256 or 301 and RES 431. Double numbered with RES 643.						
	37682	SEC	M001	Th	06:45PM-09:30PM	Giambona	3.0		
RES 462	Real Estate	Finance & Inv	— Prereq: RES 431.						
	40742	SEC	M001	MW	03:45PM-05:05PM	Petrova	3.0		
RES 472	Case Studies in Real Estate	— Prereq: FIN 256 and RES 431. Double numbered with RES 672.							
	40743	SEC	M001	W	06:45PM-09:30PM	Giambona	3.0		
RES 642	Real Estate	Development	— Double numbered with RES 442.						
	37508	SEC	M001	T	06:30PM-09:15PM	Fumarola	3.0		
RES 643	Real Estate	Capital Markets	— Prereq: FIN 751 or 756. Double numbered with RES 443.						
	37683	SEC	M001	Th	06:45PM-09:30PM	Giambona	3.0		
RES 672	Case Studies in Real Estate	— Double numbered with RES 472.							
	41499	SEC	M001	W	06:45PM-09:30PM	Giambona	3.0		

RMT - Retail Management

RMT 301	Retailing Fundamentals								
	37369	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 or 301 or RMT 301. Crosslisted with MAR 307.							
	37372	SEC	M001	TTh	09:30AM-10:50AM	Wimer	3.0	WSM students; RMT minors. Jr. & Sr. only.	
	37456	SEC	M002	TTh	02:00PM-03:20PM	Wimer	3.0		
	37441	SEC	M003	TTh	12:30PM-01:50PM	Wimer	3.0	WSM students; RMT minors. Jr. & Sr. only.	
	37622	SEC	M004	TTh	08:00AM-09:20AM	Wimer	3.0		
RMT 314	Product Development for Retail	— Prereq: RMT 301.							
	37623	SEC	M001	MW	02:15PM-03:35PM	Cushman	3.0		
RMT 333	Professional Practice								
	37457	SEC	M001	W	10:35AM-11:30AM	DeWolf	1.0		
RMT 357	Visual Merchndng&Planning	— Prereq: RMT 301.							
	37431	SEC	M001	MW	03:45PM-05:05PM	Cushman	3.0	WSM students; RMT minors. Jr. & Sr. only.	
RMT 407	Retail Buying & Planning	— Prereq: RMT 301.							
	37370	SEC	M001	MW	12:45PM-02:05PM	Cushman	3.0	WSM students; RMT minors. Jr. & Sr. only.	

SCM - Supply Chain Management

SCM 401	Supply Chain & Logistics Mgmt	— Prereq: MAR 255 and SCM 265.						
	37343	SEC	M001	MW	02:15PM-03:35PM	Wu	3.0	WSM Jr. & Sr. only.
SCM 402	SCM Systems	— Prereq: MAR 255 and SCM 265.						
	37331	SEC	M001	MW	03:45PM-05:05PM	Lynch	3.0	WSM Jr. & Sr. only.
SCM 403	Intro to Management Science	— Prereq: SCM 265 and MAS 261 or MAT 122 or 221.						
	37394	SEC	M001	TTh	11:00AM-12:20PM	Park	3.0	WSM Jr. & Sr. only.
SCM 421	Fundamentals of Sourcing	— Prereq: MAR 255 and SCM 265.						
	37625	SEC	M001	MW	08:00AM-09:20AM	Penfield	3.0	
SCM 431	Transp&Distrib Ctr Mgmt	— Prereq: MAR 255 and SCM 265.						
	37415	SEC	M001	T	06:30PM-09:15PM	McLean	3.0	WSM Jr. & Sr. only.
SCM 651	Business Analytics							
	41441	SEC	M001	F	09:30AM-12:15PM	Harter	3.0	
SCM 656	Project Management							
	37405	SEC	M001	TTh	05:00PM-06:20PM	LaPoint	3.0	
SCM 701	Supply Chain&Logistics Mgmt	— Prereq: MBC 635, MBC 636, AND MBC 638.						
	41446	SEC	M001	M	05:15PM-08:00PM	Staff	3.0	
SCM 702	Principles of Mgmt Sci	— Prereq: MBC 617 or MBC 635 and 638.						
	37406	SEC	M001	TTh	02:00PM-03:20PM	Park	3.0	
SCM 721	Supply Chain Systems							
	37349	SEC	M001	M	06:45PM-09:30PM	Penfield	3.0	Meets with MOT 721.
SCM 741	Strategic Sourcing	— Prereq: MBC 635.						
	37553	SEC	M001	MW	02:15PM-03:35PM	Penfield	3.0	
SCM 755	Lean Six Sigma							
	37509	SEC	M001	W	05:15PM-08:00PM	LaPoint	3.0	Department Consent Required.

SOM - School of Management

SOM 144	Transition to WSM							
	40581	SEC	M001	F	01:00PM-05:00PM	Staff	1.0	
SOM 301	Internship for Mgmt Students							
	37325	SEC	M001		TBA	DeWolf	0.0	
SOM 354	Managing in a Global Setting							
	37311	SEC	M001	TTh	12:30PM-01:50PM	Dharwadkar	3.0	WSM students; INB minors. So., Jr. & Sr. only. Course taken in core with MGT 247/248.
	37365	SEC	M003	TTh	05:00PM-06:20PM	Jabaji	3.0	WSM students; INB minors. So., Jr. & Sr. only. Course taken in core with MGT 247/248.
	40361	SEC	M004	MW	02:15PM-03:35PM	Staff	3.0	WSM students; INB minors. So., Jr. & Sr. only. Course taken in core with MGT 247/248.
	40362	SEC	M005	TTh	02:00PM-03:20PM	Yourougou	3.0	WSM students; INB minors. So., Jr. & Sr. only. Course taken in core with MGT 247/248.
	40363	SEC	M006	TTh	11:00AM-12:20PM	Dharwadkar	3.0	WSM students; INB minors. So., Jr. & Sr. only. Course taken in core with MGT 247/248.
	40364	SEC	M007	MW	12:45PM-02:05PM	Staff	3.0	WSM students; INB minors. So., Jr. & Sr. only. Course taken in core with MGT 247/248.
	40365	SEC	M008	TTh	03:30PM-04:50PM	Jabaji	3.0	WSM students; INB minors. So., Jr. & Sr. only. Course taken in core with MGT 247/248.
	40366	SEC	M009	TTh	08:00AM-09:20AM	Yourougou	3.0	WSM students; INB minors. So., Jr. & Sr. only. Course taken in core with MGT 247/248.