

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: Peter M. and Paula Green Johnson Student Success Center (766-8249) College of Business 60W.

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 2010 (All Sections): Prerequisites: MATH 1400, Sophomore class standing. Exception to final exam.

Enrollment restrictions/priorities/dates: 1) College of Business majors/minors through December 5;

2) Others on a space available basis beginning December 6.

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

25125	ACCT	2010	01	Principles of Accounting I	3	MWF	11:00am	11:50am	BU	121	Kreiser
25123	ACCT	2010	02	Principles of Accounting I	3	MWF	09:00am	09:50am	BU	21	Kreiser
25122	ACCT	2010	80	Principles of Accounting I	3	W	10:00am	10:50am	BU	AUD	Mercil

ACCT 2020 (All Sections): Prerequisite: ACCT 2010

25129	ACCT	2020	01	Principles of Accounting II	3	MWF	09:00am	09:50am	BU	129	Benson
25130	ACCT	2020	02	Principles of Accounting II	3	MWF	01:10pm	02:00pm	BU	121	Raulston
25131	ACCT	2020	03	Principles of Accounting II	3	MWF	10:00am	10:50am	BU	129	Benson
25132	ACCT	2020	04	Principles of Accounting II	3	MWF	03:10pm	04:00pm	BU	121	Raulston

ACCT 3070 (All Sections): Prerequisites: ACCT 3240 & 3230 (or equivalents), min. grade C in each, Advanced Business Standing.

25589	ACCT	3070	40	Tax I	3						Mercil
20905	ACCT	3070	80	Tax I	3	R	09:35am	10:50am	BU	21	Mercil

ACCT 3100 (All Sections): Prerequisites: ACCT 1010, ACCT 1020, FIN 3250 (or equivalent) or concurrent enrollment,

Sophomore class standing. Restricted to non-accounting majors.

23496	ACCT	3100	01	Financial Statement Analysis	3	MW	03:10pm	04:25pm	BU	208	Festa
25590	ACCT	3100	40	Financial Statement Analysis	3						Festa
22747	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.

22748	ACCT	3240	40	Cost I	3						Zheng
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Prerequisites: ACCT 1010 & 1020, MATH 1400, min. grade C in each, Sophomore class standing.

21367	ACCT	3430	01	Int Acct II	3	MWF	10:00am	10:50am	BU	111	Raulston
						R	05:00pm	07:00pm	BU	10	

Prerequisites: ACCT 3230, min. grade C, Advanced Business Standing.

Reserve Thursdays 5:00-7:00pm for exams.

21368	ACCT	3610	01	Acct Information Systems	3	TR	09:35am	10:50am	BU	26	Corradino
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Prerequisites: ACCT 3240 & 3430 (or equivalents), min. grade C in each, Advanced Business Standing.

21369	ACCT	3830	01	Intermediate Accounting III	3	TR	08:10am	09:25am	BU	111	Oler
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Prerequisites: ACCT 3430, min. grade C, Advanced Business Standing.

20907	ACCT	4060	01	Auditing I	3	TR	01:20pm	02:35pm	BU	111	Johnson
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Prerequisites: ACCT 3070, 3610 & 3830 (or equivalents), min. grade C in each; Advanced Business Standing.

21066	ACCT	4540	01	Cost Acct II	3	MWF	02:10pm	03:00pm	BU	129	Benson
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Prerequisites: ACCT 3240, min grade C, sophomore class standing.

20910*	ACCT	4900	03	Problems in Acct: VITA	1-4						Mercil
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Cross listed with: ACCT5850

Written permission of instructor

via COB/AAO form; contact department.

Prerequisites: 6 hours in Accounting: Advanced Business

Standing; Junior Class Standing; ACCT 3070 completion or

concurrent enrollment.

20089	ACCT	5030	01	Advanced Financial Accounting	3	MW	11:00am	12:15pm	BU	111	Xu
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25267	ACCT	5040	40	Sem in Managerial Acct	3						Corradino
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20090	ACCT	5060	01	Auditing II	3	TR	11:00am	12:15pm	BU	111	Johnson
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24556	ACCT	5850	01	Adv Problems: VITA	1-8						Kreiser
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Cross listed with: ACCT4900

The following 5900-level courses are Satisfactory/Unsatisfactory only

20039*	ACCT	5920	01	Cont Reg: On Campus	1-2						Staff
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20040*	ACCT	5940	01	Cont Reg: Off Campus	1-2						Staff
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20042*	ACCT	5990	01	Internship	1-12						Staff
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College of Business

CRN	USP 03<>15 Course #	Sec	Course Title	Cr Hrs	Days	Times	Bldg	Room	Instructor
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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: Peter M. and Paula Green Johnson Student Success Center (766-8249) College of Business 60W.

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23050	<>FY	BUSN	1101	01	FYS: Decision Making in BUSN	3	MWF	11:00am 11:50am	BU	209	Brown
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Decision Science 766-3124

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DSCI 3210 (All Sections): 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 December 5; 2) Others on a space available basis beginning December 6.

20235		DSCI	3210	01	Intro to Op and Supp Chain Mgt	3	TR	02:45pm 04:00pm	BU	129	Asay
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											

22864		DSCI	3210	40	Intro to Op and Supp Chain Mgt	3					Asay
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											

20232		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.											

DSCI 4260 (All Sections): Prerequisites: DSCI 3210; Advanced Business Standing; and Junior class standing. EN/SER majors: ES 1060 and Junior class standing.

21851		DSCI	4260	01	Project Mgmt	3	TR	04:10pm 05:25pm	BU	108	Asay
23225		DSCI	4260	40	Project Mgmt	3					Asay

Enrollment restrictions/priorities/dates:

1)Distance Education (online) BSAD majors only through December 5; 2) Others on a space available basis beginning December 6. 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>

22760		DSCI	4270	01	Logistics	3	TR	11:00am 12:15pm	BU	108	Arnette
Prerequisites: DSCI 3210, DSCI 4240, Advanced Business Standing, Junior class standing.											

Economics 766-2175

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24054	CSG<>H	ECON	1000	01	Global Econ Issues	3	MWF	10:00am 10:50am	BU	121	Shogren
20691	CS<>H	ECON	1010	01	Principles of Macroeconomics	3	MWF	11:00am 11:50am	BU	AUD	Campbell
Cross listed with: AGECE1010											
22227	CS<>H	ECON	1010	02	Principles of Macroeconomics	3	MWF	03:10pm 04:00pm	BU	AUD	Aadland
Cross listed with: AGECE1010											
22079	CS<>H	ECON	1010	03	Principles of Macroeconomics	3	MWF	02:10pm 03:00pm	BU	127	Thunstrom
ECON 1020 (All Sections): Cross listed with: AGECE 1020											
20693	CS<>H	ECON	1020	01	Principles of Microeconomics	3	TR	11:00am 12:15pm	BU	AUD	Naschold
22080	CS<>H	ECON	1020	02	Principles of Microeconomics	3	MWF	02:10pm 03:00pm	BU	AUD	Magnuson
20692	CS<>H	ECON	1020	03	Principles of Microeconomics	3	TR	01:20pm 02:35pm	BU	21	Jones Ritten
20694	V<>V	ECON	1200	01	Econ Law & Govt	3	TR	02:45pm 04:00pm	BU	AUD	Van 't Veld
24055	CS<>H	ECON	1400	01	Sports Economics	3	MWF	01:10pm 02:00pm	BU	21	Brown
22116	CS<>H	ECON	1400	02	Sports Economics	3	MWF	10:00am 10:50am	BU	21	Brown

College of Business

CRN	USP 03<>15	Course #	Sec	Course Title	Cr Hrs	Days	Times	Bldg	Room	Instructor
24568	GWB<>C2	ECON 2400	01	Economics of Environment	3	TR	09:35am 10:50am	BU	110	Kjorstad
20695		ECON 3010	01	Inter Macroecon	3	TR	04:10pm 05:25pm	BU	121	Godby
				Prerequisites: ECON 1010, ECON 1020, QA & MATH 2200/2350 and Sophomore Class Standing.						
20696		ECON 3020	01	Inter Microecon	3	MWF	11:00am 11:50am	BU	110	Thunstrom
				Prerequisites: ECON 1010, ECON 1020, QA, MATH 2200/2350 and Sophomore Class Standing.						
21962		ECON 3020	02	Inter Microecon	3	TR	01:20pm 02:35pm	BU	121	Naschold
				Prerequisites: ECON 1010, ECON 1020, QA, MATH 2200/2350 and Sophomore Class Standing.						
25382		ECON 3400	01	Energy Markets & Policy	3	TR	02:45pm 04:00pm	BU	209	Considine
23897*		ECON 4000	01	Conference	1-4					Staff
				Prerequisites: ECON 3010, ECON 3020 and consent of instructor.						
21557		ECON 4230	01	Inter Econometric Theory	3	TR	01:20pm 02:35pm	BU	110	Considine
				Cross listed with: ECON5230						
				Prerequisites: ECON 3020, STAT 2050 or 2070, MATH 2350.						
20944	WC<>C3	ECON 4240	01	Evolution of Economic Ideas	3	TR	09:35am 10:50am	BU	209	Van 't Veld
				Prerequisites: ECON 3010 and 3020.						
				This is the capstone course for the ECON program.						
24056		ECON 4350	01	Game Theory	3	TR	08:10am 09:25am	CL	121	Janus
				Prerequisites: ECON 3010, ECON 3020						
25091		ECON 4360	01	Sem: Financial Crisis in Film	3	T	06:30pm 09:00pm	BU	129	Godby
23055		ECON 4400	01	Environmental Econ	3	TR	11:00am 12:15pm	BU	209	Albers
				Prerequisites: ECON 3020, Junior class standing						
22228		ECON 4430	01	Energy Economics	3	TR	02:45pm 04:00pm	BU	21	Mason
				Prerequisites: ECON 3020, MATH 2200 or 2350.						
25588		ECON 4910	01	Sp Tpcs: Exp Learn Project	3	MWF	08:00am 08:50am	BU	209	Staff
20697		ECON 5120	01	Adv Analy II-Micro	3	TR	11:00am 12:15pm	CR	149	Janus
20945		ECON 5130	01	Dynamic Optimiz	3	TR	09:35am 10:50am	BU	221	Finnoff
24857		ECON 5230	01	Inter Econometric Theory	3	TR	01:20pm 02:35pm	BU	110	Considine
				Cross listed with: ECON4230						
24569		ECON 5310	01	Research Methods	3	M	03:10pm 06:00pm	BU	222	Newbold
21561		ECON 5360	01	Advanced Econometric Theory II	3	TR	02:45pm 04:00pm	BU	222	Skiba
22417		ECON 5370	01	Adv Econometric Theory III	3	TR	09:35am 10:50am	BU	222	Newbold
22418		ECON 5400	01	Adv Res & Env Econ	3	TR	01:20pm 02:35pm	BU	222	Albers
22209		ECON 5900	01	Prac-College Teaching	3					Finnoff
20698		ECON 5920	01	Cont Reg: On Campus	1-2					Albers
				Satisfactory/Unsatisfactory only						
20699		ECON 5940	01	Cont Reg: Off Campus	1-2					Albers
				Satisfactory/Unsatisfactory only						
20700		ECON 5960	01	Thesis Research	1-12					Albers
				Satisfactory/Unsatisfactory only						
20701		ECON 5980	01	Dissertation Research	1-12					Albers
				Satisfactory/Unsatisfactory only						
21916		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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FIN 3250 (All Sections): Prerequisites: ACCT 1010, STAT 2010, 2050 or 2070 and Sophomore Class Standing.

20868	FIN	3250	01	Corporate Finance	3	MWF	02:10pm 03:00pm	BU	21	Dorwart
22237	FIN	3250	02	Corporate Finance	3	MWF	09:00am 09:50am	BU	AUD	Gunderson
22377	FIN	3250	40	Corporate Finance	3					Robinson
21816	FIN	3310	01	Investment Management	3	R	04:10pm 07:00pm	BU	210	Nejadmalayeri
				Prerequisites: FIN 3250, Advanced Business Standing						
22774	FIN	3520	01	Financial Markets	3	MWF	01:10pm 02:00pm	BU	127	Staff
				Prerequisites: FIN 3250, STAT 2010, 2050 or 2070, Advanced Business Standing.						
22865	FIN	3520	40	Financial Markets	3					Robinson
22419	FIN	4250	01	Adv Corporate Finance	3	MW	03:10pm 04:25pm	BU	110	Gunderson
				Prerequisites: FIN 3250 and FIN 3310.						
21963	FIN	4350	01	Portfolio Management II	3	TR	11:00am 12:15pm	BU	109	Treick
				Prerequisites: FIN 3310, Advanced Business Standing						

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21964	FIN	4350	02	Portfolio Management II Prerequisites: FIN 3310, Advanced Business Standing	3	TR	09:35am 10:50am	BU	109	Treick
22775	FIN	4360	01	Options and Futures Prerequisites: FIN 3250, 3310.	3	TR	08:10am 09:25am	BU	129	Staff
24062	FIN	4400	01	Financial Modeling Prerequisites: FIN 3250, FIN 3310, Advanced Business Standing	3	TR	01:20pm 02:35pm	BU	208	Zhang
24063	FIN	4460	01	Multinational Finance Prerequisites: FIN 3250, FIN 3310	3	TR	02:45pm 04:00pm	BU	208	Zhang
23566	FIN	4540	01	Banking Policy Prerequisites: FIN 4510 or concurrent enrollment.	3	MW	11:00am 12:15pm	BU	21	Staff
24064	FIN	4600	40	Ethics in Finance Prerequisites: Completion of C2, FIN 3310, and FIN 3520 (or equivalents) min. grade C in each. Restricted to Finance majors and minors only. Meets C3.	3					Jain
24066	FIN	4710	01	Risk Management Cross listed with: FIN5710 MBAM5800 Prerequisites: FIN 3250, FIN 3310, IMGT 2400, Advanced Business Standing.	3	MW	11:00am 12:15pm	BU	208	Gunderson
25591	FIN	5710	01	Risk Management Cross listed with: FIN4710 MBAM5800	3	MW	11:00am 12:15pm	BU	208	Gunderson
25593	FIN	5720	40	Insurance and Retirement Plan	3					Dorwart
25592	FIN	5750	40	Introduction to Wealth Mgmt	3					Choi
20946	FIN	5920	01	Cont Reg: On Campus Satisfactory/Unsatisfactory only	1-2					Staff
20947	FIN	5940	01	Cont Reg: Off Campus Satisfactory/Unsatisfactory only	1-2					Staff
20948	FIN	5960	01	Thesis Research Satisfactory/Unsatisfactory only	1-12					Staff
21965	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					Choi

Information Management 766-3136

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25118	IMGT	1400	01	Intro to Business Analytics	3	MW	04:10pm 05:25pm	BU	AUD	Brande
25296	IMGT	4990	01	Topics: Data Analytics	3	T	03:10pm 06:00pm	BU	26	Brande

Master of Business Administration 766-2449

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22085	MBAM	5102	01	Operations Management	3	R	03:00pm 05:50pm	BU	211	Staff
22089	MBAM	5203	01	Entrepreneurial Management	3	MW	09:35am 10:50am	BU	211	Billington
22087	MBAM	5204	01	Financial Mgmt	3	MW	11:00am 12:15pm	BU	211	Dorwart
22084	MBAM	5206	01	Professional Development II Satisfactory/Unsatisfactory only	0					Cook
22088	MBAM	5207	01	Marketing Management	3	TR	11:00am 12:15pm	BU	211	Krszjaniek
22086	MBAM	5208	01	Managerial Accounting	3	TR	09:35am 10:50am	BU	211	Zheng
23992	MBAM	5209	01	Decision Making II	1	F	08:00am 08:50am	BU	211	McGinity
22225	MBAM	5502	01	Energy Fin: Proj Eval	3	MW	03:10pm 04:25pm	BU	221	Cook
22763	MBAM	5506	01	Energy Fin:Sec, Hedging&Trad	3	TR	01:20pm 02:35pm	BU	109	Treick
23709	MBAM	5800	01	MBA Topics: Risk Management Cross listed with: FIN4710 FIN5710	3	MW	11:00am 12:15pm	BU	208	Gunderson
23710	MBAM	5800	02	MBA Topics: Valuation	3	MW	01:20pm 02:35pm	BU	211	Festa

College of Business

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Executive Master of Business Administration

22376	MBAX	5151	40	New Ventures	3					Billington
25284	MBAX	5208	40	Managerial Accounting	3					Zheng
22374	MBAX	5330	40	Global Business Environ	3					Skiba
23991	MBAX	5502	40	Energy Finance: Project Eval	3					Cook
22373	MBAX	5510	40	Financial Management	3					Dorwart

Management 766-3124

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21709	MGT	1040	01	Legal Environment of Business	3	TR	09:35am 10:50am	BU	AUD	Frome
21710	MGT	1040	02	Legal Environment of Business	3	W	03:10pm 06:00pm	BU	21	Frome
21718*	MGT	2600	01	Internship in Business	1-4					Hedrick

Prerequisites: College of Business major, 2.5 cumulative GPA and approved internship application. Please visit the Peter M. & Paula Green Johnson Student Success Center for questions, more information, or help searching for an internship.

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

21711	MGT	3110	01	Business Ethics	3	MW	11:00am 12:15pm	BU	127	Noble
22083	MGT	3110	02	Business Ethics	3	MW	03:10pm 04:25pm	BU	127	Noble
22372	MGT	3110	40	Business Ethics	3					Staff

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MGT 3210 (Sections -01 and -02): Prerequisites: WA/C1, Sophomore class standing. Enrollment restrictions/priorities/dates:

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20543	MGT	3210	01	Mgt & Organization	3	TR	08:10am 09:25am	BU	AUD	Prince
20544	MGT	3210	02	Mgt & Organization	3	R	04:10pm 07:00pm	BU	127	McGinity
23288	MGT	3210	40	Mgt & Organization	3					Thiel

Prerequisites:WA/C1, Sophomore class standing.

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22761	MGT	3410	01	Human Resource Mgmt	3	TR	09:35am 10:50am	BU	129	Prince
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Prerequisites: MGT 3210, Advanced Business Standing, Junior class standing.

23493	MGT	3410	40	Human Resource Mgmt	3					Staff
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Prerequisites: MGT 3210, Advanced Business Standing, Junior class standing. Enrollment restrictions/priorities/dates:

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College of Business

CRN	USP 03<>15	Course #	Sec	Course Title	Cr Hrs	Days	Times	Bldg	Room	Instructor
MGT 3420 (All Sections): Prerequisites: MGT 3210, Advanced Business Standing, Junior class standing.										
22762		MGT 3420	01	Org Behavior & Leadership	3	TR	02:45pm 04:00pm	BU	121	Frome
22776		MGT 3420	40	Org Behavior & Leadership	3					Livingston
Enrollment restrictions/priorities/dates: 1)Distance Education (online) BSAD majors only through December 5; 2) Others on a space available basis beginning December 6. 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 .										
23051		MGT 4220	01	Talent Acquisition	3	TR	01:20pm 02:35pm	BU	211	Thiel
Prerequisites: MGT 3210, 3410, 3420, Junior Class Standing.										
23052		MGT 4260	01	Training and Development	3	M	05:00pm 07:50pm	BU	210	Staff
Prerequisites: MGT 3210, 3410, 3420, Junior Class Standing.										
21712		MGT 4340	01	Law for Managers	3	TR	11:00am 12:15pm	BU	210	Sprague
Prerequisites: MGT 1040 or equivalent, Junior class standing										
25594		MGT 4350	01	Commercial Law	3	TR	01:20pm 02:35pm	BU	127	Sprague
Reserved for non-management majors/minors under USP03 only. Prerequisites: MGT 1040 or equivalent, Junior class standing.										
MGT 4470 (All Sections): Prerequisites: MGT 3210, 3410, 3420, Junior Class Standing, and Advanced Business Standing.										
23053		MGT 4470	01	Negotiations & Conflict Resol	3	MW	03:10pm 04:25pm	BU	10	Livingston
23492		MGT 4470	02	Negotiations & Conflict Resol	3	TR	08:10am 09:25am	BU	110	Livingston
21719*		MGT 4600	01	Advanced Internship:Business	1-4					Hedrick
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 Peter M. & Paula Green Johnson Student Success Center for questions, more information, or help searching for an internship.										
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.										
21715	<>C3	MGT 4800	01	Business Strategy & Policy	3	M	06:00pm 08:50pm	BU	10	Lindstrom
21716	<>C3	MGT 4800	02	Business Strategy & Policy	3	MW	11:00am 12:15pm	BU	210	Staff
21717	<>C3	MGT 4800	03	Business Strategy & Policy	3	TR	08:10am 09:25am	BU	10	Lindstrom
21821	<>C3	MGT 4800	04	Business Strategy & Policy	3	TR	02:45pm 04:00pm	BU	10	Lindstrom
23806	<>C3	MGT 4800	05	Business Strategy & Policy	3	TR	01:20pm 02:35pm	BU	10	Lindstrom
22371	<>C3	MGT 4800	40	Business Strategy & Policy	3					Fox
Enrollment restrictions/priorities/dates: 1)Distance Education (online) BSAD majors only through December 5; 2) Others on a space available basis beginning December 6. 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 .										
25114	<>C3	MGT 4800	41	Business Strategy & Policy	3					Staff
Enrollment restrictions/priorities/dates: 1)Distance Education (online) BSAD majors only through December 5; 2) Others on a space available basis beginning December 6. 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 .										
22338*		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.										

College of Business

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

Marketing 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: Peter M. and Paula Green Johnson Student Success Center (766-8249) College of Business 60W.

*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.*

MKT 3210 (All Sections): Prerequisites: WA/C1, Sophomore class standing.

20548	MKT	3210	01	Intro to Marketing Enrollment restrictions/priorities/dates: 1) College of Business majors/minors through December 5; 2) Others on a space available basis beginning December 6. Students with College of Business minors MUST complete a COB main override authorization: www.uwyo.edu/business/office-of-the-dean/forms-and-petitions.html	3	TR	01:20pm 02:35pm	BU	AUD	Oneto
22082	MKT	3210	02	Intro to Marketing Enrollment restrictions/priorities/dates: 1) College of Business majors/minors through December 5; 2) Others on a space available basis beginning December 6. 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	3	MWF	01:10pm 02:00pm	BU	129	Staff
23289	MKT	3210	40	Intro to Marketing Enrollment restrictions/priorities/dates: 1)Distance Education (online) BSAD and BAS majors only through December 5; 2) Others on a space available basis beginning December 6. 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	3					Oneto

MKT 3310 (All Sections): Cross listed with: SELL3310. Prerequisites: COM1 and sophomore class standing.

25246	<>C2	MKT	3310	01	Prof and Technical Selling	3	W	07:00pm 09:50pm	BU	210	Dorrell
25247	<>C2	MKT	3310	02	Prof and Technical Selling	3	MWF	09:00am 09:50am	BU	210	Epler
20549		MKT	4230	01	Integrated Marketing Comm Prerequisites: MKT 3210, Advanced Business Standing, Junior class standing.	3	MWF	01:10pm 02:00pm	BU	208	Staff
20550		MKT	4240	01	Consumer Behavior Prerequisites: MKT 3210, STAT 2010 (or equivalent), Junior class standing, Advanced Business Standing.	3	MWF	10:00am 10:50am	BU	127	Staff
25288		MKT	4320	01	Sales Force Strategies Cross listed with: SELL4320 Prerequisites: MKT/SELL 3310 and junior class standing.	3	TR	09:35am 10:50am	BU	210	Leach
25289		MKT	4330	01	Sales Seminar Cross listed with: SELL4330 Prerequisites: MKT/SELL 3310 and junior class standing.	3	TR	01:20pm 02:35pm	BU	210	Leach
20685		MKT	4450	01	Adv Marketing Mgt Prerequisites: MKT 4240, MKT 4520, Advanced Business Standing, Senior class standing	3	TR	11:00am 12:15pm	BU	127	Minton

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

20686		MKT	4520	01	Mkt Research & Analysis	3	TR	09:35am 10:50am	BU	108	Krszjzaniek
23876		MKT	4520	02	Mkt Research & Analysis	3	TR	01:20pm 02:35pm	BU	108	Minton
22416		MKT	4540	01	International Marketing Cross listed with: INST4540 Prerequisites: MKT 3210, Junior Class Standing	3	TR	08:10am 09:25am	BU	127	Staff
23491		MKT	4590	01	Sustainable Bus Practices Cross listed with: INST4590 Prerequisites: Junior class standing, Advanced Business Standing.	3	TR	09:35am 10:50am	BU	127	Peterson
21977		MKT	4600	01	Campus Sustainability Prerequisites: Junior class standing, Advanced Business Standing. Non-COB majors: Junior class standing.	3	MW	04:35pm 05:50pm	BU	111	Krszjzaniek
20687*		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	210	Staff
25166*		MKT	5350	01	Marketing Models	3	T	11:00am 01:50pm	BU	259	Peterson
22189		MKT	5980	01	Dissertation Research	1-12					Oneto

College of Business

CRN	USP 03<>15 Course #	Sec	Course Title	Cr Hrs	Days	Times	Bldg	Room	Instructor
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Entrepreneurship 766-3124

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25109	ENTR	2700	01	Entrepreneurial Mindset Prerequisites: COM1; sophomore class standing.	3	MW	03:10pm 04:25pm	BU	210	Fox
25110	ENTR	3700	01	Innovate, Ideation, Value Prop Prerequisites: ENTR 2700.	3	MW	03:10pm 04:25pm	BU	209	Billington
25112	ENTR	4700	01	Business Model Creation Prerequisite: ENTR 3700.	3	TR	01:20pm 02:35pm	BU	209	Scott
25111	ENTR	4750	01	Theories of Entrepreneurship Prerequisite: ENTR 3700.	3	TR	02:45pm 04:00pm	BU	210	Kreiser

Professional Selling 766-3124

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SELL 3310 (All Sections): Cross listed with: MKT3310. Prerequisites: COM1 and sophomore class standing.

25119	<>C2	SELL	3310	01	Pro and Technical Selling	3	W	07:00pm 09:50pm	BU	210	Dorrell
25120	<>C2	SELL	3310	02	Pro and Technical Selling	3	MWF	09:00am 09:50am	BU	210	Epler
25128		SELL	4320	01	Sales Force Strategies Cross listed with: MKT4320 Prerequisites: MKT/SELL 3310 and junior class standing.	3	TR	09:35am 10:50am	BU	210	Leach
25126		SELL	4330	01	Sales Seminar Cross listed with: MKT4330 Prerequisites: MKT/SELL 3310 and junior class standing.	3	TR	01:20pm 02:35pm	BU	210	Leach