BUSINESS (SHELDON B. LUBAR SCHOOL OF)

The UWM Sheldon B. Lubar School of Business is a major metropolitan business school committed to academic excellence. Because of its metropolitan location, the School offers several advantages. Milwaukee-area firms provide an exciting, real-world laboratory for students to gain valuable insights and skills in their chosen professional fields as well as providing part-time or full-time employment opportunities. Students can also gain practical work experience by participating in internship programs. Business leaders from the community participate in School activities, both in the classroom and on the School’s advisory councils.

High-quality management education that incorporates state-of-the-art technology is delivered to a diverse group of graduate and undergraduate students and practicing executives and professionals. We address the professional development and lifelong learning needs of individuals.

Through scholarly research, we advance knowledge pertaining to management decision making and practice and further enrich our teaching effectiveness.

Our undergraduate degree programs provide students with a career foundation leading to managerial advancement and/or entrepreneurial careers.

Our master’s degree programs prepare students to assume general management or functional specialist positions, with potential for senior-level leadership positions or entrepreneurial careers.

Our doctoral degree programs prepare students for research and teaching careers in higher education and research careers in industry.

Our executive education programs provide customized problem solving for organizations.

We also employ our professional skills in service to the School, University, scholarly and professional organizations, and the regional business community. We capitalize on the diversified resources of the Metropolitan Milwaukee business community and use them as a living laboratory to enrich our scholarly and instructional pursuits.

AACSB Accreditation

The Lubar School of Business has been continuously accredited by AACSB International for over 45 years. Why is this important? Because business schools accredited by AACSB International are considered to be the best business schools in the world — in fact, only 5% of business schools worldwide have this distinction. AACSB-accredited schools have tougher quality standards for programs and faculty, better students with higher overall GPAs, more employers that recruit from them, and graduates that receive higher salaries.

In addition, the Lubar School of Business accounting programs are separately accredited by AACSB. Lubar School of Business is one of only three accounting schools in the state, and one of 193 schools in the world, with this status.

Programs

Undergraduate

- Accounting, BBA (http://catalog.uwm.edu/business/accounting-bba)
- Business of Media and Film Studies, Undergraduate Certificate (Lubar School of Business) (http://catalog.uwm.edu/business/business-media-film-studies-undergraduate-certificate)
- Business Scholars Program (http://catalog.uwm.edu/business/businessscholars)
- Entrepreneurship, Undergraduate Certificate (http://catalog.uwm.edu/business/entrepreneurship-undergraduate-certificate)
- Finance, BBA (http://catalog.uwm.edu/business/finance-bba)
- General Business, Minor (http://catalog.uwm.edu/business/general-business-minor)
- Global Studies, BA: Global Management (http://catalog.uwm.edu/business/global-studies-management-ba)
- Human Resources Management, BBA (http://catalog.uwm.edu/business/human-resources-management-bba)
- Information Technology Management, BBA (http://catalog.uwm.edu/business/information-technology-management-bba)
- International Business, Undergraduate Certificate (http://catalog.uwm.edu/business/international-business-undergraduate-certificate)
- Marketing, BBA (http://catalog.uwm.edu/business/marketing-bba)
- Real Estate, Undergraduate Certificate (http://catalog.uwm.edu/business/real-estate-undergraduate-certificate)
- Supply Chain and Operations Management, BBA (http://catalog.uwm.edu/business/supply-chain-operations-management-bba)
- Technology Entrepreneurship, Undergraduate Certificate (http://catalog.uwm.edu/business/technology-entrepreneurship-undergraduate-certificate)

Graduate

- Business Administration, MBA (http://catalog.uwm.edu/business/business-administration-mba)
- Business Administration, MBA/Information Technology Management, MS (http://catalog.uwm.edu/business/business-administration-mba-information-technology-management-ms)
- Business Administration, MBA/Language, Literature, and Translation, MA (http://catalog.uwm.edu/business/business-administration-mba-language-literature-translation-ma)
- Business Administration, MBA/Nursing Practice, DNP (http://catalog.uwm.edu/business/business-administration-mba-doctor-nursing-practice-dnp)
- Business Administration, MBA: Business Analytics (http://catalog.uwm.edu/business/business-administration-business-analytics-mba)
• Business Administration, MBA: Entrepreneurship (http://catalog.uwm.edu/business/business-administration-entrepreneurship-mba)
• Business Administration, MBA: Finance (http://catalog.uwm.edu/business/business-administration-finance-mba)
• Business Administration, MBA: Health Care Management (http://catalog.uwm.edu/business/business-administration-health-care-management-mba)
• Business Administration, MBA: Marketing (http://catalog.uwm.edu/business/business-administration-marketing-mba)
• Business Administration, MBA: Supply Chain Management (http://catalog.uwm.edu/business/business-administration-supply-chain-management-mba)
• Business Analytics, Graduate Certificate (http://catalog.uwm.edu/business/business-analytics-graduate-certificate)
• Enterprise Resource Planning, Graduate Certificate (http://catalog.uwm.edu/business/enterprise-resource-planning-graduate-certificate)
• Executive, MBA (http://catalog.uwm.edu/business/executive-mba)
• Human Resources and Labor Relations, MHRLR (Lubar School of Business) (http://catalog.uwm.edu/business/human-resources-labor-relations-mhrlr)
• Information Technology Management, MS (http://catalog.uwm.edu/business/information-technology-management-ms)
• Investment Management, Graduate Certificate (http://catalog.uwm.edu/business/investment-management-graduate-certificate)
• Management Science, PhD (http://catalog.uwm.edu/business/management-science-phd)
• Management, MS: Accounting (http://catalog.uwm.edu/business/management-accounting-ms)
• Management, MS: Finance Analysis (http://catalog.uwm.edu/business/management-finance-analysis-ms)
• Management, MS: Marketing (http://catalog.uwm.edu/business/management-marketing-ms)
• Management, MS: Professional Accounting (http://catalog.uwm.edu/business/management-professional-accounting-ms)
• Management, MS: Taxation (http://catalog.uwm.edu/business/management-taxation-ms)
• Nonprofit Management and Leadership, MS (Lubar School of Business) (http://catalog.uwm.edu/business/nonprofit-management-leadership-ms)
• Nonprofit Management, Graduate Certificate (Lubar School of Business) (http://catalog.uwm.edu/business/nonprofit-management-graduate-certificate)
• Public Administration, MPA (Lubar School of Business) (http://catalog.uwm.edu/business/public-administration-mpa)
• Public Administration, MPA/Criminal Justice, MS (http://catalog.uwm.edu/business/public-administration-mpa-criminal-justice-ms)
• Public Administration, MPA/Urban Planning, MUP (http://catalog.uwm.edu/business/public-administration-urban-planning-mpa-mup-coordinated-degree-program)
• State and Local Taxation, Graduate Certificate (http://catalog.uwm.edu/business/state-and-local-taxation-graduate-certificate)
• Technology Entrepreneurship, Graduate Certificate (http://catalog.uwm.edu/business/technology-entrepreneurship-graduate-certificate)

Graduate Policies and Regulations
The Graduate School policies and regulations can be found at Graduate School Policies (http://catalog.uwm.edu/policies/graduate-policies). Please refer to the specific program for program policies and regulations.

Undergraduate Program Options

Double Majors

BBA students may pursue a double major in a second area of the Lubar School of Business. The double major can be declared in Lubar Hall N297; the advising staff in Undergraduate Student Services will explain this option and discuss the additional curriculum required.

Joint Degree Program
A student who plans to pursue a joint degree business program with another UWM college or school should seek advising early to design an appropriate program. The student must concurrently complete all requirements for the degree in the area other than the Lubar School of Business, as well as the requirements in the Lubar School of Business, as indicated below in the requirements for a second bachelor’s degree. A student electing to pursue a joint degree should submit a proposed program of study to the Lubar School of Business as soon as possible.

Second Bachelor’s Degree
A student with an accredited bachelor’s degree may work toward a second bachelor’s degree in the Lubar School of Business. Interested students should contact the academic advisors in Room N297 of Lubar Hall for further details. The second bachelor degree program is not offered in Accounting.

Degree requirements include completion of these BBA requirements:

• functional courses
• administrative analysis and techniques courses
• a professional major, and
• mathematics and economics courses.

Of these, at least 30 credits must be earned in residence at UWM while classified as a second-degree candidate. Students may receive credit towards a second bachelor’s degree for coursework taken in equivalent areas at other institutions. However, at least 50% of the business credit hours required for the business degree must be completed at UWM.

Business Special Student Options
Business Special Student status is available to applicants who have earned a baccalaureate degree at an accredited university or college. Also eligible for consideration are students needing coursework to complete a degree from another accredited institution, students in an international exchange program, or students who were admitted to UWM as a University Special Student with the ultimate goal of becoming degree-seeking in a business major. Business Special Students are eligible to take undergraduate courses only.

An official degree transcript of all university work, along with a statement of goals and objectives as a special student with a listing of requested courses, should be submitted directly to the Lubar School
of Business Undergraduate Student Services (Room N297, Lubar Hall, uwmbba@uwm.edu).

Applications are reviewed weekly. Applicants without a degree who wish to take Lubar coursework in order to graduate from another institution must also submit a statement from their advisor, on official letterhead or via email, verifying the circumstances and course(s) required.

**Post-baccalaureate Opportunities**

Students who have completed a BBA degree at UWM can return to the campus and complete an additional business major. Students who have completed a bachelor's degree in business at another accredited university can earn a Certificate of Major in the School. The Certificate of Major consists of a minimum of 12 UWM degree credits. The additional major option is not available in accounting.

**Academic Regulations**

For information on the University-wide Academic Action Policy and honors for scholarship, see Academic Policies (http://catalog.uwm.edu/policies/undergraduate-policies).

**Student Academic Appeals**

Students may appeal an academic action to the appropriate curriculum committee. An appeal is a request for an exception to an established policy or rule. The content of each appeal is carefully reviewed in order to reach a decision. Appeals should be submitted electronically to Lubar Undergraduate Student Services. Undergraduate student appeals are reviewed by the School's Undergraduate Program Committee's Appeals Subcommittee. Students are advised in writing of the decision of the Committee. The Appeals Subcommittee considers individual cases concerning the degree requirements and other academic rules and regulations established by the Lubar School of Business faculty.

The Lubar School of Business has established written procedures for undergraduate student academic grievances. Copies of the grievance procedure are available in the Student Services Center. As a first step, students must discuss the grievance with the faculty member or administrator within 30 working days from the date of the action that prompted the grievance.

**Business Administration Courses**

**BUS ADM 100 Introduction to Business**

3 cr. Undergraduate.

Introduction to the nature and functions of business, the culture of the business world and business education, and the skills to be successful in both.

**Prerequisites:** not open for cr or regis to Business jr, pre-Business sr, or Business sr.

**General Education Requirements:** SS

**Last Taught:** Spring 2018, Fall 2017, Spring 2017, Fall 2016.

**Current Offerings:** http://uwm.edu/schedule

**BUS ADM 199 Entrepreneurship Independent Study**

1-3 cr. Undergraduate.

Independent work related to entrepreneurship.

**Prerequisites:** cons of Lubar School entrepreneurship instr.

**Course Rules:** May be retaken once for cr.

**Current Offerings:** http://uwm.edu/schedule

**BUS ADM 200 Business and Society**

3 cr. Undergraduate.

Integrated understanding of sources of competitive/strategic advantage derived from corporate citizenship in the public policy, social, economics, and ecological environments.

**Prerequisites:** soph st.

**Course Rules:** Counts as repeat of Bus Adm 295 w/same topic.

**Last Taught:** Summer 2018, Spring 2018, Fall 2017, Summer 2017.

**Current Offerings:** http://uwm.edu/schedule

**BUS ADM 201 Introduction to Financial Accounting**

4 cr. Undergraduate.


**Prerequisites:** soph st or cons instr.

**Course Rules:** Counts as repeat of Bus Adm 207.

**Last Taught:** Summer 2018, Spring 2018, Fall 2017, Summer 2017.

**Current Offerings:** http://uwm.edu/schedule

**BUS ADM 207 Business Scholars: Introduction to Financial Accounting**

4 cr. Undergraduate.

Introduces financial accounting concepts and investigates current financial reporting issues. Develops ability to prepare financial statements and to understand and analyze annual reports of real-world companies.

**Prerequisites:** soph st; Admis to Business Scholars Prog.

**Course Rules:** Not open for cr to those w/cr in Bus Adm 201.

**Last Taught:** Fall 2017, Fall 2016, Fall 2015, Fall 2014.

**Current Offerings:** http://uwm.edu/schedule

**BUS ADM 210 Introduction to Management Statistics**

4 cr. Undergraduate.

Introduces statistical principles and techniques necessary for management applications. Regression is presented to convey statistical thinking, modeling and analysis.

**Prerequisites:** soph st; Math 211(C) or 231(C).

**Course Rules:** Counts as repeat of Bus Adm 211.

**General Education Requirements:** QLB

**Last Taught:** Summer 2018, Spring 2018, Fall 2017, Summer 2017.

**Current Offerings:** http://uwm.edu/schedule

**BUS ADM 211 Business Scholars: Introduction to Management Statistics**

4 cr. Undergraduate.

Introduces statistical principles and techniques necessary for management applications. Data presentation & statistical inference methods, probability concepts, discrete & continuous probability models, categorical data & regression methodologies, computer implementation, communication of statistical results, & business applications.

**Prerequisites:** soph st; admis to Business Scholars Prog; Math 211(P) or 231(P).

**Course Rules:** Not open for cr to those w/cr in Bus Adm 210.

**General Education Requirements:** QLB

**Last Taught:** Spring 2018, Spring 2017, Spring 2016, Spring 2015.

**Current Offerings:** http://uwm.edu/schedule
BUS ADM 230 Introduction to Information Technology Management
3 cr. Undergraduate.
Information technology management concepts; their role in business; management of formal and informal information systems development; business problem solving using microcomputer tools.
Prerequisites: none.
Course Rules: Counts as repeat of Bus Adm 231.
Current Offerings: http://uwm.edu/schedule

BUS ADM 231 Business Scholars: Introduction to Information Technology Management
3 cr. Undergraduate.
Fundamental concepts and application of information technology to support the conduct and management of business activities. Lab tools include common applications software for data gathering, analysis, and presentation.
Prerequisites: admission to Business Scholars Program or dept cons.
Course Rules: Not open for cr to those w/cr in Bus Adm 230.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 292 Introduction to Entrepreneurship and Small Business Formation
3 cr. Undergraduate.
Explore elements necessary for entrepreneurship to flourish. Larger perspectives of the character and mental set of entrepreneurs and effect on the success of the business.
Prerequisites: soph st.
Course Rules: Counts as repeat of Bus Adm 295 with similar topic.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 295 Management Seminar:
1-3 cr. Undergraduate.
Analysis of current topics and issues related to specific management areas of business. Specific topics and additional prerequisites may appear in the Schedule of Classes whenever the course is offered.
Prerequisites: none.
Course Rules: May be retaken w/chg in topic to max of 6 cr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 297 Study Abroad:
1-12 cr. Undergraduate.
Designed to enroll students in UWM sponsored program before course work levels, content, and credits are determined and/or in specially prepared program course work.
Prerequisites: acceptance for Study Abroad Prog.
Course Rules: May be retaken w/chg in topic.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 298 Study Abroad: Business Topics:
3 cr. Undergraduate.
Immersion (including instruction at an international university) in the economic, cultural, and business practices of selected countries.
Prerequisites: soph st; acceptance in Study Abroad Prog.
Course Rules: May be retaken w/chg in topic to max of 6 cr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 300 Career and Professional Development:
1 cr. Undergraduate.
Skills necessary to enter the job market. Includes professional correspondence, resume writing, interviewing and networking skills, and professional etiquette.
Prerequisites: soph st; Bus Adm 301(C) or 335(C) or 330(C) or 350(C) or 360(C) or 370(C).
Course Rules: May not be retaken for cr.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 301 Intermediate Accounting
4 cr. Undergraduate.
Understanding the economic impact of business transactions and serving the information needs of statement users. Use of accounting principles to guide financial reporting and disclosure.
Prerequisites: soph st; Bus Adm 230(P) or 231(P); a grade of "B" or better in Bus Adm 201(P) or 207(P) within three years of enrollment; 3.00 cum gpa.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 302 Managerial Accounting
3 cr. Undergraduate.
The analysis, interpretation and use of accounting data for effective managerial planning, control, and decision making.
Prerequisites: soph st; Bus Adm 201(P).
Course Rules: Not open for credit to Accounting majors.
Current Offerings: http://uwm.edu/schedule

BUS ADM 305 Personal Investing and Financial Planning
3 cr. Undergraduate.
Introduction to investing for individuals with emphasis on the personal planning process, issues, and strategies.
Prerequisites: soph st.
Course Rules: Not open for credit to Accounting majors who are concurrently enrolled or have completed Bus Adm 301.
Current Offerings: http://uwm.edu/schedule

BUS ADM 330 Organizations
3 cr. Undergraduate.
An introduction to human behavior in organizations, organizational structures and processes, and interactions between organizations and their environments. Students will examine various theories and research findings on selected topics.
Prerequisites: jr st.
Course Rules: Counts as repeat of Bus Adm 331.
Current Offerings: http://uwm.edu/schedule

BUS ADM 331 Business Scholars: Organizations
3 cr. Undergraduate.
Behavioral theories and management principles for understanding behavior in organizations; individual and organizational processes, and their interaction. Includes current and classic research, and application.
Prerequisites: jr st; admission to Business Scholars Program.
Course Rules: Not open for cr to those w/cr in Bus Adm 330.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule
BUS ADM 335 Visual System Development
3 cr. Undergraduate.
Visual-oriented techniques for business applications development; visual-oriented design and development methodologies; use of event driven and graphical controls; implementation with an appropriate language.
Prerequisites: soph st; a grade of 'C' or better in Bus Adm 230(P) or 231(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 336 Enterprise Systems and Data Analytics
3 cr. Undergraduate.
Introduction to business processes and ERP, utilizing ERP to run business simulation game and analysis of results utilizing business analytics.
Prerequisites: soph st; a grade of 'C' or better in Bus Adm 230(P) or 231(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 350 Principles of Finance
3 cr. Undergraduate.
Fundamentals of financial management, asset/liability valuations, risk and return, investment analysis, sources and uses of funds, cost of capital, and cash management.
Prerequisites: soph st; Econ 103(P) & 104(P); Bus Adm 201(P) or 207(P); Bus Adm 210(P) or 211(P).
Course Rules: Counts as repeat of Bus Adm 351. Not open for cr to those w/cr in Bus Adm 450.
Current Offerings: http://uwm.edu/schedule

BUS ADM 351 Business Scholars: Principles of Finance
3 cr. Undergraduate.
Fundamentals of financial management, analysis of financial statements, risk and return, debt/equity valuations, cost of capital, capital budgeting, capital structure, and dividend policies.
Prerequisites: soph st; admis to Business Scholars Prog; Econ 103(P) & 104(P); Bus Adm 207(P) & 211(C).
Course Rules: Not open for cr to those w/cr in Bus Adm 350.
Current Offerings: http://uwm.edu/schedule

BUS ADM 360 Principles of Marketing
3 cr. Undergraduate.
The marketing system is analyzed as the process in our socioeconomic system for anticipating and satisfying consumer needs, adjusting to demand, and selling and procuring products and services. Competition, pricing, product line, distribution systems, promotion, and planning are discussed.
Prerequisites: jr st; Econ 104(P).
Course Rules: Counts as repeat of Bus Adm 361.
Current Offerings: http://uwm.edu/schedule

BUS ADM 361 Business Scholars: Principles of Marketing
3 cr. Undergraduate.
Marketing theory and tactics in context of current external marketing environment. Discussion of current marketing issues, failures, and successes along with industry and company strategic differences. Analytical tools used for team project.
Prerequisites: jr st; admis to Business Scholars Prog; Econ 104(P).
Course Rules: Not open for cr to those w/cr in Bus Adm 360.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 370 Introduction to Supply Chain Management
3 cr. Undergraduate.
Broad survey of the foundational concepts and principles of managing supply chain operations. Topics include customer management, purchasing, logistics, project management, demand planning.
Prerequisites: soph st; Bus Adm 210(C) or 211(C).
Course Rules: Counts as repeat of Bus Adm 371.
Current Offerings: http://uwm.edu/schedule

BUS ADM 371 Business Scholars: Introduction to Supply Chain Management
3 cr. Undergraduate.
Broad survey of foundational concepts and principles of managing supply chain operations. Topics include customer management, purchasing, logistics, project management, demand planning, quantitative and computer applications.
Prerequisites: soph st; admis to Business Scholars Prog; Bus Adm 211(C).
Course Rules: Not open for cr to those w/cr in Bus Adm 370.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 380 Introduction to Real Estate Markets
3 cr. Undergraduate.
The course focuses on real estate investment decisions as they are made within the framework of institutional controls consisting of social, political, and economic forces.
Prerequisites: jr st; Econ 104(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 389 Real Estate Internship
3 cr. Undergraduate.
A faculty-supervised new work experience in the real estate area which covers a minimum of 150 hours during the semester.
Prerequisites: jr st; Bus Adm 481(P); writ cons instr.
Course Rules: Counts as repeat of Bus Adm 489. Credit/no credit only.
Last Taught: Fall 2017, Summer 2017, Fall 2013.
Current Offerings: http://uwm.edu/schedule

BUS ADM 391 Business Law I
3 cr. Undergraduate.
The court system, tort law, agency and employment law; contract law and sales transactions; professional liability; and legal ramifications of selecting appropriate business organization.
Prerequisites: jr st.
Course Rules: Counts as repeat of Bus Adm 390.
Current Offerings: http://uwm.edu/schedule
BUS ADM 393 Business Ethics & Social Responsibility
3 cr. Undergraduate.
Ethical dimensions of economy, management decision-making, and corporate social responsibility. Ethical framework for assessment of business practices. Includes case discussions.
Prerequisites: soph st.
Course Rules: Counts as repeat of Bus Adm 295 with similar topic.
Current Offerings: http://uwm.edu/schedule

BUS ADM 394 Human Resources Management Internship
3 cr. Undergraduate.
A faculty-supervised new work experience in the human resources management area which covers a minimum of 150 hours during the semester.
Prerequisites: jr st & admis to SCOM major; completion of at least one 400-level course in SCOM major; writ cons instr.
Course Rules: Credit/no credit only.
Last Taught: Spring 2017, Spring 2016, Fall 2015, Spring 2015.
Current Offerings: http://uwm.edu/schedule

BUS ADM 395 Special Topics in Business:
1-3 cr. Undergraduate.
Current topics and issues related to specific management areas of business. Specific topics and additional prerequisites announced in Schedule of Classes whenever the course is offered.
Prerequisites: jr st.
Course Rules: May be retaken w/chg in topic to max of 9 cr. Counts as repeat of Bus Adm 295 or 495 with same topic.
Current Offerings: http://uwm.edu/schedule

BUS ADM 396 Finance Internship
3 cr. Undergraduate.
A faculty-supervised new work experience in the finance area which covers a minimum of 150 hours during the semester.
Prerequisites: jr st & admis to finance major; completion of at least one 400- or 500-level course in finance major; writ cons instr.
Course Rules: Credit/no credit only.
Current Offerings: http://uwm.edu/schedule

BUS ADM 397 Marketing Internship
3 cr. Undergraduate.
A faculty-supervised new work experience in the marketing area which covers a minimum of 150 hours during the semester.
Prerequisites: jr st & admis to marketing major; completion of at least one 400-level course in marketing major; writ cons instr.
Course Rules: Credit/no credit only.
Current Offerings: http://uwm.edu/schedule

BUS ADM 398 Supply Chain & Operations Management Internship
3 cr. Undergraduate.
A faculty-supervised new work experience in the SCOM area which covers a minimum of 150 hours during the semester.
Prerequisites: jr st & admis to SCOM major; completion of at least one 400- or 500-level course in SCOM major; writ cons instr.
Course Rules: Credit/no credit only.
Current Offerings: http://uwm.edu/schedule

BUS ADM 400 Accounting Professional Internship
3 cr. Undergraduate.
A defined FT work period, minimum 10 weeks, potentially leading to FT employment in a corporate/governmental/public accounting environment.
Prerequisites: sr st & admis to accounting major; Bus Adm 301(P); Bus Adm 301(P) and one 400-level accounting course; writ cons instr.
Course Rules: Prior approval of intern director is required. Credit/no credit only.
Current Offerings: http://uwm.edu/schedule

BUS ADM 402 Advanced Financial Accounting
3 cr. Undergraduate.
Study of advanced financial accounting issues such as interim reporting, leases, specialized revenue recognition, tax allocation, dilutive securities, derivatives, and financial troubled entities.
Prerequisites: jr st & admis to Bus Adm major; a grade of 'B' or better in Bus Adm 301(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 403 Consolidations and Governmental Accounting
3 cr. Undergraduate.
Understand and apply concepts related to accounting for consolidations and for governmental and not-for-profit accounting.
Prerequisites: jr st & admis to Bus Adm major; a grade of B or better in Bus Adm 301(P); Bus Adm 402(C).
Last Taught: Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 404 Cost Management
3 cr. Undergraduate.
Design, implementation, and use of optimal accounting systems for product and service costing, internal and external financial reporting, managerial decision support, and organizational control.
Prerequisites: jr st & admis to Bus Adm major; a grade of 'B' or better in Bus Adm 301(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 405 Income Tax Accounting I
3 cr. Undergraduate.
Introduction to tax issues inherent in business and financial transactions, with an emphasis on the federal individual and corporate income tax.
Prerequisites: jr st & admis to Bus Adm major; a grade of 'C' or better in Bus Adm 301(P); or grad st & Bus Adm 721(C).
Current Offerings: http://uwm.edu/schedule

BUS ADM 406 Income Tax Accounting II
3 cr. Undergraduate/Graduate.
Application of framework developed in Income Tax Accounting I (Bus Adm 405) to more thoroughly analyze the taxation of business entities.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 405(P).
Current Offerings: http://uwm.edu/schedule
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<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
<th>Requirement Type</th>
<th>Course Description</th>
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<tbody>
<tr>
<td>BUS ADM 408</td>
<td>Accounting Information Systems</td>
<td>3</td>
<td>Undergraduate</td>
<td>Introduction to accounting information systems and related technology, principles of accounting systems design, internal controls and coverage of commercial accounting software packages.</td>
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<td>Graduate</td>
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<td><strong>Prerequisites:</strong> jr st &amp; admis to Bus Adm major; a grade of 'C' or better in Bus Adm 301(P); or grad st &amp; Bus Adm 721(P).</td>
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<td><strong>Last Taught:</strong> Summer 2018, Spring 2018, Fall 2017, Summer 2017.</td>
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<td><strong>Current Offerings:</strong> <a href="http://uwm.edu/schedule">Link</a></td>
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<tr>
<td>BUS ADM 409</td>
<td>Auditing: Procedures and Applications</td>
<td>3</td>
<td>Undergraduate</td>
<td>An introduction to the audit process from an internal and external perspective with an emphasis on practical applications and technological innovations.</td>
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<td><strong>Prerequisites:</strong> jr st &amp; admis to Bus Adm major; a grade of 'B' or better in Bus Adm 301(P); Bus Adm 402(P) &amp; 408(P).</td>
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<td><strong>Last Taught:</strong> Spring 2018, Fall 2017, Spring 2017, Fall 2016.</td>
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<td><strong>Current Offerings:</strong> <a href="http://uwm.edu/schedule">Link</a></td>
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<tr>
<td>BUS ADM 410</td>
<td>Accountants' Ethical Responsibilities</td>
<td>1</td>
<td>Undergraduate</td>
<td>Study of ethical and societal responsibilities and constraints that define and affect the practice of accountancy. Includes selected readings, guest speakers, and cases.</td>
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<td><strong>Prerequisites:</strong> jr st &amp; admis to Bus Adm major; a grade of 'B' or better in Bus Adm 301(P); Bus Adm 409(C).</td>
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<td><strong>Last Taught:</strong> Fall 2017.</td>
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<td><strong>Current Offerings:</strong> <a href="http://uwm.edu/schedule">Link</a></td>
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<tr>
<td>BUS ADM 424</td>
<td>US Institutions Shaping Accounting &amp; Auditing Standards</td>
<td>3</td>
<td>Undergraduate</td>
<td>U.S. accounting and auditing practices and the institutions that shape these practices, includes a visit to Washington D.C. regulatory agencies.</td>
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<td><strong>Prerequisites:</strong> jr st &amp; admis to Bus Adm major; a grade of 'B' or better in Bus Adm 301(P); cons of instr.</td>
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<td><strong>Last Taught:</strong> Spring 2018.</td>
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<td><strong>Current Offerings:</strong> <a href="http://uwm.edu/schedule">Link</a></td>
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<tr>
<td>BUS ADM 432</td>
<td>Object-Oriented Systems Development</td>
<td>3</td>
<td>Undergraduate</td>
<td>Object-oriented concepts and use in management applications; object-oriented design and development methodologies; managing programs and structures; implementation with an appropriate language.</td>
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<td><strong>Prerequisites:</strong> jr st &amp; admis to Bus Adm major; a grade of 'C' or better in Bus Adm 335(P).</td>
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<td><strong>Last Taught:</strong> Spring 2018, Fall 2017, Spring 2017, Fall 2016.</td>
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<td><strong>Current Offerings:</strong> <a href="http://uwm.edu/schedule">Link</a></td>
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<tr>
<td>BUS ADM 433</td>
<td>Information Technology Project Management</td>
<td>3</td>
<td>Undergraduate</td>
<td>In-depth exposure to key tools, techniques, practices, and knowledge areas of IT project management. Microsoft 2003 used to support. Number of team-based projects involved.</td>
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<td><strong>Prerequisites:</strong> jr st &amp; admis to Bus Adm major; Bus Adm 436(P).</td>
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<td><strong>Last Taught:</strong> Spring 2014, Spring 2013, Fall 2011, Fall 2010.</td>
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<td><strong>Current Offerings:</strong> <a href="http://uwm.edu/schedule">Link</a></td>
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<tr>
<td>BUS ADM 434</td>
<td>Data Base Management Systems</td>
<td>3</td>
<td>Undergraduate</td>
<td>Database concepts; data modeling; SQL; fourth generation languages; data resource management; client/server databases; implementation using commercial DBMS products.</td>
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<td><strong>Prerequisites:</strong> jr st &amp; admis to Bus Adm major; grade of 'C' or better in Bus Adm 335(P).</td>
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<td><strong>Last Taught:</strong> Spring 2018, Fall 2017, Spring 2017, Fall 2016.</td>
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<td><strong>Current Offerings:</strong> <a href="http://uwm.edu/schedule">Link</a></td>
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<tr>
<td>BUS ADM 436</td>
<td>Systems Analysis and Design</td>
<td>3</td>
<td>Undergraduate</td>
<td>Systems development methodologies; systems modeling, requirements specification, structured design, and systems implementation; use of automated development tools.</td>
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<td><strong>Prerequisites:</strong> jr st &amp; admis to Bus Adm major; grade of 'C' or better in Bus Adm 335(P).</td>
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<td><strong>Last Taught:</strong> Spring 2018, Fall 2017, Spring 2017, Fall 2016.</td>
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<td><strong>Current Offerings:</strong> <a href="http://uwm.edu/schedule">Link</a></td>
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<td>BUS ADM 438</td>
<td>Information Technology Management Topics:</td>
<td>3</td>
<td>Undergraduate</td>
<td>Contemporary topics for IT practitioners. Typical offerings include distributed information systems, management of IT, decision support systems, end-user computing, multimedia systems. Additional prerequisites announced in Schedule of Classes each time course is offered.</td>
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<td><strong>Prerequisites:</strong> jr st &amp; admis to Bus Adm major; Grade 'C' or better in Bus Adm 335(P); or cons instr.</td>
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<td><strong>Course Rules:</strong> May be retaken w/chg in topic to max of 6 cr.</td>
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<td><strong>Last Taught:</strong> Spring 2009, Spring 2008, Fall 2007, Summer 2007.</td>
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<td><strong>Current Offerings:</strong> <a href="http://uwm.edu/schedule">Link</a></td>
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<tr>
<td>BUS ADM 439</td>
<td>Information Technology Management Professional Internship</td>
<td>3</td>
<td>Undergraduate</td>
<td>A defined FT one semester work period, potentially leading to FT employment in a corporate/governmental/management consulting environment.</td>
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<td><strong>Prerequisites:</strong> jr st &amp; admis to ITM major; Bus Adm 300(P); one 400- or 500-level ITM course; writ cons instr.</td>
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<td><strong>Course Rules:</strong> Credit/no credit only.</td>
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<td><strong>Last Taught:</strong> Summer 2018, Spring 2018, Summer 2017, Spring 2017.</td>
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<td><strong>Current Offerings:</strong> <a href="http://uwm.edu/schedule">Link</a></td>
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<tr>
<td>BUS ADM 440</td>
<td>Compensation Management</td>
<td>3</td>
<td>Undergraduate</td>
<td>Ways organizations use wage and salary management to attract, retain, and motivate employees. Review of traditional and innovative compensation methods for administering pay.</td>
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<td><strong>Prerequisites:</strong> jr st, admis to Bus Adm major, Bus Adm 444(P) or grad st &amp; Bus Adm 738(P).</td>
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<td><strong>Course Rules:</strong> Counts as repeat of Bus Adm 443 with similar title.</td>
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<td><strong>Last Taught:</strong> Spring 2018, Fall 2017, Spring 2017, Fall 2016.</td>
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<td><strong>Current Offerings:</strong> <a href="http://uwm.edu/schedule">Link</a></td>
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</table>
BUS ADM 441 Diversity in Organizations
3 cr. Undergraduate/Graduate.
Conceptual and experiential understanding of cultural values and practices among diverse groups in organizations. Addresses institutional and personal discrimination, stereotyping and prejudice.
Prerequisites: jr st, admis to Bus Adm major, & Bus Adm 330(C); or grad st.
Course Rules: Counts as repeat of Bus Adm 443 with similar title.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 442 Industrial Psychology
3 cr. Undergraduate/Graduate.
Application of psychological principles to industrial problems.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 330(P) or 331(P); & Psych 101(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 443 Special Topics in Human Resources Management:
3 cr. Undergraduate/Graduate.
Selected topics in human resources management. Specific topics will appear in the Schedule of Classes whenever the course is offered.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 330(P) or 331(P); or grad st.
Course Rules: May be retaken w/chg in topic to max of 9 cr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 444 Human Resources Management
3 cr. Undergraduate.
An examination of the personnel function of the enterprise as an activity concerning all managers within the firm. General topics include the personnel function, maximizing human potential, supervision, and wage and salary administration.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 330(P) or 331(P); or grad st.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 445 Training & Development in Organizations
3 cr. Undergraduate/Graduate.
Development and evaluation of training and career development programs in organizations. Skills-based approach to understanding needs assessments, learning principles, training development and evaluation.
Prerequisites: jr st, admis to Bus Adm major, & Bus Adm 444(P); or grad st.
Course Rules: Counts as repeat of Bus Adm 443 with similar title. Not open to students w/cr in Commun 327(ER).
Current Offerings: http://uwm.edu/schedule

BUS ADM 447 Entrepreneurship
3 cr. Undergraduate.
Study of creation, growth/or acquisition of business through entrepreneurial efforts. Nature of entrepreneurship process and organization of growth oriented companies. Topics include methods of financing, venture capital, leveraged buy-outs and acquisitions.
Prerequisites: jr st, Bus Adm 350(P) or writ cons instr.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 448 Staffing Human Resources
3 cr. Undergraduate.
Planning, recruiting, selection, and hiring functions in organizations within the context of its legal environment. Includes application of spreadsheet and data analysis.
Prerequisites: jr st, admis to Bus Adm major; & Bus Adm 444(P); or grad st & Bus Adm 738(P).
Course Rules: Counts as repeat of Bus Adm 443 with similar title.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 449 Human Resources Management Professional Internship
3 cr. Undergraduate.
A defined FT work period, minimum 10 weeks, potentially leading to FT employment in a corporate/governmental/management consulting environment.
Prerequisites: sr st & admis to HRM major; Bus Adm 300(P) & completion of at least one 400-level course in the HRM major; writ cons instr.
Course Rules: Credit/no credit only.
Current Offerings: http://uwm.edu/schedule

BUS ADM 450 Intermediate Finance
3 cr. Undergraduate.
Theories of valuation, corporate governance, and capital structure. Other topics explored such as dividend policy, financing methods, corporate and financial restructurings, and global financial management.
Prerequisites: jr st & admis to Bus Adm major; a grade of C or better in Bus Adm 350(P) or 351(P); or an Accounting major with grade of B or better in Bus Adm 301(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 451 Investment Finance
3 cr. Undergraduate.
A study of the financial system and institutions and the primary forces, which affect this system within which firms operate. Emphasis is on the instruments and interactions in the money and capital markets, and on analysis of firms for purposes and valuation of bonds and stocks for portfolio management.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 450(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 452 Applied Portfolio Management
3 cr. Undergraduate.
Study institutional setting, legal framework, portfolio strategies, and innovations in investment markets. Explore securities valuation, risk management, behavioral study, and prospects of market developments.
Prerequisites: jr st; admis to Bus Adm major; Bus Adm 451(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 453 Corporate Finance Seminar
3 cr. Undergraduate.
Integration of financial operations with other operations of a business unit, including working capital management, financial planning and financial control.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 450(P).
Current Offerings: http://uwm.edu/schedule
BUS ADM 454 Analysis of Options and Futures
3 cr. Undergraduate.
Valuate interest rate, equity, and stock index futures and options. Develop strategies using these instruments in hedging interest rate and equity portfolio risk.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 451(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 455 Financial Institutions
3 cr. Undergraduate.
Financial intermediation by banks and other financial institutions. Financial instruments and the markets where they trade. Term structure of interest rates and monetary issues.
Prerequisites: jr st & admis to Bus Adm major; a grade of C or better in Bus Adm 350(P) or 351(P); or an Accounting major with grade of B or better in Bus Adm 301(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 456 International Financial Management
3 cr. Undergraduate.
Introduction to international financial markets, exchange rate determination theory, concepts/measurement of foreign risk exposure, financial instruments to hedge exchange risk, and financing multinational enterprises.
Prerequisites: jr st & admis to Bus Adm major; a grade of C or better in Bus Adm 350(P) or 351(P); or an Accounting major with grade of B or better in Bus Adm 301(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 457 Financial Modeling
3 cr. Undergraduate.
Development and application of computer-based financial models. Models from corporate finance and investments use Microsoft Excel and Visual Basic for Applications (VBA).
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 450(P) & 451(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 458 Venture Finance
3 cr. Undergraduate.
Corporate financial perspectives. Key institutional features of venture finance. Assess financial need, value of and claims on new ventures. Analyze contracts between entrepreneurs and outside vendors.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 450(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 459 Finance Professional Internship
3 cr. Undergraduate.
A defined FT work period, minimum 10 weeks, potentially leading to FT employment in a corporate/governmental/management consulting environment.
Prerequisites: sr st & admis to finance major; Bus Adm 300(P) & completion of at least one 400- or 500-level course in finance major; writ cons instr.
Course Rules: Credit/no credit only.
Current Offerings: http://uwm.edu/schedule

BUS ADM 460 Retail Management
3 cr. Undergraduate.
Principles of retail management including merchandising, product design and development, sales, store management, distribution and inventory management, public relations and advertising.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 360(P) or 361(P).
Course Rules: Counts as repeat of Bus Adm 467 with similar topic.
Current Offerings: http://uwm.edu/schedule

BUS ADM 461 Consumer Behavior
3 cr. Undergraduate.
Interdisciplinary approach to study of buying behavior of consumers, with emphasis on implications for marketing of theory and findings from the behavioral sciences.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 360(P) or 361(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 462 Marketing Research
3 cr. Undergraduate.
Research process as an aid to decision-making in marketing management. Attention is given to planning research and the gathering, analysis, and interpretation of information.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 210(P) or 211(P); & 360(P) or 361(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 463 Marketing Management
3 cr. Undergraduate.
Development and implementation of marketing plans. Strategic decision-making and organizational issues pertinent to target markets, advertising, personal selling, channels, pricing, and product development.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 461(P) & 462(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 464 Management of Promotion
3 cr. Undergraduate.
Theory and concepts in developing and implementing communications strategies. Analysis of psychological, social and economic variables affecting promotion decisions.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 461(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 465 International Marketing
3 cr. Undergraduate.
Focus is on the environment and on the modifications of marketing thinking and practices, occasioned by differences in economic, social and cultural settings of countries.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 360(P) or 361(P).
Current Offerings: http://uwm.edu/schedule
BUS ADM 466 Business to Business Sales and Marketing
3 cr. Undergraduate.
Development, pricing, promotion and distribution of business productions and services targeted at organizational buyers. Special focus on business sales processes and effective personal selling strategies.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 360(P) or 361(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 467 Marketing Seminar
3 cr. Undergraduate.
In-depth focus on specialized topics in marketing such as business-to-business sales and marketing, database and interactive marketing, and international marketing research and strategies.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 360(P) or 361(P).
Course Rules: May be retaken w/chg in topic to max of 9 cr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 468 Internet Marketing
3 cr. Undergraduate.
Introduction to the principles of internet marketing, types of products that can be marketed online, communication and pricing strategies, customization, channel conflict resolution. Hands-on project required.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 461(P) or 462(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 469 Marketing Professional Internship
3 cr. Undergraduate.
A defined FT work period, minimum 10 weeks, potentially leading to FT employment in corporate/governmental/management consulting environment.
Prerequisites: sr st & admis to marketing major; Bus Adm 300(P) & completion of at least one 400-level course in the marketing major; writ cons instr.
Course Rules: Credit/no credit only.
Current Offerings: http://uwm.edu/schedule

BUS ADM 472 Special Topics in Supply Chain and Operations Management
3 cr. Undergraduate.
Selected contemporary topics and issues confronting supply chain and operations managers.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 370(P) or 371(P).
Course Rules: May be retaken w/chg in topic to max of 9 cr.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 475 Operations Planning and Control
3 cr. Undergraduate.
Detailed focus on planning and controlling operations of a service or manufacturing operation. Topics include requirements planning and scheduling.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 370(P) or 371(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 476 Logistics and Transportation Management
3 cr. Undergraduate.
Logistics and transportation themes including warehousing, third party logistics.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 370(P) or 371(P).
Course Rules: Counts as repeat of Bus Adm 472 with similar topic.
Current Offerings: http://uwm.edu/schedule

BUS ADM 477 Purchasing and Supply Management
3 cr. Undergraduate.
Domestic and global aspects of the purchasing function in an organization.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 370(P) or 371(P).
Course Rules: Counts as repeat of Bus Adm 472 with similar topic.
Current Offerings: http://uwm.edu/schedule

BUS ADM 479 Supply Chain and Operations Management Professional Internship
3 cr. Undergraduate.
Defined FT work period, minimum 10 weeks, potentially leading to FT employment in a corporate/governmental/management consulting environment.
Prerequisites: sr st & admis to Bus Adm major; Bus Adm 300(P) and completion of at least one 400- or 500-level SCOM course; writ cons instr.
Course Rules: Cr/no cr only.
Last Taught: Spring 2018, Fall 2017, Summer 2016, Fall 2015.
Current Offerings: http://uwm.edu/schedule

BUS ADM 481 Real Estate Finance
3 cr. Undergraduate/Graduate.
Mechanism of real estate finance, sources of funds, loan contracts, principles of mortgage risk analysis, and the role of government agencies; real estate investment analysis.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 380(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 482 Valuation of Real Estate
3 cr. Undergraduate/Graduate.
Economic theories of value applied to real estate; valuation as a guide to business decisions; real estate market which affects value; valuation methods, analysis of evidence of value; appraising residential and income properties.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 380(P).
Current Offerings: http://uwm.edu/schedule
BUS ADM 483 Property Development and Management
3 cr. Undergraduate/Graduate.
Analysis of real estate development; consideration of site selections, market analysis, financing, design, and construction in connection with subdividing residential community development and shopping centers.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 481(P) or grad st.
Current Offerings: http://uwm.edu/schedule

BUS ADM 484 Real Estate Law
3 cr. Undergraduate.
Advanced application of business law concepts related to real estate transactions and developments; landlord/tenant law; analysis of legal concerns unique to real estate industry.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 391(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 485 Environmental Issues in Real Estate
3 cr. Undergraduate.
Survey course dealing with the impact of governmental environmental regulations on lender and developer liability. Topics include Phase 1 reporting, legal considerations, remediation, and wetland impacts.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 380(P).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 490 Entrepreneur Internship
3 cr. Undergraduate.
A defined work period in an entrepreneurial capacity in a corporate, governmental, or management consulting environment.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 447(P) or completion of at least one 400-level course in student’s major; writ cons instr.
Course Rules: Credit/no credit only.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 491 Legal Issues for Entrepreneurs
3 cr. Undergraduate.
Legal issues confronting entrepreneurs including the areas of ethics, forms of business organization, sales contracts, employment, property and business succession.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 391(P).
Course Rules: Not open for credit to Business Scholars who completed Bus Adm 493 with similar topic. Not open for credit to Accounting majors.
Current Offerings: http://uwm.edu/schedule

BUS ADM 492 Business Modeling of New Ventures
3 cr. Undergraduate.
Key elements in developing an effective business model; new venture ideas and strategies; the owner manager; management succession.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 292(P) or Bus Adm 447(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 493 Business Scholars: Seminar in Business:
3 cr. Undergraduate.
Current topics and issues in contemporary business theory and management practice, focusing on in-depth study, critical analysis, research and application across functional areas. Specific topics and additional prerequisites announced in Timetable whenever course is offered.
Prerequisites: jr st; admis to Business Scholars Prog.
Course Rules: May be retaken w/chg in topic to a 9 cr max.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 494 International Business Internship
3 cr. Undergraduate.
A supervised international management-related and cross-cultural experience with a for-profit or non-profit organization outside the U.S. Project and organizational evaluation required. Credit/no credit only.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 330(P)or 331(P), 301(P) or 350(P) or 351(P), and 360(P) or 361(P); writ cons instr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 495 Special Topics in Business:
1-3 cr. Undergraduate.
Current topics and issues related to specific management areas of business. Specific topics and additional prerequisites announced in Schedule of Classes whenever course is offered.
Prerequisites: jr st.
Course Rules: May be retaken w/chg in topic to max of 9 cr.
Last Taught: Fall 2017, Spring 2017, Fall 2016, Fall 2015.
Current Offerings: http://uwm.edu/schedule

BUS ADM 496 International Business
3 cr. Undergraduate.
The study of major factors specific to the conduct of business in international markets; focuses on the integration of marketing, finance, production, and other management functions into the world business, cultural, social, and political environments.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 330(P)or 331(P); Bus Adm 301(P) or 350(P) or 351(P); Bus Adm 360(P) or 361(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 497 Study Abroad:
1-12 cr. Undergraduate/Graduate.
Designed to enroll students in UWM sponsored program before course work levels, content, and credits are determined and/or in specially prepared program course work.
Prerequisites: jr st; acceptance for Study Abroad Prog.
Course Rules: May be retaken w/chg in topic.
Current Offerings: http://uwm.edu/schedule

BUS ADM 498 Study Abroad: Business Topics:
3 cr. Undergraduate.
Immersion (including instruction at an international university) in the economic, cultural, and business practices of selected countries.
Prerequisites: jr st; acceptance in Study Abroad Prog.
Course Rules: May be retaken w/chg in topic to max of 6 cr.
Current Offerings: http://uwm.edu/schedule
BUS ADM 499 Research in Industry
1-3 cr. Undergraduate.
Solution of business problems as jointly developed by the student, the assigned faculty, and the cooperating company. Work will consist of problem solving through the use of university resources and library research.
Prerequisites: jr st; cons instr.
Course Rules: May be retaken for cr only with prior cons Lubar School of Business.
Current Offerings: http://uwm.edu/schedule

BUS ADM 530 Introduction to eBusiness
3 cr. Undergraduate.
Opportunities, technical platforms, and limitations of eBusiness over the Internet. Various eBusiness models and implementation technologies will be discussed.
Prerequisites: jr st & admis to Bus Adm major; a grade of C or better in Bus Adm 335(P).
Last Taught: Fall 2017, Fall 2016, Spring 2016, Fall 2015.
Current Offerings: http://uwm.edu/schedule

BUS ADM 531 Developing Web Applications Using Web Services
3 cr. Undergraduate.
Developing n-tier systems with Web Services and the Internet, using visual languages such as Visual Basic Script and C# and the SOAP and XML protocols.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 432(P).
Last Taught: Fall 2017, Fall 2015, Fall 2013, Fall 2011.
Current Offerings: http://uwm.edu/schedule

BUS ADM 532 Web Development for Open Business Systems
3 cr. Undergraduate.
Business applications and web development based on platform-independent objective-oriented technologies and database connectivity in creating information systems for eBusiness activities.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 432(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 533 Information Technology Infrastructure for Business
3 cr. Undergraduate.
Familiarize students with new infrastructure developments in telecommunications and network technologies, as well as their managerial and business applications.
Prerequisites: jr st & admis to Bus Adm major; a grade of C or better in Bus Adm 335(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 534 Advanced Information Technology Project Management
3 cr. Undergraduate.
Student-teams will compete for and work on a real-world IT project and present the completed project to the company’s stakeholders.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 433(P).
Course Rules: Credit/no credit only.
Last Taught: Spring 2011.
Current Offerings: http://uwm.edu/schedule

BUS ADM 535 Global Information Technology Management
3 cr. Undergraduate.
Management issues surrounding the effective deployment of information systems in different regions of the world.
Prerequisites: jr st & admis to Bus Adm Major; a grade of C or better in Bus Adm 230(P) or 231(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 536 Business Intelligence
3 cr. Undergraduate.
Introduction to business intelligence, with a focus on data warehousing and data mining. This course uses SAP Business Information Warehouse software.
Prerequisites: jr st & admis to Bus Adm major; a grade of C or better in Bus Adm 335(P) or 336(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 537 Enterprise Systems Concepts and Issues
3 cr. Undergraduate.
Advanced concepts in ERP and integrated nature of business processes, and all major components of SAP R/3 and NetWeaver tools.
Prerequisites: jr st & admis to Bus Adm major; grade of C or better in Bus Adm 335(P) or 336(P).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 538 Business Process Integration
3 cr. Undergraduate.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 537(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 539 Web Application Server Development
3 cr. Undergraduate.
ERP Web Application Servers; Web Dynpro for Java to develop Web Applications, Web services and portal content which exposes data from SAP Business Suite.
Prerequisites: jr st & admis to Bus Adm major; grade of C or better in Bus Adm 335(P) or 336(P).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 540 TERP 10 Certification
3 cr. Undergraduate.
This course is designed to prepare students for taking the TERP10 Certification Exam - the global baseline certification standard for SAP University Alliances Program.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 536(P), 537(P), and 538(P).
Current Offerings: http://uwm.edu/schedule
BUS ADM 541 Cross-Cultural Management
3 cr. Undergraduate.
Business cultures around the world; the impact of cultural differences in international management and negotiations.
Prerequisites: jr st & admis to Bus Adm major or declared Global Studies program; Bus Adm 330(P).
Course Rules: Bus Adm 541 and Global 541 are jointly offered; they count as repeats of one another.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 542 Introduction to Technology Entrepreneurship
3 cr. Undergraduate.
Introductory concepts related to technology entrepreneurship including opportunity identification, analysis and new venture planning. Prepares students to recognize and pursue viable technology-based entrepreneurial opportunities.
Prerequisites: jr st & admis to Tech Entrep Cert program or admis to business or engineering major.
Course Rules: Counts as repeat of Bus Adm 495 or MechEng 490 with same topic. Jointly offered with & counts as repeat of MechEng 542.
Last Taught: Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 543 Introduction to Technology Management and Innovation
3 cr. Undergraduate.
Introductory concepts related to technology management and technological innovation. Prepares students to evaluate and plan technology commercialization projects.
Prerequisites: jr st & admis to Tech Entrep Cert program or admis to business or engineering major.
Course Rules: Counts as a repeat of Bus Adm 495 with same topic. Jointly offered with & counts as repeat of MechEng 543.
Last Taught: Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 544 New Product Development
3 cr. Undergraduate/Graduate.
Concepts related to product development including product concept development and testing, and product design. Prepares students to work in cross-functional product development teams.
Prerequisites: jr st & admis to Tech Entrep Cert program or Bus Adm major or CEAS major; or grad st. & admis to business or engineering program or admis to Tech Entrep Cert program.
Course Rules: Counts as repeat of Bus Adm 795 with same topic. Jointly offered with & counts as a repeat of MechEng 544.
Last Taught: Spring 2016, Spring 2015.
Current Offerings: http://uwm.edu/schedule

BUS ADM 546 Global Innovation Management
3 cr. Undergraduate/Graduate.
Concepts related to collaborative innovation in global networks including diverse collaboration models, innovation processes, and capabilities. Prepares students to manage global collaborative innovation projects.
Prerequisites: jr st & admis to Tech Entrep Cert program or Bus Adm major or CEAS major; or grad st & admis to business or engineering program or admis to Tech Entrep Cert program.
Course Rules: Counts as a repeat of Bus Adm 795 with same topic. Jointly offered with & counts as repeat of MechEng 546.
Last Taught: Spring 2016, Spring 2015.
Current Offerings: http://uwm.edu/schedule

BUS ADM 548 Technology Venturing Project
3 cr. Undergraduate.
A capstone course for students to demonstrate their knowledge and skills related to technology/product commercialization. Prepares students to lead their (or corporate) technology ventures.
Prerequisites: jr st & admis to Tech Entrep Cert program or admis to business or engineering major; Bus Adm/Mech Eng 542(P).
Course Rules: Jointly offered with & counts as repeat of MechEng 548.
Current Offerings: http://uwm.edu/schedule

BUS ADM 551 International Investments
3 cr. Undergraduate.
Prerequisites: jr st; admis to Bus Adm major; & Bus Adm 451(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 552 Investment Management Practice I
3 cr. Undergraduate/Graduate.
Introduction to the real-time and historic data sets available in the David O. Nicholas Applied Finance Lab. Utilize Bloomberg, FactSet, and other analysis packages.
Prerequisites: jr st, admis to Investment Mgmt Cert program, Bus Adm 301(C) & 451(C); or grad st, admis to Investment Mgmt Cert program, Bus Adm 301(C) or 721(C); 771(C).
Current Offerings: http://uwm.edu/schedule

BUS ADM 553 Investment Management Practice II
3 cr. Undergraduate/Graduate.
Students manage an investment portfolio utilizing the David O. Nicholas Applied Finance Lab. Topics include securities selection, portfolio hedging, behavioral finance, and financial market events.
Prerequisites: jr st, admis to Investment Mgmt Cert program & Bus Adm 552(P); or grad st, admis to Investment Mgmt Cert program & Bus Adm 552(P).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 554 Investment Management Practice III
3 cr. Undergraduate/Graduate.
Students independently conduct special study to assist individual future professional development and gain maturity and confidence in real world investment management.
Prerequisites: jr st, admis to Investment Mgmt Cert program & Bus Adm 553(P); or grad st, admis to Investment Mgmt Cert program & Bus Adm 553(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 571 Quality and Six Sigma Tools
3 cr. Undergraduate.
Principles and techniques for managing and improving quality in manufacturing and service operations. Topics include lean principles, quality function deployment, FMEA, DOE, others.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 370(P) or 371(P).
Current Offerings: http://uwm.edu/schedule
BUS ADM 576 Enterprise Planning in the Supply Chain
3 cr. Undergraduate.
Coverage of techniques for managing work processes within and across the supply chain. An integrated perspective is emphasized through hands-on experience with an enterprise software.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 475(P), 476(P) & 477(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 577 Supply Chain Applications, Policy, & Strategy
3 cr. Undergraduate.
Designed to develop a linkage between SCM and corporate strategy, a case study approach to build an integrated view of the SCM. Business game provides practical experience.
Prerequisites: jr st & admis to Bus Adm major; Bus Adm 475(P), 476(P) or 477(P).
Course Rules: Counts as repeat of Bus Adm 472 with topics Supply Chain Strategy and Supply Chain Apps & Policy.
Current Offerings: http://uwm.edu/schedule

BUS ADM 599 Reading and Research-Business Administration
1-3 cr. Undergraduate.
Prerequisites: jr st; cons instr & Bus Adm.
Course Rules: May be retaken for cr only with prior approval of Luban School of Business.
Current Offerings: http://uwm.edu/schedule

BUS ADM 600 Management Analysis
3 cr. Undergraduate.
Administrative processes under conditions of uncertainty including integrating analysis of policy determination at the overall management level. Capstone course in business administration.
Prerequisites: sr st & admis to Bus Adm major; Bus Adm 301(P) or 302(P); Bus Adm 330(P) or 331(P); Bus Adm 350(P) or 351(P) or 450(C); & Bus Adm 360(P) or 361(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 701 Business Mathematics
2 cr. Graduate.
Mathematical concepts essential to business. Exponents, polynomial functions, exponential and logarithmic functions, solution of linear systems, basic differential and integral calculus; emphasizes application to business problems.
Prerequisites: grad st.
Course Rules: Counts as repeat of BusMgmt 701.
Current Offerings: http://uwm.edu/schedule

BUS ADM 703 Financial Accounting
3 cr. Graduate.
Covers financial accounting model underlying financial statements, accounting standard setting, role of accounting in capital formation, interpretation and analysis of financial statements.
Prerequisites: grad st.
Course Rules: Counts as repeat of BusMgmt 702.
Current Offerings: http://uwm.edu/schedule

BUS ADM 713 Business Forecasting Methods
3 cr. Graduate.
Overview and use of modern forecasting methods in support of managerial strategic planning, financial, and operational analysis of a dynamic global business environment.
Prerequisites: grad st; BusMgmt 709(P) or Bus Adm 754(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 714 Multivariate Techniques in Management Research
3 cr. Graduate.
Multivariate analysis of variance, principal component analysis, factor analysis, conjoint analysis, bootstrap resampling, cluster analysis, canonical correlation, data mining (classification trees and neural networks); computer implementation.
Prerequisites: grad st; BusMgmt 709(P) or Bus Adm 754(P).
Last Taught: Fall 2017, Fall 2015, Fall 2014, Fall 2012.
Current Offerings: http://uwm.edu/schedule

BUS ADM 720 Information Systems Auditing
3 cr. Graduate.
Testing and reliance of automated application, program change and data access controls for use in the financial statement audit and system integrity.
Prerequisites: grad st; Bus Adm 409(P) or 728(P).
Course Rules: Counts as repeat of Bus Adm 795 with similar topic.
Current Offerings: http://uwm.edu/schedule

BUS ADM 721 Financial Accounting Theory
3 cr. Graduate.
The principles of external reporting are integrated with approaches to problem solving. Emphasis is placed upon recent developments of the accounting profession.
Prerequisites: grad st; grade of B or better in Bus Adm 703(P) or 201(P) within three years of admission to the graduate program.
Course Rules: Not open to students who have cr in Bus Adm 301(ER).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 722 Advanced Financial Accounting Theory
3 cr. Graduate.
Specialized topics in external financial reporting are studied. A critical appraisal is made of current and emerging accounting theory.
Prerequisites: grad st; grade of B or better in Bus Adm 721(P) or 301(P).
Last Taught: Summer 2018, Summer 2017, Summer 2016, Fall 2015.
Current Offerings: http://uwm.edu/schedule

BUS ADM 723 Forensic Accounting
3 cr. Graduate.
Coverage of forensic accounting and auditing topics such as examination of documents, information sources, writing reports, identifying high-risk signs, and fraud prevention and detection.
Prerequisites: grad st; Bus Adm 409(P) or 728(P).
Course Rules: Counts as repeat of Bus Adm 795 with similar topic.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule
BUS ADM 724 Business Combinations and Governmental Accounting
3 cr. Graduate.
Accounting for mergers and acquisitions including consolidation procedures and foreign subsidiary investments. Also includes accounting principles for government and nonprofit entities.
Prerequisites: grad st; grade of B or better in Bus Adm 721(P) or 301(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 725 Strategic Cost Management I
3 cr. Graduate.
Cost data accumulation and its utilization by management. Emphasis on job order and process costing, standard costing, cost-volume-profit analysis, budgets, capital expenditures.
Prerequisites: grad st; grade of B or better in Bus Adm 703(P) or 201(P).
Course Rules: Cannot be taken by students receiving cr for Bus Adm 404.
Last Taught: Fall 2017, Fall 2016, Summer 2015, Summer 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 726 Strategic Cost Management II
3 cr. Graduate.
Uses quantitative and behavioral models to aid management planning and control. Emphasizes analysis techniques to aid in the solution of accounting oriented management problems.
Prerequisites: grad st; Bus Adm 725(P) or 404(P).
Course Rules: Not open to students who have cr in Bus Adm 426(ER).
Last Taught: Fall 2015, Fall 2014, Fall 2013, Spring 2013.
Current Offerings: http://uwm.edu/schedule

BUS ADM 728 Auditing Theory and Applications
3 cr. Graduate.
A study of auditing standards, methodology, and professional and reporting responsibilities. Emphasis is on underlying concepts and theory.
Prerequisites: grad st; Bus Adm 408(P) and grade or B or better in Bus Adm 721(P) or 301(P).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 732 Transforming Organizations
3 cr. Graduate.
Combines individual and organizational-level analysis to provide insights into changing organizations. Topics include innovation, leadership, corporate cultures, and changing management from a broad view.
Prerequisites: grad st; BusMgmt 714(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 733 Organizational Development
3 cr. Graduate.
Problems of implementing change. Roles of external and internal consultants. Determining needs and measuring relevant variables.
Prerequisites: grad st; BusMgmt 706(P) or cons instr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 734 Managing Technological Innovation
3 cr. Graduate.
Organizational and strategic issues involved in managing technologies and innovation processes. Emphasizes professional employees, creativity, project teams, leadership, interdepartmental relations, technological evolution, and R&D strategies.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule

BUS ADM 735 Staffing Organizations
3 cr. Graduate.
Broad overview of staffing practices and related research; topics include staffing strategy, legal compliance, job analysis, external recruitment and selection, staffing systems management, and retention.
Prerequisites: grad st
Course Rules: Not open for cr to those w/ cr in Bus Adm 795 w/ topic: Staffing.
Current Offerings: http://uwm.edu/schedule

BUS ADM 736 Seminar in Managing Change:
3 cr. Graduate.
Topics are limited to the areas of managing change and their business applications. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.
Prerequisites: grad st
Course Rules: May be repeated w/ chg in topic to 6 cr max.
Current Offerings: http://uwm.edu/schedule

BUS ADM 737 Managerial Decisions and Negotiations
3 cr. Graduate.
Provides frameworks for making effective decisions and negotiating viable solutions. Improves performance in these key managerial roles by engaging in case study, exercises, and industry projects.
Prerequisites: grad st.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 738 Human Resource Management
3 cr. Graduate.
Strategies for attracting, retaining and developing a diverse and international workforce. Topics include employment law, diversity, staffing, training, performance management, compensation and current issues.
Prerequisites: grad st; BusMgmt 706(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 740 Information Technology Management Concepts and Languages
3 cr. Graduate.
Introduction to data organization, object-oriented design, construction and validation of application programs, development methodologies and control structures, illustrate with object programming language.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule
BUS ADM 741 Web Mining and Analytics
3 cr. Graduate.
Measurement methods and analysis of web-based data for strategic decisions; methods and technologies in web mining, visualization, predictive analytics and text mining for knowledge discovery and business analysis.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule

BUS ADM 743 Information Privacy, Security & Continuity
3 cr. Graduate.
Privacy threats and safeguards; identifying information system vulnerabilities; planning and managing security measures. Ethical and legal perspectives concerning information and data.
Prerequisites: grad st
Last Taught: Spring 2018, Spring 2017, Fall 2014, Fall 2012.
Current Offerings: http://uwm.edu/schedule

BUS ADM 744 Information Technology Strategy and Management
3 cr. Graduate.
Various frameworks to evaluate strategic value of IT, aligning IT and competitive business strategies, IT governance models, managing IT operations and outsourcing ethically.
Prerequisites: grad st
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 746 Topics in Information Technology Management:
3 cr. Graduate.
Topics are limited to the areas in management information systems and business application. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.
Prerequisites: grad st
Course Rules: May be retaken with change in topic to max of 9 cr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 747 Service-Oriented Analysis and Design
3 cr. Graduate.
Application development using service-oriented architecture, methodologies for specification, selection, composition, and integration of services, software quality assurance and metrics.
Prerequisites: grad st
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 748 Managing Information Technology Projects
3 cr. Graduate.
Understand project management tools/techniques, project planning, software effort/cost estimation models, quality tools/metrics, six-sigma, CMM and ISO-9000, and managing outsourced/off-shored projects. Involves team-based project implementation.
Prerequisites: grad st; Bus Adm 747(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 749 Data and Information Management
3 cr. Graduate.
Managing structured, semi-structured and unstructured data, data integrity management, data representation, data integration, governance and administration, data quality and reporting information.
Prerequisites: grad st
Current Offerings: http://uwm.edu/schedule

BUS ADM 751 Analysis of U.S. Business Environment
3 cr. Graduate.
Analysis of inflation, business cycles, interest rate dynamics and term structure, federal reserve policy, tax policy, and economic growth.
Prerequisites: grad st; Bus Adm 701(P) & 702(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 752 Corporate Economics
3 cr. Graduate.
Applied economic analysis of market structure, price discrimination, oligopoly, cartels, and collusion. The course integrates the psychology of price and behavioral economic issues in pricing.
Prerequisites: grad st in mba-executive curric or cons instr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 753 Advanced Business Law
3 cr. Graduate.
Advanced legal concepts focusing on Uniform Commercial Code, bankruptcy and creditor protection, liability of bailees and common carriers, product liability, and real and personal property.
Prerequisites: grad st; Bus Adm 391(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 754 Statistical Analysis
3 cr. Graduate.
Business applications of probability theory and statistical methods to managerial problems of prediction, inference and decision making under uncertainty.
Prerequisites: grad st; cons instr
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 755 Health Care Administration and Delivery Systems
3 cr. Graduate.
Covers administrative structures and processes in health care institutions, including managing clinicians and inter-organizational relationships of U.S. and selected foreign health care providers.
Prerequisites: grad st.
Last Taught: Fall 2016, Fall 2014, Fall 2012, Fall 2010.
Current Offerings: http://uwm.edu/schedule

BUS ADM 757 Managed Care and Integrated Health Networks
3 cr. Graduate.
Examines concepts and management of capitated and vertically integrated health care organizations; utilization control, risk and quality assessment, benefit design, pricing, management of clinical professionals.
Prerequisites: grad st; Bus Adm 755(P).
Current Offerings: http://uwm.edu/schedule
BUS ADM 759 Seminar in Health Care Management:
3 cr. Graduate.
Topics limited to the area of health care management. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.
Prerequisites: grad st
Course Rules: May be repeated w/ chg in topic to 6 cr max.
Last Taught: Spring 2013, Fall 2010.
Current Offerings: http://uwm.edu/schedule

BUS ADM 761 Seminar in Marketing:
3 cr. Graduate.
Current and emerging topics in Marketing. Specific topics and any additional prerequisites will be listed in the Schedule of Classes each semester. May be repeated w/chg in topic to 6 cr. max.
Prerequisites: grad st.
Last Taught: Fall 2012, Fall 2010, Fall 2008, Summer 2006.
Current Offerings: http://uwm.edu/schedule

BUS ADM 762 Marketing Research
3 cr. Graduate.
Understanding the market research process, obtaining and integrating relevant information into marketing decision-making processes. Listening to the voice of the customer, customer satisfaction measurement and technology utilization for database marketing.
Prerequisites: grad st; BusMgmt 709(C) or cons of instr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 763 Marketing Analytics
3 cr. Graduate.
Theoretical background provided to develop hands-on experience analyzing marketing data and using statistical models for marketing decisions.
Prerequisites: grad st; BusMgmt 709(C) or cons instr.
Course Rules: Not open for cr to those w/cr in Bus Adm 761 or 795 w/ similar topic.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 764 Buyer Behavior and Marketing Communications
3 cr. Graduate.
A multidisciplinary approach to understanding buyer behavior processes in the market place and their implications for the development of marketing strategies, especially marketing communications.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule

BUS ADM 765 Strategic Product and Brand Management
3 cr. Graduate.
Customer-focused product development and management, the creation and management of brand equity. Technology-marketing interface and customer involvement in product innovation and strategy.
Prerequisites: grad st.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 766 Marketing for Nonprofit Organizations
3 cr. Graduate.
Explores ways in which non-business organizations such as hospitals, quasi-governmental agencies and educational institutions utilize marketing concepts and techniques in fulfilling their objectives.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule

BUS ADM 768 Marketing Management
3 cr. Graduate.
Study and application of the concepts, tools and analyses that underlie strategic marketing decisions.
Prerequisites: grad st.
Last Taught: Fall 2013, Fall 2011, Fall 2009, Fall 2007.
Current Offerings: http://uwm.edu/schedule

BUS ADM 769 Database Marketing
3 cr. Graduate.
Introduction to using and analyzing data on current and prospective customers to increase sales, customer acquisition, and customer retention.
Prerequisites: grad st; BusMgmt 709(C) or cons instr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 771 Investments
3 cr. Graduate.
Financial assets pricing and selection for stocks, bonds, convertible securities, and warrants. Concepts of diversification, asset valuation models and derivative securities.
Prerequisites: grad st; BusMgmt 705(P) & BusMgmt 709(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 772 Portfolio Management
3 cr. Graduate.
Study of dynamic process that periodically matches investors' goals, objectives, and strategies with market expectations through portfolio construction and revision. Covers asset allocation, return optimization, and management of various asset types.
Prerequisites: grad st; Bus Adm 771(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 773 Options And Futures
3 cr. Graduate.
Pricing theories and models for options and futures contracts and their application to investment hedging, arbitrage, and portfolio management. Covers equity, fixed income, commodity, and currency options and futures.
Prerequisites: grad st; Bus Adm 771(P).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 774 Global Financial Management
3 cr. Graduate.
Analysis of financial problems corporations face when operating in an international environment. Emphasis on management of foreign exchange risk.
Prerequisites: grad st; Bus Mgmt 705(P).
Last Taught: Spring 2017, Fall 2014, Fall 2012, Fall 2010.
Current Offerings: http://uwm.edu/schedule
BUS ADM 775 Financial Strategy
3 cr. Graduate.
Application of financial theory to corporate strategic planning. Working
capital management, capital budgeting, capital structure, dividend policy,
global finance, and mergers and acquisitions.
Prerequisites: grad st; BusMgmt 705(P) & BusMgmt 709(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 777 Advanced Corporate Finance
3 cr. Graduate.
Critical examination and evaluation of modern corporate finance theory.
Market efficiency, corporate investment decisions, capital structure,
financing vehicles, risk management, corporate restructuring, and
governance.
Prerequisites: grad st; Bus Adm 771(P), 775(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 778 Financial Institutions and Markets
3 cr. Graduate.
Application of finance theory to financial management of firms including
commercial banks, insurance companies, pension funds, mutual funds,
and securities firms.
Prerequisites: grad st; BusMgmt 705(P).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Spring 2015.
Current Offerings: http://uwm.edu/schedule

BUS ADM 779 Fixed Income Securities
3 cr. Graduate.
Examination of the pricing and features of modern fixed income
securities including treasuries, municipals, mortgage-backed, callable and
putable bonds, convertibles, and interest rate swaps.
Prerequisites: grad st; Bus Adm 771.
Current Offerings: http://uwm.edu/schedule

BUS ADM 781 Enabling Supply Chains Using SAP
3 cr. Graduate.
Strategic perspectives on the role of information technology as an
enabler of the supply chain processes. Hands-on use of enterprise
resource planning (ERP) software.
Prerequisites: grad st; Bus Adm 703(C) and BusMgmt 711(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 782 Supply Chain Technology and Simulation
3 cr. Graduate.
Manufacturing innovations (e.g., lean manufacturing), manufacturing
information systems, simulation-based technology development and
prototyping, manufacturing systems design and simulation.
Prerequisites: grad st; BusMgmt 711(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 783 Supply Chain Management
3 cr. Graduate.
Management of supply chain, supply chain design, purchasing and
distribution, supply contracts, and supply chain technology.
Prerequisites: grad st; BusMgmt 711(P).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 785 Project Management and Innovative Operations
3 cr. Graduate.
Management of innovative business projects, including multi-tier
contracting, cpm/pert, virtual manufacturing, quality targeting and
pursuit, and global operations.
Prerequisites: grad st; BusMgmt 711(P) & Bus Adm 782(C).
Current Offerings: http://uwm.edu/schedule

BUS ADM 786 Supply Chain Logistics Management
3 cr. Graduate.
Strategic perspectives on logistics management concepts, issues,
and models. Topics include logistics information systems, inventory
management, transportation methods, packaging, warehousing, and
global issues.
Prerequisites: grad st; BusMgmt 711(P)
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 794 Enterprise Integration:
1 cr. Graduate.
Knowledge and skills important for effective integration and management
of organizations across technical and business functions, and national
and cultural boundaries. Topics vary and may include methods for
quality improvement, management communications, business ethics,
 organizational leadership, etc.
Prerequisites: grad st in Bus Adm or prior approval of Bus Adm graduate
prog services office.
Current Offerings: http://uwm.edu/schedule

BUS ADM 795 Seminar-in-Management:
1-3 cr. Graduate.
Intensive and critical examination of a specific management problem
area or a related research question. Specific topic and additional
prerequisites may appear in the schedule of classes each semester.
Prerequisites: grad st; appropriate management science core courses or
cons instr.
Course Rules: Repeatable with change in topic.
Current Offerings: http://uwm.edu/schedule

BUS ADM 797 Management Project
2-4 cr. Graduate.
Investigation of an actual management problem or another substantive
question in an allied discipline presented, for example, in the form of a
business report or professional paper.
Prerequisites: grad st; cons instr.
Course Rules: May be retaken with change in topic with cons appropriate
Lubar School of Business prog committee.
Last Taught: Fall 2017, Summer 2015, Summer 2013, Summer 2012.
Current Offerings: http://uwm.edu/schedule

BUS ADM 798 Strategic Planning in Public and Nonprofit Sectors
3 cr. Graduate.
Focuses on effective designs for strategic planning processes and
assessment of external environmental and internal organizational
characteristics, design, and evaluation of strategies.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule
BUS ADM 799 Reading and Research
1-12 cr. Graduate.
Individual work suited to the needs of graduate students.
Prerequisites: grad st; cons instr.
Course Rules: May be retaken with change in topic with cons appropriate Lubar School of Business prog committee.
Current Offerings: http://uwm.edu/schedule

BUS ADM 800 Managing Global Organizations
3 cr. Graduate.
Theories, information, and research pertaining to management of international business including selected aspects of foreign investment decision, strategy development, organization and control of multinational operations.
Prerequisites: grad st.
Last Taught: Fall 2012, Fall 2010, Fall 2009, Fall 2008.
Current Offerings: http://uwm.edu/schedule

BUS ADM 806 International Marketing
3 cr. Graduate.
Examines international market development including determining objectives, evaluating market opportunities, entry strategies, and marketing mix in the international environment.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule

BUS ADM 807 Seminar in International Business:
3 cr. Graduate.
Topics limited to the areas of international business. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.
Prerequisites: grad st.
Course Rules: May be repeated w/ chg in topic to 6 cr max.
Last Taught: Fall 2011, Fall 2009, Fall 2007.
Current Offerings: http://uwm.edu/schedule

BUS ADM 809 International Business Strategy
3 cr. Graduate.
Examines the strategic planning and action of international firms from the perspective of corporate headquarters.
Prerequisites: grad st; Bus Adm 800(P) & 806(P), or cons instr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 810 Development of Web-Based Solutions
3 cr. Graduate.
Web development for eBusiness, web development tools and methodologies, web services, content management, developing database-driven web applications, mobile applications, and Web 2.0 technologies.
Prerequisites: grad st; Bus Adm 740(P)
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 811 Process and Work-Flow Management
3 cr. Graduate.
Business process modeling and design, process optimization, inter/intra organization process integration, process re-engineering and continuous process improvement, process execution and process implementation using ERP.
Prerequisites: grad st; BusMgmt 732(P)
Current Offerings: http://uwm.edu/schedule

BUS ADM 812 Emerging Information Technologies for Business
3 cr. Graduate.
Introduction to novel information technologies; emphasis is on assessing viability, impact, and management of emerging technologies and their integration with traditional information technology.
Prerequisites: grad st
Current Offerings: http://uwm.edu/schedule

BUS ADM 813 Object-Oriented and Visual Paradigms
3 cr. Graduate.
Object-oriented/visual concepts and use in management applications; object-oriented/visual design and development methodologies/ languages; prototyping; implementation in an appropriate environment.
Prerequisites: grad st; Bus Adm 740(P).
Last Taught: Fall 2009, Fall 2008, Fall 2007, Fall 2006.
Current Offerings: http://uwm.edu/schedule

BUS ADM 814 Enterprise Knowledge & Semantic Management
3 cr. Graduate.
Managing knowledge in business enterprises including acquisition, repository creation, dissemination; organizational learning, developing enterprise ontology, collaboration management and e-collaboration; developing intelligent agents and recommendation systems.
Prerequisites: grad st.
Last Taught: Fall 2016, Fall 2013, Spring 2012, Spring 2010.
Current Offerings: http://uwm.edu/schedule

BUS ADM 816 Business Intelligence Technologies & Solutions
3 cr. Graduate.
Develop business intelligence (BI) solutions using data warehousing, OLAP, and data mining technologies. Students will use SAP Analytics and other tools for implementing BI solutions.
Prerequisites: grad st
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 817 Infrastructure for Information Systems
3 cr. Graduate.
Overview of computing and network technologies. Design and development of technology infrastructure for supporting modern information systems. Infrastructure management strategies, security, reliability, and performance considerations.
Prerequisites: grad st
Last Taught: Fall 2017, Fall 2015, Fall 2014, Fall 2012.
Current Offerings: http://uwm.edu/schedule
BUS ADM 818 Information Systems Practicum
3 cr. Graduate.
Team project to build a working prototype system to address specific client need. This involves need assessment, market research, requirement specification, system design and building.
Prerequisites: grad st; Bus Adm 747(P); cons instr
Last Taught: Spring 2016, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 819 Information Technology Management Internship
3 cr. Graduate.
A defined work period addressing information systems in a corporate, government, or management consulting environment.
Prerequisites: grad st; writ cons instr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 820 Tax Research, Practice, and Procedure
3 cr. Graduate.
Methodology of federal tax research, including computerized research. Organization of and practice before the irs. Audits, deficiencies, assessment and collection. Preparer penalties. Ethical responsibilities.
Prerequisites: grad st; Bus Adm 405(P).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 821 Business Taxation
3 cr. Graduate.
Advanced business tax issues, including tax research, consolidated returns, corporate reorganizations, multistate and international taxation.
Prerequisites: grad st; Bus Adm 406(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 823 Corporate Income Taxation
3 cr. Graduate.
Tax issues associated with formation, operations, liquidation and reorganization of regular corporations. Introduction to consolidated returns.
Prerequisites: grad st; Bus Adm 406(P)
Current Offerings: http://uwm.edu/schedule

BUS ADM 825 Estate Planning
3 cr. Graduate.
Estate, gift and income tax issues associated with intra-family and charitable wealth transfers. Business succession planning.
Prerequisites: grad st; Bus Adm 406(P)
Current Offerings: http://uwm.edu/schedule

BUS ADM 826 Tax Planning for Individuals
3 cr. Graduate.
Advanced tax issues and planning opportunities for individuals. Introduction to the taxation of trusts and estates, as well as estate and gift tax issues.
Prerequisites: grad st; Bus Adm 406(P)
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 818 Information Systems Practicum
3 cr. Graduate.
Comprehensive examination of tax planning issues associated with choice of entity, start-ups, purchase or sale of business, compensation, and financing options. Business succession planning.
Prerequisites: grad st; Bus Adm 406(P)
Current Offerings: http://uwm.edu/schedule

BUS ADM 828 Taxation of Partnerships, S Corporations, and LLCs
3 cr. Graduate.
Tax issues associated with formation, operation, and dissolution of partnerships. Subchapter s corporations, and limited liability companies. Sale of ownership interests.
Prerequisites: grad st; Bus Adm 406(P)
Current Offerings: http://uwm.edu/schedule

BUS ADM 829 Executive Compensation and Benefits
3 cr. Graduate.
Tax issues associated with different methods of compensating executives and other employees.
Prerequisites: grad st; Bus Adm 406(P)
Current Offerings: http://uwm.edu/schedule

BUS ADM 831 Multistate Income Taxation
3 cr. Graduate.
State taxation of income derived by corporations, flow through entities, and individuals from interstate business and investment activity.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule

BUS ADM 832 Property Taxation
3 cr. Graduate.
Basic and advanced topics in state and local property taxes, with an emphasis on issues commonly encountered by multistate businesses.
Prerequisites: grad st.
Last Taught: Fall 2016, Fall 2015, Fall 2014, Fall 2013.
Current Offerings: http://uwm.edu/schedule

BUS ADM 834 International Taxation
3 cr. Graduate.
U.S. taxation of income derived by corporations, flow-through entities, and individuals from both outbound and inbound business and investment activity.
Prerequisites: grad st; Bus Adm 406(P)
Last Taught: Fall 2015, Fall 2014, Fall 2013, Fall 2012.
Current Offerings: http://uwm.edu/schedule

BUS ADM 837 Sales and Use Taxation
3 cr. Graduate.
Basic and advanced topics in state and local sales and use taxes, with an emphasis on the treatment of transactions commonly encountered by multistate businesses.
Prerequisites: grad st.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule
BUS ADM 838 Managing State and Local Audits
3 cr. Graduate.
Practical insights into managing the problems encountered in state and local income, sales and use, and property tax audits.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule

BUS ADM 840 Current Issues in Financial Reporting
3 cr. Graduate.
Current topics of concern to accounting professionals such as derivatives, stock options, fair value accounting, international standards, intangible assets, SEC issues and foreign currency accounting.
Prerequisites: grad st; Bus Adm 722(P) or 402(P)
Last Taught: Fall 2017, Fall 2016, Fall 2015, Spring 2015.
Current Offerings: http://uwm.edu/schedule

BUS ADM 841 Financial Statement Analysis
3 cr. Graduate.
Prerequisites: grad st; Bus Adm 722 (C) or 402(P)
Current Offerings: http://uwm.edu/schedule

BUS ADM 844 Auditing: Professional Standards and Practices
3 cr. Graduate.
An in-depth study of the various professional standards that shape the audit process including those related to audit procedures, reporting responsibilities, and statistical sampling.
Prerequisites: grad st; Bus Adm 409(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 847 Topics in Accounting Theory
3 cr. Graduate.
Analysis of contemporary accounting issues with emphasis on applications of accounting theory and the development of research and analytical skills. Extensive use of case studies. Specific topic and additional prerequisites may appear in the Timetable each semester.
Prerequisites: grad st; Bus Adm 402(P), 403(P), & 404(P).
Course Rules: Repeatable with change in topic to 6 cr max.
Last Taught: Fall 2005, Fall 2004, Fall 2003, Fall 2002.
Current Offerings: http://uwm.edu/schedule

BUS ADM 848 Professional Accounting Practice
3 cr. Graduate.
In-depth analysis of audit, taxation, and advisory services to clients including legal and ethical issues in the practice of a CPA. Includes professional exam preparation.
Prerequisites: grad st; Bus Adm 724(P); Bus Adm 753(C), 840(C), 728(C), or 844(C)
Course Rules: Course to be taken the semester of graduation.
Current Offerings: http://uwm.edu/schedule

BUS ADM 849 Accounting Internship
1-3 cr. Graduate.
A defined work period in an accounting firm, corporation, or governmental agency.
Prerequisites: grad st; writ cons instr.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 850 Global Investments
3 cr. Graduate.
Introduce market structure, institutions, regulations, instruments, and innovations in global investments. Focus on management of foreign currency risk and performance of global investment portfolios.
Prerequisites: grad st; Bus Adm 717(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 851 Venture Finance
3 cr. Graduate.
Examine private equity industry, venture and buyout fund. Focus on the interaction of major parties, general partners, limited partners and portfolio firms.
Prerequisites: grad st; Bus Adm 705(P).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 852 Venture Finance
3 cr. Graduate.
Examine private equity industry, venture and buyout fund. Focus on the interaction of major parties, general partners, limited partners and portfolio firms.
Prerequisites: grad st; Bus Adm 705(P).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 853 Financial Modeling
3 cr. Graduate.
Development and advanced application of computer-based financial models including pricing of exotic derivative securities.
Prerequisites: grad st; Bus Adm 711(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 854 Financial Management
3 cr. Graduate.
Examine current issues in financial management. Focus on management of foreign currency risk and performance of global investment portfolios.
Prerequisites: grad st; Bus Adm 705(P).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 855 Strategic Marketing Issues in eBusiness
3 cr. Graduate.
Introduction to the principles of internet marketing, types of products that can be marketed online, communication strategies, selling strategies, and pricing strategies.
Prerequisites: grad st.
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUS ADM 856 Strategic Marketing Issues in eBusiness
3 cr. Graduate.
Online branding, internet pricing and promotion strategy, managing channel conflict, online competitive strategy, synergies between traditional and online operations, and other topical issues.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule
BUS ADM 899 Management Research Project/Thesis
1-6 cr. Graduate.
Original analysis of a management problem. Involves the application of the elements of scientific inquiry in the context of a contemporary problem.
Prerequisites: grad st; cons instr.
Last Taught: Spring 2017, Fall 2016, Spring 2016, Fall 2015.
Current Offerings: http://uwm.edu/schedule

BUS ADM 900 Doctoral Orientation to Teaching and Research
1 cr. Graduate.
Introduces doctoral students to academic careers and research management. Focuses on research approaches, research management in private and public organizations, and teaching responsibilities in higher education.
Prerequisites: grad st.
Last Taught: Spring 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 914 Advanced Multivariate Techniques in Management Research
3 cr. Graduate.
Analysis of management problems using multivariate methods including logistic regression, structural equations, scale reliability measures, simultaneous inference, observational study corrections, and multidimensional scaling.
Prerequisites: grad st; Bus Adm 714(P) and 754(P).
Current Offerings: http://uwm.edu/schedule

BUS ADM 916 Advanced Operations Research Models
3 cr. Graduate.
Formulation and solution of operations research models with emphasis on models having a probabilistic structure.
Prerequisites: grad st; Bus Adm 754(P) or cons of instr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 918 Doctoral Seminar in Behavioral Research Methods in Management
3 cr. Graduate.
Selected advanced topics in behavioral research methods.
Prerequisites: grad st; Bus Adm 709 or 754.
Current Offerings: http://uwm.edu/schedule

BUS ADM 980 Accounting Doctoral Seminar I:
3 cr. Graduate.
Selected topics focusing on accounting research. Specific topics and any additional prerequisites will be announced in the Schedule of Classes each time the course is offered.
Prerequisites: grad st.
Course Rules: Retakeable w/ chg in topic to 9 cr max.
Current Offerings: http://uwm.edu/schedule

BUS ADM 981 Accounting Doctoral Seminar II:
3 cr. Graduate.
Selected advanced topics focusing on theoretical foundations of accounting and empirical testing of such theories. Specific topics and any additional prerequisites will be announced in the Schedule of Classes each time the course is offered.
Prerequisites: grad st.
Course Rules: Retakeable w/ chg in topic to 9 cr max.
Current Offerings: http://uwm.edu/schedule

BUS ADM 983 Supply Chain and Operations Management Doctoral Seminar I:
3 cr. Graduate.
Selected topics focusing on supply chain and operations management. Includes analysis of key research, develop abilities related to research ideas, and execute empirical or analytical study to develop full research paper.
Prerequisites: grad st.
Course Rules: Retakeable with change in topic to max of 9 cr.
Last Taught: Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 984 Finance Doctoral Seminar I:
3 cr. Graduate.
Selected topics focusing on theoretical foundations of corporate finance and investments, and on testing such theories. Topics & prerequisites announced each time course is offered.
Prerequisites: grad st.
Course Rules: Retakeable with change in topic to max of 9 cr.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 990 Doctoral Seminar in Strategic Management:
3 cr. Graduate.
Selected advanced topics in strategic management. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.
Prerequisites: grad st.
Course Rules: May be repeated w/ chg in topic to a 9 cr max.
Last Taught: Spring 2016, Fall 2015, Fall 2011, Spring 2010.
Current Offerings: http://uwm.edu/schedule

BUS ADM 991 MIS Doctoral Seminar II:
3 cr. Graduate.
Selected advanced topics in management information systems. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.
Prerequisites: grad st.
Course Rules: May be repeated w/ chg in topic to a 9 cr max.
Current Offerings: http://uwm.edu/schedule

BUS ADM 992 Doctoral Seminar in Marketing:
3 cr. Graduate.
Selected advanced topics in marketing. Specific topics and any additional prerequisites will be announced in the schedule of classes each time the course is offered.
Prerequisites: grad st.
Course Rules: Retakeable with change in topic to 12 cr max.
Current Offerings: http://uwm.edu/schedule
BUS ADM 993 Supply Chain & Operations Management Doctoral Seminar II
3 cr. Graduate.
Selected advanced topics in supply chain and operations management. Specific topics and any additional prerequisites will be announced in the schedule of classes each time the course is offered.
Prerequisites: grad st.
Course Rules: Retakeable w/ change in topic to 9 cr max.
Last Taught: Spring 2018, Fall 2017, Fall 2016, Fall 2015.
Current Offerings: http://uwm.edu/schedule

BUS ADM 994 Finance Doctoral Seminar II:
3 cr. Graduate.
Selected advanced topics in finance. Specific topics and any additional prerequisites will be announced in the schedule of classes each time the course is offered.
Prerequisites: grad st.
Course Rules: Retakeable with change in topic to max of 9 cr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 995 Doctoral Seminar in Decision Sciences:
3 cr. Graduate.
Selected advanced topics in multi-disciplinary and methodological issues in management science. Specific topics and any additional prereqs will be announced in the schedule of classes each time the course is offered.
Prerequisites: grad st; Bus Adm 709 or 754.
Course Rules: Retakeable with change in topic to max of 9 cr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 996 Doctoral Seminar in Organizations:
3 cr. Graduate.
Selected advanced topics in organizations. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.
Prerequisites: grad st.
Course Rules: Retakeable w/ chg in topic to 9 cr max.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Spring 2015.
Current Offerings: http://uwm.edu/schedule

BUS ADM 997 Doctoral Dissertation
1-12 cr. Graduate.
Prerequisites: dissertator st; cons instr.
Current Offerings: http://uwm.edu/schedule

BUS ADM 998 MIS Doctoral Seminar I:
3 cr. Graduate.
Selected advanced topics in management information systems. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.
Prerequisites: grad st.
Course Rules: Retakeable w/ chg in topic to 9 cr max.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUS ADM 999 Independent Work
1-3 cr. Graduate.
Prerequisites: grad st; cons instr.
Current Offerings: http://uwm.edu/schedule

Business Management Courses

BUSMGMT 704 Accounting Analysis and Control
3 cr. Graduate.
Prepares managers to critically analyze, interpret and use financial statements, cost reports, and other financial information provided by accountants and accounting systems.
Prerequisites: grad st & Bus Adm 703(P).
Current Offerings: http://uwm.edu/schedule

BUSMGMT 705 Corporate Finance
3 cr. Graduate.
Analysis of corporate financial decision-making including security valuation, cash flow estimation, capital budgeting, financial planning, capital structure, dividend policy, and international financial management.
Prerequisites: grad st & Bus Adm 703(P), BusMgmt 709(C).
Current Offerings: http://uwm.edu/schedule

BUSMGMT 706 Managing in a Dynamic Environment
3 cr. Graduate.
Provides frameworks and techniques for managing people and improving organizations. Topics include group dynamics, leadership, performance management, structure, innovation, power, change, and corporate cultures.
Prerequisites: grad st
Current Offerings: http://uwm.edu/schedule

BUSMGMT 707 Information Technology Management in International Businesses
3 cr. Graduate.
Management of information technology including the role of enterprise systems; business intelligence, mining, & analytics; virtual teams and offshoring; security, and ethical/privacy issues including sustainability and green IT in the globally connected world.
Prerequisites: grad st
Current Offerings: http://uwm.edu/schedule

BUSMGMT 708 Marketing Strategy: Concepts and Practice
3 cr. Graduate.
Builds key concepts in marketing strategy, develops knowledge of current issues and provides hands-on experience in developing and executing marketing strategies for today's managers.
Prerequisites: grad st
Current Offerings: http://uwm.edu/schedule

BUSMGMT 709 Predictive Analytics for Managers
3 cr. Graduate.
Developing statistical thinking through basic concepts for data analysis. Models for analysis of business environment, software tools, interpretation and communication of results for management applications.
Prerequisites: grad st
Current Offerings: http://uwm.edu/schedule
BUSBMGMT 711 Global Supply Chain Strategies & Competitive Operations
3 cr. Graduate.
Integration and synchronization of the logistics, IT, operations, and sourcing functions. Emphasis on fundamental supply chain strategies, global supply chain design, tactics for supply chain process improvement and competitive advantage.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 712 Strategic Management
3 cr. Graduate.
Integrative course focused on strategic thinking and decision making at the general management level. Implementing business planning and strategy in a field-based interdisciplinary action project.
Prerequisites: admis to MBA Program and BusMgmt 704(P), 705(P), 706(P), 707(P), 708(P), 709(P), & 711(P); one prereq course may be completed concurrently with BusMgmt 712.
Course Rules: Not open for credit for students who have completed BusMgmt 720.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 713 Entrepreneurship: Venture Creation and Management
3 cr. Graduate.
Study of creation, growth or acquisition of a business through entrepreneurial efforts. Process of identifying and quantifying opportunities, then conceptualizing, planning and starting a new enterprise.
Prerequisites: grad st; Bus Adm 703(P) & BusMgmt 708(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 714 Managing People and the Role of General Managers
3 cr. Graduate.
Provides framework for understanding organizational behavior and roles of general managers, as distinct from functional specialists. Develops managerial skills through cases, exercises, and industry projects.
Prerequisites: grad st.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 715 Leadership, Team Building, and Effective Communication
3 cr. Graduate.
Provides a working knowledge of team building, managing change, and effective business communication methods, and an understanding of leadership tools.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 716 International Business Management
3 cr. Graduate.
Theories and research pertaining to international business, including foreign investment, marketing, personnel, strategy development, and control of multinational operations.
Prerequisites: Grad st.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 717 Concepts and Practice of Nonprofit Management
3 cr. Graduate.
Characteristics and formation of nonprofit organizations; building effective boards of directors; board roles and responsibilities; conflicts of interest; evaluating nonprofit performance; grant writing, foundations, and fund-raising.
Prerequisites: grad st.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 720 Strategic Management in Health Care Organizations
3 cr. Graduate.
Application of strategic management tools and techniques to health care organizations. Analyzing external, competitive, and internal environment; developing objectives; understanding current strategy; formulating and implementing future directions.
Prerequisites: grad st; Bus Adm 757(P); BusMgmt 708(P) or Bus Adm 766(P); BusMgmt 704(P), 705(P), 706(P), 707(P), & 711(P).
Course Rules: Not open for credit for students who have completed BusMgmt 712.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 721 Fundraising and Development for Nonprofit Organizations
3 cr. Graduate.
Philosophical thoughts on development; basics of fundraising; strategic planning and implementation.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 722 Global Information Technology Management
3 cr. Graduate.
Management issues surrounding the effective deployment of it and is in different regions of the world.
Prerequisites: grad st.
Last Taught: Summer 2013, Summer 2012.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 723 Managing and Negotiating Across Cultures
3 cr. Graduate.
Role of culture in international management, including organization, strategy, human resource management, leadership, teams, business ethics, and negotiations.
Prerequisites: grad st.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 724 Accounting for Nonprofit Organizations
3 cr. Graduate.
Financial and managerial accounting topics for the nonprofit sector; relationship of these topics to finance, the legal environment of nonprofits, and mission of the organizations.
Prerequisites: Grad st.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule
BUSMGMT 726 Study Abroad: Business Topics:
1-3 cr. Graduate.
Immersion (including instruction at an international university) in the
economic, cultural, and business practices of selected countries.
Prerequisites: grad st & acceptance for Study Abroad Prog.
Current Offerings: http://uwm.edu/schedule

BUSMGMT 727 Health Care Accounting, Law and Ethics
3 cr. Graduate.
Critical examination of healthcare specific issues and differences from
other industries: financial and accounting practice; legal requirements
and constraints; ethical issues facing healthcare managers.
Prerequisites: grad st; BusMgmt 704(P) and 705(P).
Last Taught: Fall 2017, Fall 2015, Fall 2013, Spring 2012.
Current Offerings: http://uwm.edu/schedule

BUSMGMT 728 Training and Development in Organizations
3 cr. Graduate.
Development and evaluation of training and career development
programs in organizations. Skills-based approach to understanding
needs assessments, learning principles, training development and
evaluation.
Prerequisites: grad st.
Course Rules: Counts as repeat of Bus Adm 443 with similar subtitle.
Last Taught: Fall 2016, Fall 2015, Fall 2014, Fall 2013.
Current Offerings: http://uwm.edu/schedule

BUSMGMT 729 MBA Internship
3 cr. Graduate.
A defined work experience with a for-profit, non-profit, international, or
government organization, applying previous coursework to a workplace
setting. Project paper required.
Prerequisites: grad st; completion of any 12 cr (4 courses) from MBA
Core (BusMgmt 704-711); Masters GPA of 3.50 or better; writ cons of
instr.
Last Taught: Summer 2018, Fall 2016, Summer 2016, Fall 2015.
Current Offerings: http://uwm.edu/schedule

BUSMGMT 730 Strategic Management and Leadership for Nonprofit
Organizations
3 cr. Graduate.
Concepts and methods of strategic thinking and applications of strategy
in nonprofit organizational settings. Nonprofit governance and executive
leadership roles in strategy formation and implementation.
Prerequisites: grad st; BusMgmt 718(P) or Pol Sci 789(P) or Pol Sci/
Sociol/Urb Std 704(P); BusMgmt 721(P), 724(P), & 725(P); Bus Adm
766(P) or Pol Sci 705(P) or Pol Sci 791(P); Pol Sci 792(P) & 793(P).
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUSMGMT 731 Research Tools for Practitioners in Human Resources
and Labor Relations
3 cr. Graduate.
Planning and carrying out simple surveys; evaluating policies, programs,
and procedures in organizations; interpreting, evaluating and using
research conducted by others.
Prerequisites: grad st; Econ 210(P) or Bus Adm 210(P) or cons instr.
Course Rules: Ind Rel 731 and BusMgmt 731 are jointly offered; they
count as repeats of one another.
Current Offerings: http://uwm.edu/schedule

BUSMGMT 732 Enterprise Resource Planning
3 cr. Graduate.
Enterprise Resource Planning concepts, fundamental business
processes, interaction of various functional areas, development tools for
the implementation of web-based ERP applications.
Prerequisites: grad st
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUSMGMT 733 Enterprise Simulation Game
1 cr. Graduate.
Use ERP simulation game, develop understanding of ERP concepts,
experience benefits of ERP develop technical skills using ERP software.
Prerequisites: grad st
Current Offerings: http://uwm.edu/schedule

BUSMGMT 734 Enterprise Resource Planning Certification
3 cr. Graduate.
Understand interdependencies and integration of key business processes
and power of technology-enabled ERP system to increase productivity
and improve business performance. Includes TERP 10 certification exam
preparation.
Prerequisites: grad st; Bus Adm 811(P)
Current Offerings: http://uwm.edu/schedule

BUSMGMT 735 Advanced Spreadsheet Tools
1 cr. Graduate.
Covers advanced spreadsheet decision making tools. Business problems
from across the enterprise will be solved using EXCEL functions, pivot
tables, scenario evaluation and others.
Prerequisites: grad st; Bus Adm 701(C).
Current Offerings: http://uwm.edu/schedule

BUSMGMT 736 Understanding and Using Corporate Financial Reports
2 cr. Graduate.
Introduces corporate financial reporting practices, accounting
termology, and disclosure concepts. Develops skills in reading
and analyzing annual reports. Emphasizes the impact of alternative
accounting practices.
Prerequisites: grad st; Bus Adm 701(C).
Last Taught: Spring 2017, Fall 2016, Spring 2016, Fall 2015.
Current Offerings: http://uwm.edu/schedule
BUSBMGMT 737 Business Strategy and Economics
2 cr. Graduate.
Economics analysis of applied problems in business. Includes behavioral economics, game theory, pricing in oligopolies, monopolies, price discrimination, and the psychology of pricing.
Prerequisites: grad st; Bus Adm 701(C).
Last Taught: Spring 2017, Fall 2016, Spring 2016, Fall 2015.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 738 Critical and Analytical Thinking in Business
2 cr. Graduate.
Provides training, practice, and feedback in the construction, presentation, and evaluation of clear, well-reasoned arguments. Interactive sessions and structured assignments highlight business applications.
Prerequisites: grad st; Bus Adm 701(C).
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 741 Management of Technology Ventures
3 cr. Graduate.
Development, launch, and management of technology ventures including venture growth management. Prepares students to lead and manage technology ventures.
Prerequisites: grad st & admis to business or engineering program or admis to Tech Entrep Cert program.
Last Taught: Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 742 Technology Innovation and Corporate Entrepreneurship
3 cr. Graduate.
Advanced concepts related to technology management, technological innovation, technology strategy, and corporate entrepreneurship. Prepares students to lead technology commercialization projects.
Prerequisites: grad st & admis to business or engineering program or admis to Tech Entrep Cert program.
Last Taught: Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 743 Technology Entrepreneurship Project
3 cr. Graduate.
Integration of key product/service innovation, commercialization, and entrepreneurship processes in the establishment of new (or corporate) technology ventures; trains students to lead new ventures.
Prerequisites: grad st & admis to business or engineering program or admis to Tech Entrep Cert program; BusMgmt 741(P).
Current Offerings: http://uwm.edu/schedule

BUSBMGMT 744 R Programming for Business Analytics
3 cr. Graduate.
Focus on basic data manipulation and statistical modeling in R. The objective is to develop R programming skills to investigate different types of business data to inform business decisions.
Prerequisites: grad st; BusMgmt 709(P).
Last Taught: Spring 2018.
Current Offerings: http://uwm.edu/schedule

Faculty

<table>
<thead>
<tr>
<th>Name</th>
<th>Rank</th>
<th>Degree</th>
<th>School</th>
<th>Graduate Faculty</th>
<th>Emeritus Faculty</th>
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<tbody>
<tr>
<td>Larry Abbott</td>
<td>Associate Professor</td>
<td>PhD, CPA</td>
<td>University of Oregon</td>
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<tr>
<td>Daniel Albert</td>
<td>Assistant Professor</td>
<td>PhD</td>
<td>University of St. Gallen</td>
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<td>Layth C. Alwayn</td>
<td>Associate Professor</td>
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<tr>
<td>Grace Ambrose</td>
<td>Lecturer</td>
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<td>Esther Ancel</td>
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<td>Patricia J. Arnold</td>
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<td>Bruce A. Bender</td>
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<td>Amit Bhatnager</td>
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<td>Colleen Boland</td>
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<td>Zheng Cheng</td>
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<td>I-Hsuan Chiu</td>
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<td>Brian Daugherty</td>
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<td>Stanislav D. Dobrev</td>
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<td>Sally S. Manegold Chair in Strategic Management</td>
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<td>Xiang Fang</td>
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<td>Paul M Fischer</td>
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<td>Sarah J. Freeman</td>
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<td>Michael Freimark</td>
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<td>Dennis H. Gensch</td>
<td>Professor</td>
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Sanjoy Ghose  Professor and Director of PhD Programs  PhD  Carnegie-Mellon University
Maria Goranova  Associate Professor  PhD  Syracuse University
Timothy C. Haas  Associate Professor  PhD  Colorado State University
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Raymond Rausch  Lecturer  JD
Will Rayms  Professor  PhD
Hong Ren  Associate Professor  PhD  Pennsylvania State University
Joseph Retzer  Lecturer  PhD  University of Wisconsin-Milwaukee
<table>
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<tr>
<th>Name</th>
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<tr>
<td>Jeffrey Rymaszewski</td>
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<td>Valeriy Sibilkov</td>
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<td>Ehsan S. Soofi</td>
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<td>G. Kevin Spellman</td>
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<td>Huimin Zhao</td>
<td>Professor</td>
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<td>University of Arizona</td>
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</tbody>
</table>

**Contact Information**

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