

Spring 2019

Accountancy

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10044	AC 310 E01				Cost Management	T	06:30pm 09:10pm	Williams	Pre-Req: GB 212.	
10047	AC 311 E01				Financial Acc and Reporting I	W	06:30pm 09:10pm	McConville	Pre-Req: GB 212.	
10051	AC 312 E01				Financial Acc and Reporting II	T	06:30pm 09:10pm	McConville	Pre-Req: AC 311.	
10060	AC 340 E01				Accounting Information Systems	M	06:30pm 09:10pm	Reed	Pre-Req: AC 311 Pre or Co-req & GB 310 Pre or Co-req.	C
10064	AC 350 E01				Federal Taxation	R	06:30pm 09:10pm	Nixon	Pre-Req: GB 212.	
10067	AC 412 E01				Advanced Accounting	R	06:30pm 09:10pm	Freed	Pre-Req-Co-Req: AC 312.	
10072	AC 470 E01				Financial Statement Auditing	M	06:30pm 09:10pm	Reville	Pre-Req: AC 311 & AC 340.	
10073	AC 472 E01				Internal Auditing	W	06:30pm 09:10pm	Gray	Pre-Req: AC 311 & AC 340.	

Computer Information Systems

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10114	CS 150 E01				Intro Data & Info Mgmt	T	06:30pm 09:10pm	Jones	Pre-Req: IT 101. Programming Intensive	
10115	CS 150 E02				Intro Data & Info Mgmt	R	06:30pm 09:10pm	Wright	Pre-Req: IT 101. Programming Intensive	
10119	CS 180 E01				Programming Fundamentals	R	06:30pm 09:10pm	Banks	Pre-Req: IT 101. Programming Intensive	
10118	CS 180 E02				Programming Fundamentals	M	06:30pm 09:10pm	Rude	Pre-Req: IT 101. Programming Intensive	
10131	CS 350 E01				Database Management Systems	W	06:30pm 09:10pm	TBA	PREQ: CS 150 or (AC 340 for AIS or ISAC major) or (MA 346 for DA majors). Programming Intensive	
10134	CS 440 E01				Adv Net-Centric Comp	R	07:30pm 09:50pm	Isahagian	Pre-Req: CS 180 & CS 240. Cross Posted with CS 607	

Economics

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10155	EC 111 E01				Principles of Microeconomics	T	06:30pm 09:10pm	Barnor	Pre-Req: 3 credits of MA 100 level.	

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10169	EC 112 E01				Principles of Macroeconomics	M	06:30pm 09:10pm	Constantino	Pre-Req: EC 111 and 3 credits of MA.	
10170	EC 112 E02				Principles of Macroeconomics	T	06:30pm 09:10pm	TBA	Pre-Req: EC 111 and 3 credits of MA.	
10171	EC 112 E03				Principles of Macroeconomics	W	06:30pm 09:10pm	Barnor	Pre-Req: EC 111 and 3 credits of MA.	
10172	EC 112 E04				Principles of Macroeconomics	R	06:30pm 09:10pm	TBA	Pre-Req: EC 111 and 3 credits of MA.	
10177	EC 224 E01				Intermediate Price Theory	T	06:30pm 09:10pm	Eskot	Pre-Req: EC 111 & EC 112 & MA I.	
10190	EC 370 E01				Behavioral & Experimental Econ	M	06:30pm 09:10pm	Livingston	Pre-Req: EC 111 & EC 112.	D

English & Media Studies

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10200	CIN 382 E01				The City in American Film	W	06:30pm 09:10pm	Stuckey		C, D
10205	COM 210 E01				Effective Speaking	M	06:30pm 09:10pm	Sarkisian	Pre-Req: Expository Writing I.	C
10206	COM 210 E02				Effective Speaking	W	06:30pm 09:10pm	TBA	Pre-Req: Expository Writing I.	C
10249	EXP 201 E01				Expository Writing II	T	06:30pm 09:10pm	Burke	Pre-Req: EXP 101 or EXP 101L with approval. Service-Learning 4th-credit option.	
10250	EXP 201 E02				Expository Writing II	R	06:30pm 09:10pm	Reed	Pre-Req: EXP 101 or EXP 101L with approval. Service-Learning 4th-credit option.	
10777	LIT 260 E01				Intro African Amer Lit&Culture	T	06:30pm 09:10pm	Stuckey		C, D
10778	LIT 310 E01				Creative Writing--Poetry	W	06:30pm 09:10pm	Pennel	Service-Learning 4th-credit option.	C

Finance

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10270	FI 306 E01				Financial Markets & Investment	R	06:30pm 09:10pm	Read	Pre-Req: FI 305. Formerly FI 320.	
10276	FI 307 E01				Advanced Managerial Finance	W	06:30pm 09:10pm	Leabman	Pre-Req: FI 305. Formerly FI 380.	
10277	FI 307 E02				Advanced Managerial Finance	T	06:30pm 09:10pm	Constantino	Pre-Req: FI 305. Formerly FI 380.	
10285	FI 318 E01				R E Investment Decisions	W	06:30pm 09:10pm	Harrell	Pre or Co-Req: (FI 380 or FI 307) or (FI 320 or FI 306).	

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CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10302	FI 372 E01				Mergers & Acquisitions	W	06:30pm 09:10pm	DiBello	PREQ: (FI 320 or FI 306) or (FI 380 or FI 307). Formerly FI 402.	

General Business

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10318	GB 110 E01				Legal & Ethical Environ in Bus	T	06:30pm 09:10pm	Paige		
10366	GB 213 E01				Business Statistics	W	06:30pm 09:10pm	Changpetch	PRE or COREQ: MA II PREQ: IT 101 & GB 112 & (CC3 or WP).	
10381	GB 214 E01				Marketing-Operations Fundament	W	06:30pm 09:10pm	Steinfeld	Pre-Req: (CC3 or WP). Operations Instructor is Christopher Lanoue	
10382	GB 214 E02				Marketing-Operations Fundament	W	06:30pm 09:10pm	Lanoue	Pre-Req: (CC3 or WP). Marketing Instructor is Laurel Steinfeld	
10395	GB 215 E01				Human Behavior & Organizations	M	06:30pm 09:10pm	Vasiliou	Pre-Req: (CC3 or WP).	
10396	GB 215 E02				Human Behavior & Organizations	T	06:30pm 09:10pm	TBA	Pre-Req: (CC3 or WP).	
10407	GB 310 EB1				Business Processes & Systems	M	06:30pm 09:10pm	Murphy	Pre-Req: GB 212, GB 213 & GB 214 & (CC5 or WP).	
10408	GB 310 EB2				Business Processes & Systems	T	06:30pm 09:10pm	Murphy	Pre-Req: GB 212, GB 213 & GB 214 & (CC5 or WP).	
10409	GB 310 EB3				Business Processes & Systems	M	06:30pm 09:10pm	Mutigwe	Pre-Req: GB 212, GB 213 & GB 214 & (CC5 or WP).	
10410	GB 310 EB4				Business Processes & Systems	W	06:30pm 09:10pm	Mutigwe	Pre-Req: GB 212, GB 213 & GB 214 & (CC5 or WP).	
10423	GB 320 EB1				Integrated Business Project	T	06:30pm 09:10pm	Elwell	Pre-Req: GB 212 & GB 213 & GB 214 & GB 215 & (CC5 or WP). taught with Lanoue and Shepherd	
10424	GB 320 EB2				Integrated Business Project	T	06:30pm 09:10pm	Lanoue	Pre-Req: GB 212 & GB 213 & GB 214 & GB 215 & (CC5 or WP). taught with Elwell and Shepherd	
10425	GB 320 EB3				Integrated Business Project	T	06:30pm 09:10pm	Shepherd	Pre-Req: GB 212 & GB 213 & GB 214 & GB 215 & (CC5 or WP). taught with Elwell and Lanoue	
10440	GB 410 E01				Global Strategy	M	06:30pm 09:10pm	Sales	PREQ: (All 100 and 200 level GB courses & GB	

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									310) and GB 320 CPR & (CC7 or WP).	
10441	GB 410 E02				Global Strategy	T	06:30pm 09:10pm	Ledoux	PREQ: (All 100 and 200 level GB courses & GB 310) and GB 320 CPR & (CC7 or WP).	

Global Studies

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10446	GLS 100 E01				US Govt & Politics	R	06:30pm 09:10pm	Bellino		
10450	GLS 101 E01				Globalization	W	06:30pm 09:10pm	Eijmberts		I
10476	GLS 403 E01				Model United Nations	T	06:30pm 09:10pm	McNemar	Pre-Req: 1 GLS course or IP. Service-Learning 4th-credit option.	I

History

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10499	HI 395 E01				Palestine & Israel:Middle East	T	06:30pm 09:10pm	Rosenberg		I

Info Design and Corporate Comm

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10500	IDCC 240 E01				Fundamentals of Visual Comm	M	06:30pm 09:10pm	Rabinovich	Pre-Req:Expository Writing I.	C
10507	IDCC 320 E01				Managerial Communication	W	06:30pm 09:10pm	Lalwani	Pre-Req:Expository Writing I.	C
10513	IDCC 370 E01				Web Design I:Info Design&Princ	T	06:30pm 09:10pm	Goldberg	Pre-Req:Expository Writing I.	C
10516	IDCC 3900 E01				STP Forward Fashion	M	05:00pm 07:20pm	Cross		

Law, Tax & Financial Planning

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10522	LA 145 TR1				English Origins of the Law	W	06:30pm 09:10pm	Salimbene	Instructor Permission required. Includes travel to England During spring break.	I

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10527	LA 313 E01				Securities Regulations	W	06:30pm 09:10pm	TBA	Pre-Req: GB 110.	

Management

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10593	MG 240 E01				Interpersonal Relations in Mgt	M	06:30pm 09:10pm	Sullivan	Pre-Req: GB 215.	C
10594	MG 240 E02				Interpersonal Relations in Mgt	T	06:30pm 09:10pm	TBA	Pre-Req: GB 215.	C
10595	MG 241 E01				Effective Leadership	W	06:30pm 09:10pm	Weiss	Pre-Req: GB 215.	
10599	MG 317 E01				Managing Quality	T	06:30pm 09:10pm	Li	Pre-Req: GB 214.	
10601	MG 331 E01				Management/International Op	T	06:30pm 09:10pm	Asgary	Pre-Req: EC 111 & GB 215.	I
10800	MG 335 E01				Entrepreneurial Thinking	R	06:30pm 09:10pm	Shuman	Pre-Req: GB 215.	
10606	MG 338 E01				Launching Your Business	M	06:30pm 09:10pm	Tuffile	Pre-Req or Co-Req: MG335	
10614	MG 360 E01				Negotiating	T	06:30pm 09:10pm	O'Halloran	PREQ: GB 215. Pass/Fail option not available on this course.	C

Marketing

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10621	MK 342 E01				Advertising	W	06:30pm 09:10pm	Baucum	Pre-Req: GB 214.	
10622	MK 344 E01				Retailing	T	06:30pm 09:10pm	Beltre	Pre-Req: GB 214.	

Mathematical Sciences

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10555	MA 126 E01				Applied Calculus for Bus II	T	06:30pm 09:10pm	Quint	Pre-Req: MA 123 or MA 123L.	
10568	MA 207 E01				Matrix Algebra with Applicat	M	06:30pm 09:10pm	Harnden	Pre-Req: 3 credits of math	

Philosophy

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10726	PH 101 E01				Problems of Philosophy	T	06:30pm 09:10pm	Steinhofer		

Professional Sales

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10803	PRS 339 E01				Effective Selling	T	06:30pm 09:10pm	Johnson	Pre-Req: GB 214.	
10732	PRS 373 E01				Sales Strategy and Technology	M	06:30pm 09:10pm	Azzolino	Pre-Req: GB 214.	

Sociology

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
10743	SO 252 E01				Health,Illness & Everyday Life	T	06:30pm 09:10pm	Doane		D

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