

Course Schedule - Fall 2005

Business Administration

199 **Undergraduate Open Seminar** Credit: 1 to 5 hours.
(B ADM 199) May be repeated.

CRN	Type	Section	Time	Days	Location	Instructor
10398	independent study		ARRANGED			
10398: Departmental Approval Required						
29648	lecture-discussion	TM	12:00 PM - 12:50 PM	F	room 119 Materials Science and Eng Bld	Clarke, J
29648: Departmental Approval Required						
29648: Topic: Technology and Management Honors Seminar. Prerequisite: 3.5 GPA, Sophomore standing. Contact tech-mgmt@uiuc.edu						

205 **Business Location Decisions** Credit: 3 hours.
(B ADM 205) Same as GEOG 205. See GEOG 205.

CRN	Type	Section	Time	Days	Location	Instructor
37449	lecture	A	03:00 PM - 05:30 PM	R	room 329 Davenport Hall	Guo, D

300 **The Legal Environment of Bus** Credit: 3 hours.

(B ADM 200) Examination of the nature of law and the formation and application of legal principles; the role of law in society; the legal environment in which business operates, particularly government taxation; the regulation of commerce, competition, and labor-management relations; and the concept of property: its creation, transfer, and importance to our business society. Prerequisite: Junior standing.

CRN	Type	Section	Time	Days	Location	Instructor
31408	lecture	1	03:00 PM - 04:20 PM	TR	room 114 David Kinley Hall	Kindt, J
31408: All spaces reserved for those whose curricular require the course until 08/30/05.						
31409	lecture	2	10:00 AM - 11:20 AM	TR	room 100 Gregory Hall	Roszkowski, M
31409: Students taking CPA EXAM are advised to register for Section 2 of BADM 300. All spaces reserved for those whose curricular require the course until 08/30/05.						

31411	lecture	3	03:00 PM - 05:50 PM	M	room 2 Education Bldg	Lansing, P
31411: All spaces reserved for those whose curricular require the course until 08/30/05.						

310 *Mgmt and Organizational Beh* Credit: 3 hours.

(B ADM 210) General analysis of management and organizational behavior from a systems point of view, including classical organizational theory and management, organizational behavior, and management science; environmental forces; planning, organizing, and control processes; motivation, incentives, leadership, communication, and interpersonal relations; and discussion of production and decision-making and mathematical models. Prerequisite: Junior standing

CRN	Type	Section	Time	Days	Location	Instructor
29649	lecture	1	04:30 PM - 05:50 PM	MW	room THEAT Lincoln Hall	Love, E
29649: Departmental Approval Required						
29649: All spaces reserved for those whose curricular require the course until 08/30/05.						

311 *Individual Behavior in Orgs* Credit: 3 hours.

(B ADM 321) Understanding the behavior of employees in work organizations; particular attention to the motivation of individuals to join and perform in organizations and to employee satisfaction with elements of the work environment; and emphasis on various management strategies to modify employee motivation and satisfaction. Prerequisite: BADM 310, graduate standing, or consent of instructor

CRN	Type	Section	Time	Days	Location	Instructor
31430	lecture-discussion	A	10:30 AM - 11:50 AM	MW	room 384 Armory	Baer, M
31431	lecture-discussion	B	10:00 AM - 11:20 AM	TR	room 219 David Kinley Hall	Tuncel, E
31432	lecture-discussion	D	08:30 AM - 09:50 AM	TR	room 130 Wohlers Hall	Doucet, L

312 *Org Design and Environment* Credit: 3 hours.

(B ADM 323) Understanding of complex organizations; particular attention to ways of dividing work, achieving coordination, and issues connected with change and adaptation. Prerequisite: BADM 310

CRN	Type	Section	Time	Days	Location	Instructor
31433	lecture-discussion	A	01:00 PM - 03:50 PM	W	room 119 David Kinley Hall	Luo, X
44050	lecture-discussion	C	10:00 AM - 11:20 AM	MW	room 130 Wohlers Hall	Kraatz, M

31435	lecture-discussion	D	01:00 PM - 02:20 PM	MW	room 226 Wohlers Hall	Kraatz, M
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313 Human Resource Management Credit: 3 hours.

(B ADM 351) Studies concepts and methods used by the staff personnel unit in building and maintaining an effective work force in an industrial organization; development of ability to design the personnel subsystem within the firm and to deal effectively with problems encountered in such areas as recruitment, selection, training, and wage and salary administration; and considerable emphasis on case analysis, role playing, and research. Credit is not given for BADM 313 and PSYC 245. Prerequisite: BADM 312; ECON 203 and ECON 340

CRN	Type	Section	Time	Days	Location	Instructor
29659	lecture-discussion	A	01:00 PM - 02:20 PM	MW	room 30 Wohlers Hall	Pratt, M

320 Principles of Marketing Credit: 3 hours.

(B ADM 202) Emphasizes the concepts of planning, organization, control, and decision making as they are applied in the management of the marketing unction. Prerequisite: ECON 202 or equivalent (Statistics I)

CRN	Type	Section	Time	Days	Location	Instructor
31412	lecture	1	01:30 PM - 02:50 PM	MW	room 141 Wohlers Hall	Preis, M
31412: JUNIOR STANDING. All spaces reserved for those whose curricular require the course until 08/30/05.						
31415	lecture	2	04:30 PM - 05:50 PM	MW	room 141 Wohlers Hall	Preis, M
31415: JUNIOR STANDING. All spaces reserved for those whose curricular require the course until 08/30/05.						

321 Principles of Retailing Credit: 3 hours.

(B ADM 212) Gives a general analysis of the structure of retailing emphasizing the retailing environment and operating efficiencies; includes patronage behavior, merchandise control, pricing, promotion, location, and vendor relations; and gives special attention to emerging trends in retailing. Prerequisite: BADM 320

CRN	Type	Section	Time	Days	Location	Instructor
29650	lecture-discussion	A	01:00 PM - 02:20 PM	MW	room 112 Speech and Hearing Clinic	Riemer, H

322 Marketing Research Credit: 3 hours.

(B ADM 320) Focuses on the techniques and methods of marketing research; emphasizes primarily survey research and experimental design; and offers students the opportunity to apply techniques to real-world situations. Prerequisite: BADM 320 and ECON 202

CRN	Type	Section	Time	Days	Location	Instructor
31426	lecture-discussion	A	11:30 AM - 12:50 PM	TR	room 130 Wohlers Hall	Viswanathan, M
31427	lecture-discussion	B	10:00 AM - 11:20 AM	MW	room 432 Armory	Riemer, H
31429	lecture-discussion	D	08:30 AM - 09:50 AM	MW	room 432 Armory	Riemer, H

323 **Marketing Communications** Credit: 3 hours.

(B ADM 337) Introduces the student to the topic of marketing communications and promotion management. Topics covered include: advertising, sales promotion, point-of-purchase communications, interactive marketing, and event sponsorships. Prerequisite: BADM 320

CRN	Type	Section	Time	Days	Location	Instructor
31436	lecture-discussion	A	08:30 AM - 09:50 AM	MW	room 226 Wohlers Hall	Shavitt, S
31437	lecture-discussion	B	10:00 AM - 11:20 AM	MW	room 226 Wohlers Hall	Shavitt, S

324 **Purchasing and Supply Mgmnt** Credit: 3 hours.

(B ADM 343) Examines the analysis, planning, and forms of organization that are associated with the buying functions in business. Major focus on the principal issues involved in the procurement of raw materials, components, equipment, operating supplies, and services. Also treats the unique aspects of institutional and government purchasing. Case problems constitute a major vehicle of instruction. Prerequisite: Concurrent with BADM 320

CRN	Type	Section	Time	Days	Location	Instructor
39273	lecture-discussion	A	01:00 PM - 02:20 PM	MW	room 138 Wohlers Hall	Sullivan, U

325 **Consumer Behavior** Credit: 3 hours.

(B ADM 344) Studies the factors affecting customer behavior in household and organizational markets and their relevance for marketing management planning and analysis; provides an overview of explanations of consumption differences anchored in socioeconomic, demographic, cultural, and psychological processes; and surveys buyer decision-making processes and their implications for marketing strategy. Prerequisite: BADM 320

CRN	Type	Section	Time	Days	Location	Instructor
31439	lecture-discussion	A	11:30 AM - 12:50 PM	TR	room 384 Armory	Chaplin, L
31440	lecture-discussion	B	03:00 PM - 04:20 PM	TR	room 130 Wohlers Hall	Chaplin, L

350 IT for Networked Organizations Credit: 3 hours.

(B ADM 390) Examines the information technology and its impact on modern organizations. Topics include: (1) IT, Internet Technologies, E-Commerce and business models, (2) organizing and modeling enterprise data, (3) Network protocol and architecture, (4) development of IT systems and (5) IT management and organization design. Prerequisite: CS 105 and at least two of the following: FIN 221, ACCY 201, BADM 310 and BADM 320.

CRN	Type	Section	Time	Days	Location	Instructor
40399	lecture-discussion	A	10:00 AM - 11:20 AM	TR	room 226 Wohlers Hall	Subramanyam, R

352 Database Design and Management Credit: 3 hours.

(B ADM 392) Introduce the modern concepts, techniques and management practices when dealing with data and use of data in organizations. Topics include data modeling, database logical and physical designs, implementation, database administration and web-based database environment. Students will be involved in constructing a database and researching an advanced topic to solidify the learning. Same as ACCY 352. Prerequisite: CS 105

CRN	Type	Section	Time	Days	Location	Instructor
37946	lecture-discussion	D	03:00 PM - 05:50 PM	R	room 24 Wohlers Hall	Shen, Y

353 Info Sys Analysis and Design Credit: 3 hours.

(B ADM 393) Methodologies and techniques used and deliverables created in developing large-scale information systems, including preliminary planning, feasibility analysis, design implementation, and post-implementation review of the system; a term-long project which familiarizes students with methodology and techniques is required. Same as ACCY 353. Prerequisite: BADM 352

CRN	Type	Section	Time	Days	Location	Instructor
37935	lecture-discussion	F	02:30 PM - 03:50 PM	TR	room 119 David Kinley Hall	Burke, J

365 New Product Marketing Credit: 3 hours.

(B ADM 251) Course exposes engineering students to the discipline of marketing and to business decision making in the unique context of new product marketing decisions. Same as TMGT 365. Students may not receive credit for this course and BADM 320. Prerequisite: Admission to the Technology and Management Program.

CRN	Type	Section	Time	Days	Location	Instructor
37808	lecture-discussion	A	01:00 PM - 02:20 PM	TR	room 24 Wohlers Hall	Alexandre, M

37808: Departmental Approval Required

367 Mgmt of Innov and Technolgy Credit: 3 hours.

(B ADM 255) Course is the first jointly taken course for the engineering and business college undergraduates in the Technology and Management program. It focuses on the strategic management of technology and innovation in organizations. It builds primarily on broad models of technological evolution and organizational change. Same as TMGT 367. Prerequisite: Admission to the Technology and Management program

CRN	Type	Section	Time	Days	Location	Instructor
37805	lecture-discussion	A	03:00 PM - 04:20 PM	MW	room 384 Armory	Michael, S
37805: Departmental Approval Required						

374 Management Decision Models Credit: 3 hours.

(B ADM 274) Introduction to methods of operations research from an executive or managerial viewpoint, emphasizing formulation of business problems in quantitative terms; industrial applications of linear programming, dynamic programming, game theory, probability theory, queuing theory, and inventory theory. Prerequisite: ECON 203, or consent of instructor

CRN	Type	Section	Time	Days	Location	Instructor
37786	lecture-discussion	C	11:30 AM - 12:50 PM	TR	room 226 Wohlers Hall	Cohen, S
37787	lecture-discussion	D	03:00 PM - 04:20 PM	TR	room 226 Wohlers Hall	Cohen, S
37789	lecture-discussion	E	08:30 AM - 09:50 AM	MW	room 119 David Kinley Hall	Blair, C
37791	lecture-discussion	G	10:00 AM - 11:20 AM	MW	room 119 David Kinley Hall	Blair, C

375 Business Process Management Credit: 3 hours.

(B ADM 314) In-depth treatment of decisions involved in designing and implementing productive business processes; particular emphasis on the systematic application of concepts and techniques to achieve the efficient flow of materials and information, and the productive utilization of people and technology.

CRN	Type	Section	Time	Days	Location	Instructor
29656	lecture-discussion	A	01:00 PM - 02:20 PM	TR	room 130 Wohlers Hall	Shao, B

382 International Marketing Credit: 3 hours.

(B ADM 370) Analyzes marketing strategy across national boundaries, the problems of marketing within foreign countries, and the coordination of global marketing programs. Includes problems faced by the exporter, licensor, joint venture, and multinational firm. The full range of market activities are discussed from a global perspective. Prerequisite: Junior standing

CRN	Type	Section	Time	Days	Location	Instructor
29661	lecture-discussion	A	10:00 AM - 11:20 AM	TR	room 123 David Kinley Hall	Alexandre, M

394 Senior Research Credit: 2 to 4 hours.

(B ADM 294) Research and readings course for students majoring in business administration. May be taken by students in the college honors program in partial fulfillment of the honors requirements. Prerequisite: Cumulative grade-point average of 3.0, honors in the junior year, or consent of instructor; senior standing.

CRN	Type	Section	Time	Days	Location	Instructor
10400	independent study		ARRANGED			
10400: Departmental Approval Required						
31416	conference	C	ARRANGED			Sullivan, U
31416: 3 hours Topic: Practicum in Industrial Distribution						
40414	lecture-discussion	PD	10:00 AM - 10:50 AM	TR	room 223 David Kinley Hall	Bullock, W; Norton, N
40414: 3 hours Collaborative Product Design for Business. For IDM & Art Majors. Required attendance - 1 HOUR lab time on Tuesday & Thursday from 11-12:30 in TBA room later.						

395 Senior Research Credit: 1 to 4 hours.

(B ADM 295) Research and readings course for students majoring in business administration. May be taken by students in the college honors program in partial fulfillment of the honors requirements. Prerequisite: Cumulative grade-point average of 3.0 or honors in the junior year; senior standing

CRN	Type	Section	Time	Days	Location	Instructor
10401	independent study		ARRANGED			
10401: Departmental Approval Required						
31418	lecture-discussion	B	06:00 PM - 08:50 PM	T	room 130 Wohlers Hall	Qualls, W
31418: 4 hours Senior Seminar in Industrial Distribution. Project work for 8 hours on Friday REQUIRED.						
31423	lecture-discussion	LLH	05:00 PM - 06:15 PM	T	room 1404 Siebel Center for Comp Sci	Hollis, L
31423: 1 hours Introduction to Entrepreneurship. Meets with GE 398-LLH. 1 hour credit only.						
44029	lecture-discussion	PL1	01:00 PM - 03:50 PM	T	room 322 David Kinley Hall	Lansing, P
44029: 3 hours Ethic Dilemmas in Business						

432 Intro to Mgt Info Systems Credit: 2 to 4 hours.
 (B ADM 391) Same as ACCY 432. See ACCY 432.

CRN	Type	Section	Time	Days	Location	Instructor
36810	lecture-discussion	G	02:00 PM - 03:20 PM	TR	room 431 Armory	Silhan, P
36807	lecture-discussion	U3	02:00 PM - 03:20 PM	TR	room 431 Armory	Silhan, P
36807: 3 hours						

439 Agri-food Management Practicum Credit: 4 hours.
 (B ADM 339) Same as ACE 439. See ACE 439.

CRN	Type	Section	Time	Days	Location	Instructor
41011	lecture-discussion	E	01:00 PM - 02:50 PM	MW	room 426 Mumford Hall	Mazzocco, M

445 Small Business Consulting Credit: 4 hours.

(B ADM 345) Through guided experience, students identify and offer advice to local small business firms; exposes students, serving as consultants, to the wide variety of problems facing the smaller firm as well as enables them to apply current business methods to real problems. Students work in teams. Prerequisite: Junior standing in the College of Business or admission to the Master of Business Administration program; or consent of instructor.

CRN	Type	Section	Time	Days	Location	Instructor
29658	lecture-discussion	A	06:00 PM - 09:00 PM	R	room 130 Wohlers Hall	Kurtz, J
29658: Departmental Approval Required						

446 Entrepreneurship Sm Bus Form Credit: 4 hours.

(B ADM 346) Studies entrepreneurship for those with a serious interest in owning their own business within five years of graduation; students prepare a comprehensive business plan for starting or acquiring such a business; also studies the problems of an existing small business. Prerequisite: Consent of instructor

CRN	Type	Section	Time	Days	Location	Instructor
31445	lecture-discussion	C	06:00 PM - 08:50 PM	M	room 24 Wohlers Hall	Hayes, E

449 Business Policy and Strategy Credit: 3 hours.

(B ADM 389) Analysis of policy formulation and implementation from a company-wide standpoint; emphasis on integration of knowledge and approaches across functional areas; both endogeneous and exogeneous factors which affect company policies; and the role of the firm in society. 3 undergraduate hours. Prerequisite: Senior standing in College of Business

CRN	Type	Section	Time	Days	Location	Instructor
37793	lecture-discussion	A	01:00 PM - 02:20 PM	MW	room 24 Wohlers Hall	Fertig, K
37796	lecture-discussion	C	03:00 PM - 04:20 PM	MW	room 226 Wohlers Hall	Fertig, K
37797	lecture-discussion	F	03:00 PM - 04:20 PM	MW	room 123 David Kinley Hall	Chen, P
37800	lecture-discussion	H	01:30 PM - 02:50 PM	TR	room 123 David Kinley Hall	Hodges, L
37884	lecture-discussion	I	03:00 PM - 04:20 PM	TR	room 123 David Kinley Hall	Hodges, L
37885	lecture-discussion	J	11:30 AM - 12:50 PM	TR	room 119 David Kinley Hall	Hodges, L
37886	lecture-discussion	M	11:30 AM - 12:50 PM	MW	room 226 Wohlers Hall	Mindruta, C
37887	lecture-discussion	O	01:00 PM - 02:20 PM	TR	room 317 Gregory Hall	James, B
37889	lecture-discussion	Q	08:30 AM - 09:50 AM	MW	room 130 Wohlers Hall	Li, Y
37890	lecture-discussion	R	10:00 AM - 11:20 AM	TR	room 119 David Kinley Hall	Madunic, M

454 Enterprise Computing Mgmt Credit: 3 hours.

(B ADM 396) Aims to prepare students with programming skills for building and managing enterprise applications. Java is used as the language for implementation. C and C++ are also introduced briefly. General principles of computing are emphasized over specific languages. 3 undergraduate hours.

CRN	Type	Section	Time	Days	Location	Instructor
29667	lecture-discussion	A	01:00 PM - 02:20 PM	TR	room 125 David Kinley Hall	Karhade, P
29667: Undergraduate Students ONLY						

460 Business Process Modeling Credit: 3 hours.

(B ADM 256) Course is designed for students enrolled in the Technology and Management program, and introduces the identification and analysis of various aspects of business processes. The course defines business processes, and provides tools for designing and analyzing them. Same as TMGT 460. 3 undergraduate hours.

Prerequisite: BADM 367

CRN	Type	Section	Time	Days	Location	Instructor
37802	lecture-discussion	A	03:00 PM - 04:20 PM	TR	room 370 Armory	Siemsen, E
37802: Departmental Approval Required						

503 *Classics in Business Admin* Credit: 2 hours.

(B ADM 403) Graduate seminar. Presents foundational literature to introduce the theoretical origins of the different areas of Business Administration and explores the linkages among these areas. Outlines the impact of the foundational works on subsequent research. Approved for S/U grading only. Prerequisite: Ph.D. standing in BADM or consent of instructor.

CRN	Type	Section	Time	Days	Location	Instructor
29816	lecture-discussion	A	03:00 PM - 05:50 PM	W	room 120 Wohlers Hall	Seth, A
29816: Meets 24-Aug-05 - 14-Oct-05.						

507 *Behav Res Methods in Bus Admin* Credit: 4 hours.

(B ADM 407) Theory and practice of research methodology for the study of administrative, industrial, and consumer behavior and organizations; alternative methods of data collection and their strengths and weaknesses; observational, questionnaire, field, and laboratory experimentation and statistical analysis of pregathered time-series and cross-sectional data; and examples of good and bad research in business disciplines. A completed individual research project of potentially publishable nature is formally presented in class. Prerequisite: Basic inferential statistics course; credit or concurrent registration in BADM 508.

CRN	Type	Section	Time	Days	Location	Instructor
29673	lecture-discussion	A	10:00 AM - 12:50 PM	W	room 120 Wohlers Hall	Viswanathan, M

508 *Organizational Behavior* Credit: 4 hours.

(B ADM 408) Develops and integrates fundamental behavioral concepts and theory having administrative applications; initially focuses on the individual decision maker and ultimately includes interpersonal, organizational, and social structures and influences; and develops strategies and methods of research on behavioral applications in business.

CRN	Type	Section	Time	Days	Location	Instructor
29675	lecture-discussion	X	ARRANGED			Northcraft, G
29675: Executive MBA Students Only						

510 *Founds of Organizational Behav* Credit: 4 hours.

(B ADM 410) Introduction to the principal theories and important empirical research in various disciplines that study organizations; in addition to examination of the subject matter content of various disciplines, students critically examine the capacities and limitations of the various fields to make contributions to the study of organizations. Same as PS 514, PSYC 553, and SOC 575. Prerequisite: Enrollment as a major in organizational sciences in a cooperating program or consent of instructor

CRN	Type	Section	Time	Days	Location	Instructor
40402	lecture-discussion	A	09:00 AM - 11:50 AM	M	room 120 Wohlers Hall	Pratt, M

511 *Topics in Personnel Mgmt* Credit: 4 hours.

(B ADM 411) Examines the organization and administration of the personnel function in management; the relations of personnel administration to operating departments and the scope of business and industrial personnel services; analytical appraisal of policies and practices in selected areas of personnel administration, such as selection and training, carried out through case studies and direct industrial contracts; and specific consideration given to problems up to and including placing the person on a job. Same as LIR 548. Prerequisite: Consent of instructor

CRN	Type	Section	Time	Days	Location	Instructor
37928	lecture-discussion	A	02:30 PM - 05:20 PM	W	room 130 Wohlers Hall	Broschak, J

512 *HR Management and Strategy* Credit: 4 hours.

(B ADM 414) Same as LIR 565. See LIR 565.

CRN	Type	Section	Time	Days	Location	Instructor
33198	lecture-discussion	1	02:00 PM - 04:20 PM	R	room 35 Inst Labor and Industrial Rel	Chadwick, C

521 *Marketing Strategy* Credit: 4 hours.

(B ADM 421) Formal analysis of strategy drawing on concepts from the theory of games, decision theory, value theory, and information theory; topics cover elements of game models, classes of decision problems, games against nature, modern utility theory, information theory, group decision making, statistical decision theory, and linear and nonlinear optimization.

CRN	Type	Section	Time	Days	Location	Instructor
29679	lecture-discussion	A	06:00 PM - 08:50 PM	W	room 241 Wohlers Hall	Carroll, S; Ghosh, A

523 Consumer Behavior Credit: 4 hours.

(B ADM 423) Studies alternative models of buyer behavior; focuses attention on psychological, sociological, and economic factors including motivation, learning, attitudes, personality, reference groups, social stratification, demographics, life-styles, and cross-cultural differences and their impact on purchasing, consumption, and choice decisions. Prerequisite: BADM 520 or first year of MBA program or equivalent.

CRN	Type	Section	Time	Days	Location	Instructor
39272	lecture-discussion	A	01:00 PM - 02:20 PM	TR	room 226 Wohlers Hall	Otnes, C

529 Marketing Research Credit: 4 hours.

(B ADM 429) Examines the collection and analysis of information applied to marketing decisions; stresses quantitative methods including samplings, scalings, experimental design, forecasting, and multivariate procedures through the use of class projects on actual market research problems. Prerequisite: BADM 520 or first year of MBA program or equivalent.

CRN	Type	Section	Time	Days	Location	Instructor
29691	lecture-discussion	A	10:00 AM - 11:20 AM	TR	room 130 Wohlers Hall	Viswanathan, M

537 Advanced Topics in Marketing Credit: 4 hours.

(B ADM 437) Seminar on topics associated with the development of marketing theory. Topics may vary from year to year, and include classics in marketing exchange, development, and thought as well as current research frontiers involving product usage, market definition, data base modeling, and pricing. May be repeated to a maximum of 8 hours. Students may take multiple topics under the course designation, but can only take each topic once for credit towards degree requirements. Prerequisite: Ph.D. standing in BADM or consent of instructor

CRN	Type	Section	Time	Days	Location	Instructor
29693	lecture-discussion	A	06:00 PM - 08:50 PM	W	room 115 David Kinley Hall	Qualls, W

542 Competitive Analysis Credit: 4 hours.

(B ADM 442) Develops concepts and techniques critical for formulating competitive strategy in a variety of business environments. Focuses on analyzing the structure of industries, the evolution of this structure, the pattern of interaction among competitors, and the competitive position and advantage of firms in the industry. Prerequisite: First year of the MBA program or equivalent.

CRN	Type	Section	Time	Days	Location	Instructor
40403	lecture-discussion	A	02:00 PM - 04:50 PM	M	room 130 Wohlers Hall	Seth, A

544 Strategic Management Credit: 4 hours.

(B ADM 444) Policy construction and planning of policy implementation at the executive level; case studies of company-wide situations from the management point of view; and integration and application of material from previous courses. Credit is not given for both BADM 544 and BADM 339. Prerequisite: BADM 509, BADM 520, and BADM 567, FIN 520, or equivalent.

CRN	Type	Section	Time	Days	Location	Instructor
29695	lecture-discussion	X	ARRANGED			Mahoney, J
29695: Executive MBA Students Only						

545 Found of Strategy Research Credit: 2 hours.

(B ADM 445) Seminars on topics in the development of strategic management theory. Topics include: Classics in Strategic Management (explores the historical development of the foundational literature of strategic management); and Theory Development and Assessment in Strategic Management (focuses on the process of conducting and critiquing research in the field). May be repeated in the same or separate terms to a maximum of 4 hours. Students may take multiple topics under the course designation, but can only take each topic once for credit towards degree requirements. Prerequisite: Ph.D. standing in BADM or consent of instructor.

CRN	Type	Section	Time	Days	Location	Instructor
40406	lecture-discussion	A	03:00 PM - 05:50 PM	W	room 120 Wohlers Hall	Seth, A
40406: Meets 17-Oct-05 - 09-Dec-05.						
40406: Ph.D. Students in Business Administration. Meets Oct 1 - Dec 9, 2005.						

548 Corp & Comp Strategy Research Credit: 2 hours.

(B ADM 448) Research seminars on topics in firm-level and business-level strategy. Topics include: Corporate Strategy (explores issues associated with the scope of the firm, corporate governance and value creation), and Competitive Strategy (focuses on strategic positioning, timing, competitive advantage and sustainability). May be repeated in the same or separate terms to a maximum of 4 hours. Students may take multiple topics under the course designation, but can only take each topic once for credit towards degree requirements. Prerequisite: Ph.D. standing in BADM or consent of instructor

CRN	Type	Section	Time	Days	Location	Instructor
29822	lecture-discussion	A	06:00 PM - 08:50 PM	W	room 138 Wohlers Hall	Michael, S
29822: Meets 17-Oct-05 - 09-Dec-05.						
29822: Ph.D. Students in Business Administration. Meets Oct. 17 - Dec. 9, 2005.						

549 Current Strategy Research Credit: 2 hours.

(B ADM 449) Seminar on current theoretical and empirical research relating to emerging areas of knowledge in the strategic management field. Reflecting the emphasis of current research on strategic and organizational

phenomena, topics vary from year to year. May be repeated in the same or separate terms to a maximum of 4 hours. Students may take multiple topics under the course designation, but can only take each topic once for credit towards degree requirements. Prerequisite: Ph.D. standing in BADM or consent of instructor

CRN	Type	Section	Time	Days	Location	Instructor
43966	lecture-discussion	A	06:00 PM - 08:50 PM	W	room 138 Wohlers Hall	Michael, S
43966: Meets 24-Aug-05 - 14-Oct-05.						
43966: 2 hours Ph.D. Students in Business Administration. Meets Aug. 24 - Oct. 14, 2005.						

555 Info Sys Development and Mgt Credit: 4 hours.

(B ADM 454) Addresses issues relevant to the development of large-scale information systems including systems concepts and thinking, systems development life cycle, objectives, methodology and deliverables in each phase, behavioral implications of systems development and integration information systems with business processes. Credit is not given for this course and BADM 353. Prerequisite: Graduate student standing.

CRN	Type	Section	Time	Days	Location	Instructor
29711	lecture-discussion	A	06:00 PM - 08:50 PM	R	room 226 Wohlers Hall	Subramanyam, R

556 Electronic Commerce Credit: 4 hours.

(B ADM 457) Graduate seminar in Electronic Commerce (EC), focusing on the integration of IT and business models. Topics include: (1) business-to-consumer EC; (2) business-to-business EC; (3) enterprise information management; (4) infrastructure development; (5) knowledge management; and (6) EC strategy. Prerequisite: First year of the MBA program or equivalent

CRN	Type	Section	Time	Days	Location	Instructor
43968	lecture-discussion	A	01:00 PM - 02:20 PM	MW	room 170 Wohlers Hall	Gebauer, J

561 Found of IS/IT Research Credit: 4 hours.

(B ADM 461) Doctoral seminar aimed at preparing students for conducting research in the IS/IT area. Topics covered include: IS/IT research methods, approaches, and applications. Different research perspectives are surveyed. Emphasizes the scholarly process and the development of IS/IT research programs for an academic career. Prerequisite: Ph.D. standing in BADM or consent of instructor

CRN	Type	Section	Time	Days	Location	Instructor
43969	lecture-discussion	A	06:40 PM - 09:20 PM	T	room 30 Wohlers Hall	Shaw, M

566 Supply Chain Management Credit: 4 hours.

(B ADM 466) Focuses on how to manage flows of products and services from raw material sources to final customers and associate flows of information. Helps students to develop a system view of measuring channel performance, integrating cross-functional activities, and coordinating processes across organizations. Prerequisite: First year of the MBA program or equivalent

CRN	Type	Section	Time	Days	Location	Instructor
45322	lecture-discussion	A	03:00 PM - 05:50 PM	R	room 240 Wohlers Hall	Mallik, S

568 Planning and Control Systems Credit: 4 hours.

(B ADM 468) In-depth treatment of concepts involved in designing and implementing planning and control systems within the context of a dynamic environment; particular emphasis on the systematic use of information to maintain the efficient flow of materials, utilization of people and technology, coordination with suppliers, and communication with customers. Prerequisite: First year of the MBA program or equivalent.

CRN	Type	Section	Time	Days	Location	Instructor
45718	lecture-discussion	B	04:30 PM - 07:20 PM	M	room 120 Wohlers Hall	Yalabik, B

572 Stat for Mgt Decision Making Credit: 4 hours.

(B ADM 472) The application of classical and modern statistics for business decision making. The level of the course assumes some prior knowledge of basic statistics as well as facility with elementary calculus.

CRN	Type	Section	Time	Days	Location	Instructor
29717	lecture-discussion	XX	ARRANGED			Kleinmuntz, D

29717: Executive MBA Students Only

573 Quant Analysis of Decisions Credit: 4 hours.

(B ADM 473) Introduction to operations research techniques; topics include the construction and solution of linear models under certainty, and the construction of probabilistic models, specifically queuing theory, Markov chains, and sequential decisions.

CRN	Type	Section	Time	Days	Location	Instructor
40411	lecture-discussion	X	ARRANGED			Kleinmuntz, D

40411: Executive MBA Students Only.

575 Systems Modeling & Simulation Credit: 4 hours.

(B ADM 475) Elements of computer simulations, including modeling deterministic and stochastic systems, generation of random numbers and variables, and probability and statistics related to modeling, validating, running, and of interpreting computer simulations. Same as CS 545. Prerequisite: CS 105 or CS 125 and STAT 400, or equivalent background in computer and statistical principles, or consent of the instructor.

CRN	Type	Section	Time	Days	Location	Instructor
37924	lecture-discussion	A	10:30 AM - 12:20 PM	TR	room 138 Wohlers Hall	Engelbrecht-Wiggans, R

584 Global Marketing Credit: 4 hours.

(B ADM 484) Analyzes marketing strategy across national boundaries, the problems of marketing within foreign countries, and the coordination of global marketing programs. Includes problems faced by the exporter, licensor, joint venture, and multinational firm. The full range of market activities are discussed from a global perspective. Prerequisite: Graduate standing

CRN	Type	Section	Time	Days	Location	Instructor
40407	lecture-discussion	A	06:00 PM - 08:50 PM	T	room 226 Wohlers Hall	Gow, H

590 Seminar in Business Admin Credit: 0 to 4 hours.

(B ADM 490) Special topics in the general area of business. Topics are selected by the instructor at the beginning of each term. Approved for letter and S/U grading.

CRN	Type	Section	Time	Days	Location	Instructor
10402	independent study		ARRANGED			
10402: Departmental Approval Required						
40404	lecture-discussion	AS1	02:00 PM - 04:50 PM	T	room 223 David Kinley Hall	Seth, A
40404: 4 hoursCorporate Development: Aquisitions and Alliances						
37911	lecture-discussion	B	01:00 PM - 02:50 PM	F	room 226 Wohlers Hall	Qualls, W
37911: Topic: Proseminar in Marketing (Ph.D.)						
37912	lecture-discussion	D	09:30 AM - 11:20 AM	F	room 226 Wohlers Hall	Shah, S
37912: Topic: Proseminar in Organizational Behavior (Ph.D.)						
42408	conference	EU	ARRANGED			Aguilera Vaques, R
42408: European Union and EU-US Relations						

37914	lecture-discussion	H	02:00 PM - 03:50 PM	F	room 130 Wohlers Hall	Engelbrecht-Wiggans, R
37914: Topic: MS/PM Proseminar (Ph.D.)						
37909	lecture-discussion	IF	01:00 PM - 02:20 PM	TR	room 236 Wohlers Hall	Yontz, R
37909: 4 hoursTopic: Oral Communication for Business						
37921	lecture-discussion	IF2	02:30 PM - 03:50 PM	TR	room 236 Wohlers Hall	Yontz, R
37921: 4 hoursTopic: Oral Communication for Business						
37907	lecture-discussion	JM	08:30 AM - 09:50 AM	MW	room 162 Education Bldg	Mahoney, J
37907: 4 hoursDepartmental Approval RequiredTopic: Economics of Organizations - MSA Students						
44111	lecture-discussion	MT1	10:00 AM - 11:20 AM	TR	room 240 Wohlers Hall	Kreuzbauer, R
44111: 2 hoursMarketing Mgmt - MS-TM STUDENTS ONLY. Meets August 24-October 14, 2005.Meets 24-Aug-05 - 14-Oct-05.						
44112	lecture-discussion	MT2	10:00 AM - 11:20 AM	TR	room 240 Wohlers Hall	Kreuzbauer, R
44112: 2 hoursNew Product Dev - MS-TM STUDENTS ONLY. Meets October 17-December 9, 2005.Meets 17-Oct-05 - 09-Dec-05.						
44113	lecture-discussion	MT3	10:00 AM - 11:20 AM	MW	room 240 Wohlers Hall	Leblebici, H
44113: 2 hoursOrgs Beh in MSBA-Tech - MS-TM STUDENTS ONLY. Meets August 24-October 14, 2005.Meets 24-Aug-05 - 14-Oct-05.						
45933	lecture-discussion	MT4	10:00 AM - 11:20 AM	MW	room 240 Wohlers Hall	Leblebici, H
45933: 2 hoursMeets 17-Oct-05 - 09-Dec-05.						
37900	lecture-discussion	N	11:00 AM - 12:50 PM	F	room 138 Wohlers Hall	Xia, M
37900: Topic: Information Management Proseminar (Ph.D.)						
37902	lecture-discussion	O	10:00 AM - 12:50 PM	F	room 130 Wohlers Hall	Chhajed, D
37902: Frontiers in Technology (MS-TM STUDENTS ONLY)						
37905	lecture-discussion	STR	01:30 PM - 03:30 PM	F	room 138 Wohlers Hall	Agarwal-Tronetti, R
37905: Topic: Proseminar in Strategy. Note: For Ph.D. student in Strategy only.						
40409	lecture-discussion	X	ARRANGED			Vaaler, P
40409: 4 hoursExecutive MBA Students Only.						

40410	lecture-discussion	X1	ARRANGED			Agarwal-Tronetti, R
40410: 4 hours Executive MBA Students Only.						

591 *Proseminar in Business Admin* Credit: 0 to 4 hours.

(B ADM 491) Lectures in topics of current interest not covered by regular course offerings. Subjects are announced in the Class Schedule. Approved for letter and S/U grading. Prerequisite: Consent of instructor or head of department

CRN	Type	Section	Time	Days	Location	Instructor
10403	independent study		ARRANGED			
10403: Departmental Approval Required						

593 *Research in Special Fields* Credit: 1 to 8 hours.

(B ADM 493) Approved for both letter and S/U grading.

CRN	Type	Section	Time	Days	Location	Instructor
10404	independent study		ARRANGED			
10404: Departmental Approval Required						

594 *Independent Study and Research* Credit: 2 or 4 hours.

(B ADM 494) Directed reading and research Approved for both letter and S/U grading.

CRN	Type	Section	Time	Days	Location	Instructor
10405	independent study		ARRANGED			
10405: Departmental Approval Required						

599 *Dissertation Research* Credit: 0 to 16 hours.

(B ADM 499) Required of all students writing doctoral dissertations in business administration; guidance in writing theses and seminar discussions of interim progress reports. Approved for S/U grading only.

CRN	Type	Section	Time	Days	Location	Instructor
10406	independent study		ARRANGED			

10406: Departmental Approval Required