

# SCHEDULE OFFERING

Spring 2024

COURSE	SECTION	CRN	TYPE	PREREQUISITES	DAY	TIME	INSTRUCTOR
<b>MBA FOUNDATION</b>							
ACCT 6241	601	34036	WWW			1st 8 Weeks 1/08 - 2/22	Reid
ACCT 6241	602	34038	WWW				Reid
ACCT 6241	603	34040	WWW				Reid
OMGT 6123	601	34289	WWW			1st 8 Weeks 1/08 - 2/22	Robbins
OMGT 6123	602	34290	WWW				Robbins
MGMT 6102	601	34037	WWW			1st 8 Weeks 1/08 - 2/22	Adeyemi-Bello
MGMT 6102	602	34041	WWW			1st 8 Weeks 1/08 - 2/22	Adeyemi-Bello
MKTG 6162	601	34222	WWW			1st 8 Weeks 1/08 - 2/22	Siguaw
MKTG 6162	602	34224	WWW			1st 8 Weeks 1/08 - 2/22	Siguaw
FINA 6144	601	32632	WWW	ACCT 6241, OMGT 6123			Eakins
FINA 6144	602	32635	WWW	ACCT 6241, OMGT 6123			Eakins
FINA 6144	603	32644	WWW	ACCT 6241, OMGT 6123			Eakins
FINA 6204	601	32646	WWW				Campbell
FINA 6204	602	32653	WWW				Campbell
FINA 6214	601	32655	WWW				Ray
<b>MBA COMMON BODY OF KNOWLEDGE</b>							
MIS 6713	001	33781	F2F		TTH	2:00 - 3:15	Furner
MIS 6713	601	33791	WWW				Furner
MIS 6713	602	33793	WWW				Kisling
MIS 6713	603	33795	WWW				Drake
ACCT 6521	001	34043	F2F	ACCT 6241	TTH	11:00 - 12:15	Peterson
ACCT 6521	601	34045	WWW	ACCT 6241			O'Reilly
ACCT 6521	602	34047	WWW	ACCT 6241		2nd 8 Weeks 2/26 - 4/17	McCarthy
ACCT 6521	603	34049	WWW	ACCT 6241			O'Reilly
FINA 6604	001	32657	F2F	FINA 6144	MW	2:00 - 3:15	Nelson
FINA 6604	601	32660	WWW	FINA 6144			Nelson
FINA 6604	602	32661	WWW	FINA 6144			Nelson
OMGT 6213	001	34962	F2F	OMGT 6123	TTH	2:00 - 4:00	Liao
OMGT 6213	601	34292	WWW	OMGT 6123		1st 8 Weeks 1/08 - 2/22	Liao
OMGT 6213	602	34293	WWW	OMGT 6123		2nd 8 Weeks 2/26 - 4/17	Liao
MGMT 6802	601	34088	WWW	MGMT 6102			Waterwall
MGMT 6802	602	34113	WWW	MGMT 6102			Waterwall
OMGT 6613	601	34296	WWW	OMGT 6213		2nd 8 Weeks 2/26 - 4/17	Swart
OMGT 6613	602	34297	WWW	OMGT 6213		2nd 8 Weeks 2/26 - 4/17	Swart
OMGT 6613	603	34298	WWW	OMGT 6213			Robbins
MKTG 6822	002	33527	F2F	MKTG 6162	TTH	12:30 - 1:45	Kowalczyk
MKTG 6822	601	34235	WWW	MKTG 6162		1st 8 Weeks 1/08 - 2/22	Kowalczyk
MKTG 6822	602	34237	WWW	MKTG 6162		2nd 8 Weeks 2/26 - 4/17	Kowalczyk
MKTG 6822	603	34239	WWW	MKTG 6162		1st 8 Weeks 1/08 - 2/22	Haytko
MGMT 6722	601	34077	WWW	ALL CBK COURSES		2nd 8 Weeks 2/26 - 4/17	Karriker

MGMT 6722	602	34078	WWW	ALL CBK COURSES	2nd 8 Weeks 2/26 - 4/17	Karriker
MGMT 6722	603	34082	WWW	ALL CBK COURSES		Madden
MGMT 6722	604	34084	WWW	ALL CBK COURSES		Madden
<b>COB MBA ELECTIVES</b>						
<b>QUALITATIVE ELECTIVES</b>						
MGMT 6420	601	34055	WWW		1st 8 Weeks 1/08 - 2/22	Johnson
MGMT 6420	602	34058	WWW		1st 8 Weeks 1/08 - 2/22	Alipour
MGMT 6421	601	34066	WWW	MGMT 6420	2nd 8 Weeks 2/26 - 4/17	Herdman
MGMT 6832	601	34117	WWW		1st 8 Weeks 1/08 - 2/22	Chullen
MGMT 6842	601	34119	WWW		2nd 8 Weeks 2/26 - 4/17	Lawrence
MGMT6901	001	35871	HY/F2F		TTH 9:30 - 10:45	Barber
<p><b>MGMT 6901: Small Business Consulting:</b> Students will work in teams and with a small regional business to conduct a consulting project. The student teams are to analyze the problem areas of an assigned small business and provide the client with viable and implementable recommendations. The teams will also assist the small business client in becoming more productive and exploring opportunities that will assist the business in achieving the owner(s) objectives. Our unit has a track record of producing high-quality output with our students receiving national awards for 13 of the past 15 years for their work in consulting courses.</p>						
MKTG 6652	601	34225	WWW	MKTG 6162	1st 8 Weeks 1/08 - 2/22	Mai
<p><b>MKTG 6652 Digital Marketing:</b> At the heart of marketing lie the consumer and their marketing journey through the stages of awareness, intent, conversion, and finally retention. In this course, we will learn how digital has revolutionized the interactions between firms and consumers along this journey. The course is designed to provide you a theoretical understanding of the Internet marketplace necessary to adapt to its many changes, while also equipping you with the skills you will need to perform vital daily functions.</p>						
MKTG 6752	601	34227	WWW	MKTG 6162	1st 8 Weeks 1/08 - 2/22	Haytko
MKTG 6752	602	34230	WWW	MKTG 6162	2nd 8 Weeks 2/26 - 4/17	Haytko
MKTG 6762	601	34232	WWW	MKTG 6162	2nd 8 Weeks 2/26 - 4/17	Rowe
MKTG 6992	601	34242	WWW	MKTG 6162	1st 8 Weeks 1/08 - 2/22	Mai
<b>QUANTITATIVE ELECTIVES</b>						
ACCT6301	601	34042	WWW			Reisch
FINA 6624	601	32675	WWW	FINA 6144		Below
FINA 6874	601	32676	WWW	FINA 6144		Harris
<p><b>FINA 6874 Fundamentals of Derivatives Markets:</b> The approach in the course will be primarily analytical with emphasis on four particular types of derivative securities: forward, futures, options, and swaps. The primary objectives of the course are: (1) to understand how derivatives markets work, (2) to understand how to price different derivative securities, and (3) to understand how derivatives can be used to manage risk.</p>						
FINA 6914	601	32677	WWW	FINA 6824	MW 2:00 - 3:15	Below
MIS 6723	601	33796	WWW			Reed
MIS 6723	602	33798	WWW			Reed
MIS 6733	601	33803	WWW	MIS 6723		Reed
MIS 6743	601	33805	WWW	p/c MIS 6723 or p/c OMGT 6333		Reed
MIS 6813	601	33810	WWW			Drake
MIS 6823	601	33814	WWW			Xue
MIS 6873	601	33817	WWW			Paul
MIS 6903	601	33820	WWW	MIS 6913		Furner
MIS 6913	601	33827	WWW			Eseryel
MIS 6933	601	33841	WWW	MIS 6873, MIS 6913		Xue
OMGT 6333	601	34294	WWW			Dellana
OMGT 6333	602	34301	WWW			Dellana
OMGT 6763	601	34300	WWW		2nd 8 Weeks 2/26 - 4/17	Falasca

CERTIFICATES							
BUSINESS ANALYTICS							
MIS 6873	601	33817	WWW				Paul
MIS 6903	601	33820	WWW	MIS 6913			Furner
MIS 6913	601	33827	WWW				Eseryel
MIS 6933	601	33841	WWW	MIS 6873, MIS 6913			Xue
DEVELOPMENT & ENVIRONMENTAL PLANNING							
PLAN 6009	601	34623	WWW				Richter
PLAN 6010	601	34625	WWW				Jacobs
PLAN 6065	601	34629	WWW				Richter
PLAN 6110	601	34633	WWW				Levine
FINANCE							
FINA 6624	601	32675	WWW	FINA 6144			Below
FINA 6874	601	32676	WWW	FINA 6144			Harris
<b>FINA 6874 Fundamentals of Derivatives Markets:</b> The approach in the course will be primarily analytical with emphasis on four particular types of derivative securities: forward, futures, options, and swaps. The primary objectives of the course are: (1) to understand how derivatives markets work, (2) to understand how to price different derivative securities, and (3) to understand how derivatives can be used to manage risk.							
FINA 6914	601	32677	WWW	FINA 6824	MW	2:00 - 3:15	Below
HEALTH CARE MANAGEMENT							
COHE 6000	601	32867	WWW		1st 8 Weeks 1/08 - 2/22		Bell
COHE 6600	001	32940	F2F	COHE 6000	W	3:00 - 5:40	Kulesher
COHE 6600	601	32942	WWW	COHE 6000			Kulesher
COHE 6620	001	32951	F2F	COHE 6600 or COHE 6610	M	3:00-6:00	Kulesher
COHE 6620	601	32952	WWW	COHE 6600 or COHE 6610			Kulesher
HOSPITALITY MANAGEMENT							
HMG1 6310	601	31728	WWW				Lee
HMG1 6420	601	31729	WWW				Lee
INTERNATIONAL MANAGEMENT							
MKTG 6992	601	34242	WWW	MKTG 6162	1st 8 Weeks 1/08 - 2/22		Mai
LEADERSHIP IN ORGANIZATIONS							
MGMT 6420	601	34055	WWW		1st 8 Weeks 1/08 - 2/22		Johnson
MGMT 6420	602	34058	WWW		1st 8 Weeks 1/08 - 2/22		Alipour
MGMT 6421	601	34066	WWW	MGMT 6420	2nd 8 Weeks 2/26 - 4/17		Herdman
MGMT 6832	601	34117	WWW		1st 8 Weeks 1/08 - 2/22		Chullen
MGMT 6842	601	34119	WWW		2nd 8 Weeks 2/26 - 4/17		Lawrence
PADM 6220	001	32086	F2F		W	6:30 - 9:00	Pudlo
PADM 6220	601	32088	WWW				Pudlo
MANAGEMENT OF INFORMATION SYSTEMS							
MIS 6813	601	33810	WWW				Drake
MIS 6823	601	33814	WWW				Xue
MIS 6873	601	33817	WWW				Paul
MARKETING							
MKTG 6162	601	34222	WWW		1st 8 Weeks 1/08 - 2/22		Siguaw
MKTG 6162	602	34224	WWW		1st 8 Weeks 1/08 - 2/22		Siguaw
MKTG 6822	601	34235	WWW	MKTG 6162	1st 8 Weeks 1/08 - 2/22		Kowalczyk
MKTG 6822	602	34237	WWW	MKTG 6162	2nd 8 Weeks 2/26 - 4/17		Kowalczyk

MKTG 6822	603	34239	WWW	MKTG 6162	1st 8 Weeks 1/08 - 2/22	Haytko
MKTG 6652	601	34225	WWW	MKTG 6162	1st 8 Weeks 1/08 - 2/22	Mai
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MKTG 6752	601	34227	WWW	MKTG 6162	1st 8 Weeks 1/08 - 2/22	Haytko
MKTG 6752	602	34230	WWW	MKTG 6162	2nd 8 Weeks 2/26 - 4/17	Haytko
MKTG 6762	601	34232	WWW	MKTG 6162	2nd 8 Weeks 2/26 - 4/17	Rowe
MKTG 6992	601	34242	WWW	MKTG 6162	1st 8 Weeks 1/08 - 2/22	Mai
<b>PROJECT MANAGEMENT</b>						
MIS 6723	601	33796	WWW			Reed
MIS 6723	602	33798	WWW			Reed
MIS 6733	601	33803	WWW	MIS 6723		Reed
MIS 6743	601	33805	WWW	P/C: MIS 6723 or OMGT 6333		Reed
OMGT 6333	601	34294	WWW			Dellana
OMGT 6333	602	34301	WWW			Dellana
<b>SECURITY STUDIES</b>						
PADM 6220	001	32086	F2F		W 6:30 - 9:00	Pudlo
PADM 6220	601	32088	WWW			Pudlo
SECS 6320	601	32095	WWW			Krishnan
<b>SPORT MANAGEMENT</b>						
KINE 6132	601	31868	WWW			TBD
KINE 6133	601	31869	WWW			Moore
<b>SUPPLY CHAIN MANAGEMENT</b>						
OMGT 6333	601	34294	WWW			Dellana
OMGT 6333	602	34301	WWW			Dellana
OMGT 6763	601	34300	WWW		2nd 8 Weeks 2/26 - 4/17	Falasca
<b>SUSTAINABLE TOURISM &amp; HOSPITALITY</b>						
SUTO 6200	601	31730	WWW			Deale
SUTO 6300	601	31731	WWW			Khalilzadeh
<b>MSA CORE</b>						
ACCT 6611	001	34051	F2F	ACCT 6631	MW 2:00 - 3:15	Reisch
ACCT 6611	601	34052	WWW	ACCT 6631		Reisch
ACCT 6641	001	34054	F2F	ACCT 6621	TTH 8:00 - 9:15	McCarthy
ACCT 6641	601	34057	WWW	ACCT 6621		McCarthy
ACCT 6701	001	34059	F2F	ACCT 6891	MTWTHF 2:00 - 5:00	Schisler
ACCT 6701	601	34060	WWW	ACCT 6891		Schisler
ACCT 6891	001	34061	F2F		TTH 9:30 - 10:45	Schisler
ACCT 6891	601	34064	WWW			Schisler
ACCT 6901	001	33352	F2F	ACCT 6891	TTH 12:30 - 1:45	Furner
ACCT 6951	001	34067	F2F	ACCT 6611	MTWTHF 2:00 - 5:00	O'Reilly
ACCT 6951	601	34072	WWW		1st 8 Weeks 1/08 - 2/22	O'Reilly
ACCT 6981	001	34074	F2F	ACCT 6611, ACCT 6891	MTWTHF 2:00 - 5:00	McCarthy
<b>MSA ELECTIVES</b>						
ACCT 6301	601	34042	WWW			Reisch

ACCT 6971	001	33370	F2F		MW	3:30 - 4:45	Christian
FINA 6604	001	32657	F2F	FINA 6144	TTH	2:00 - 3:15	Nelson
FINA 6604	601	32660	WWW	FINA 6144			Nelson
FINA 6604	602	32661	WWW				Nelson
FINA 6624	601	32675	WWW	FINA 6144			Below
FINA 6874	601	32676	WWW	FINA 6144			Harris
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MIS 6903	601	33820	WWW	MIS 6913			Furner
MIS 6913	601	33827	WWW				Eseryel
MIS 6933	601	33841	WWW	MIS 6873, MIS 6913			Xue
<b>MS-STH</b>							
HMGT 6310	601	31728	WWW				Lee
HMGT 6420	601	31729	WWW				Lee
SUTO 6200	601	31730	WWW				Deale
SUTO 6300	601	31731	WWW				Khalilzadeh