

GRADUATE COX COURSE SCHEDULE - FALL 2018

Term Dates: August 20 - December 14. **Module A Dates:** August 20 - October 13. **Module B Dates:** October 17 - December 14

Exam Weeks: **Module A:** Monday, October 8 - Saturday, October 13 **Module B:** Monday, December 10 - Friday, December 14.

No class sessions due to University Holidays: **Labor Day:** Saturday, September 1; Monday, September 3; **Thanksgiving:** Wednesday, November 21; Thursday, November 22; Friday, November 23; Saturday, November 24.

CATALOG CLASS SUBJECT, NUMBER NUMBER &			PROGRAM(S) ALLOWED TO ENROLL		MOD	DAY	TIME	ROOM	INSTRUCTOR	COURSE TITLE	PREREQUISITE
Note: all elective courses have the wait list option (6 students at a time) * meets PMBA degree requirement for an international course											
5226	ACCT	6201	011	FT20 - Sec 1	A	Tuesday & Thursday	9:30 am - 10:50 am	Crow 190	Riffe, Susan	Financial Accounting I	None
5225	ACCT	6201	012	FT20 - Sec 2	A	Tuesday & Thursday	8:00 am - 9:20 am	Crow 190	Riffe, Susan	Financial Accounting I	None
5261	ACCT	6201	019	MSF	A	Wednesday	6:30 pm - 9:20 pm	Maguire 250	Hamilton, Russ	Financial Accounting I	None
5251	ACCT	6201	711	MSSM, MSPHM	A	Monday	6:30 pm - 9:20 pm	Crow 195	Hamilton, Russ	Financial Accounting I	None
5244	ACCT	6201	118	MSM	A	Monday	2:00 pm - 4:50 pm	Crow 280	Hamilton, Russ	Financial Accounting I	None
5227	ACCT	6201	714	PT83 (TR)	A	Tuesday	6:30 pm - 9:20 pm	Maguire 250	Magliolo, Jody	Financial Accounting I	None
5228	ACCT	6201	015	PT83 (RS,SS)	A	Saturday	9:00 am - 11:50 am	Crow 280	Magliolo, Jody	Financial Accounting I	None
5224	ACCT	6210	012	MSA - AA & MBA Elective	A	Monday	8:00 am - 10:50 am	Crow 195	Hanna, Doug	Financial Reporting & Analysis I	ACCT 6202 or MSA Program
5231	ACCT	6210	111	MSA - AA & MBA Elective	A	Tuesday	2:00 pm - 4:50 pm	Crow 195	Hanna, Doug	Financial Reporting & Analysis I	ACCT 6202 or MSA Program
5247	ACCT	6210	711	MSA - AA & MBA Elective	A	Tuesday	6:30 pm - 9:20 pm	Crow 195	Hanna, Doug	Financial Reporting & Analysis I	ACCT 6202 or MSA Program
5238	ACCT	6214	111	MSA & MBA Elective	A	Wednesday	2:00 pm - 4:50 pm	Crow 277	Selling, Thomas	Mergers & Acquisitions	ACCT 6202 or MSA Program
5239	ACCT	6214	711	MSA & MBA Elective	A	Wednesday	6:30 pm - 9:20 pm	Crow 277	Selling, Thomas	Mergers & Acquisitions	ACCT 6202 or MSA Program
5240	ACCT	6214	011	MSA & MBA Elective	A	Thursday	9:30 am - 12:20 pm	Crow 277	Selling, Thomas	Mergers & Acquisitions	ACCT 6202 or MSA Program
5259	ACCT	6220	111	MSA	A	Monday	2:00 pm - 4:50 pm	Crow 195	Kanter, Larry / Rogers, Dave	Accounting Data Analytics	
5258	ACCT	6220	711	MSA	A	Monday	6:30 pm - 9:20 pm	Maguier 251	Kanter, Larry / Rogers, Dave	Accounting Data Analytics	
5237	ACCT	6239	011	MSA - Tax	A	Thursday	11:00 am - 1:50 pm	Crow 280	Shaw, Wayne	Tax Research	MSA Program or Permission of instructor
5233	ACCT	6248	111	MSA	A	Monday	2:00 pm - 4:50 pm	Crow 277	Shaw, Wayne	Advanced Corporate Taxation	MSA Program or Permission of instructor (Note: to receive grade for 6248 MUST also complete 6249)
5229	ACCT	6248	011	MSA	A	Tuesday	11:00 am - 1:50 pm	Crow 277	Shaw, Wayne	Advanced Corporate Taxation	(Note: to receive grade for 6248 MUST also complete 6249)
5252	ACCT	6248	112	MSA	A	Tuesday	2:00 pm - 4:50 pm	Crow 277	Shaw, Wayne	Advanced Corporate Taxation	(Note: to receive grade for 6248 MUST also complete 6249)
5241	ACCT	6202	027	FT20 & FTM19	B	Monday & Wednesday	9:30 am - 10:50 am (Mon) 9:00 am - 10:20 am (Wed)	Crow 280	Wang, Sean	Financial Accounting II	ACCT 6201
5242	ACCT	6202	028	FT20 & FTM19	B	Monday & Wednesday	11:00 am - 12:20 pm	Crow 280	Wang, Sean	Financial Accounting II	ACCT 6201
5245	ACCT	6202	722	MSM	B	Tuesday	6:30 pm - 9:20 pm	Crow 190	Wang, Sean	Financial Accounting II	ACCT 6201
5256	ACCT	6202	721	MSF	B	Thursday	6:30 pm - 9:20 pm	Crow 190	Wang, Sean	Financial Accounting II	ACCT 6201
5243	ACCT	6205	027	FT20 & FTM19 & MSM	B	Monday & Wednesday	9:30 am - 10:50 am (Mon) 9:00 am - 10:20 am (Wed)	Crow 190	Bhat, Gauri	Managerial Accounting I	ACCT 6201
5248	ACCT	6205	028	FT20 & FTM19 & MSM	B	Monday & Wednesday	11:00 am - 12:20 pm	Crow 190	Bhat, Gauri	Managerial Accounting I	ACCT 6201
5254	ACCT	6212	021	MSA - AA & MBA Elective	B	Monday	8:00 am - 10:50 am	Crow 195	Hanna, Doug	Financial Reporting & Analysis II	ACCT 6202 or MSA Program
5246	ACCT	6212	121	MSA - AA & MBA Elective	B	Monday	2:00 pm - 4:50 pm	Crow 277	Hanna, Doug	Financial Reporting & Analysis II	ACCT 6202 or MSA Program
5232	ACCT	6212	721	MSA - AA & MBA Elective	B	Tuesday	6:30 pm - 9:20 pm	Crow 279	Hanna, Doug	Financial Reporting & Analysis II	ACCT 6202 or MSA Program
5250	ACCT	6219	121	MSA	B	Wednesday	11:00 am - 1:50 pm	Crow 195	Dixon, Gary	Leadership Skills for the Accounting Professional	MSA Program
5249	ACCT	6219	721	MSA	B	Wednesday	2:00 pm - 4:50 pm	Crow 195	Dixon, Gary	Leadership Skills for the Accounting Professional	MSA Program
5260	ACCT	6220	721	MSA	B	Monday	6:30 pm - 9:20 pm	Crow 195	Kanter, Larry / Rogers, Dave	Accounting Data Analytics	
5255	ACCT	6226	021	MSA	B	Tuesday	8:00 am - 10:50 am	Crow 277	Bryan, Barry	Accounting Information Systems	MSA Program

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No class sessions due to University Holidays: Labor Day: Saturday, September 1; Monday, September 3; Thanksgiving: Wednesday, November 21; Thursday, November 22; Friday, November 23; Saturday, November 24.											
CATALOG CLASS NUMBER	SUBJECT, NUMBER &	PROGRAM(S) ALLOWED TO ENROLL	MOD	DAY	TIME	ROOM	INSTRUCTOR	COURSE TITLE	PREREQUISITE		
Note: all elective courses have the wait list option (6 students at a time) * meets PMBA degree requirement for an international course											
5235	ACCT 6226	121	MSA	B	Thursday	11:00 am - 1:50 pm	Crow 277	Bryan, Barry	Accounting Information Systems	MSA Program	
5236	ACCT 6226	022	MSA	B	Thursday	2:00 pm - 4:50 pm	Crow 277	Bryan, Barry	Accounting Information Systems	MSA Program	
5257	ACCT 6240	721	MSA	B	Wednesday	6:30 pm - 9:20 pm	Crow 195	Hamilton, Russ	Advanced Partnership Taxation	ACCT 6248	
5230	ACCT 6249	121	MSA	B	Monday	2:00 pm - 4:50 pm	Crow 195	Shaw, Wayne	Entity Taxation	ACCT 6248 or MSA Program or by Permission	
5234	ACCT 6249	021	MSA	B	Tuesday	11:00 am - 1:50 pm	Crow 195	Shaw, Wayne	Entity Taxation	ACCT 6248 or MSA Program or by Permission	
5253	ACCT 6249	122	MSA	B	Tuesday	2:00 pm - 4:50 pm	Crow 195	Shaw, Wayne	Entity Taxation	ACCT 6248 or MSA Program or by Permission	
6103	BAEX 6238	721		B	Saturday	9:00 am - 11:50 am	Crow 279	Davis, Mike	Doing Business in China / Class meets 5 times / additional program fee assessed - more information available from Global Programs Office.	Completion of Core Courses	
5387	BL 6325	021	MSA	B	Tuesday	8:45 a.m. - 12:20 p.m.	Collins 200	Weber, Catherine	Ethics and Related Legal Issues for Accountants Two additional class sessions:	M.S.A. Program - Meets Ethics Requirement	
5359	BUSE 6202	715	PT81 & MSSM	A	Thursday	6:30 pm - 9:20 pm	Maguire 350	Cox, W. Michael	Managerial Economics	None	
5358	BUSE 6202	014	PT81 & MSSM	A	Saturday	1:00 pm - 3:50 pm	Maguire 350	Cox, W. Michael	Managerial Economics	None	
5363	BUSE 6202	711	MSF	A	Monday	6:30 pm - 9:20 pm	Maguire 350	Cox, W. Michael	Managerial Economics	None	
5357	BUSE 6202	021	FT20 - Sec 2	B	Tuesday & Thursday	9:30 am - 10:50 am	Crow 190	Lawson, Robert	Managerial Economics	None	
5356	BUSE 6202	022	FT20 - Sec 1	B	Tuesday & Thursday	8:00 am - 9:20 am	Crow 190	Lawson, Robert	Managerial Economics	None	
5959	BUSE 6202	122	FTM19	B	Tuesday	2:00 pm - 4:50 pm	Crow 277	Lawson, Robert	Managerial Economics	None	
5362	BUSE 6202	121	MSM	B	Thursday	2:00 pm - 4:50 pm	Crow 190	Lawson, Robert	Managerial Economics	None	
5361	BUSE 6203	024	P82	B	Thursday	6:30 pm - 9:20 pm	Crow 195	Davis, Mike	Macroeconomics	BUSE 6202	
5360	BUSE 6206	721		B	Thursday	2:00 pm - 4:50 pm	Crow 195	Davis, Mike	Uncertainty and Strategic Decision-Making	BUSE 6202	
5368	CISB 6210	111		A	Wednesday	9:30 am - 12:20 pm	Crow 277	Kincaid, Barbara	Essential Law for the Entrepreneur	None	
5367	CISB 6224	711		A	Monday	6:30 pm - 9:20 pm	Crow 277	Bartles, Brian	Venture Financing	None	
5369	CISB 6226	711	MSEN & MBA Elective	A	Wednesday	6:30 pm - 9:20 pm	Crow 279	Solomon, Yoram	Evaluating Entrepreneurial Opportunity	None	
5364	CISB 6222	721	MSEN & MBA Elective	B	Wednesday	6:30 pm - 9:20 pm	Crow 279	Terry, John	Starting a Business	None	
5366	CISB 6223	721		B	Tuesday	6:30 pm - 9:20 pm	Crow 195	Kimzey, Jackie	Early Stage Valuation and Funding	None	
5365	CISB 6225	724		B	Monday	6:30 pm - 9:20 pm	Crow 277	Bartles, Brian	Entrepreneurial Exit Strategies	None	
6416	CISB 6225	721		B	Saturday	1:00 pm - 3:50 pm	Crow190	Bartles, Brian	Entrepreneurial Exit Strategies	None	
5960	CISB 6229	721		B	Thursday	6:30 pm - 9:20 pm	Crow 279	Mak, Simon	Blockchain Entrepreneurship	None	
5263	FINA 6201	011	FT20 - Sec 1	A	Monday & Wednesday	11:00 am - 12:20 pm	Crow 280	Gande, Amar	Managerial Finance	None	
5264	FINA 6201	012	FT20 - Sec 2	A	Monday & Wednesday	9:30 am - 10:50 am (Mon) 9:00 am - 10:20 am (Wed)	Crow 280	Gande, Amar	Managerial Finance	None	
5268	FINA 6201	118	MSM & MSA	A	Thursday	6:30 pm - 9:20 pm	Maguire 250	Walcott, Nathan	Managerial Finance	None	
5980	FINA 6205	719	MSF & MBA Elective	A	Thursday	6:30 pm - 9:20 pm	Crow 280	Santhanakrishnan, Muku	Finance Theory & Practice	M.S.F. Program	
6289	FINA 6205	111	MSF & MBA Elective	A	Saturday	9:00 am - 11:50 am	Maguire 250	Santhanakrishnan, Muku	Finance Theory & Practice	M.S.F. Program	

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5285	FINA 6214	711		A	Wednesday	6:30 pm - 9:20 pm	Maguire 251	Santhanakrishnan, Muku	* International Financial Markets	FINA 6205	
5275	FINA 6216	111C	MBA Elective	A	Tuesday	2:00 pm - 4:50 pm	Crow 280	Venkataraman, Kumar	Portfolio Theory and Asset Pricing	FINA 6201	
5269	FINA 6216	119C	MSF	A	Tuesday	2:00 pm - 4:50 pm	Crow 280	Venkataraman, Kumar	Portfolio Theory and Asset Pricing	M.S.F. Program	
5276	FINA 6216	711C	MBA Elective	A	Tuesday	6:30 pm - 9:20 pm	Crow 280	Venkataraman, Kumar	Portfolio Theory and Asset Pricing	FINA 6201	
5267	FINA 6216	719C	MSF	A	Tuesday	6:30 pm - 9:20 pm	Crow 280	Venkataraman, Kumar	Portfolio Theory and Asset Pricing	M.S.F. Program	
5266	FINA 6222	111		A	Thursday	11:00 am - 1:50 pm	Crow 190	Rosenblum, Harvey	Financial Markets & Monetary Policy	FINA 6205	
5975	FINA 6226	111	W/UG ALTS	A	Thursday	2:00 pm - 4:50 pm	Crow 280	Selender, Art	Quantitative Trading Strategies	FINA 6205	
5270	FINA 6230	724		A & B	Thursday	6:30 pm - 8:30 pm	Maguire 150A	Selender, Art	Practicum in Portfolio Management I <i>Course will meet once per week for entire term.</i>	Admittance to class is by application ONLY	
5991	FINA 6205	122		B	Wednesday	2:00 pm - 4:50 pm	Crow 277	Miller, Darius	Finance Theory & Practice	FINA 6201	
5265	FINA 6205	721		B	Wednesday	6:30 pm - 9:20 pm	Crow 277	Miller, Darius	Finance Theory & Practice	FINA 6201	
5286	FINA 6205	121		B	Thursday	11:00 am - 1:50 pm	Crow 190	Miller, Darius	Finance Theory & Practice	FINA 6201	
5262	FINA 6211	121C	MBA Elective	B	Monday	2:00 pm - 4:50 pm	Crow 280	Gantchev, Nick	Valuation & Analysis	FINA 6205	
5282	FINA 6211	129C	MSF	B	Monday	2:00 pm - 4:50 pm	Crow 280	Gantchev, Nick	Valuation & Analysis	M.S.F. Program	
5283	FINA 6211	721C	MBA Elective	B	Monday	6:30 pm - 9:20 pm	Crow 280	Gantchev, Nick	Valuation & Analysis	FINA 6205	
5284	FINA 6211	729C	MSF	B	Monday	6:30 pm - 9:20 pm	Crow 280	Gantchev, Nick	Valuation & Analysis	M.S.F. Program	
5287	FINA 6219	121C	MBA Elective	B	Wednesday	2:00 pm - 4:50 pm	Crow 190	Selender, Art	Derivatives	FINA 6205	
5288	FINA 6219	129C	MSF	B	Wednesday	2:00 pm - 4:50 pm	Crow 190	Selender, Art	Derivatives	M.S.F. Program	
5289	FINA 6219	721C	MBA Elective	B	Wednesday	6:30 pm - 9:20 pm	Crow 190	Selender, Art	Derivatives	FINA 6205	
5290	FINA 6219	729C	MSF	B	Wednesday	6:30 pm - 9:20 pm	Crow 190	Selender, Art	Derivatives	M.S.F. Program	
5995	FINA 6238	021C	MBA Elective	B	Monday	9:30 am - 12:20 pm	Maguire 150A	Jacobsen, Stacey	Financial Modeling	FINA 6205	
5996	FINA 6238	029C	MSF	B	Monday	9:30 am - 12:20 pm	Maguire 150A	Jacobsen, Stacey	Financial Modeling	M.S.F. Program	
5279	FINA 6238	121C	MBA Elective	B	Tuesday	2:00 pm - 4:50 pm	Maguire 150A	Jacobsen, Stacey	Financial Modeling	FINA 6205	
5273	FINA 6238	129C	MSF	B	Tuesday	2:00 pm - 4:50 pm	Maguire 150A	Jacobsen, Stacey	Financial Modeling	M.S.F. Program	
5280	FINA 6238	721C	MBA Elective	B	Tuesday	6:30 pm - 9:20 pm	Maguire 150A	Jacobsen, Stacey	Financial Modeling	FINA 6205	
5272	FINA 6238	729C	MSF	B	Tuesday	6:30 pm - 9:20 pm	Maguire 150A	Jacobsen, Stacey	Financial Modeling	M.S.F. Program	
5305	ITOM 6203	015	PT80 & FTM19	A	Thursday	6:30 pm - 9:20 pm	Crow 190	Ahuja, Vishal	Operations Management	ITOM 6202	
5321	ITOM 6212	111	MSBA	A	Wednesday	6:30 pm - 9:20 pm	Crow 195	Tabor, Hettie	Data Visualization and Communication		
5324	ITOM 6212	112	MSBA	A	Thursday	2:00 pm - 4:50 pm	Crow 190	Tabor, Hettie	Data Visualization and Communication		
5322	ITOM 6212	711	MSBA	A	Thursday	6:30 pm - 9:20 pm	Maguire 251	Tabor, Hettie	Data Visualization and Communication		
5323	ITOM 6212	011	MBA	A	Wednesday	2:00 pm - 4:50 pm	Crow 190	Tabor, Hettie	Data Visualization and Communication		
5309	ITOM 6215	711		A	Tuesday	6:30 pm - 9:20 pm	Crow 277	Rogers, Stewart	Database Design for Business Applications	ITOM 6203	
5314	ITOM 6218	711		A	Monday	6:30 pm - 9:20 pm	Crow 280	Schultze, Ulrike	Introduction to Business Process Analytics	ITOM 6202	
5325	ITOM 6224	711		A	Wednesday	6:30 pm - 9:20 pm	Maguire 350	Ahuja, Vishal	Managing Service Operations	ITOM 6202 & ITOM 6203 or MSBA Program	
5329	ITOM 6253	111	MSBA & MBA Elective	A	Friday	9:00 am - 11:50 am	Crow 280	McDonough, Tim	Programming for Analytics - Class will not meet Tuesday, August 21. Make-up class scheduled for Friday, August 24, 9:30 a.m. - 12:20 p.m. in Crow 175.	ITOM 6202 & ITOM 6203 or MSBA Program	
5328	ITOM 6253	711	MSBA & MBA Elective	A	Friday	1:00 pm -- 3:50 pm	Crow 280	McDonough, Tim	Programming for Analytics - Class will not meet Tuesday, August 21. Make-up class scheduled for Friday, August 24, 9:30 a.m. - 12:20 p.m. in Crow 175.	ITOM 6202 & ITOM 6203 or MSBA Program	
6371	ITOM 6253	011	MSBA & MBA Elective	A	Saturday	1:00 pm -- 3:50 pm	Crow 280	McDonough, Tim	Programming for Analytics	ITOM 6202 & ITOM 6203 or MSBA Program	
5317	ITOM 6268	111	MSBA	A	Tuesday	2:00 pm - 4:50 pm	Crow 190	Schultze, Ulrike	Business Analytics Consulting	MSBA Program	
5326	ITOM 6268	711	MSBA	A	Tuesday	6:30 pm - 9:20 pm	Maguire 253	Schultze, Ulrike	Business Analytics Consulting	MSBA Program	

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5318	ITOM 6268	011	MSBA	A	Monday	11:00 am - 1:50 pm	Crow 195	Schultze, Ulrike	Business Analytics Consulting	MSBA Program	
5307	ITOM 6202	021	FT20-Sec 1	B	Tuesday & Thursday	9:30 am - 10:50 am	Crow 280	Basu, Amit	Management Decision Analysis	None	
5306	ITOM 6202	022	FT20-Sec 2	B	Tuesday & Thursday	8:00 am - 9:20 am	Crow 280	Basu, Amit	Management Decision Analysis	None	
5308	ITOM 6202	128	MSM	B	Wednesday	6:30 pm - 9:20 pm	Maguire 350	Tan, Tom	Management Decision Analysis	None	
5327	ITOM 6208	721		B	Monday	11:00 am - 1:50 pm	Crow 195	Smith, Bryan	Managing Big Data	ITOM 6215	
5311	ITOM 6220	121	MBA & MSBA	B	Wednesday	2:00 pm - 4:50 pm	Crow 280	Semple, John	Revenue Management	MSBA Program	
5312	ITOM 6220	721	MBA & MSBA	B	Wednesday	6:30 pm - 9:20 pm	Maguire 250	Semple, John	Revenue Management	MAST 6201 & ITOM 6202	
5988	ITOM 6222	121	MBA & MSBA	B	Tuesday	11:00 am - 1:50 pm	Crow 280	Tan, Tom	Business Forecasting	MSBA Program	
5989	ITOM 6222	721	MBA & MSBA	B	Tuesday	6:30 pm - 9:20 pm	Maguire 253	Tan, Tom	Business Forecasting	MAST 6201 & ITOM 6202	
5310	ITOM 6252	121	MSBA	B	Monday	11:00 am - 1:50 pm	Crow 280	Puelz, Amy	Decision Models	MSBA Program	
5990	ITOM 6252	722	MSBA	B	Thursday	8:00 am - 10:50 am	Maguire 251	Puelz, Amy	Decision Models	MSBA Program	
5315	ITOM 6252	721	MSBA	B	Thursday	11:00 am - 1:50 pm	Maguire 251	Puelz, Amy	Decision Models	MSBA Program	
5330	ITOM 6265	122	MSBA	B	Wednesday	8:00 am - 10:50 am	Crow 195	Kannan, Karthik	Database Design for Business Applications	MSBA Program	
5319	ITOM 6265	121	MSBA	B	Thursday	2:00 pm - 4:50 pm	Crow 280	Kannan, Karthik	Database Design for Business Applications	MSBA Program	
5320	ITOM 6265	721	MSBA	B	Thursday	6:30 pm - 9:20 pm	Crow 277	Kannan, Karthik	Database Design for Business Applications	MSBA Program	
5999	ITOM 6267	121	MSBA	B	Tuesday	11:00 am - 1:50 pm	Crow 190	McDonough, Tim	Data Mining	MSBA Program	
6000	ITOM 6267	721	MSBA	B	Tuesday	6:30 pm - 9:20 pm	Maguire 250	McDonough, Tim	Data Mining	MSBA Program	
5418	MAST 6201	012	FT20 - Sec 2	A	Tuesday & Thursday	9:30 am - 10:50 am	Crow 280	Fox, Ed	Managerial Statistics	None	
5417	MAST 6201	011	FT20 - Sec 1	A	Tuesday & Thursday	8:00 am - 9:20 am	Crow 280	Fox, Ed	Managerial Statistics	None	
5421	MAST 6201	111	MSBA	A	Monday	2:00 pm - 4:50 pm	Crow 190	Fox, Ed	Managerial Statistics	None	
5425	MAST 6201	711	MSBA	A	Monday	6:30 pm - 9:20 pm	Crow 190	Fox, Ed	Managerial Statistics	None	
5423	MAST 6201	728	MSM	B	Tuesday	2:00 pm - 4:50 pm	Crow 280	Braun, Michael	Managerial Statistics	None	
5420	MAST 6201	725	P83 & MSSM	B	Tuesday	6:30 pm - 9:20 pm	Crow 280	Braun, Michael	Managerial Statistics	None	
5419	MAST 6201	024	P83 & MSSM	B	Saturday	9:00 am - 11:50 am	Crow 280	Braun, Michael	Managerial Statistics	None	
5422	MAST 6251	121	MSBA	B	Monday	2:00 pm - 4:50 pm	Crow 190	TBD	Applied Predictive Analytics I	M.S.B.A. Program	
5424	MAST 6251	721	MSBA	B	Monday	6:30 pm - 9:20 pm	Crow 190	TBD	Applied Predictive Analytics I	M.S.B.A. Program	
5343	MKTG 6201	011	FT20 - Sec 1	A	Monday & Wednesday	9:30 am - 10:50 am (Mon) 9:00 am - 10:20 am (Wed)	Crow 190	Dillon, William	Marketing Management	None	
5342	MKTG 6201	012	FT20 - Sec 2	A	Monday & Wednesday	11:00 am - 12:20 pm	Crow 190	Dillon, William	Marketing Management	None	
5349	MKTG 6201	017	MSM	A	Tuesday	11:00 am - 1:50 pm	Crow 280	Thomas, Jakki	Marketing Management	None	
5344	MKTG 6204	711		A	Tuesday	6:30 pm - 9:20 pm	Crow 279	Howard, Dan	Consumer Behavior	MKTG 6201	
5351	MKTG 6214	711		A	Thursday	9:30 am - 12:20 pm	Crow 195	Orosy, Gary	Advanced Pricing Management	MKTG 6201	
5348	MKTG 6218	111		A	Wednesday	2:00 pm - 4:50 pm	Crow 195	Bargerhuff, Rita	Multichannel Marketing Management	MKTG 6201	
5350	MKTG 6258	011	MSBA	A	Tuesday	11:00 am - 1:50 pm	Crow 190	Thomas, Jakki	Business Metrics	M.S.B.A. Program	
5352	MKTG 6258	711	MSBA	A	Tuesday	6:30 pm - 9:20 pm	Crow 190	Thomas, Jakki	Business Metrics	M.S.B.A. Program	
5346	MKTG 6215	711		B	Wednesday	6:30 pm - 9:20 pm	Maguire 253	TBD	Advanced Product & Brand Management	MKTG 6201	
5347	MKTG 6222	121		B	Thursday	9:30 am - 12:20 pm	Crow 195	TBD	New Product Development	MKTG 6201	

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No class sessions due to University Holidays: Labor Day: Saturday, September 1; Monday, September 3; Thanksgiving: Wednesday, November 21; Thursday, November 22; Friday, November 23; Saturday, November 24.											
CATALOG CLASS NUMBER	SUBJECT, NUMBER &	PROGRAM(S) ALLOWED TO ENROLL	MOD	DAY	TIME	ROOM	INSTRUCTOR	COURSE TITLE	PREREQUISITE		
Note: all elective courses have the wait list option (6 students at a time) * meets PMBA degree requirement for an international course											
5345	MKTG 6223	121		B	Tuesday	6:30 pm - 9:20 pm	Maguire 251	Dillon, William	Understanding What Customers Value	MKTG 6201	
5982	MKTG 6230	111		B	Tuesday	11:00 am - 1:50 pm	Crow 277	Armstrong, Marci	Customer Loyalty Management - Enrollment not permitted after first class session.	MKTG 6201	
5411	MNGT 6001	724	MSBA	A & B	Wednesday	5:00 pm - 6:20 pm	Crow 175	Tabor, Hettie	Managing Your Career	None	
5402	MNGT 6003	710	PT80	A	Monday	6:30 pm - 9:20 pm	Fincher 424	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings August 21, 28, September 11, 18, 25	
5398	MNGT 6003	711	PT80	A	Monday	6:30 pm - 9:20 pm	Maguire 354	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings August 21, 28, September 11, 18, 25	
5399	MNGT 6003	712	PT80	A	Monday	6:30 pm - 9:20 pm	Maguire 356	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings August 21, 28, September 11, 18, 25	
5401	MNGT 6003	713	PT80	A	Wednesday	6:30 pm - 9:20 pm	Fincher 424	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings August 22, 29, September 12, 19, 26	
5407	MNGT 6003	714	PT80	A	Wednesday	6:30 pm - 9:20 pm	Maguire 354	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings August 22, 29, September 12, 19, 26	
5400	MNGT 6003	715	PT80	A	Wednesday	6:30 pm - 9:20 pm	Maguire 356	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings August 22, 29, September 12, 19, 26	
5415	MNGT 6004	011	MSF	A & B	Wednesday	5:00 pm - 6:20 pm		Stoner, Andrew	Managing Your Career	None	
5413	MNGT 6101	110	FT20	A	Thursday	12:30 pm - 1:50 pm	Crow 195	Stoner, Andrew	Managing Your Career	None	
5414	MNGT 6101	111	FT20	A	Thursday	2:00 pm - 3:20 pm	Crow 195	Stoner, Andrew	Managing Your Career	None	
5406	MNGT 6101	112	FT20	A	Thursday	3:30 pm - 4:50 pm	Crow 195	Stoner, Andrew	Managing Your Career	None	
5403	MNGT 6005	121	MSM	B	Tuesday	5:00 pm - 6:20 pm	Crow 280	Park, Jason	Managing Your Career	None	
5405	MNGT 6103	021	FT20	B	Monday & Wednesday	8:00 am - 9:20 am	Crow 277	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5397	MNGT 6103	022	FT20	B	Monday & Wednesday	3:30 pm - 4:50 pm	Crow 188	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5396	MNGT 6103	121	FT20	B	Monday & Wednesday	9:30 am - 10:50 am (Mon) 9:00 am - 10:50 am (Wed)	Fincher 424	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5395	MNGT 6103	026	FT20	B	Monday & Wednesday	11:00 am - 12:20 pm	Fincher 424	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5408	MNGT 6103	028	FT20	B	Monday & Wednesday	2:00 pm - 3:20 pm	Fincher 424	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5394	MNGT 6103	027	FT20	B	Monday & Wednesday	3:30 pm - 4:50 pm	Maguire 356	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5409	MNGT 6103	029	FT20	B	Monday & Wednesday	3:30 pm - 4:50 pm	Fincher 424	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5393	MNGT 6103	023	FT20	B	Tuesday & Thursday	11:00 am - 12:20 pm	Fincher 424	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5392	MNGT 6103	024	FT20	B	Tuesday & Thursday	2:00 pm - 3:20 pm	Fincher 424	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5416	MNGT 6103	025	FT20	B	Tuesday & Thursday	3:30 pm - 4:50 pm	Fincher 424	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5388	MNGT 6103	123	FT20	B	Tuesday & Thursday	3:30 pm - 4:50 pm	Crow 188	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5389	MNGT 6103	124	FT20	B	Tuesday & Thursday	3:30 pm - 4:50 pm	Maguire 251	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5390	MNGT 6103	125	FT20	B	Tuesday & Thursday	3:30 pm - 4:50 pm	Maguire 253	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5391	MNGT 6103	126	FT20	B	Tuesday & Thursday	3:30 pm - 4:50 pm	Maguire 356	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5404	MNGT 6103	129	FT20	B	Monday & Wednesday	9:30 am - 10:50 am	Crow 277	BLC / Strasser, Paula	Business Presentation Techniques meets for 5 weeks / maximum 7 students per section	None -- Class Meetings October 22, 24, 29, 31, November 5, 7, 12, 14, 26, 28	
5338	MNO 6201	711	MSM	A	Wednesday	6:30 pm - 9:20 pm	Crow 280	VandeWalle, Don	Organizational Behavior: Managing and Leading	None	

GRADUATE COX COURSE SCHEDULE - FALL 2018

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No class sessions due to University Holidays: **Labor Day:** Saturday, September 1; Monday, September 3; **Thanksgiving:** Wednesday, November 21; Thursday, November 22; Friday, November 23; Saturday, November 24.

CLASS NUMBER	CATALOG SUBJECT, NUMBER &			PROGRAM(S) ALLOWED TO ENROLL		MOD	DAY	TIME	ROOM	INSTRUCTOR	COURSE TITLE	PREREQUISITE
Note: all elective courses have the wait list option (6 students at a time) * meets PMBA degree requirement for an international course												
5339	MNO	6214	711		A	Tuesday	6:30 pm - 9:20 pm	Maguire 251	TBD	Strategic Management of Human Capital	MNO 6201	
5331	MNO	6215	111		A	Wednesday	2:00 pm - 4:50 pm	Crow 280	Pinkley, Robin	Master Negotiation	MNO 6201	
5334	MNO	6215	711		A	Wednesday	6:30 pm - 9:20 pm	Maguire 351	Carson, Jay	Master Negotiation	MNO 6201	
5984	MNO	6230	011		A	Tuesday	9:30 am - 12:20 pm	Crow 195	Niemi, Al	The Evolution of American Capitalism and the Global Challenges Ahead	MNO 6201	
5340	MNO	6201	726	MSSM & MSPHM	B	Wednesday	6:30 pm - 9:20 pm	Crow 280	Kuenzi, Maribeth	Organizational Behavior: Managing and Leading	None	
5332	MNO	6201	724	P83 & FTM19 & CFA	B	Thursday	6:30 pm - 9:20 pm	Crow 280	Kuenzi, Maribeth	Organizational Behavior: Managing and Leading	None	
5333	MNO	6201	025	P83	B	Saturday	1:00 pm - 3:50 pm	Crow 280	Kuenzi, Maribeth	Organizational Behavior: Managing and Leading	None	
5335	MNO	6202	121		B	Wednesday	11:00 am - 1:50 pm	Crow 277	Butts, Marcus	Leading Teams and Organizations	MNO 6201	
5987	MNO	6218	721		B	Monday	6:30 pm - 9:20 pm	Maguire 350	Carson, Jay			
5336	MNO	6222	721		B	Wednesday	6:30 pm - 9:20 pm	Maguire 351	Quinones, Miquel	Leading Organizational Change	MNO 6201	
5354	RE	6211	711		A	Tuesday	6:30 pm - 9:20 pm	Maguire 250	Cahoon, Joseph	Real Estate Investment	FINA 6201	
5355	RE	6212	721		B	Tuesday	6:30 pm - 9:20 pm	Maguire 351	Cahoon, Joseph	Real Estate Analysis and Strategy	RE 6211	
5985	STRA	6201	711	PT82 & CFA	A	Tuesday	6:30 pm - 9:20 pm	Maguire 351	Cho, Yunok	Strategic Management	None	
5371	STRA	6201	011	PT82	A	Saturday	9:30 am - 12:20 pm	Crow 190	Cho, Yunok	Strategic Management	None	
5375	STRA	6219	111		A	Thursday	2:00 pm - 4:50 pm	Crow 277	Moskowitz, Gary	Private Equity & Venture Capital	STRA 6201	
5370	STRA	6219	711		A	Thursday	6:30 pm - 9:20 pm	Crow 277	Moskowitz, Gary	Private Equity & Venture Capital	STRA 6201	
5372	STRA	6202	021		B	Tuesday	2:00 pm - 4:50 pm	Crow 190	Walker, Gordon	Advanced Strategic Management	STRA 6201	
5373	STRA	6202	721		B	Tuesday	6:30 pm - 9:20 pm	Crow 277	Walker, Gordon	Advanced Strategic Management	STRA 6201	
5374	STRA	6226	721		B	Monday	6:30 pm - 9:20 pm	Maguire 250	Margerison, Rick	Competitive Advantage	STRA 6201	