

# College of Business

**CRN      USP 03<>15 Course #      Sec      Course Title      Cr Hrs      Days      Times      Bldg Room Instructor**

## Accounting 766-3136

Prompt, accurate and personalized academic advising is a top priority at the University of Wyoming. If you need advising assistance or have advising concerns, please contact: College of Business Academic Advising Office (766-2063) College of Business 175W.

An asterisk ( \* ) following the course reference number (CRN) indicates controlled enrollment. You must contact the appropriate academic department to obtain permission to register for the course and for professor/section choice.

Junior standing is required for courses at 3000-level or above and must have advanced business standing. COB strictly enforces UW Catalog prerequisites. Consult the current UW Catalog for prerequisites before attempting to enroll in COB courses. In ACCT 1020, as well as periodically other accounting courses, exams are scheduled at times outside the regular class meeting time. Consult with instructors regarding scheduled exam times.

**ACCT 1010 (All Sections): Exception to final exam.**

**Enrollment restrictions/priorities/dates:**

**1) College of Business majors/minors through November 29;**

**2) Others on a space available basis beginning November 30.**

**Students with College of Business minors MUST complete a**

**COB course override authorization: [www.uwyo.edu/business/office-of-the-dean/forms-and-petitions.html](http://www.uwyo.edu/business/office-of-the-dean/forms-and-petitions.html)**

20093	I<>	ACCT	1010	01	Principles of Accounting I	3	MWF	09:00am	09:50am	BU	121	Raulston
20094	I<>	ACCT	1010	02	Principles of Accounting I	3	MWF	10:00am	10:50am	BU	121	Raulston
20095	I<>	ACCT	1010	03	Principles of Accounting I	3	MWF	11:00am	11:50am	BU	129	Mercil
20046	I<>	ACCT	1010	04	Principles of Accounting I	3	MWF	01:10pm	02:00pm	BU	129	Mercil
<b>ACCT 1020 (All Sections): Prerequisite: ACCT 1010</b>												
20096	L<>	ACCT	1020	01	Principles of Accounting II	3	MWF	09:00am	09:50am	BU	127	Benson
20097	L<>	ACCT	1020	02	Principles of Accounting II	3	MWF	01:10pm	02:00pm	BU	121	Raulston
20098	L<>	ACCT	1020	03	Principles of Accounting II	3	MWF	10:00am	10:50am	BU	127	Benson
20099	L<>	ACCT	1020	04	Principles of Accounting II	3	MWF	02:10pm	03:00pm	BU	121	Raulston
27894	L<>	ACCT	1020	05	Principles of Accounting II	3	MWF	03:10pm	04:00pm	BU		Benson
21046		ACCT	3070	01	Tax I	3	MWF	09:00am	09:50am	BU	129	Mercil
Prerequisites: ACCT 3240 & 3230 (or equivalents), min. grade C in each, Advanced Business Standing.												
25938		ACCT	3100	01	Financial Statement Analysis	3	MW	03:10pm	04:25pm	BU	110	Festa
Prerequisites: ACCT 1010, ACCT 1020, FIN 3250 (or equivalent) or concurrent enrollment, Sophomore class standing. Restricted to non-accounting majors.												
23452		ACCT	3230	01	Int Acct I	3	MW	03:10pm	04:25pm	BU	111	Xu
Prerequisites: ACCT 1010 & 1020, MATH 1400, min. grade C in each, Sophomore class standing.												
23453		ACCT	3240	01	Cost I	3	TR	01:20pm	02:35pm	BU	111	Zheng
Prerequisites: ACCT 1010 & 1020, MATH 1400, min. grade C in each, Sophomore class standing.												
23454		ACCT	3240	02	Cost I	3	TR	02:45pm	04:00pm	BU	111	Zheng
Prerequisites: ACCT 1010 & 1020, MATH 1400, min. grade C in each, Sophomore class standing.												
21580		ACCT	3430	01	Int Acct II	3	MWF	01:10pm	02:00pm	BU	127	Staff
Prerequisites: ACCT 3230, min. grade C, Advanced Business Standing. Reserve Thursdays 5:00-7:00pm for exams.												
21581		ACCT	3610	01	Acct Info Sys I	3	TR	01:20pm	02:35pm	BU	26	Corradino
Prerequisites: ACCT 3240 & 3430 (or equivalents), min. grade C in each, Advanced Business Standing.												
22947		ACCT	3610	02	Acct Info Sys I	3	TR	02:45pm	04:00pm	BU	26	Corradino
Prerequisites: ACCT 3240 & 3430 (or equivalents), min. grade C in each, Advanced Business Standing.												
21582		ACCT	3830	01	Intermediate Accounting III	3	TR	08:10am	09:25am	BU	111	Oler
Prerequisites: ACCT 3430, min. grade C, Advanced Business Standing.												
21047		ACCT	4050	01	Gov't and Non-profit Acct	3	TR	09:35am	10:50am	BU	111	Staff
Prerequisites: ACCT 3830 & 3610 (or equivalents), min. grade C in each, Advanced Business Standing.												
21048		ACCT	4060	01	Auditing I	3	TR	02:45pm	05:25pm	BU	208	Glasscock
Prerequisites: ACCT 3070, 3610 & 3830 (or equivalents), min. grade C in each; Advanced Business Standing.												
21223		ACCT	4540	01	Cost Acct II	3	MWF	02:10pm	03:00pm	BU	127	Benson
Prerequisites: ACCT 3240, min grade C, sophomore class standing. Reserve Thursdays 5:00-7:00pm for exams.												
21049	WC<>C3	ACCT	4600	40	Professionalism & Ethics	3						Ainsworth
Prerequisites: ACCT 3070, 3610, and 3830 (or equivalents), min. grade C in each; ACCT 4060 min. grade C or concurrent enrollment, Advanced Business Standing.												

# College of Business

CRN	USP 03<>15 Course #	Sec	Course Title	Cr Hrs	Days	Times	Bldg	Room	Instructor
<b>ACCT 4900 (All Sections): Written permission of instructor via COB/AAO form; contact department.</b>									
<b>Prerequisites: 6 hours in Accounting: Advanced Business Standing; Junior Class Standing.</b>									
20047*	ACCT	4900	01	Problems in Acct	1-4				Staff
21050*	ACCT	4900	02	Special Topic: Estate Tax Plan	3				Staff
21051*	ACCT	4900	03	Problems in Acct: VITA	1-4				Mercil
20100	ACCT	5030	01	Advanced Financial Accounting	3	MW	11:00am 12:15pm	BU 111	Xu
20101	ACCT	5060	01	Auditing II	3	TR	11:00am 12:15pm	BU 110	Johnson
24015	ACCT	5066	01	Seminar on Management Fraud	3	TR	02:45pm 04:00pm	BU 110	Johnson
				Cross listed with: MBAM5800					
25939	ACCT	5075	40	Tax Planning	3				Festa
21052*	ACCT	5850	01	Adv Prob: Accounting	1-8				Staff
				Written consent of instructor via COB/AAO form; Contact department.					
<b>The following 5900-level courses are Satisfactory/Unsatisfactory only</b>									
20048*	ACCT	5900	01	Practicum in College Teaching	1-3				Staff
20049*	ACCT	5920	01	Cont Reg: On Campus	1-2				Staff
20050*	ACCT	5940	01	Cont Reg: Off Campus	1-2				Staff
20051*	ACCT	5960	01	Thesis Research	1-12				Staff
20052*	ACCT	5990	01	Internship	1-12				Staff

## Business 766-3124

Prompt, accurate and personalized academic advising is a top priority at the University of Wyoming. If you need advising assistance or have advising concerns, please contact: College of Business Academic Advising Office (766-2063) College of Business 175W.

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24021	<>FY	BUSN	1101	01	FYS: Decision Making in BUSN	3	MWF	10:00am 10:50am	BU 110	Hirsch
					Decision Making in Business is a 3-hour course that satisfies the First-Year Seminar (FYS) requirement of the USP. As such, it will examine decision making business and the process of critical thinking and ethical reasoning. In addition, Decision Making in Business will help you develop the skills and habits of mind to be successful in college.					

## Decision Science 766-3124

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**DSCI 3210 (Sections -01 & -02): Enrollment restrictions/priorities/dates:**

**1) College of Business majors/minors through November 29;**

**2) Others on a space available basis beginning November 30.**

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**[www.uwyo.edu/business/office-of-the-dean/forms-and-petitions.html](http://www.uwyo.edu/business/office-of-the-dean/forms-and-petitions.html)**

**Prerequisites: IMGT 2400, MATH 2355, STAT 2010 (or equivalents), Sophomore class standing.**

**(EN majors: MATH 2205 & Sophomore class standing.)**

20255	DSCI	3210	01	Intro to Op and Supp Chain Mgt	3	TR	02:45pm 04:00pm	BU 121	Asay
20253	DSCI	3210	02	Intro to Op and Supp Chain Mgt	3	TR	11:00am 12:15pm	BU 121	Asay
23635	DSCI	3210	40	Intro to Op and Supp Chain Mgt	3				Asay
				Prerequisites: IMGT 2400, MATH 2355, STAT 2010 (or equivalents), Sophomore class standing. (EN majors: MATH 2205 & Sophomore class standing.)					
				Enrollment restrictions/priorities/dates:					
				1) Distance education (online) BSAD majors only through Nov. 29, 2018; 2) Others on a space available basis beginning Nov. 30, 2018. If you intend to complete the BSAD degree through the distance education (online) program, you must apply and be accepted by the College of Business in order to take this class. For information, please visit our website <a href="http://www.uwyo.edu/aao/online-business-administration/index.html">http://www.uwyo.edu/aao/online-business-administration/index.html</a> .					
20252	DSCI	4240	01	Computer Appl Dsci	3	TR	02:45pm 04:00pm	BU 108	Arnette
				Prerequisites: STAT 2010, IMGT 2400 (or equivalents), DSCI 3210, Junior class standing, Advanced Business Standing.					

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CRN	USP 03<>15	Course #	Sec	Course Title	Cr Hrs	Days	Times	Bldg	Room	Instructor
22948		DSCI 4250	01	Revenue Mgmt	3	TR	11:00am 12:15pm	BU	108	Weatherford
22193		DSCI 4260	01	Project Mgmt	3	TR	04:10pm 05:25pm	BU	108	Asay
25105		DSCI 4260	40	Project Mgmt	3					Asay
				Prerequisites: DSCI 3210; Advanced Business Standing; and Junior class standing. EN/SER majors: ES 1060 and Junior class standing. Enrollment restrictions/priorities/dates: 1) Distance education (online) BSAD majors only through Nov. 29, 2018; 2)Others on a space available basis beginning Nov. 30, 2018. If you intend to complete the BSAD degree through the distance education (online) program, you must apply and be accepted by the College of Business in order to take this class. For information, please visit our website <a href="http://www.uwyo.edu/aao/online-business-administration/index.html">http://www.uwyo.edu/aao/online-business-administration/index.html</a> .						
23469		DSCI 4270	01	Logistics	3	TR	09:35am 10:50am	BU	108	Arnette
20249*		DSCI 4900	01	Probs:Decision Sci	1-4					Staff
				Prerequisites: DSCI 3210, Senior class standing, Advanced Business Standing, and written consent of instructor.						

## Economics 766-2178

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27358	CSG<>H	ECON 1000	01	Global Econ Issues	3	MWF	10:00am 10:50am	BU	10	Campbell
20814	CS<>H	ECON 1010	01	Principles of Macroeconomics	3	TR	11:00am 12:15pm	BU	AUD	Aadland
22684	CS<>H	ECON 1010	02	Principles of Macroeconomics	3	MWF	03:10pm 04:00pm	BU	AUD	Campbell
22485	CS<>H	ECON 1010	03	Principles of Macroeconomics	3	MWF	02:10pm 03:00pm	BU	21	Staff
<b>ECON 1020 (All Sections): Cross listed with: AGECE1020</b>										
20816	CS<>H	ECON 1020	01	Principles of Microeconomics	3	MWF	11:00am 11:50am	BU	AUD	Naschold
22486	CS<>H	ECON 1020	02	Principles of Microeconomics	3	MWF	02:10pm 03:00pm	BU	AUD	Staff
20815	CS<>H	ECON 1020	03	Principles of Microeconomics	3	TR	11:00am 12:15pm	BU	129	Jones Ritten
20817	V<>V	ECON 1200	01	Econ Law & Govt	3	TR	02:45pm 04:00pm	BU	AUD	Van 't Veld
27359	CS<>H	ECON 1400	01	Sports Economics	3	MWF	01:10pm 02:00pm	BU	208	Brown
22537	CS<>H	ECON 1400	02	Sports Economics	3	MWF	10:00am 10:50am	BU	208	Brown
20818		ECON 3010	01	Inter Macroecon	3	TR	01:20pm 02:35pm	BU	21	Janus
				Prerequisites: ECON 1010, ECON 1020, QA & MATH 2200/2350 and Sophomore Class Standing.						

### **ECON 3020 (All Sections): Prerequisites: ECON 1010, ECON 1020, QA, MATH 2200/2350 and Sophomore Class Standing.**

20819		ECON 3020	01	Inter Microecon	3	MWF	11:00am 11:50am	BU	208	Thunstrom
22334		ECON 3020	02	Inter Microecon	3	MWF	09:00am 09:50am	BU	110	Naschold
27131*		ECON 4000	01	Conference	1-4					Shogren
				Prerequisites: ECON 3010, ECON 3020 and consent of instructor.						
21814		ECON 4230	01	Inter Econometric Theory	3	TR	01:20pm 02:35pm	BU	110	Aadland
				Prerequisites: ECON 3020, STAT 2050 or 2070, MATH 2350.						
21087	WC<>C3	ECON 4240	01	History of Economic Thought	3	TR	09:35am 10:50am	BU	110	Shogren
				Prerequisites: ECON 3010 and 3020. This is the capstone course for the ECON program.						
27360		ECON 4350	01	Game Theory	3	MWF	10:00am 10:50am	BU	209	Lameiras Vaz
				Prerequisites: ECON 3010, ECON 3020						
24029		ECON 4400	01	Environmental Econ	3	TR	11:00am 12:15pm	BU	208	Albers
				Prerequisites: ECON 3020, Junior class standing						
22685		ECON 4430	01	Energy Economics	3	TR	02:45pm 04:00pm	BU	21	Mason
				Prerequisites: ECON 3020, MATH 2200 or 2350.						
20820		ECON 5120	01	Adv Analy II-Micro	3	TR	11:00am 12:15pm	BU	221	Janus
21088		ECON 5130	01	Dynamic Optimiz	3	TR	01:20pm 02:35pm	BU	221	Finnoff
21840		ECON 5360	01	Advanced Econometric Theory II	3	TR	02:45pm 04:00pm	BU	221	Skiba
22953		ECON 5370	01	Adv Econometric Theory III	3	TR	09:35am 10:50am	BU	221	Newbold
22954		ECON 5400	01	Adv Res & Env Econ	3	TR	01:20pm 02:35pm	BU	208	Albers
26033		ECON 5520	01	Advanced Public Economics	3	MW	01:10pm 02:25pm	BU	221	Thunstrom

# College of Business

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26034	ECON 5890	01	Sem:Adv Econ:Frontiers of Econ	2				Van 't Veld
22653	ECON 5900	01	Satisfactory/Unsatisfactory only					
20821	ECON 5920	01	Prac-College Teaching	3				Finnoff
			Cont Reg: On Campus	1-2				Albers
			Satisfactory/Unsatisfactory only					
20822	ECON 5940	01	Cont Reg: Off Campus	1-2				Albers
			Satisfactory/Unsatisfactory only					
20823	ECON 5960	01	Thesis Research	1-12				Albers
			Satisfactory/Unsatisfactory only					
20824	ECON 5980	01	Dissertation Research	1-12				Albers
			Satisfactory/Unsatisfactory only					
22284	ECON 5990	01	Internship	1-12				Skiba
			Prerequisites: Graduate student standing, and approved internship application. Please visit the Johnson Career Center for questions, more information, or help searching for an internship.					

## Finance 766-3136

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27896	FIN 2010	01	Personal Finance	3	MWF	09:00am 09:50am	BU 111	Dorwart	
	<b>FIN 3250 (Sections -01 through -03): Prerequisites: ACCT 1010, STAT 2010, 2050 or 2070 and Sophomore class standing.</b>								
21004	FIN 3250	01	Corporate Finance	3	MWF	11:00am 11:50am	BU 21	Gunderson	
22694	FIN 3250	02	Corporate Finance	3	MWF	09:00am 09:50am	BU 21	Gunderson	
25888	FIN 3250	03	Corporate Finance	3	MWF	08:00am 08:50am	BU 21	Gunderson	
22898	FIN 3250	40	Corporate Finance	3				Robinson	
			Prerequisites: IMGT 2400, MATH 2355, STAT 2010 (or equivalents) and Sophomore class standing.						
			Enrollment restrictions/priorities/dates:						
			1) Distance education (online) BSAD majors only through Nov. 29, 2018;						
			2) Others on a space available basis beginning Nov. 30, 2018. If you intend to complete the BSAD degree through the distance education (online) program, you must apply and be accepted by the College of Business in order to take this class. For information, please visit our website <a href="http://www.uwyo.edu/aao/online-business-administration/index.html">http://www.uwyo.edu/aao/online-business-administration/index.html</a> .						
22155	FIN 3310	01	Investment Management	3	MWF	08:00am 08:50am	BU 10	Dorwart	
			Prerequisites: FIN 3250, Advanced Business Standing						
27895	FIN 3310	02	Investment Management	3	MWF	02:10pm 03:00pm		Dorwart	
			Prerequisites: FIN 3250, Advanced Business Standing						
	<b>FIN 3250 (All Sections): Prerequisites: FIN 3250, STAT 2010, 2050 or 2070, Advanced Business Standing.</b>								
23491	FIN 3520	01	Financial Markets	3	MWF	01:10pm 02:00pm	BU 10	Dorwart	
23636	FIN 3520	40	Financial Markets	3				Robinson	
			Enrollment restrictions/priorities/date						
			1) Distance education (online) BSAD majors only through Nov. 29, 2018; 2) Others on a space available basis beginning Nov. 30, 2018. If you intend to complete the BSAD degree through the distance education (online) program, you must apply and be accepted by the College of Business in order to take this class. For information, please visit our website: <a href="http://www.uwyo.edu/aao/online-business-administration/index.html">http://www.uwyo.edu/aao/online-business-administration/index.html</a> .						
22955	<>C3 FIN 4250	01	Adv Corporate Finance	3	MW	03:10pm 04:25pm	BU 10	Rosenblum	
			Prerequisites: FIN 3250 and FIN 3310.						
22335	FIN 4350	01	Portfolio Management II	3	TR	11:00am 12:15pm	BU 109	Treick	
			Prerequisites: FIN 3310, Advanced Business Standing						
22336	FIN 4350	02	Portfolio Management II	3	TR	09:35am 10:50am	BU 109	Treick	
			Prerequisites: FIN 3310, Advanced Business Standing						
23492	FIN 4360	01	Options and Futures	3	TR	08:10am 09:25am	BU 127	Campbell	
			Prerequisites: FIN 3250, 3310.						
27372	FIN 4400	01	Empirical Finance	3	TR	01:20pm 02:35pm	BU 10	Zhang	
			Prerequisites: FIN 3250, FIN 3310, Advanced Business Standing						
27373	FIN 4460	01	Multinational Finance	3	TR	02:45pm 04:00pm	BU 10	Zhang	
			Prerequisites: FIN 3250, FIN 3310						

# College of Business

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26177		FIN 4540	01	Banking Policy Prerequisites: FIN 4510 or concurrent enrollment.	3	R	04:10pm 07:00pm	BU	21	Nejadmalayeri
21658		FIN 4560	01	Entrepreneurial Finance Cross listed with: MGT4560 Prerequisites: ACCT 1010, FIN 3250, MGT 3210	3	W	04:10pm 07:00pm	BU	21	Staff
<b>FIN 4600 (All Sections): Prerequisites: Completion of C2, FIN 3310, and FIN 3520 (or equivalents) min. grade C in each. Restricted to Finance majors and minors only.</b>										
27374	<>C3	FIN 4600	40	Ethics in Finance	3					Jain
27375	<>C3	FIN 4600	41	Ethics in Finance	3					Jain
27376		FIN 4710	01	Risk Management Prerequisites: FIN 3250, FIN 3310, IMGT 2400, Advanced Business Standing.	3	MWF	01:10pm 02:00pm	BU	21	Gunderson
27897		FIN 4910	01	Topics:Fixed Income Securities	3	M	04:10pm 07:00pm	BU	21	Nejadmalayeri
27377		FIN 5310	40	Invest Mgt & Analysis	3					Jain
21089		FIN 5920	01	Cont Reg: On Campus Satisfactory/Unsatisfactory only	1-2					Staff
21090		FIN 5940	01	Cont Reg: Off Campus Satisfactory/Unsatisfactory only	1-2					Staff
21091		FIN 5960	01	Thesis Research Satisfactory/Unsatisfactory only	1-12					Staff
22337		FIN 5990	01	Internship Prerequisites: Graduate student standing, and approved internship application. Please visit the Johnson Career Center for questions, more information, or help searching for an internship.	1-12					Staff

## Information Management 766-3136

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**IMGT 2400 (All Sections): Prerequisite: ACCT 1020.**

**Enrollment restrictions/priorities/dates: 1) College of Business majors/minors through November 29; 2) Others on a space available basis beginning November 30.**

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20336		IMGT 2400	01	Intro to Info Mgmt	3	MWF	01:10pm 02:00pm	BU	110	Hirsch
20337		IMGT 2400	02	Intro to Info Mgmt	3	MWF	02:10pm 03:00pm	BU	129	Hirsch
21584		IMGT 2400	03	Intro to Info Mgmt	3	TR	08:10am 09:25am	BU	129	Hirsch
27898		IMGT 2400	04	Intro to Info Mgmt	3	M	04:10pm 07:00pm	BU	127	Brande

## International Business 766-3124

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23642*		INBU 4900	01	Probs:Intl Bus Prerequisites: Junior class standing, and written consent of instructor.	3					Staff
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## Master of Business Administration 766-2449

Prompt, accurate and personalized academic advising is a top priority at the University of Wyoming. If you need advising assistance or have advising concerns, please contact: Tanner Parmely (766-2449) College of Business 376W.

22493		MBAM 5102	01	MBA Operations Management	3	MW	03:10pm 04:25pm	BU	211	Brewer
22497		MBAM 5203	01	Entrepreneurial Management	3	MW	09:35am 10:50am	BU	211	Billington
22495		MBAM 5204	01	Financial Mgmt	3	MW	11:00am 12:15pm	BU	211	Rosenblum
22492		MBAM 5206	01	Professional Development II	0		08:00am 10:50am			Farkas
22496		MBAM 5207	01	Marketing Management	3	TR	11:00am 12:15pm	BU	211	Oneto
22494		MBAM 5208	01	MBA Managerial Accounting	3	TR	09:35am 10:50am	BU	211	Zheng
27287		MBAM 5209	01	Decision Making II	1	F	08:00am 09:00am	BU	211	McGinity
22680		MBAM 5502	01	Energy Fin: Proj Eval	3	MW	03:10pm 04:25pm	BU	259	Cook
23472		MBAM 5506	01	Energy Fin:Sec, Hedging&Trad	3	TR	01:20pm 02:35pm	BU	109	Treick
22681		MBAM 5508	01	Mkt & Sustainable Consumption	3	TR	09:35am 10:50am	BU	259	Staff



# College of Business

CRN	USP 03<>15 Course #	Sec	Course Title	Cr Hrs	Days	Times	Bldg	Room	Instructor
26568	MBAM 5800	01	MBA Topics: Oil and Gas Law Cross listed with: ERS4130 LAW6915	3	TR	08:10am 09:25am	BU	211	Righetti
26569	MBAM 5800	02	MBA Topics: Management Fraud Cross listed with: ACCT5066	3	TR	02:45pm 04:00pm	BU	110	Johnson
26570	MBAM 5800	40	MBA Topics: Investment Manage	3					Jain

## Executive Master of Business Administration

22897	MBAX 5151	40	New Ventures	3					Billington
22896	MBAX 5235	40	Market Anlys & Strat	3					Oneto
25416	MBAX 5235	41	Market Anlys & Strat	3					Oneto
22895	MBAX 5330	40	Global Business Environ	3					Skiba
27286	MBAX 5502	40	Energy Finance: Project Eval	3					Cook
22894	MBAX 5510	40	Financial Management	3					Choi
25920	MBAX 5510	41	Financial Management	3					Choi

## Management 766-3124

Prompt, accurate and personalized academic advising is a top priority at the University of Wyoming. If you need advising assistance or have advising concerns, please contact: College of Business Academic Advising Office (766-2063) College of Business 175W.

An asterisk ( \* ) following the course reference number (CRN) indicates controlled enrollment. You must contact the appropriate academic department to obtain permission to register for the course and for professor/section choice.

22014	MGT 1040	01	Legal Environment of Business	3	TR	11:00am 12:15pm	BU	127	Frome
22015	MGT 1040	02	Legal Environment of Business	3	M	06:00pm 08:50pm	BU	AUD	Kricken
27378	MGT 1040	03	Legal Environment of Business	3	W	03:10pm 06:00pm	BU	127	Frome
22025*	MGT 2600	01	Internship in Business	1-4					Hedrick

Prerequisites: College of Business major, 2.500 cumulative GPA and approved internship application. Please visit the Johnson Career Center for questions, more information, or help searching for an internship.

### **MGT 3110 (All Sections): Prerequisites: Sophomore class standing.**

22016	MGT 3110	01	Business Ethics	3	MW	11:00am 12:15pm	BU	121	Noble
22489	MGT 3110	02	Business Ethics	3	MW	03:10pm 04:25pm	BU	121	Noble
22893	MGT 3110	40	Business Ethics	3					McGinity

Enrollment restrictions/priorities/dates:

1) Distance education (online) BSAD majors and BAS majors only through Nov. 29, 2018; 2) Others on a space available basis beginning Nov. 30, 2018. If you intend to complete the BSAD degree through the distance education (online) program, you must apply and be accepted by the College of Business in order to take this class. For information, please visit our website: <http://www.uwyo.edu/aao/online-business-administration/index.html>.

### **MGT 3210 (Sections -01 through -04): Prerequisites: WA/C1, Sophomore Class Standing**

**Enrollment restrictions/priorities/dates:**

- 1) College of Business majors/minors through November 29;
- 2) Others on a space available basis beginning November 30.

**Students with College of Business minors MUST complete a COB course override authorization:**

**[www.uwyo.edu/business/office-of-the-dean/forms-and-petitions.html](http://www.uwyo.edu/business/office-of-the-dean/forms-and-petitions.html)**

20660	MGT 3210	01	Mgt & Organization	3	TR	08:10am 09:25am	BU	121	Frome
20661	MGT 3210	02	Mgt & Organization	3	TR	01:20pm 02:35pm	BU	121	Frome
22949	MGT 3210	03	Mgt & Organization	3	T	04:10pm 07:00pm	BU	121	Frome
27386	MGT 3210	04	Mgt & Organization	3	R	04:10pm 07:00pm	BU	121	McGinity
25504	MGT 3210	40	Mgt & Organization	3					Schneider

Prerequisites: WA/C1, Sophomore Class Standing

Enrollment restrictions/priorities/dates:

1) Distance education (online) BSAD majors and BAS majors only through Nov. 29, 2018; 2) Others on a space available basis beginning Nov. 30, 2018. If you intend to complete the BSAD degree, through the distance education (online) program, you must apply and be accepted by the College of Business in order to take this class. For information, please visit our website: <http://www.uwyo.edu/aao/online-business-administration/index.html>.

23470	MGT 3410	01	Human Resource Mgmt	3	TR	09:35am 10:50am	BU	121	Prince
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Prerequisites: MGT 3210, Advanced Business Standing, Junior class standing.

# College of Business

CRN	USP 03<>15	Course #	Sec	Course Title	Cr Hrs	Days	Times	Bldg	Room	Instructor
25930		MGT 3410	40	Human Resource Mgmt Prerequisites: MGT 3210, Advanced Business Standing, Junior class standing. Enrollment restrictions/priorities/dates: 1) Distance education (online) BSAD majors and BAS majors only through Nov. 29, 2018; 2) Others on a space available basis beginning Nov. 30, 2018. If you intend to complete the BSAD degree through the distance education (online) program, you must apply and be accepted by the College of Business in order to take this class. For information, please visit our website: <a href="http://www.uwyo.edu/aao/online-business-administration/index.html">http://www.uwyo.edu/aao/online-business-administration/index.html</a> .	3					Valentine
23471		MGT 3420	01	Org Behavior & Leadership Prerequisites: MGT 3210, Advanced Business Standing, Junior class standing.	3	TR	02:45pm 04:00pm	BU	127	Thiel
23493		MGT 3420	40	Org Behavior & Leadership Prerequisites: MGT 3210, Advanced Business Standing, Junior class standing. Enrollment restrictions/priorities/dates: 1) Distance education (online) BSAD majors only through Nov. 29, 2018; 2)Others on a space available basis beginning Nov. 30, 2018. If you intend to complete the BSAD degree through the distance education (online) program, you must apply and be accepted by the College of Business in order to take this class. For information, please visit our website <a href="http://www.uwyo.edu/aao/online-business-administration/index.html">http://www.uwyo.edu/aao/online-business-administration/index.html</a> .	3					Bilotta
24022		MGT 4220	01	Talent Acquisition Prerequisites: MGT 3210, 3410, 3420, Junior Class Standing.	3	TR	01:20pm 02:35pm	BU	127	Thiel
24023		MGT 4260	01	Training and Development Prerequisites: MGT 3210, 3410, 3420, Junior Class Standing.	3	M	05:00pm 07:50pm	BU	121	Otte
22017		MGT 4340	01	Law for Managers Prerequisites: MGT 1040 or equivalent, Junior class standing	3	TR	11:00am 12:15pm	BU	210	Sprague
22018		MGT 4350	01	Commercial Law Reserved for non-management majors/minors under USP03 only. Prerequisites: MGT 1040 or equivalent, Junior class standing	3	TR	01:20pm 02:35pm	BU	210	Sprague
27723		MGT 4370	40	Employment Law Prerequisites: Junior class standing. Enrollment restrictions/priorities/dates: 1) Distance education (online) BSAD majors only through Nov. 29, 2018; 2)Others on a space available basis beginning Nov. 30, 2018. If you intend to complete the BSAD degree through the distance education (online) program, you must apply and be accepted by the College of Business in order to take this class. For information, please visit our website <a href="http://www.uwyo.edu/aao/online-business-administration/index.html">http://www.uwyo.edu/aao/online-business-administration/index.html</a> .	3					Lukasik
<b>MGT 4470 (All Sections): Prerequisites: MGT 3210, 3410, 3420, Junior class standing, and Advanced Business Standing.</b>										
24024	<>C3	MGT 4470	01	Negotiations & Conflict Resol	3	MW	03:10pm 04:25pm	BU	209	Livingston
25929	<>C3	MGT 4470	02	Negotiations & Conflict Resol	3	TR	08:10am 09:25am	BU	209	Livingston
26884	<>C3	MGT 4470	03	Negotiations & Conflict Resol	3	TR	11:00am 12:15pm	BU	209	Livingston
27387		MGT 4500	01	Employee to Entrepreneur Reserved for non-management majors/minors under USP03 only. Prerequisite: Sophomore Class Standing.	3	MW	03:10pm 04:25pm	BU	210	Fox
22020		MGT 4510	01	New Entrepreneurial Venture Prerequisites: ACCT 1010, MGT 3210, Junior class standing.	3	T	04:10pm 07:00pm	BU	209	Kreiser
27388		MGT 4510	02	New Entrepreneurial Venture Prerequisites: ACCT 1010, MGT 3210, Junior class standing.	3	R	04:10pm 07:00pm	BU	210	Kreiser
22021		MGT 4560	01	Entrepreneurial Acctg & Fin Cross listed with: FIN4560 Prerequisites: ACCT 1010, FIN 3250, MGT 3210, Junior class standing.	3	W	04:10pm 07:00pm	BU	21	Staff
22026*		MGT 4600	01	Advanced Internship:Business Prerequisites: ACCT 1020, FIN 3250, MGT 3210, MKT 3210, Junior Class Standing, Advanced Business Standing, 2.5 cumulative GPA, and approved internship application. Please visit the Johnson Career Center for questions, more information, or help searching for an internship.	1-4					Hedrick
<b>MGT 4800 (All Sections): Prerequisites: ACCT 1010, ACCT 1020, MGT 1040, DSCI 3210, FIN 3250, MGT 3210, MKT 3210, STAT 2010 (or equivalent), Senior class standing, Advanced Business Standing. To be taken graduating semester of Senior year.</b>										
22022		MGT 4800	01	Business Strategy & Policy	3	M	06:00pm 08:50pm	BU	210	Lindstrom
22023		MGT 4800	02	Business Strategy & Policy	3	MW	11:00am 12:15pm	BU	210	Fox
22024		MGT 4800	03	Business Strategy & Policy	3	TR	08:10am 09:25am	BU	210	Lindstrom
22161		MGT 4800	04	Business Strategy & Policy	3	TR	02:45pm 04:00pm	BU	210	Lindstrom

# College of Business

CRN	USP 03<>15	Course #	Sec	Course Title	Cr Hrs	Days	Times	Bldg	Room	Instructor
26830		MGT 4800	05	Business Strategy & Policy	3	TR	01:20pm 02:35pm	BU	209	Lindstrom
22892		MGT 4800	40	Business Strategy & Policy	3					Staff
Enrollment restrictions/priorities/dates: 1) Distance education (online) BSAD majors only through Nov. 29, 2018; 2) Others on a space available basis beginning Nov. 30, 2018. If you intend to complete the BSAD degree through the distance education (online) program, you must apply and be accepted by the College of Business in order to take this class. For information, please visit our website <a href="http://www.uwyo.edu/aao/online-business-administration/index.html">http://www.uwyo.edu/aao/online-business-administration/index.html</a> .										
25733*		MGT 4900	01	Probs in Mgt	3					Staff
22830*		MGT 4910	01	Topics: Ethics/Future of Bus	3	T	04:10pm 07:00pm	BU	259	Noble
Prerequisites: Junior Class Standing; Contact instructor by December 5th for registration.										
22027*		MGT 5600	01	Graduate Internship Business	1-4					Oneto
Prerequisites: Graduate student standing, and approved internship application. Please visit the Johnson Career Center for questions, more information, or help searching for an internship.										

## Marketing 766-3124

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**MKT 3210 (Sections -01 through -03): Prerequisites: WA/C1, Sophomore class standing.**

**Enrollment restrictions/priorities/dates:**

**1) College of Business majors/minors through November 29;**

**2) Others on a space available basis beginning November 30.**

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**[www.uwyo.edu/business/office-of-the-dean/forms-and-petitions.html](http://www.uwyo.edu/business/office-of-the-dean/forms-and-petitions.html)**

20665		MKT 3210	01	Intro to Marketing	3	MWF	10:00am 10:50am	BU	129	Patrick
22488		MKT 3210	02	Intro to Marketing	3	MWF	11:00am 11:50am	BU	127	Godinez
27389		MKT 3210	03	Intro to Marketing	3	MWF	08:00am 08:50am	BU	127	Velez
25505		MKT 3210	40	Intro to Marketing	3					Staff
Prerequisites: WA/C1, Sophomore class standing. Enrollment restrictions/priorities/dates: 1) Distance education (online) BSAD majors and BAS majors only through Nov. 29, 2018; 2) Others on a space available basis beginning Nov. 30, 2018. If you intend to complete the BSAD degree through the distance education (online) program, you must apply and be accepted by the College of Business in order to take this class. For information, please visit our website: <a href="http://www.uwyo.edu/aao/online-business-administration/index.html">http://www.uwyo.edu/aao/online-business-administration/index.html</a> .										
27390	<>C2	MKT 3310	01	Prof and Technical Selling	3	MWF	09:00am 09:50am	BU	10	Epler
Prerequisites: Completion of C1										
27391	<>C2	MKT 3310	02	Prof and Technical Selling	3	W	07:00pm 09:50pm	BU	110	Dorrell
Prerequisites: Completion of C1										
20667		MKT 4230	01	Integrated Marketing Comm	3	MWF	01:10pm 02:00pm	BU	209	Park
Prerequisites: MKT 3210, Advanced Business Standing, Junior class standing.										
20668		MKT 4240	01	Consumer Behavior	3	MWF	10:00am 10:50am	BU	21	Zehra
Prerequisites: MKT 3210, STAT 2010 (or equivalent), Junior class standing, Advanced Business Standing.										
27392		MKT 4320	01	Sales Force Strategies	3	TR	01:20pm 02:35pm	BU	211	Leach
Prerequisites: MKT 3210, MKT 3310										
27393		MKT 4330	01	Sales Seminar	3	F	11:00am 01:50pm	BU	111	Staff
Prerequisites: MKT 3210, MKT 3310										

**MKT 4450 (All Sections): Prerequisites: MKT 4240, MKT 4520, Advanced Business Standing, Senior class standing.**

20808	<>C3	MKT 4450	01	Adv Marketing Mgt	3	TR	11:00am 12:15pm	BU	10	Minton
25926	<>C3	MKT 4450	02	Adv Marketing Mgt	3	TR	02:45pm 04:00pm	BU	209	Livingston

**MKT 4520 (All Sections): Prerequisites: MKT 3210, STAT 2010 (or equivalent), Junior class standing, Advanced Business Standing.**

20809		MKT 4520	01	Mkt Research & Analysis	3	TR	08:10am 09:25am	BU	108	Krszjzaniek
27086		MKT 4520	02	Mkt Research & Analysis	3	TR	01:20pm 02:35pm	BU	108	Krszjzaniek
22950		MKT 4540	01	International Marketing	3	TR	08:10am 09:25am			Sepulveda Maldonado
Prerequisites: MKT 3210, Junior Class Standing										
25927		MKT 4590	01	Sustainable Bus Practices	3	TR	09:35am 10:50am	BU	10	Krszjzaniek
Prerequisites: Junior class standing, Advanced Business Standing.										



# College of Business

CRN	USP 03<>15 Course #	Sec	Course Title	Cr Hrs	Days	Times	Bldg	Room	Instructor
22349	MKT 4600	01	Campus Sustainability Prerequisites: Junior class standing, Advanced Business Standing. Non-COB majors: Junior class standing.	3	MW	03:10pm 04:25pm	BU	129	Krszjaniek
20810*	MKT 4900	01	Problems: Marketing Prerequisites: Advanced MKT courses as appropriate, Advanced Business Standing, and written consent of instructor.	1-4	F	02:10pm 04:00pm	BU	111	Staff
25595*	MKT 4900	02	Problems: Marketing Prerequisites: Advanced MKT courses as appropriate, Advanced Business Standing, and written consent of instructor.	1-4					Staff
24026*	MKT 4910	01	TP: MKT Res: Nature & the Self Prerequisites: Junior Class Standing, Adv. Business Standing NOTE: this course can be used as the MKT 4520 requirement. Prerequisites: MKT 3210, STAT 2010 (or equivalent), Junior class standing, Advanced Business Standing. Need instructor permission.	3	T	04:10pm 07:00pm	BU	10	Minton
27395	MKT 5450	01	Marketing Theory I	3	T	09:00am 12:00pm	BU	222	Peterson
27396	MKT 5890	01	Adv Probs: Sales & B2B MKT	3	R	09:00am 12:00pm	BU	222	Leach
22625	MKT 5980	01	Dissertation Research	1-12					Oneto