

Course Schedule - Spring 2006

Business Administration

199 ***Undergraduate Open Seminar*** Credit: 1 to 5 hours.
May be repeated.

CRN	Type	Section	Time	Days	Location	Instructor
10398	independent study		ARRANGED			
10398: Departmental Approval Required						

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

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
30956	lecture	1	11:00 AM - 12:20 PM	TR	room 141 Wohlers Hall	Roszkowski, M
40037	lecture-discussion	2	02:00 PM - 04:50 PM	T	room 384 Armory	Lansing, P
30953	lecture-discussion	JK	03:00 PM - 04:20 PM	TR	room 328 Armory	Kindt, J

303 ***Principles of Public Policy*** Credit: 3 hours.

Same as ACCY 321, and PS 321. See PS 321.

CRN	Type	Section	Time	Days	Location	Instructor
40416	lecture-discussion	FM2	11:00 AM - 12:20 PM	MW	room 112 Speech and Hearing Clinic	Malekafzali, F
40416: 3 hours Crosslisted course: BADM 303, PS 321, ACCY 321.						

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

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
30963	lecture	1	04:30 PM - 05:50 PM	MW	room THEAT Lincoln Hall	Love, E

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

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
39261	lecture-discussion	B	10:00 AM - 11:20 AM	TR	room 431 Armory	Tuncel, E
31042	lecture-discussion	C	01:00 PM - 02:20 PM	MW	room 432 Armory	Gupta, N

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

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
31046	lecture-discussion	A	01:00 PM - 02:20 PM	MW	room 123 David Kinley Hall	Luo, X
31048	lecture-discussion	B	10:00 AM - 11:20 AM	TR	room 123 David Kinley Hall	Shah, S
31050	lecture-discussion	C	08:30 AM - 09:50 AM	TR	room 123 David Kinley Hall	Shah, S

313 *Human Resource Management* Credit: 3 hours.

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
31071	lecture-discussion	A	02:30 PM - 03:50 PM	MW	room 123 David Kinley Hall	Luo, X

320 *Principles of Marketing* Credit: 3 hours.

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
30958	lecture	1	08:30 AM - 09:50 AM	TR	room AUD Foellinger Auditorium	Preis, M
30958: JUNIOR STANDING						

321 Principles of Retailing Credit: 3 hours.

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
30967	lecture-discussion	B	03:00 PM - 04:20 PM	MW	room 119 David Kinley Hall	Yuan, H

322 Marketing Research Credit: 3 hours.

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
31038	lecture-discussion	B	10:00 AM - 11:20 AM	MW	room 119 David Kinley Hall	Yuan, H
31040	lecture-discussion	C	11:30 AM - 12:50 PM	MW	room 119 David Kinley Hall	Yuan, H

323 Marketing Communications Credit: 3 hours.

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
31053	lecture-discussion	A	11:30 AM - 12:50 PM	MW	room 226 Wohlers Hall	White, T
31055	lecture-discussion	B	01:00 PM - 02:20 PM	MW	room 226 Wohlers Hall	White, T
31055: Departmental Approval Required						

325 Consumer Behavior Credit: 3 hours.

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
31059	lecture-discussion	A	01:00 PM - 02:20 PM	TR	room 119 David Kinley Hall	Otnes, C
31060	lecture-discussion	B	11:30 AM - 12:50 PM	MW	room 123 David Kinley Hall	Rodriguez, A
31063	lecture-discussion	C	10:00 AM - 11:20 AM	TR	room 119 David Kinley Hall	Otnes, C

327 Marketing to Business and Govt Credit: 3 hours.

Introduces the general area of industrial marketing; examines the nature of industrial markets especially as they compare to consumer markets and emphasizes such factors as the demand for industrial goods, marketing intelligence systems for industrial firms, marketing strategy in industrial markets, and analyses and control of industrial marketing programs; integrates important concepts from sales management and business logistics throughout the course; uses case studies. Prerequisite: BADM 320

CRN	Type	Section	Time	Days	Location	Instructor
31073	lecture-discussion	A	10:00 AM - 11:20 AM	MW	room 130 Wohlers Hall	Sullivan, U

350 IT for Networked Organizations Credit: 3 hours.

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
39324	lecture-discussion	A	10:00 AM - 11:20 AM	TR	room 125 David Kinley Hall	Subramanyam, R

352 Database Design and Management Credit: 3 hours.

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
31226	lecture-discussion	B	03:00 PM - 05:50 PM	T	room 130 Wohlers Hall	Xia, M

354 *Mgmt of Data Communications* Credit: 3 hours.

Course stresses a top-down, business oriented approach to evaluating and selecting data communications technology. Students who successfully complete this course gain practical knowledge of network telecommunications technology including hardware and software. They learn enough to allow them to help design systems that include network components.

CRN	Type	Section	Time	Days	Location	Instructor
31280	lecture-discussion	A	02:30 PM - 03:50 PM	TR	room 123 David Kinley Hall	Burke, J

366 *Product Design and Development* Credit: 3 hours.

Course presents an overview of the product development process from concept generation to design manufacturing and project management. There is an emphasis on product definition, early concept development, visual reasoning and engineering graphics. Students work in cross disciplinary teams working through product development projects. Same as TMGT 366.

CRN	Type	Section	Time	Days	Location	Instructor
30968	lecture-discussion	TM1	03:00 PM - 04:20 PM	TR	room 153 Mechanical Engineering Bldg	Arends, M
30968: Departmental Approval Required						

374 *Management Decision Models* Credit: 3 hours.

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
31004	lecture-discussion	A	08:30 AM - 09:50 AM	MW	room 122 David Kinley Hall	Blair, C
31011	lecture-discussion	B	10:00 AM - 11:20 AM	MW	room 123 David Kinley Hall	Engelbrecht-Wiggans, R
31024	lecture-discussion	C	08:30 AM - 09:50 AM	MW	room 123 David Kinley Hall	Engelbrecht-Wiggans, R
31005	lecture-discussion	F	01:00 PM - 02:20 PM	TR	room 226 Wohlers Hall	Monahan, G

31007	lecture-discussion	G	10:00 AM - 11:20 AM	MW	room 122 David Kinley Hall	Blair, C
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376 Enterprise Proc Integr & Dynm Credit: 3 hours.

Enterprise-level study of a business that focuses on the integration and management of many interrelated processes. The focus is on linkages between these business processes and the management of these linkages in a dynamic business environment. Prerequisite: BADM 375

CRN	Type	Section	Time	Days	Location	Instructor
31034	lecture-discussion	A	06:00 PM - 08:50 PM	M	room 130 Wohlers Hall	Li, K

378 Logistics Management Credit: 3 hours.

Treats the total flow of materials from their acquisition as basic or unprocessed supplies to delivery of the finished product, as well as the related counter-flows of information that both record and control material movement. Major topics include forecasting material requirements; transportation planning; order processing system; raw material, in-process and finished goods inventory management; packaging; in plant and field warehousing; location theory (space, time, and cost trade-offs); communications; and control. Prerequisite: BADM 324 or BADM 327. Junior standing

CRN	Type	Section	Time	Days	Location	Instructor
31076	lecture-discussion	A	02:30 PM - 05:20 PM	T	room 138 Wohlers Hall	Mallik, S

380 International Business Credit: 3 hours.

Introduces the field of international business and management. Examines the economic, political, and legal environments of international business. Analyzes differences in financial management, marketing, and management practices for firms doing business abroad. Prerequisite: ECON 101

CRN	Type	Section	Time	Days	Location	Instructor
39130	lecture-discussion	A	01:00 PM - 02:20 PM	TR	room 123 David Kinley Hall	Bucheli, M

382 International Marketing Credit: 3 hours.

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
31078	lecture-discussion	A	10:00 AM - 11:20 AM	TR	room 226 Wohlers Hall	Alexandre, M

394 Senior Research Credit: 2 to 4 hours.

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						

395 Senior Research Credit: 1 to 4 hours.

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						
45015	lecture-discussion	A	06:00 PM - 08:50 PM	T	room 226 Wohlers Hall	Palekar, U
45015: Senior Seminar in Industrial Distribution. Project Work for 8 hours on Fridays REQUIRED.						
45166	lecture-discussion	AMH	06:00 PM - 08:50 PM	T	room 130 Wohlers Hall	Hallene, A
45166: 4 hours Lectures in Entrepreneurship (4 hours)						
45357	lecture-discussion	MS1	03:00 PM - 05:50 PM	R	room 130 Wohlers Hall	Shaw, M
45357: 4 hours Trustworthy Computing, Information Security, and Management						

403 Principles of Business Law Credit: 4 hours.

Contracts, sales, products liability, commercial paper, debtor-creditor relations, property, agency and employment, partnership, corporation Prerequisite: BADM 300 or consent of instructor

CRN	Type	Section	Time	Days	Location	Instructor
31033	lecture-discussion	A	11:00 AM - 12:50 PM	MWF	room 141 Wohlers Hall	Roszkowski, M

420 Advanced Marketing Management Credit: 3 hours.

Integrative study of methods and models for marketing decision-making; emphasizes the application of analytical tools and behavioral and quantitative models to marketing decision-making. Uses lectures, case studies and simulation exercises. 3 undergraduate hours. Prerequisite: BADM 322 and BADM 325

CRN	Type	Section	Time	Days	Location	Instructor
43943	lecture-discussion	A	02:30 PM - 03:50 PM	TR	room 429 Armory	Alexandre, M

432 Intro to Mgt Info Systems Credit: 2 to 4 hours.

Same as ACCY 432. See ACCY 432.

CRN	Type	Section	Time	Days	Location	Instructor
30388	lecture-discussion	G	04:00 PM - 05:20 PM	TR	room 430 Armory	Silhan, P
30383	lecture-discussion	U3	04:00 PM - 05:20 PM	TR	room 430 Armory	Silhan, P
30383: 3 hours						

438 Agri-food Strategic Management Credit: 3 hours.

Same as ACE 431. See ACE 431.

CRN	Type	Section	Time	Days	Location	Instructor
30594	lecture-discussion	M	09:00 AM - 10:20 AM	TR	room 204 Agricultural Engr Sciences Bld	Westgren, R

445 Small Business Consulting Credit: 4 hours.

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
31065	lecture-discussion	A	06:00 PM - 08:50 PM	R	room 130 Wohlers Hall	Kurtz, J
31065: Departmental Approval Required						

446 Entrepreneurship Sm Bus Form Credit: 4 hours.

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
31067	lecture-discussion	A	03:00 PM - 05:50 PM	R	room 226 Wohlers Hall	Bercovitz, J
31067: Restricted to Juniors and Seniors in College of Business.						

447 Legal Strat for Entrep Firm Credit: 4 hours.

Addresses the legal and managerial strategies important to the emerging firm, with particular focus on defensive legal strategies in the context of entrepreneurship. From the entrepreneur's perspective, examines the law of partnerships, sole proprietorships, corporations, joint ventures, agency, and defensive strategies to thwart takeovers.

CRN	Type	Section	Time	Days	Location	Instructor
31068	lecture-discussion	A	10:00 AM - 11:20 AM	TR	room 223 David Kinley Hall	Kindt, J

449 Business Policy and Strategy Credit: 3 hours.

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
31082	lecture-discussion	A	08:30 AM - 09:50 AM	TR	room 130 Wohlers Hall	Fertig, K
31084	lecture-discussion	B	01:00 PM - 02:20 PM	MW	room 130 Wohlers Hall	Mahoney, J
31181	lecture-discussion	E	10:00 AM - 11:20 AM	TR	room 130 Wohlers Hall	Fertig, K
31188	lecture-discussion	I	03:00 PM - 05:50 PM	W	room 130 Wohlers Hall	Bercovitz, J
31194	lecture-discussion	L	03:00 PM - 04:20 PM	TR	room 119 David Kinley Hall	Hodges, L
31198	lecture-discussion	M	11:30 AM - 12:50 PM	TR	room 119 David Kinley Hall	Hodges, L
31203	lecture-discussion	O	08:30 AM - 09:50 AM	MW	room 226 Wohlers Hall	Mahoney, J
31212	lecture-	P	11:30 AM - 12:50	TR	room 130	Agarwal-Tronetti, R

	discussion		PM		Wohlers Hall	
31210	lecture-discussion	Q	01:00 PM - 02:20 PM	TR	room 130 Wohlers Hall	Agarwal-Tronetti, R
31220	lecture-discussion	T	08:30 AM - 09:50 AM	TR	room 119 David Kinley Hall	Uygur, U
31223	lecture-discussion	U	08:30 AM - 09:50 AM	MW	room 130 Wohlers Hall	Fertig, K

453 Decision Support Systems Credit: 3 hours.

This advanced course examines recent developments in information technology for managerial decision support with an emphasis on Internet-based and mobile information technologies. Real-world cases will be used to discuss the application of these technologies to management information systems. 3 undergraduate hours.

CRN	Type	Section	Time	Days	Location	Instructor
31247	lecture-discussion	A	11:00 AM - 12:20 PM	MW	room 370 Armory	Gebauer, J

459 Mgt Info and Control Systems Credit: 2 to 4 hours.

Same as ACCY 455. See ACCY 455.

CRN	Type	Section	Time	Days	Location	Instructor
39836	lecture-discussion	G	12:00 PM - 01:20 PM	TR	room 430 Armory	Silhan, P
30408	lecture-discussion	U3	12:00 PM - 01:20 PM	TR	room 430 Armory	Silhan, P
30408: 3 hours						

461 Integrated Project Credit: 2 hours.

Course is the capstone interdisciplinary new product development project course for the Technology & Management Program. Students work in cross-functional teams (joint business and engineering teams) to solve new product development project problems provided by client firms. Because the client firms differ each year, so do the problems. Same as TMGT 461. 2 undergraduate hours. May be repeated to a maximum of 4 hours. Students may register in more than one section per term. Prerequisite: BADM 366, BADM 367

CRN	Type	Section	Time	Days	Location	Instructor
30976	laboratory-discussion	TMD	03:00 PM - 04:50 PM	TR	room 106B1 Engineering Hall	Michael, S; Thurston, D
30976: Departmental Approval Required						
31001	laboratory-discussion	TME	ARRANGED			Michael, S; Thurston, D

31001: Departmental Approval Required

504 *Phil of Science and Bus Admin* Credit: 2 hours.

Introduction to philosophy of science that focuses on the nature of discovering and justifying knowledge in the business disciplines. Specific issues of interest are the nature of scientific truth, validation of theories, prediction and explanation. Discusses applications to research in various business disciplines. Prerequisite: Ph.D. standing in BADM or consent of instructor

CRN	Type	Section	Time	Days	Location	Instructor
43924	lecture-discussion	A	01:00 PM - 03:50 PM	W	room 120 Wohlers Hall	Leblebici, H
43924: Meets 17-Jan-06 - 10-Mar-06.						

508 *Organizational Behavior* Credit: 4 hours.

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
44277	lecture-discussion	E	06:00 PM - 08:50 PM	W	room 240 Wohlers Hall	Northcraft, G
44277: Meets 23-Jan-06 - 05-Apr-06.						
44277: MBA Part-Time Students ONLY. Meets January 23-April 5, 2006.						

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

Same as LIR 565. See LIR 565.

CRN	Type	Section	Time	Days	Location	Instructor
40399	lecture-discussion	01	02:30 PM - 04:50 PM	W	room 35 Inst Labor and Industrial Rel	Chadwick, C

518 *Adv Topics in Org Behavior* Credit: 2 hours.

Review and analysis of major organization theory topics stressing the sociological, economic and managerial foundations or macro organizational behavior. Topics include: the role of the social and economic environment on the functions, evolution and transformation of individual organizations; and inter-organizational relations, the ecology of organizations and institutional factors that shape organization action. 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
43925	lecture-discussion	A	03:00 PM - 05:50 PM	R	room 170 Wohlers Hall	Doucet, L

520 Marketing Management Credit: 4 hours.

Introduces concepts useful in understanding marketing systems and buyer behavior in addition to developing skills in making marketing decisions; the orientation is primarily managerial and uses examples from both business and non-business contexts.

CRN	Type	Section	Time	Days	Location	Instructor
31297	lecture-discussion	X	ARRANGED			Griffin, A
31297: 4 hours Reserved for Executive MBA Students ONLY.						

525 New Product Development Credit: 4 hours.

The decisions on the firm's total market offer, including such topics as use of market analysis in making decisions on assortment, product development, pricing, packaging, branding, and sales forecasting; coordination of these decisions and actions with market communications, physical movement, production, finance, and the overall goals and policies of the firm; and emphasizes the use of analytic and research methods in making assortment and product decisions. Prerequisite: BADM 520 or first year of MBA program or equivalent

CRN	Type	Section	Time	Days	Location	Instructor
31413	lecture-discussion	A	03:00 PM - 05:50 PM	M	room 130 Wohlers Hall	Kreuzbauer, R

526 Marketing to Organizations Credit: 4 hours.

Case and discussion-based course that focuses on how firms that are engaged in marketing to organizations. Examines how to identify competitive marketing advantages, assess market needs, and leverage or sustain these advantages Prerequisite: First year of the MBA program or equivalent

CRN	Type	Section	Time	Days	Location	Instructor
39048	lecture-discussion	A	11:30 AM - 12:50 PM	MW	room 130 Wohlers Hall	Griffin, A

528 Promotional Strategy Credit: 4 hours.

Management orientation to promotional strategy for the medium and large size organization: includes analyses of the primary elements of the promotional function from both qualitative and quantitative perspectives emphasizing such factors as (1) selection among alternative promotional tools, (2) the promotional budgeting and allocation process, and (3) determination of appropriate messages and media schedules for given product/market situations. Explores widely used models in depth for strategic usefulness; emphasizes case analysis and contemporary situations. Prerequisite: BADM 520 or first year of MBA program or equivalent

CRN	Type	Section	Time	Days	Location	Instructor
39049	lecture-discussion	A	10:00 AM - 11:20 AM	MW	room 226 Wohlers Hall	White, T

531 Survey Methods in Mkt Res Credit: 4 hours.

Analysis of survey methods in marketing with emphasis on sample design, data collection, and data processing; an advanced course in the methods required to design, implement, and evaluate a research project. Same as SOC 576.

CRN	Type	Section	Time	Days	Location	Instructor
31415	lecture-discussion	A	01:00 PM - 03:50 PM	T	room 30 Wohlers Hall	Shavitt, S

539 Math Models in Marketing Credit: 4 hours.

Seminar in model building as a tool for research in marketing. Application of the mathematics of optimization, dynamics, linear algebra and games to marketing topics including consumer choice, retailing, price promotions, advertising, personal selling, positioning, new product diffusion. Research project using marketing models required. Prerequisite: Ph.D. standing in BADM or consent of instructor

CRN	Type	Section	Time	Days	Location	Instructor
43937	lecture-discussion	A	09:00 AM - 11:50 AM	M	room 120 Wohlers Hall	Palekar, U

547 Strategy Process Research Credit: 2 hours.

Seminar on research into strategy formulation and implementation processes. Topics include: Behavioral Theories in Strategic Management (theoretical and empirical research on complex organizations and their environments); and Behavioral Approaches to Strategic Management Research (behavioral research into strategy formulation and implementation processes). 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
31418	lecture-discussion	A	01:00 PM - 03:50 PM	T	room 120 Wohlers Hall	Hoetker, G

31418: Meets 17-Jan-06 - 10-Mar-06.

31418: 2 hours Ph.D. in BADM. Meets January 17-March 10, 2006.

549 Current Strategy Research Credit: 2 hours.

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
31419	lecture-discussion	A	01:00 PM - 03:50 PM	T	room 120 Wohlers Hall	Hoetker, G
31419: Meets 13-Mar-06 - 03-May-06.						
31419: 2 hours Ph.D. in BADM. Meets March 13-May 3, 2006.						

553 Ethical Dilemmas in Business Credit: 4 hours.

Examines business decision making and the role ethics plays in that process. Analysis of how managers behave and whether ethical choices are knowingly made or only realized thereafter. Prerequisite: First year of the MBA program or equivalent

CRN	Type	Section	Time	Days	Location	Instructor
39057	lecture-discussion	A	12:00 PM - 02:50 PM	M	room 138 Wohlers Hall	Lansing, P

554 Enterprise Database Management Credit: 4 hours.

Examines the design and management of enterprise-wide data base systems. Topics include: (1) information modeling and presentation; (2) computerized methods for organizing information; (3) object-oriented information representation; (4) web-based enterprise information systems; and (5) business application and management of enterprise data base systems. Credit is not given for this course and BADM 352. Prerequisite: Graduate student standing

CRN	Type	Section	Time	Days	Location	Instructor
39075	lecture-discussion	A	06:00 PM - 08:50 PM	W	room 130 Wohlers Hall	Xia, M

557 Dec Support and Knowledge Mgt Credit: 4 hours.

This graduate level course examines emerging information technologies, in particular based on the Internet and mobile applications, to support management decisions. This course combines the technical, business and managerial aspects of developing advanced electronic business systems. Credit is not given for this course and BADM 453.

CRN	Type	Section	Time	Days	Location	Instructor
31422	lecture-discussion	A	01:00 PM - 02:20 PM	TR	room 431 Armory	Gebauer, J

567 Process Management Credit: 4 hours.

Introductory course in decision-making problems in production; includes the theoretical foundations for production

management as well as the applications of decision-making techniques to production problems in the firm; and considers production processes, plant layout, maintenance, scheduling, quality control, and production control in particular. Prerequisite: First year of the MBA program or equivalent

CRN	Type	Section	Time	Days	Location	Instructor
31437	lecture-discussion	X	ARRANGED			Chhaged, D
31437: 4 hours Reserved for Executive MBA Students Only.						

582 *Multinational Management* Credit: 4 hours.

Examines critical issues facing managers who work in multinational firms. Designed to develop students' skills for working in a global business environment. Topics include foreign market entry strategies, global management of the functional areas of business, and management and control of multinational firms in the global marketplace. Prerequisite: Graduate standing

CRN	Type	Section	Time	Days	Location	Instructor
44146	lecture-discussion	A	06:00 PM - 08:50 PM	W	room 226 Wohlers Hall	Cheng, J

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

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						
31474	lecture-discussion	D	10:00 AM - 11:50 AM	F	room 130 Wohlers Hall	Shah, S
31474: Proseminar in Organizational Behavior (Ph.D. Students ONLY)						
43694	lecture-discussion	EN	06:00 PM - 08:50 PM	R	room 226 Wohlers Hall	Bercovitz, J
43694: 4 hours Entrepreneurship Sm Bus Form (MBA)						
43946	lecture-discussion	ES1	03:00 PM - 05:50 PM	W	room 236 Wohlers Hall	Siemsen, E
43946: 4 hours Operations Strategy						
31482	lecture-discussion	EU	06:00 PM - 08:30 PM	T	room C Law Bldg	Aguilera Vaques, R
31482: Departmental Approval Required European Union - Selected Topics						

31472	lecture-discussion	GM	08:30 AM - 09:50 AM	TR	room 226 Wohlers Hall	Monahan, G
31472: 4 hours Departmental Approval Required Spreadsheet Models for Management Decision Making. (MBA)						
31476	lecture-discussion	H	02:00 PM - 03:50 PM	F	room 138 Wohlers Hall	Engelbrecht-Wiggans, R
31476: MS/PM Proseminar (Ph.D. Students ONLY)						
31459	lecture-discussion	IF	01:00 PM - 02:20 PM	MW	room 30 Wohlers Hall	Yontz, R
31459: 4 hours Departmental Approval Required Managerial Communications for Business (RESTRICTED TO IF STUDENTS ONLY)						
31463	lecture-discussion	IF2	10:00 AM - 11:20 AM	TR	room 30 Wohlers Hall	Yontz, R
31463: 4 hours Departmental Approval Required Managerial Communications for Business (RESTRICTED TO IF STUDENTS ONLY)						
43699	lecture-discussion	JB1	08:30 AM - 11:20 AM	T	room 120 Wohlers Hall	Broschak, J
43699: 4 hours Advanced Topics in Orgaizational Theory (Ph.D.)						
43944	lecture-discussion	JC1	03:00 PM - 05:50 PM	M	room 138 Wohlers Hall	Cheng, J
43944: 4 hours Seminar in International Business (Ph.D.)						
31461	lecture-discussion	LD1	03:00 PM - 05:50 PM	T	room 226 Wohlers Hall	Doucet, L
31461: 4 hours Managing People in High Tech Environments (MBA)						
44226	lecture-discussion	MS1	03:00 PM - 05:50 PM	R	room 130 Wohlers Hall	Shaw, M
44226: 4 hours Trustworthy Computing, Information Security, and Management (MBA)						
31460	lecture-discussion	MST	02:30 PM - 03:50 PM	MW	room 30 Wohlers Hall	Yontz, R
31460: 4 hours Managerial Communications Departmental Approval Required Managerial Communications (RESTRICTED TO MS-Tech Students Only)						
44235	lecture-discussion	MT1	11:30 AM - 12:50 PM	MW	room 240 Wohlers Hall	Kleinmuntz, D
44235: 2 hours Simulation and Risk Analysis Simulation & Risk Analysis - MS-TECH STUDENTS ONLY. Meets March 13-May 3, 2006. Meets 13-Mar-06 - 03-May-06.						
44240	lecture-discussion	MT2	10:00 AM - 11:20 AM	TR	room 240 Wohlers Hall	Mallik, S
44240: 2 hours Process Management Process Management - MS-TECH STUDENTS ONLY. Meets January 17-March 10, 2006. Meets 17-Jan-06 - 10-Mar-06.						
44238	lecture-discussion	MT3	08:30 AM - 09:50 AM	TR	room 240 Wohlers Hall	Chhajed, D

44238: 2 hoursProject ManagementProject Management - MS-TECH STUDENTS ONLY. Meets March 13-May 3, 2006.Meets 13-Mar-06 - 03-May-06.						
44236	lecture-discussion	MT4	11:30 AM - 12:50 PM	MW	room 240 Wohlers Hall	Ritz, Z
44236: 2 hoursQuant Analy of Decision MakingQuantitative Analysis of Decision - MS-TECH STUDENTS ONLY. Meets January 17-March 10, 2006.Meets 17-Jan-06 - 10-Mar-06.						
44241	lecture-discussion	MT5	10:00 AM - 11:20 AM	TR	room 240 Wohlers Hall	Mallik, S
44241: 2 hoursSupply Chain ManagementSupply Chain Management - MS-TECH STUDENTS ONLY. Meets March 13-May 3, 2006.Meets 13-Mar-06 - 03-May-06.						
44256	lecture-discussion	MT6	08:30 AM - 09:50 AM	TR	room 240 Wohlers Hall	Bucheli, M
44256: 2 hoursTech, Entr & Global IndustryTechnology, Entrepreneurship, and the Rise of the Modern Global Industry - MS-TECH STUDENTS ONLY. Meets January 17-March 10, 2006.Meets 17-Jan-06 - 10-Mar-06.						
44800	lecture-discussion	MT7	01:00 PM - 03:50 PM	F	room 240 Wohlers Hall	Sonka, S
44800: 1 hoursTechnology PracticumTechnology Practicum (MS-Tech Students Only - 1 hour credit)						
41728	lecture-discussion	N	11:00 AM - 12:30 PM	F	room 170 Wohlers Hall	
41728: Information Systems Proseminar (Ph.D. Students Only)						
31477	lecture-discussion	O	09:00 AM - 11:50 AM	F	room 226 Wohlers Hall	Chhajed, D
31477: Frontiers in Technology SmrFrontiers in Technology (MS-Tech Students Only)						
45005	lecture-discussion	SL1	03:00 PM - 05:50 PM	R	room 240 Wohlers Hall	Lanesskog, S
45005: 4 hoursDeveloping Competitive Insight from Data						
39366	lecture-discussion	SS1	01:00 PM - 03:50 PM	T	room 170 Wohlers Hall	Shah, S
39366: 4 hoursManaging the Innovation Process (MBA)						
31445	lecture-discussion	STR	01:30 PM - 03:20 PM	F	room 130 Wohlers Hall	Agarwal-Tronetti, R
31445: Proseminar in Strategy (Ph.D. Students ONLY; 2 hours; S/U)						
31480	lecture-discussion	W	01:00 PM - 02:50 PM	F	room 226 Wohlers Hall	Qualls, W
31480: Proseminar in Marketing (Ph.D. Students ONLY)						

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

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.
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.
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.
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						