

Martin J. Whitman School of Management

ACC - Accounting

ACC Nbr	Course Title	Class Nbr	Component	Meeting Days & Times	Instructor	Min Max	Units	Comments
ACC 151	Intro. to Financial Accounting							
	<i>Register for REC M002 or M003, Sec. M001 will auto-enroll.</i>							
37409	SEC M001	MW		12:45PM-02:05PM	Monforte		4.0	
37544	REC M002	F		09:30AM-10:25AM	TA			WSM students, ACC and FIN minors only.
37545	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>							
37413	SEC M007	TTh		11:00AM-12:20PM	Monforte		4.0	
37546	REC M008	F		09:30AM-10:25AM	TA			WSM students, ACC and FIN minors only.
37547	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>							
37431	SEC M010	TTh		09:30AM-10:50AM	Monforte		4.0	
37548	REC M011	F		10:35AM-11:30AM	TA			WSM students, ACC and FIN minors only.
37549	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>							
37432	SEC M013	MW		02:15PM-03:35PM	Monforte		4.0	
37550	REC M014	F		10:35AM-11:30AM	TA			WSM students, ACC and FIN minors only.
37551	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>							
37435	SEC M016	TTh		03:30PM-04:50PM	Kukla		4.0	
37552	REC M017	F		10:35AM-11:30AM	TA			WSM students, ACC and FIN minors only.
37553	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>							
37434	SEC M019	TTh		12:30PM-01:50PM	Okyere		4.0	
37554	REC M020	F		09:30AM-10:25AM	TA			WSM students, ACC and FIN minors only.
37555	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>							
37442	SEC M022	TTh		08:00AM-09:20AM	Novak		4.0	
37556	REC M023	F		09:30AM-10:25AM	TA			WSM students, ACC and FIN minors only.
37557	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>							
37467	SEC M025	TTh		08:00AM-09:20AM	Kukla		4.0	
37558	REC M026	F		10:35AM-11:30AM	TA			WSM students, ACC and FIN minors only.
37559	REC M027	F		11:40AM-12:35PM	TA			WSM students, ACC and FIN minors only.
37838	SEC M028	MW		12:45PM-02:05PM	Kukla		4.0	Register for REC M029 or M030; SEC M028 will auto-enroll.
37839	REC M029	F		09:30AM-10:25AM	Staff			WSM students, ACC and FIN minors only.
37840	REC M030	F		10:30AM-11:30AM	Staff			WSM students, ACC and FIN minors only.
ACC 201	Essentials of Accounting							
37478	SEC M003	TTh		03:30PM-04:50PM	Thevaranjan		3.0	WSM minors (excl. ACC & FIN) only; some seats open to students in other programs. Whitman majors not permitted to enroll.
37512	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>							
37400	SEC M001	TTh		12:30PM-01:50PM	Albring		3.0	WSM students; ACC and FIN minors.
37415	SEC M002	MW		03:45PM-05:05PM	Harris		3.0	Pre-requisite is ACC 151.WSM students; ACC and FIN minors.
37468	SEC M004	TTh		11:00AM-12:20PM	Albring		3.0	Pre-requisite is ACC 151.WSM students; ACC and FIN minors.
37527	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.							
37401	SEC M001	MW		03:45PM-05:05PM	Liang		3.0	WSM students, ACC minors; So., Jr. & Sr. only.
37477	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.							
37402	SEC M001	TTh		09:30AM-10:50AM	Okyere		3.0	WSM students, ACC minors; Jr. & Sr. only.
37475	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.							
37403	SEC M001	TTh		11:00AM-12:20PM	Wagner		3.0	WSM students, ACC minors; Jr. & Sr. only.
37481	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.							
37412	SEC M001	MW		02:15PM-03:35PM	Harris		3.0	WSM students, ACC minors; Jr. & Sr. only.
37563	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.							
37404	SEC M001	MW		12:45PM-02:05PM	Staff		3.0	WSM students, ACC minors; Jr. & Sr. only.
ACC 477	Adv. Financial Accounting — Prereq: ACC 357 or 602. Double numbered with ACC 756.							
37410	SEC M001	TTh		02:00PM-03:20PM	Zadzilka		3.0	WSM students, ACC minors; Jr. & Sr. only.
37488	SEC M002	TTh		12:30PM-01:50PM	Zadzilka		3.0	WSM students, ACC minors; Jr. & Sr. only.
ACC 481	Taxation of Business Entities — Prereq: ACC 385 or 685. Double numbered with ACC 777.							
41126	SEC M991	TTh		03:30PM-04:50PM	Waqner		3.0	
ACC 499	Honors Capstone Project							
37773	SEC M003			TBA	Staff		1.0 3.0	
ACC 600	Selected Topics							
37659	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.							
37503	SEC M001	MW		03:45PM-05:05PM	Liang		3.0	ACC 601 graduate is crosslisted with undergraduate ACC 356 M001. Grad has 25 seats.
ACC 602	Intermediate Financial Acc II — Prereq: ACC 601. Double numbered with ACC 357.							
37504	SEC M002	TTh		11:00AM-12:20PM	Okyere		3.0	ACC 602 M002 cross listed with ACC 357 M002. Graduate class has 15 seats.
ACC 621	Cost Analysis & Control — Prereq: MBC 609 or 632. Double numbered with ACC 363.							
37672	SEC M001	TTh		11:00AM-12:20PM	Wagner		3.0	ACC 621cross listed with ACC 363 M001. graduate has 15 seats out of 50.
ACC 652	Accounting Analytics							
40897	SEC M001	F		01:00PM-03:45PM	Harter		3.0	
ACC 685	Principles of Taxation — Prereq: MBC 609 or 632. Double numbered with ACC 385.							
37505	SEC M001	MW		02:15PM-03:35PM	Harris		3.0	ACC 685 M001 cross listed with ACC 385 M001. graduate has 25 seats.
37630	SEC M002	MW		03:45PM-05:05PM	Harris		3.0	ACC 685 M002 cross listed with ACC 385 M002.
ACC 725	Financial Statement Analysis — Prereq: ACC 602 or ACC 357.							
37522	SEC M001	TTh		05:00PM-06:20PM	Nichols		3.0	
37523	SEC M002	TTh		03:30PM-04:50PM	Nichols		3.0	
37536	SEC M003	TTh		02:00PM-03:20PM	Nichols		3.0	
ACC 726	Auditing Theory/Practice — Prereq: ACC 602 or ACC 357. Double numbered with ACC 476.							
37506	SEC M001	MW		12:45PM-02:05PM	Staff		3.0	ACC 726 M001 cross listed with ACC 476 M001.
ACC 747	Advanced Auditing — Prereq: ACC 726.							
37670	SEC M001	MW		12:45PM-02:05PM	Staff		3.0	

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	Class Nbr	Type	Nbr	Nbr				
ACC 756	37671	SEC	M002	MW	02:15PM-03:35PM	Staff	3.0	
								Adv. Financial Accounting — Prereq: ACC 602 or ACC 357. Double numbered with ACC 477.
ACC 760	37507	SEC	M001	TTh	02:00PM-03:20PM	Zadzilka	3.0	ACC 756 M001 cross listed with ACC 477 M001.
	37658	SEC	M001	TTh	09:30AM-10:50AM	Kukla	3.0	
ACC 777	41127	SEC	M001	TTh	03:30PM-04:50PM	Wagner	3.0	Taxation of Business Entities — Prereq: ACC 685 or ACC 385. Double numbered with ACC 481. ACC 777 M001 cross listed with ACC 481 M991.
BUA - Business Administration								
BUA 345	37802	SEC	M001	TTh	03:30PM-04:50PM	Thomas	3.0	Business Analytics for Mgt Dec — Prereq: MAS 261 or MAT 221. SOM Matric F15 or later; Some Seats Open to Campus.
	37803	SEC	M002	TTh	09:30AM-10:50AM	Chernobay	3.0	SOM Matric F15 or later; Some Seats Open to Campus.
	37804	SEC	M003	TTh	05:00PM-06:20PM	Avrenli	3.0	SOM Matric F15 or later; Some Seats Open to Campus.
	37806	SEC	M005	TTh	08:00AM-09:20AM	Avrenli	3.0	SOM Matric F15 or later; Some Seats Open to Campus.
	37823	SEC	M007	TTh	11:00AM-12:30PM	Chernobay	3.0	SOM Matric F15 or later; Some Seats Open to Campus.
	37824	SEC	M008	MW	03:45PM-05:05PM	Vitharana	3.0	SOM Matric F15 or later; Some Seats Open to Campus.
	37825	SEC	M009	MW	12:45PM-02:05PM	Avrenli	3.0	SOM Matric F15 or later; Some Seats Open to Campus.
	37827	SEC	M012	TTh	12:30PM-01:50PM	Chernobay	3.0	SOM Matric F15 or later; Some Seats Open to Campus.
	37828	SEC	M013	MW	05:15PM-06:35PM	Vitharana	3.0	SOM Matric F15 or later; Some Seats Open to Campus.
	41014	SEC	M014	TTh	05:00PM-06:20PM	Thomas	3.0	SOM Matric F15 or later; Some Seats Open to Campus.
BUA 650	37498	SEC	M001	MW	12:45PM-02:05PM	Moss	3.0	Managing Sustainability — Crosslisted with ECS 650.
BUA 759	37529	SEC	M001	T	06:30PM-09:15PM	Moss	3.0	Sustainability-Driven Enterpr — Prereq: (BUA 650 OR ECS 650) AND (BUA 651 OR ECS 651). Crosslisted with ECS 759. Department Consent Required. permission of instructor is required.
BUA 999	37472	SEC	M001		TBA	Staff	0.0	Dissertation 15.0
EEE - Entrprnrshp & Emrgng Entrprss								
EEE 370	37429	SEC	M002	Th	06:30PM-09:15PM	Ranucci	3.0	Intro To EEE So., Jr., Sr. only. Some seats reserved for WSM students. Proposal required.
	37433	SEC	M003	MW	12:45PM-02:05PM	Kostakis	3.0	So., Jr., Sr. only. Some seats reserved for WSM students. Proposal required.
	37439	SEC	M004	M	06:45PM-09:30PM	Kostakis	3.0	So., Jr., Sr. only. Some seats reserved for WSM students. Proposal required.
	37443	SEC	M005	TTh	12:30PM-01:50PM	Walsleben	3.0	So., Jr., Sr. only. Some seats reserved for WSM students. Proposal required.
	37445	SEC	M006	MW	02:15PM-03:35PM	Kostakis	3.0	So., Jr., Sr. only. Some seats reserved for WSM students. Proposal required.
	37538	SEC	M007	MW	05:15PM-06:35PM	Dickerson Hartssock	3.0	Proposal required.
	37575	SEC	M009	TTh	03:30PM-04:50PM	Dickerson Hartssock	3.0	Proposal required.
	37590	SEC	M014	TTh	08:00AM-09:20AM	Wimer	3.0	Proposal required.
EEE 378	37456	SEC	M001	T	06:30PM-09:15PM	Schindehutte	3.0	Imagination — Prereq: EEE 370. Jr. & Sr. only. Some seats reserved for WSM students.
EEE 382	37469	SEC	M001	TTh	12:30PM-01:50PM	Staff	3.0	Entrepreneurial Marketing — Double numbered with EEE 682. WSM students, EEE minors. Jr. & Sr. only.
	37482	SEC	M002	TTh	02:00PM-03:20PM	Schindehutte	3.0	WSM students, EEE minors. Jr. & Sr. only.
EEE 400	37591	SEC	M001	T	06:45PM-09:30PM	Torrens III	3.0	Selected Topics Class Topic: Entrepreneurship Launchpad. Instructor Consent Required.
EEE 440	37664	SEC	M001	M	06:45PM-09:30PM	Amezcuca	3.0	Social Entrep. in Action
EEE 443	37576	SEC	M001	TTh	05:00PM-06:20PM	Tihic	3.0	Emerging Enterprise Consulting
EEE 451	41228	SEC	M001	MW	02:15PM-03:35PM	Kostakis	3.0	Fin for Emrgng Entrprses — Prereq: EEE 370.
EEE 457	37414	SEC	M001	TTh	11:00AM-12:20PM	Walsleben	3.0	Stratgc&Entrepren'L Mngmt — Prereq: SCM 265. WSM Seniors only.
	37436	SEC	M003	TTh	09:30AM-10:50AM	Walsleben	3.0	WSM Seniors only.
	37423	SEC	M004	MW	03:45PM-05:05PM	Moss	3.0	WSM Seniors only.
	37441	SEC	M005	TTh	05:00PM-06:20PM	Torrens III	3.0	WSM Seniors only.
	37490	SEC	M006	W	06:45PM-09:30PM	Amezcuca	3.0	WSM Seniors only.
EEE 458	37455	SEC	M001	Th	06:30PM-07:50PM	Tihic	1.0	Business Plan Laboratory
EEE 476	37829	SEC	M001	MW	05:15PM-06:35PM	Petosa	3.0	Adv Topics Family Bus Mgt — Prereq: EEE 370. Double numbered with EEE 676.
EEE 600	37592	SEC	M003	T	06:45PM-09:30PM	Torrens III	3.0	Selected Topics Class Topic: Entrepreneurship Launchpad. EEE 600 M003 cross listed with EEE 400 M001.
EEE 625	37535	SEC	M001	MW	02:15PM-03:35PM	Kostakis	3.0	Venture Capital
EEE 640	37564	SEC	M001	M	06:45PM-09:30PM	Amezcuca	3.0	Social Entrepreneurship
EEE 643	37577	SEC	M001	TTh	05:00PM-06:20PM	Tihic	3.0	Emerging Enterprise Consulting EEE 643 cross listed with EEE 443 M001.
EEE 676	37842	SEC	M001	MW	05:15PM-06:35PM	Petosa	3.0	Adv Topics Family Bus Mgt — Double numbered with EEE 476.
EEE 682	37665	SEC	M001	TTh	12:30PM-01:50PM	Staff	3.0	Entrepreneurial Marketing — Prereq: MBC 636. Double numbered with EEE 382. EEE 682 M001 cross listed with EEE 382 M001.
FIN - Finance								
FIN 300	37852	SEC	M001	MW	05:15PM-06:35PM	Eppolito	3.0	Selected Topics Class Topic: Principles of Insurance. Open to FIN minors only.
FIN 301	37444	SEC	M001	MW	05:15PM-06:15PM	Koppl	3.0	Essentials of Finance — Prereq: ACC 151 or 201. WSM minors; So., Jr. & Sr. only.
FIN 345	37447	SEC	M001	MW	03:45PM-05:05PM	Seward	3.0	Financial Management — Prereq: FIN 256 or 301; Coreq: MAS 362 or BUA 345. WSM students; Jr. & Sr. only.
	37470	SEC	M003	MW	05:15PM-06:35PM	Seward	3.0	WSM students; Jr. & Sr. only.
	37830	SEC	M004	MW	12:45PM-02:05PM	Petrova	3.0	WSM students; Jr. & Sr. only.
FIN 346	37483	SEC	M001	TTh	11:00AM-12:20PM	Broman	3.0	Investments — Prereq: FIN 256 or 301; Coreq: MAS 362 or BUA 345. WSM students; Jr. & Sr. only.
	37565	SEC	M002	TTh	05:00PM-06:20PM	Broman	3.0	WSM students; Jr. & Sr. only.
FIN 400	37587	SEC	M001	MW	02:15PM-03:35PM	Seward	3.0	Selected Topics Class Topic: Corporate Restructurings. pre-reqs: FIN 345.
	37588	SEC	M002	TTh	09:30AM-10:50AM	Staff	3.0	Class Topic: Fixed Income Securities. pre-reqs: FIN 345.
	41214	SEC	M003	M	05:15PM-08:00PM	Koveos	3.0	Class Topic: China's Ecn & Fin Systems.
FIN 457	37520	SEC	M001	TTh	02:00PM-03:20PM	Koveos	3.0	Internat'l Financial Manag — Prereq: FIN 256 or 301. WSM students; FIN/INB minors. Jr. & Sr. only.

Martin J. Whitman School of Management

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	Class Nbr	Type Nbr					
FIN 459	Intro to Derivatives — Prereq: FIN 256 or 301.						
	37446	SEC M001	TTh	03:30PM-04:50PM	Barkley	3.0	WSM students; Jr. & Sr. only.
	37724	SEC M003	TTh	12:30PM-01:50PM	Barkley	3.0	WSM students; Jr. & Sr. only.
FIN 463	Model Bldg for Invest. Bank. — Prereq: ACC 356.						
	37578	SEC M001	MW	11:00AM-12:20PM	Diz	3.0	Class Reserved for Finance OVF Students.
FIN 473	Control Investing — Prereq: FIN 466. Double numbered with FIN 673.						
	37566	SEC M001	MW	12:45PM-02:05PM	Diz	3.0	
FIN 600	Selected Topics						
	37489	SEC M003	TTh	09:30AM-10:50AM	Petosa	1.5	Class Topic: Bank Management.
	37831	SEC M004	MW	02:15PM-03:35PM	Velu	3.0	Class Topic: Algorithmic Trading.
	37832	SEC M005	TTh	11:00AM-12:20PM	Barkley	3.0	Class Topic: Derivatives.
	37853	SEC M006	Th	08:00AM-09:20AM	Koveos	1.5	Class Topic: Fin Principles for Pub Rel..
	41015	SEC M007	T	05:30PM-08:20PM	Koveos	3.0	Class Topic: China's Financial System.
FIN 660	Fixed Income Securities						
	37833	SEC M001	TTh	12:30PM-01:50PM	Staff	3.0	
FIN 673	Control Investing — Prereq: FIN 666. Double numbered with FIN 473.						
	37568	SEC M001	MW	12:45PM-02:05PM	Diz	3.0	
FIN 756	Investment Analysis — Prereq: MBC 633, MBC 638.						
	41016	SEC M001	TTh	03:30PM-04:50PM	Broman	3.0	
FIN 761	Financial Modeling — Prereq: FIN 751 or FIN 756.						
	37521	SEC M001	MW	03:45PM-05:05PM	Shukla	3.0	Department Consent Required.
FIN 855	Financial Management — Prereq: FIN 751, MAS 766.						
	37539	SEC M001	MW	06:45PM-08:05PM	Seward	3.0	

LPP - Law & Public Policy

LPP 255	Intro to the Legal System						
	37424	SEC M001	TTh	11:00AM-12:20PM	Rice	3.0	WSM students and minors.
	37405	SEC M002	TTh	02:00PM-03:20PM	Knych	3.0	Honors only. Honors.
	37406	SEC M003	TTh	12:30PM-01:50PM	Knych	3.0	WSM students and minors.
	37495	SEC M004	MW	06:45PM-08:05PM	Zino	3.0	WSM students and minors.
	37407	SEC M005	TTh	08:00AM-09:20AM	Rice	3.0	WSM students and minors.
	37450	SEC M006	TTh	09:30AM-10:50AM	Rice	3.0	WSM students and minors.
	37660	SEC M007	MW	05:15PM-06:35PM	Doran	3.0	WSM students and minors.
	37661	SEC M008	MW	03:45PM-05:05PM	Petosa	3.0	WSM students and minors.
	37662	SEC M011	TTh	02:00PM-03:20PM	Kukla	3.0	WSM students and minors.
LPP 457	Law of Commercial Transactions — Prereq: LPP 255 or MBC 629 or 643. Double numbered with LPP 757.						
	37496	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.						
	37508	SEC M001	TTh	09:30AM-10:50AM	Knych	3.0	cross listed with undergraduate course LPP 457. They hold 50 seats and grads hold 24 in a 74 seat classroom.

MAR - Marketing

MAR 301	Essentials of Marketing						
	37484	SEC M002	MW	03:45PM-05:05PM	Lathrop	3.0	WSM minors; some seats open to students in other programs. So., Jr. & Sr. only.
MAR 307	Sales & Strategic Partnerships — Prereq: MAR 255 or 301 or RMT 301. Crosslisted with RMT 307.						
	37487	SEC M001		TBA	Staff	3.0	WSM students; MAR minors. Jr. & Sr. only.
	37666	SEC M004		TBA	Staff	3.0	WSM students; MAR minors. Jr. & Sr. only.
MAR 356	Marketing Research — Prereq: MAR 255 or 301; Coreq: MAS 362 or BUA 345.						
	37430	SEC M003	TTh	03:30PM-04:50PM	Yang	3.0	WSM students Jr. & Sr. only. No Minors.
	41107	SEC M004	TTh	09:30AM-10:50AM	Yang	3.0	
	41391	SEC M005	TTh	12:30PM-01:50PM	Yang	3.0	
MAR 444	New Product Management — Prereq: MAR 255 or 301.						
	37493	SEC M001	MW	02:15PM-03:35PM	Smith	3.0	WSM students; MAR minors. Jr. & Sr. only.
	37850	SEC M002	MW	03:45PM-05:05PM	Smith	3.0	WSM students; MAR minors. Jr. & Sr. only.
MAR 445	Brand Management — Prereq: MAR 255 or 301.						
	37569	SEC M001	TTh	12:30PM-01:50PM	Lathrop	3.0	WSM students; MAR minors. Jr. & Sr. only.
	37534	SEC M002	TTh	05:00PM-06:20PM	Lathrop	3.0	WSM students; MAR minors. Jr. & Sr. only.
MAR 456	Global Marketing Strategy — Prereq: MAR 255 or 301.						
	37851	SEC M001	TTh	03:30PM-04:50PM	Tucker	3.0	
MAR 653	Marketing Analytics						
	37960	SEC M001	TTh	03:30PM-04:50PM	Basu	3.0	
MAR 745	Strategic Brand Management — Prereq: MBC 604 or MBC 636.						
	37589	SEC M001	TTh	02:00PM-03:20PM	Lee	3.0	
MAR 754	Seminar/Marketing Rsrch — Prereq: MBC 636, 638.						
	37540	SEC M001	TTh	05:00PM-06:20PM	Basu	3.0	Class Topic: Marketing Research.
MAR 757	Managing Product Development — Prereq: MBC 636.						
	37845	SEC M001	MW	05:15PM-06:35PM	Smith	3.0	
MAR 960	Doctoral Sem in Marketing						
	37770	SEC M001	W	02:30PM-05:30PM	Staff	3.0	

MAS - Managerial Statistics

MAS 261	Intro. Statistics for Mngmt.						
	37656	SEC M003	MW	02:15PM-03:35PM	Pooler Eisenbies	3.0	WSM only.
	41017	SEC M004	TTh	09:30AM-10:50AM	Avrenli	3.0	
	37657	SEC M005	MW	05:15PM-06:35PM	Pooler Eisenbies	3.0	WSM only.
MAS 362	Decision Tools for Management — Prereq: MAS 261 or MAT 122 or MAT 221.						
	37962	SEC M008	TTh	02:00PM-03:20PM	Pooler Eisenbies	3.0	
MAS 777	Time Series Modelng & Anl — Prereq: MBC 638.						
	37834	SEC M001	MW	05:15PM-06:35PM	Velu	3.0	

MBC - Master of Business Core

MBC 609	Acctg for Managerial Decisions — Prereq: MBC 608.						
	37492	SEC M001	TTh	09:30AM-10:50AM	Petosa	1.5	Department Consent Required.
MBC 616	Operations Management						
	37459	SEC M002	TTh	11:00AM-12:20PM	Easton	1.5	Department Consent Required.
	41322	SEC M003	TTh	12:30PM-01:50PM	Easton	1.5	
MBC 617	Supply Chain Management						
	37460	SEC M002	TTh	11:00AM-12:20PM	Easton	1.5	Department Consent Required.
	41323	SEC M003	TTh	12:30PM-01:50PM	Easton	1.5	
MBC 618	Competitive Strategy — Prereq: MBC 607.						
	37499	SEC M001	MW	11:00AM-12:20PM	Reed	1.5	
	37461	SEC M002	MW	09:30AM-10:50AM	Maritan	1.5	

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Subject & Cat Nbr	Course Title		Component		Meeting Days & Times	Instructor	Min Max Units	Comments
	Class Nbr	Type	Nbr					
MBC 619	Corporate Strategy — Prereq: MBC 608 and MBC 618.							
	37500	SEC	M001	MW	11:00AM-12:20PM	Reed	1.5	
	37462	SEC	M002	MW	09:30AM-10:50AM	Maritan	1.5	
MBC 627	Fin Markets & Institutions — Prereq: MBC 601, 602, 607, 608, and 638.							
	37464	SEC	M002	MW	11:00AM-12:20PM	Shukla	1.5	
MBC 628	Financial Management — Prereq: MBC 627.							
	37466	SEC	M002	MW	11:00AM-12:20PM	Shukla	1.5	
MBC 639	Leadership in Organizations							
	37454	SEC	M001	W	05:15PM-08:00PM	Brandes	3.0	

MGT - Management

MGT 247	Intro to Strategic Mngmt							
	37820	SEC	M002	TTh	09:30AM-10:50AM	Reed	3.0	Harrison House, BLOCK 5.
	37438	SEC	M004	MW	12:45PM-02:05PM	Maritan	3.0	Adams House, BLOCK 2.
	37542	SEC	M006	MW	02:15PM-03:35PM	Maritan	3.0	Marshall House, BLOCK 3.
	37572	SEC	M007	MW	08:00AM-09:20AM	Miller	3.0	Waverly House, BLOCK 8.
	37586	SEC	M008	TTh	12:30PM-01:50PM	Balasubramanian	3.0	Harrison House, BLOCK 6.
	37819	SEC	M009	TTh	02:00PM-03:20PM	Balasubramanian	3.0	Waverly House, BLOCK 7.
	37821	SEC	M011	MW	03:45PM-05:05PM	Miller	3.0	Adams House, BLOCK 1.
	37822	SEC	M012	TTh	11:00AM-12:20PM	Reed	3.0	Marshall House, BLOCK 4.
	40809	SEC	M013	MW	06:45PM-08:05PM	Ye	3.0	Whitman Seniors and Minors Only. May not be taken by Whitman students in the new curriculum.
MGT 248	Managing and Leading People — Coreq: MGT 247 and SOM 354.							
	37800	SEC	M001	TTh	05:00PM-06:20PM	Carnevale	3.0	Harrison House, BLOCK 5.
	37801	SEC	M002	TTh	05:00PM-06:20PM	Cardarelli	3.0	Waverly House, BLOCK 8.
	37807	SEC	M003	MW	12:45PM-02:05PM	Brandes	3.0	Marshall House, BLOCK 3.
	37808	SEC	M004	TTh	12:30PM-01:50PM	Vincent	3.0	Adams House, BLOCK 1.
	37809	SEC	M005	TTh	03:30PM-04:50PM	Cardarelli	3.0	Harrison House, BLOCK 6.
	37810	SEC	M006	MW	02:15PM-03:35PM	Brandes	3.0	Waverly House, BLOCK 7.
	37811	SEC	M007	TTh	09:30AM-10:50AM	Vincent	3.0	Marshall House, BLOCK 4.
	37812	SEC	M008	TTh	02:00PM-03:20PM	Carnevale	3.0	Adams House, BLOCK 2.
MGT 346	Organizational Behavior							
	37663	SEC	M001	MW	12:45PM-02:05PM	Cardarelli	3.0	
MGT 355	Strategic Human Rsrc Mngmnt							
	37476	SEC	M006	M	06:45PM-09:30PM	Eppolito	3.0	WSM students & minors; Jr. & Sr. only.
	37497	SEC	M007	MW	02:15PM-03:35PM	Eppolito	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.							
	37502	SEC	M001	TTh	11:00AM-12:20PM	Balasubramanian	3.0	WSM Jr. & Sr. only.
MGT 499	Honors Capstone Project							
	37965	SEC	M001	TBA		Staff	1.0 3.0	Department Consent Required.

MIS - Management Information Systems

MIS 325	Intro Info Syst Managers							
	37486	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							
	37639	SEC	M001	TTh	02:00PM-03:20PM	Waltenbaugh	0.0 3.0	
	37640	SEC	M002	F	08:00AM-10:50AM	Waltenbaugh	0.0 3.0	
	37641	LAB	M003	F	12:45PM-03:45PM	Rainey Waltenbaugh Warner Whiteley		This LAB will auto enroll with selected MSL course sections M001 or M002; No additional credit given.
MSL 202	Leadership & Problem Solving							
	37642	SEC	M001	TTh	12:30PM-01:50PM	Whiteley	0.0 3.0	
	37643	SEC	M002	F	08:00AM-10:50AM	Whiteley	0.0 3.0	
	37644	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 302	Adv Leadership							
	37645	SEC	M001	WF	03:45PM-05:05PM	Rainey	0.0 3.0	
	37646	SEC	M002	F	08:00AM-10:50AM	Rainey	0.0 3.0	
	37647	LAB	M003	F	11:40AM-01:40PM	Rainey		This LAB will auto enroll with selected MSL course sections M001 or M002; No additional credit given.
MSL 402	Leadership in a Complex World							
	37648	SEC	M001	MW	03:00PM-05:00PM	Warner	0.0 3.0	
	37649	SEC	M002	F	08:00AM-10:50AM	Warner	0.0 3.0	
	37650	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.

RES - Real Estate

RES 431	Real Estate Principles — Prereq: FIN 256 or 301.							
	37835	SEC	M001	MW	03:45PM-05:05PM	Petrova	3.0	
RES 442	Real Estate Development — Prereq: FIN 256 or 301. Double numbered with RES 642.							
	37494	SEC	M001	T	06:30PM-09:15PM	Fumarola	3.0	WSM students; RES minors. Jr. & Sr. only.
RES 443	Real Estate Capital Markets — Prereq: FIN 256 or 301 and RES 431. Double numbered with RES 643.							
	37722	SEC	M001	Th	06:45PM-09:30PM	Giambona	3.0	
RES 462	Real Estate Finance & Inv — Prereq: RES 431.							
	37836	SEC	M001	MW	08:00AM-09:20AM	Petrova	3.0	
RES 472	Case Studies in Real Estate — Prereq: FIN 256 and RES 431.							
	37837	SEC	M001	W	06:45PM-09:30PM	Giambona	3.0	Department Consent Required. Course begins in NYC at the Fisher Center from Jan 8-12. Will continue to meet on campus throughout spring on bi-weekly basis.
RES 642	Real Estate Development — Double numbered with RES 442.							
	37570	SEC	M001	T	06:30PM-09:15PM	Fumarola	3.0	RES 642 is cross listed with undergrad course RES 442. Undergraduate has 40 seats and graduates have 25 seats.
RES 643	Real Estate Capital Markets — Prereq: FIN 751 or 756. Double numbered with RES 443.							
	37723	SEC	M001	Th	06:45PM-09:30PM	Giambona	3.0	

RMT - Retail Management

RMT 301	Retailing Fundamentals							
	37451	SEC	M001	TTh	11:00AM-12:20PM	Staff	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.							
	37525	SEC	M002	TTh	09:30AM-10:30AM	Wimer	3.0	WSM students; RMT minors. Jr. & Sr. only.
	37510	SEC	M003	TTh	12:30PM-01:50PM	Wimer	3.0	WSM students; RMT minors. Jr. & Sr. only.
RMT 314	Product Development for Retail — Prereq: RMT 301.							
	37668	SEC	M001	MW	02:15PM-03:35PM	Cushman	3.0	

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Subject & Cat Nbr	Course Title		Component		Meeting Days & Times	Instructor	Min Max Units	Comments
	Class Nbr	Type	Nbr					
RMT 333	Professional Practice							
	37526	SEC	M001	W	10:35AM-11:30AM	DeWolf	1.0	
RMT 357	Visual Merchndng&Planning — Prereq: RMT 301.							
	37501	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.							
	37452	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.							
	37437	SEC	M001	MW	02:15PM-03:35PM	Wu	3.0	WSM Jr. & Sr. only.
SCM 402	SCM Systems — Prereq: MAR 255 and SCM 265.							
	37425	SEC	M001	MW	03:45PM-05:05PM	Penfield	3.0	WSM Jr. & Sr. only.
SCM 403	Intro to Management Science — Prereq: SCM 265 and MAS 261 or MAT 122 or 221.							
	37471	SEC	M001	TTh	11:00AM-12:20PM	Li	3.0	WSM Jr. & Sr. only.
SCM 421	Fundamentals of Sourcing — Prereq: MAR 255 and SCM 265.							
	37669	SEC	M001	MW	08:00AM-09:20AM	Penfield	3.0	
SCM 455	Lean Six Sigma — Prereq: SCM 265 and MAS 362. Double numbered with SCM 755.							
	41452	SEC	M001	T	06:30PM-09:15PM	LaPoint	3.0	Whitman Seniors Only.
SCM 651	Business Analytics							
	37848	SEC	M001	F	09:30AM-12:15PM	Harter	3.0	
SCM 656	Project Management							
	37479	SEC	M001	TTh	05:00PM-06:20PM	LaPoint	3.0	
SCM 702	Principles of Mgmt Sci — Prereq: MBC 617 or MBC 635 and 638.							
	37480	SEC	M001	TTh	02:00PM-03:20PM	Li	3.0	
SCM 721	Supply Chain Systems							
	37440	SEC	M001	MW	02:15PM-03:35PM	Penfield	3.0	Meets with MOT 721.
SCM 741	Strategic Sourcing — Prereq: MBC 635.							
	37603	SEC	M001	MW	08:00AM-09:20AM	Penfield	3.0	
SCM 755	Lean Six Sigma — Double numbered with SCM 455.							
	37571	SEC	M001	W	05:15PM-08:00PM	LaPoint	3.0	Department Consent Required.
SOM - School of Management								
SOM 301	Internship for Mgmt Students							
	37422	SEC	M001		TBA	DeWolf	0.0	
SOM 354	Managing in a Global Setting							
	37411	SEC	M001	TTh	12:30PM-01:50PM	Dharwadkar	3.0	WSM students in Waverly House. Course taken in core with MGT 247/248, BLOCK 8.
	37449	SEC	M003	TTh	05:00PM-06:20PM	Staff	3.0	WSM students in Waverly House. Course taken in core with MGT 247/248, BLOCK 7.
	37813	SEC	M004	MW	02:15PM-03:35PM	Staff	3.0	WSM students in Harrison House. Course taken in core with MGT 247/248, BLOCK 6.
	37814	SEC	M005	TTh	02:00PM-03:20PM	Staff	3.0	WSM students in Adams House. Course taken in core with MGT 247/248, BLOCK 1.
	37815	SEC	M006	TTh	11:00AM-12:20PM	Dharwadkar	3.0	WSM students in Harrison House. Course taken in core with MGT 247/248, BLOCK 5.
	37816	SEC	M007	MW	12:45PM-02:05PM	Staff	3.0	WSM students in Marshall House. Course taken in core with MGT 247/248, BLOCK 4.
	37817	SEC	M008	TTh	03:30PM-04:50PM	Staff	3.0	WSM students in Adams House. Course taken in core with MGT 247/248, BLOCK 2.
	37818	SEC	M009	TTh	08:00AM-09:20AM	Staff	3.0	WSM students in Marshall House. Course taken in core with MGT 247/248, BLOCK 3.
	40808	SEC	M011	MW	08:00AM-09:20AM	Staff	3.0	Open to Whitman Seniors and Declared Minors Only. Not open to Whitman students on new curriculum.