# Fall 2008 Graduate Courses

## ACCOUNTANCY

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Title</th>
<th>Credits</th>
<th>Hours</th>
<th>EQ Credits</th>
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<tbody>
<tr>
<td>ACC 9110</td>
<td>Financial Accounting</td>
<td>3.0</td>
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<tr>
<td>ACC 9112</td>
<td>Fin Acc: Intensive</td>
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<td>ACC 9804</td>
<td>Intermediate Fin Acc</td>
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<td>ACC 9805</td>
<td>Advanced Fin Acc</td>
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<tr>
<td>ACC 9807</td>
<td>Contmp Topics in Acc</td>
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## BUSINESS ORGANIZATION AND MANAGEMENT

<table>
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<tr>
<th>Course Code</th>
<th>Title</th>
<th>Credits</th>
<th>Hours</th>
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<tr>
<td>BUS 9100</td>
<td>Societal &amp; Gov Env Bus</td>
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<td>BUS 9200</td>
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Acc 9110 replaces ACC 9100 for students admitted prior to Fall 2003 who have not yet taken ACC 9100.

0946 MW73A MW 7:35PM-8:50PM STAFF

To register for both courses, use the CIS 9000 digit code (0313) or (0314).

0947 MW73U MW 7:35PM-8:50PM STAFF

This section is for students who do not require CIS 9000.

0944 TR6A TTH 6:00PM-7:15PM STAFF

To register for both courses, use the CIS 9000 digit code (0316) or (0317).

0945 TR6U TTH 6:00PM-7:15PM STAFF

This section is for students who do not require CIS 9000.

As of Spring 2007, ACC 9112 replaces ACC 9110 for MBA and MS in Accountancy students.

0949 MW54A MW 5:40PM-7:20PM STAFF

Registering for section MW54A will automatically register you for the co-requisite CIS 9000.

0950 MW54U MW 5:40PM-7:20PM STAFF

This section is for students who do not require CIS 9000.

Prereq: ACC 9112 or ACC 9110 with Department Permission.

Open to Graduate Students in the Zicklin School of Business only; others with permission of the Zicklin Office of Graduate Studies.

0951 MW54A MW 5:40PM-7:20PM GHOSH

Prereq: ACC 9804

Open to Graduate Students in the Zicklin School of Business only; others with permission of the Zicklin Office of Graduate Studies.

0952 MW54A MW 5:40PM-7:20PM LILIEN

Prereq: ACC 9805 or Department Permission.

Open to Graduate Students in the Zicklin School of Business only; others with permission of the Zicklin Office of Graduate Studies.

0954 MW54A MW 5:40PM-7:20PM STRAUSS

0953 UX13A MW 2:55PM-4:35PM STRAUSS

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Acc 9115 replaces ACC 9110 for students admitted prior to Fall 2003 who have not yet taken ACC 9110.

0955 TR54A TTH 5:40PM-7:20PM VAYSMAN

Prereq: ACC 9110 or ACC 9100 or ACC 9112.

Students may not receive credits for both ACC 9115 & ACC 9811.

Title: Managerial Accounting Theory and Practice.

0956 TR54A TTH 5:40PM-7:20PM MOYA

Prereq: ACC 9804

Open to Graduate Students in the Zicklin School of Business only; others with permission of the Zicklin Office of Graduate Studies.

0957 MW74A MW 7:40PM-9:20PM FLOCH

Prereq: ACC 9811 or ACC 9110 or ACC 9112.

Students may receive credit for ACC 9811 or ACC 9115 but not both.

0958 TR6A TTH 6:00PM-7:15PM STAFF

0959 TR6U TTH 6:00PM-7:15PM STAFF

0960 TR73A TTH 6:00PM-7:15PM STAFF

0961 TR73B TTH 6:00PM-7:15PM STAFF

Bus 9100 replaces ACC 9100 for MBA and MS in Accounting students.

1677 MW73A MW 7:35PM-8:50PM STAUFFER

Closed to major code -- 270, 298, 313, 315, 385, 350

1678 TR6A TTH 6:00PM-7:15PM KORN

1679 MW73A MW 7:35PM-8:50PM GARDBERG

1682 TR6A TTH 6:00PM-7:15PM KORN

1678 XZ24A TTH 4:10PM-5:25PM GENC

1680 TR6A TTH 6:00PM-7:15PM VAYSMAN

1681 TR6U TTH 6:00PM-7:15PM MOYA

Bus 9200 replaces ACC 9200 for MBA and MS in Management students.

Prereq: All required MBA core courses, plus 12 credits beyond core.

Open to Graduate Students in the Zicklin School of Business only; others with permission of the Zicklin Office of Graduate Studies.

1683 MW73A MW 7:35PM-8:50PM FLOCH

1684 TR6A TTH 6:00PM-7:15PM LILIEN

1685 UX13A TTH 4:10PM-5:25PM STRAUSS

Bus 9601 replaces ACC 9601 for MBA and MS in Business Consulting students.

Prereq: Minimum of 26 MBA credits.

2001 MW73A MW 7:35PM-8:50PM BANAI
PREREQ: PERMISSION OF FACULTY INTERNSHIP COORDINATOR AND GRADUATE CAREER MANAGEMENT CENTER REQUIRED. OPEN TO FULL-TIME AND PART-TIME MBA AND MS STUDENTS WHO HAVE COMPLETED A MINIMUM OF 12 CREDITS TOWARD THEIR GRADUATE DEGREE, OR BY APPROVAL OF THE INTERNSHIP COMMITTEE. (STUDENTS ON F-1 VISAS MUST HAVE BEEN LAWFULLY ENROLLED ON A FULL-TIME BASIS FOR ONE FULL ACADEMIC YEAR PRIOR TO CPT; DIFFERENT CONDITIONS MAY APPLY TO STUDENTS ON OTHER VISAS.) ALL STUDENTS MUST BE IN GOOD ACADEMIC STANDING (CUM GPA 3.0) STUDENTS MAY TAKE UP TO THREE 1-CREDIT INTERNSHIPS (BUS 9801, 9802, 9803) AND MAY APPLY THE CREDITS TOWARDS A GENERAL ELECTIVE. HOWEVER, STUDENTS CANNOT TAKE MORE THAN 1 CREDIT PER SEMESTER. STUDENTS ON F-1 VISAS CANNOT EXTEND THE DURATION OF THE PROGRAM IN ORDER TO COMPLETE AN INTERNSHIP. STUDENTS MAY NOT USE THEIR CURRENT OR PRIOR EMPLOYMENT FOR AN INTERNSHIP. WRITTEN DEPT PERMISSION REQUIRED

0429 HTBA DAY(S) AND HOURS TO BE ARRANGED STAFF

PREREQ: SUCCESSFUL COMPLETION OF BUS 9801. OPEN TO FULL-TIME AND PART-TIME MBA AND MS STUDENTS WHO HAVE COMPLETED A MINIMUM OF 12 CREDITS TOWARD THEIR GRADUATE DEGREE, OR BY APPROVAL OF THE INTERNSHIP COMMITTEE. (STUDENTS ON F-1 VISAS MUST HAVE BEEN LAWFULLY ENROLLED ON A FULL-TIME BASIS FOR ONE FULL ACADEMIC YEAR PRIOR TO CPT; DIFFERENT CONDITIONS MAY APPLY TO STUDENTS ON OTHER VISAS.) ALL STUDENTS MUST BE IN GOOD ACADEMIC STANDING (CUM GPA 3.0) STUDENTS MAY TAKE UP TO THREE 1-CREDIT INTERNSHIPS (BUS 9801, 9802, 9803) AND MAY APPLY THE CREDITS TOWARDS A GENERAL ELECTIVE. HOWEVER, STUDENTS CANNOT TAKE MORE THAN 1 CREDIT PER SEMESTER. STUDENTS ON F-1 VISAS CANNOT EXTEND THE DURATION OF THE PROGRAM IN ORDER TO COMPLETE AN INTERNSHIP. STUDENTS MAY NOT USE THEIR CURRENT OR PRIOR EMPLOYMENT FOR AN INTERNSHIP. WRITTEN DEPT PERMISSION REQUIRED

0430 HTBA DAY(S) AND HOURS TO BE ARRANGED STAFF

PREREQ: SUCCESSFUL COMPLETION OF BUS 9802. OPEN TO FULL-TIME AND PART-TIME MBA AND MS STUDENTS WHO HAVE COMPLETED A MINIMUM OF 12 CREDITS TOWARD THEIR GRADUATE DEGREE, OR BY APPROVAL OF THE INTERNSHIP COMMITTEE. (STUDENTS ON F-1 VISAS MUST HAVE BEEN LAWFULLY ENROLLED ON A FULL-TIME BASIS FOR ONE FULL ACADEMIC YEAR PRIOR TO CPT; DIFFERENT CONDITIONS MAY APPLY TO STUDENTS ON OTHER VISAS.) ALL STUDENTS MUST BE IN GOOD ACADEMIC STANDING (CUM GPA 3.0) STUDENTS MAY TAKE UP TO THREE 1-CREDIT INTERNSHIPS (BUS 9801, 9802, 9803) AND MAY APPLY THE CREDITS TOWARDS A GENERAL ELECTIVE. HOWEVER, STUDENTS CANNOT TAKE MORE THAN 1 CREDIT PER SEMESTER. STUDENTS ON F-1 VISAS CANNOT EXTEND THE DURATION OF THE PROGRAM IN ORDER TO COMPLETE AN INTERNSHIP. STUDENTS MAY NOT USE THEIR CURRENT OR PRIOR EMPLOYMENT FOR AN INTERNSHIP. WRITTEN DEPT PERMISSION REQUIRED

0431 HTBA DAY(S) AND HOURS TO BE ARRANGED STAFF

COMPUTER INFORMATION SYSTEMS

CIS 9000 INFO SYS FOR MANAGER 3.0 CRS 3.0 HRS 3.0 EQ CRS
PRE/COREQ: ACC 9110 OR 9112 OR ECO 9708 OR EQUIVALENTS.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

0313 MW6A MW 6:00PM-7:15PM PALLEY
REGISTRATION FOR SECTION MW6A WILL AUTOMATICALLY REGISTER YOU FOR THE CO-REQUISITE ACC 9110 MW73A (0946)

2061 MW6AU MW 6:00PM-7:15PM PALLEY
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE ACC 9110

0314 MW6B MW 6:00PM-7:15PM DENKER
REGISTRATION FOR SECTION MW6B WILL AUTOMATICALLY REGISTER YOU FOR THE CO-REQUISITE ACC 9110 MW73A (0946)

2062 MW6BU MW 6:00PM-7:15PM DENKER
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE ACC 9110

0315 MW73A MW 7:35PM-8:50PM FRENCH
REGISTRATION FOR SECTION MW73B WILL AUTOMATICALLY REGISTER YOU FOR THE CO-REQUISITE ACC 9112 MW54A (0949)

2065 MW73J MW 7:35PM-8:50PM FRENCH
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE ACC 9112

0316 TR73A TTH 7:35PM-8:50PM BRABAZON
REGISTRATION FOR SECTION TR73A WILL AUTOMATICALLY REGISTER YOU FOR THE CO-REQUISITE ACC 9110 TR6A (0944).

2063 TR7AU TTH 7:35PM-8:50PM BRABAZON
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE ACC 9110

0317 TR73B TTH 7:35PM-8:50PM VRAGOV
REGISTRATION FOR SECTION TR73B WILL AUTOMATICALLY REGISTER YOU FOR THE CO-REQUISITE ACC 9110 TR6A (0944)

2064 TR7BU TTH 7:35PM-8:50PM VRAGOV
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE ACC 9110

CIS 9310 OBJECT-ORIENTED PR I 3.0 CRS 3.0 HRS 3.0 EQ CRS
PRE/COREQ: CIS 9000
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

0318 TR6A TTH 6:00PM-7:15PM CROKER

CIS 9340 PRIN OF DATABASE MGT 3.0 CRS 3.0 HRS 3.0 EQ CRS
PRE/COREQ: NONE
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

0319 MW6A MW 6:00PM-7:15PM TANSEL

CIS 9350 NETWORKS & TELECOMM 3.0 CRS 3.0 HRS 3.0 EQ CRS
PRE/COREQ: CIS 9000
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

2020 MW73A MW 7:35PM-8:50PM SCHWARTZ
FIN 9770  FIN DECISION MAKING  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: ACC 9110 OR 9100 OR 9112; STA 9708 OR EQUIVALENT
STUDENTS ADMITTED PRIOR TO FALL 2003 WHO DID NOT TAKE STA 9708
SHOULD CONTACT THE OFFICE OF GRADUATE ACADEMIC SERVICES FOR
PERMISSION, 646 312-3140.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
0594 MW73A MW  7:35PM- 8:50PM  HARPAN
0595 TR6A  TTH  6:00PM- 7:15PM  HESSEL
2038 XZ24A  TTH  4:10PM- 5:25PM  DEMIRAS

FIN 9774  VENTR CPTL & ENTRP F  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: FIN 9770
NEW TITLE: VENTURE CAPITAL AND ENTREPRENEURIAL FINANCE
OPEN TO BUSINESS MAJORS
0596 TR6A  TTH  6:00PM- 7:15PM  NAHATA

FIN 9776  REAL ESTATE FINANCE  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: FIN 9770 OR EQUIVALENT
NOT OPEN TO STUDENTS WHO HAVE COMPLETED REAL ESTATE FINANCE
STUDENTS WILL RECEIVE CREDIT FOR EITHER FIN 9776 OR RES 9776,
OPEN TO BUSINESS MAJORS
0598 MW73A MW  7:35PM- 8:50PM  STAFF
1973 TR73A  TTH  7:35PM- 8:50PM  STAFF

FIN 9781  MANAGERIAL FINANCE  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: FIN 9700
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
0600 MW6A MW  6:00PM- 7:15PM  KATZ
0599 TR73A  TTH  7:35PM- 8:50PM  HOVAKIMIAN

FIN 9783  INVESTMENT ANALYSIS  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: FIN 9770; ECO 9709 OR EQUIVALENT (ECO 8000)
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
0603 MW73A MW  7:35PM- 8:50PM  KATZ
0602 TR6A  TTH  6:00PM- 7:15PM  BALI
0601 XZ13A MW  4:10PM- 5:25PM  FRANCIS

FIN 9784  MGT OF FIN INST  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: FIN 9781 OR FIN 9783
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
CLOSER TO MAJOR CODE – 270, 298, 313, 315, 385, 350
0604 MW73A MW  7:35PM- 8:50PM  HOCHBAUM

FIN 9786  INT FINANCIAL MKTS  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: FIN 9770; ECO 9709 OR EQUIVALENT (ECO 8000)
THIS COURSE IS AN INTERNATIONAL ELECTIVE CHOICE FOR MBA STUDENTS.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
0605 TR6A  TTH  6:00PM- 7:15PM  LEE

FIN 9778  INT CORP FINANCE  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: FIN 9770; ECO 9709 OR EQUIVALENT (ECO 8000)
THIS COURSE IS AN INTERNATIONAL ELECTIVE CHOICE FOR MBA STUDENTS.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
2081 XZ13A MW  4:10PM- 5:25PM  TANDON

FIN 9790  SEMINAR IN FINANCE  3.0 CRS  3.0 HRS  3.0 EQ CRS
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
PREREQ: FIN 9781 AND FIN 9783
0608 MW6A MW  6:00PM- 7:15PM  RODMAN
TOPIC: DEVELOPMENT IN THE CAPITAL MARKETS: LATE 1980'S TO DATE.
0607 MW73A MW  7:35PM- 8:50PM  ARONSON
TOPIC: TECHNICAL ANALYSIS.

FIN 9795  DEBT INSTRMNT & MKT  3.0 CRS  3.0 HRS  3.0 EQ CRS
TITLE: DEBT INSTRUMENTS AND MARKETS
PREREQ: FIN 9783
1974 MW6A MW  6:00PM- 7:15PM  WU

FIN 9983  SEL TOPIC INVESTMENT  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: ECO 9723, FIN 9783
0611 TR73A  TTH  7:35PM- 8:50PM  PALICKA
TOPIC: STUDENT MANAGED INVESTMENT PROGRAM
REGISTRATION FOR THIS COURSE IS BY PERMISSION ONLY.
TO APPLY FOR PERMISSION STUDENTS MUST BE FINANCE MAJORS
COMPLETED FIN 9783, COMPLETED 24 CREDITS OF 9000-LEVEL COURSE WORK
BY SPRING 2008, HAVE A MINIMUM 3.5 GPA, STUDENTS REGISTERED FOR FIN
9783 IN SUMMER 2008 MAY APPLY. PLEASE MONITOR YOUR BARUCH EMAIL FOR
ADDITIONAL INFORMATION. QUESTIONS MAY BE ADDRESSED TO THE OFFICE
OF GRADUATE ACADEMIC SERVICES.

**INTERNATIONAL BUSINESS**

IBS 9760  INTL BUS ANALYSIS  3.0 CRS  3.0 HRS  3.0 EQ CRS
THIS COURSE IS AN INTERNATIONAL ELECTIVE CHOICE FOR MBA STUDENTS.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
1002 TR6A  TTH  6:00PM- 7:15PM  TSURUMI

IBS 9762  GLOBAL COMPET U.S.  3.0 CRS  3.0 HRS  3.0 EQ CRS
COMPLETE TITLE IS: THE GLOBAL COMPETITIVENESS OF THE U.S. ECONOMY
THIS COURSE IS AN INTERNATIONAL ELECTIVE CHOICE FOR MBA STUDENTS.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
1003 TR73A  TTH  7:35PM- 8:50PM  TSURUMI
IBS 9767 FOREIGN MKTS-CULTURE 3.0 CRS 3.0 HRS 3.0 EQ CRS
COMPLETE TITLE IS: FOREIGN MARKETS, CULTURES & REGIMES
THIS COURSE IS AN INTERNATIONAL ELECTIVE CHOICE FOR MBA STUDENTS.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

IBS 9769 INTNL BUS STRATEGY 3.0 CRS 3.0 HRS 3.0 EQ CRS
PRE/CO-REQ: IBS 9760 OR ECO 9741;
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

LAW 9103 EMPLOYMENT LAW 3.0 CRS 3.0 HRS 3.0 EQ CRS
0417 MW6A MW 6:00PM-7:15PM MULLINGS

LAW 9109 LAW ENTERTAINMENT 3.0 CRS 3.0 HRS 3.0 EQ CRS
COMPLETE TITLE IS: LAW AND THE ENTERTAINMENT BUSINESS
0418 TR54A TTH 5:45PM-7:00PM AXELROD

LAW 9740 INTL TRADE & INV LAW 3.0 CRS 3.0 HRS 3.0 EQ CRS
COMPLETE TITLE IS: INTERNATIONAL TRADE AND INVESTMENT LAW
THIS COURSE IS AN INTERNATIONAL ELECTIVE CHOICE FOR MBA STUDENTS,
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
0419 TR56A TTH 6:00PM-7:15PM LIPNER

LAW 9790 REAL ESTATE/LAND REG 3.0 CRS 3.0 HRS 3.0 EQ CRS
COMPLETE TITLE IS: LAW OF REAL ESTATE TRANSACTIONS AND LAND USE
NOT OPEN TO STUDENTS WHO HAVE COMPLETED RES 9790. STUDENTS WILL
receive credits for either LAW 9790 or RES 9790; NOT BOTH.
0420 M6A M 6:00PM-8:30PM MANISCALCO

LAW 9800 INTENSIVE SURVEY LAW 4.0 CRS 4.0 HRS 4.0 EQ CRS
COMPLETE TITLE IS: INTENSIVE SURVEY OF BUSINESS CONTRACTS AND LAW
OF CORPORATIONS
NO CREDIT FOR STUDENTS WHO HAVE COMPLETED EQUIVALENT COURSE WORK
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
0422 TR74A TTH 7:40PM-9:20PM EDWARDS

Baruch College/CUNY Graduate Courses - 92 Fall 2008
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
<th>Hours</th>
<th>Prerequisites</th>
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</thead>
<tbody>
<tr>
<td>MGT 9610</td>
<td>DYNAMICS OF COMPETITION</td>
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<td>3.0</td>
<td>3.0 EQ CRS&lt;br&gt;COMPLETE TITLE IS: DYNAMICS OF COMPETITION, INDUSTRY STRUCTURE AND CORPORATE STRATEGY.&lt;br&gt;PREREQUISITE: ECO 9708, ECO 9709, FIN 9770, MGT 9300 AND MKT 9703.</td>
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<tr>
<td>MGT 9660</td>
<td>NEGOTIATION</td>
<td>3.0</td>
<td>3.0</td>
<td>3.0 EQ CRS&lt;br&gt;PREREQUISITE: NONE&lt;br&gt;SECTION EL6 INCLUDES A 25 MINUTE BREAK WITHIN THE CLASS MEETING TIME</td>
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<tr>
<td>MGT 9670</td>
<td>MGT OF INNOVATION</td>
<td>3.0</td>
<td>3.0</td>
<td>3.0 EQ CRS&lt;br&gt;PREREQUISITE: MGT 9300, FIN 9770 AND MKT 9703.</td>
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<td>MGT 9700</td>
<td>INTRO OPERATIONS MGT</td>
<td>3.0</td>
<td>3.0</td>
<td>3.0 EQ CRS&lt;br&gt;OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.</td>
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<td>MGT 9710</td>
<td>QUANT SERVICE MANAGE</td>
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<td>3.0 EQ CRS&lt;br&gt;OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.</td>
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<td>MGT 9720</td>
<td>SVC MGT STRATEGIES</td>
<td>3.0</td>
<td>3.0</td>
<td>3.0 EQ CRS&lt;br&gt;OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.</td>
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<tr>
<td>MGT 9730</td>
<td>PROJECT MANAGEMENT</td>
<td>3.0</td>
<td>3.0</td>
<td>3.0 EQ CRS&lt;br&gt;COMPLETE TITLE IS: PROJECT MANAGEMENT: STRATEGIC DESIGN AND IMPLEMENTATION.</td>
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<td>MGT 9860</td>
<td>ENTRE STRAT AND CASE</td>
<td>3.0</td>
<td>3.0</td>
<td>3.0 EQ CRS&lt;br&gt;OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.</td>
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<tr>
<td>MGT 9865</td>
<td>ENTREPRENEURIAL VENT</td>
<td>3.0</td>
<td>3.0</td>
<td>3.0 EQ CRS&lt;br&gt;OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.</td>
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<tr>
<td>MGT 9866</td>
<td>MANAGING FAMILY BUS</td>
<td>3.0</td>
<td>3.0</td>
<td>3.0 EQ CRS&lt;br&gt;OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.</td>
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<tr>
<td>MGT 9867</td>
<td>MANAGING FAMILY BUS</td>
<td>3.0</td>
<td>3.0</td>
<td>3.0 EQ CRS&lt;br&gt;OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.</td>
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<td>MGT 9868</td>
<td>INTERNATL COMP MGT</td>
<td>3.0</td>
<td>3.0</td>
<td>3.0 EQ CRS&lt;br&gt;OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.</td>
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</tr>
</thead>
<tbody>
<tr>
<td>MKT 9701</td>
<td>ADV/MKT COMMUNICATNS</td>
<td>3.0</td>
<td>3.0</td>
<td>3.0 EQ CRS&lt;br&gt;OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.</td>
</tr>
<tr>
<td>MKT 9702</td>
<td>MARKETING RESEARCH</td>
<td>3.0</td>
<td>3.0</td>
<td>3.0 EQ CRS&lt;br&gt;OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.</td>
</tr>
</tbody>
</table>

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MKT 9703  MARKETING MANAGEMENT  3.0 CRS  3.0 HRS  3.0 EQ CRS
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

1057  MW6A  MW  6:00PM- 7:15PM  GENGLER
REGISTERING FOR SECTION MW6B WILL AUTOMATICALLY REGISTER YOU FOR THE CO-REQUISITE STA 9708 MW73A (0357)

2066  MW6AU  MW  6:00PM- 7:15PM  GENGLER
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE STA 9708

1058  MW6B  MW  6:00PM- 7:15PM  HEATH
REGISTERING FOR SECTION MW6B WILL AUTOMATICALLY REGISTER YOU FOR THE CO-REQUISITE STA 9708 XZ13A (0355)

2067  MW6BU  MW  6:00PM- 7:15PM  HEATH
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE STA 9708

1059  MW73A  MW  7:35PM- 8:50PM  STAFF
REGISTERING FOR SECTION MW73A WILL AUTOMATICALLY REGISTER YOU FOR THE CO-REQUISITE STA 9708 MW6A (0356).

2068  MW73U  MW  7:35PM- 8:50PM  STAFF
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE STA 9708

1060  TR6A  TTH  6:00PM- 7:15PM  GREIN
REGISTERING FOR SECTION TR6A WILL AUTOMATICALLY REGISTER YOU FOR THE CO-REQUISITE STA 9708 TR73A (0360)

2069  TR6U  TTH  6:00PM- 7:15PM  GREIN
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE STA 9708

1061  TR73A  TTH  7:35PM- 8:50PM  ROSEN
REGISTERING FOR SECTION TR73A WILL AUTOMATICALLY REGISTER YOU FOR THE CO-REQUISITE STA 9708 TR73A (0359)

2070  TR73U  TTH  7:35PM- 8:50PM  ROSEN
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE STA 9708

MKT 9715  CUR ISSUES IN MKTNG  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ/COREQ: MKT 9703.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

1066  TR6A  TTH  6:00PM- 7:15PM  LIEBERMAN
TOPIC: ENTERTAINMENT MARKETING.

MKT 9716  CONSUMER BEHAVIOR  3.0 CRS  3.0 HRS  3.0 EQ CRS
PRE- OR COREQ: MKT 9703
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

1944  MW6A  MW  6:00PM- 7:15PM  SEN

MKT 9726  DIRECT MARKETING I  3.0 CRS  3.0 HRS  3.0 EQ CRS
TITLE: DIRECT MARKETING I: STRATEGIES AND TACTICS
PREREQ/COREQ: MKT 9703.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

1068  TR73A  TTH  7:35PM- 8:50PM  STAFF

MKT 9729  RETAIL MANGEMT  3.0 CRS  3.0 HRS  3.0 EQ CRS
PRE/CO-REQ: MKT 9703.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
CLOSSED TO MAJOR CODE -- 270, 298, 313, 315, 385, 350

2004  MW6A  MW  6:00PM- 7:15PM  DEVINE

MKT 9750  MARKETING STRATEGY  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: MKT 9703.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

1069  TR6A  TTH  6:00PM- 7:15PM  HORE

MKT 9764  INTRNT MKT & GLB BUS  3.0 CRS  3.0 HRS  3.0 EQ CRS
COMPLETE TITLE: INTERNET MARKETING AND GLOBAL BUSINESS
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
THIS COURSE IS AN INTERNATIONAL ELECTIVE CHOICE FOR MBA STUDENTS.

1070  MW6A  MW  6:00PM- 7:15PM  KOEPKE

MKT 9766  INTL MKT MANAGEMENT  3.0 CRS  3.0 HRS  3.0 EQ CRS
PRE/CO-REQ: MKT 9703, IBS 9760 OR ECO 9741.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

1071  TR73A  TTH  7:35PM- 8:50PM  GOLDBERG

MKT 9780  INTERACT INTERNT MKT  3.0 CRS  3.0 HRS  3.0 EQ CRS
PRE/CO-REQ: MKT 9703.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
CLOSSED TO MAJOR CODE -- 270, 298, 313, 315, 385, 350

1073  MW73A  MW  7:35PM- 8:50PM  STAFF

MKT 9799  INDEPENDENT STUDY  3.0 CRS  3.0 HRS  3.0 EQ CRS
TITLE: INDEPENDENT STUDY
WRITTEN DEPT PERMISSION REQUIRED

1074  HTBA  DAY(S) AND HOURS TO BE ARRANGED  BAWA

===============================================================================
MATHEMATICS
===============================================================================

MTH 9814  QNT INTR TO PRIC FIN  3.0 CRS  3.0 HRS  3.0 EQ CRS
TITLE: QUANTITATIVE INTRODUCTION TO PRICING FINANCIAL INSTRUMENTS.
PREREQ: TWO SEMESTER OF CALCULUS AND EITHER PROBABILITY OR A STATISTICS UNDERGRADUATE COURSES.
OPEN TO GRADUATE STUDENTS

1647  W6A  W  6:00PM- 8:30PM  STAFF

MTH 9815  OOP FOR FINANCL APP  3.0 CRS  3.0 HRS  3.0 EQ CRS
COMPLETE TITLE: OBJECT ORIENTED PROGRAMMING FOR FINANCIAL APPLICATIONS.
PREREQ: KNOWLEDGE OF C++ PROGRAMMING (AS PROVIDED BY UNDERGRADUATE LEVEL CLASS).

1652  M6A  M  6:00PM- 8:30PM  CIRESI
MTH 9821  NUMER LINEAR ALGEBRA  3.0 CRS  3.0 HRS  3.0 EQ CRS
1671  T6A  T  6:00PM-8:30PM  STEFANICA

MTH 9831  REAL ANALYSIS/PROBAB  3.0 CRS  3.0 HRS  3.0 EQ CRS
1680  R6A  TH  6:00PM-8:30PM  ZAMFIRESCU

MTH 9849  DEAL THR & STUCT ANL  3.0 CRS  3.0 HRS  3.0 EQ CRS
TITLE: DEAL THEORY AND STRUCTURED ANALYSIS
PREREQ: MTH 9852, AND MTH 9862
1681  W6A  W  6:00PM-8:30PM  RAYNES

MTH 9871  ADV COMP METH FINANC  3.0 CRS  3.0 HRS  3.0 EQ CRS
COMPLETE TITLE: ADVANCED COMPUTATIONAL METHODS IN FINANCE
PREREQ: MTH 9852, AND MTH 9862
1683  M74  M  7:30PM-10:00PM  STAFF

MTH 9873  INTRSTR RATE MDLS/DER  3.0 CRS  3.0 HRS  3.0 EQ CRS
COMPLETE TITLE: INTEREST RATE MODELS AND INTEREST RATE DERIVATIVES
1686  T6A  T  6:00PM-8:30PM  HOWARD

MTH 9903  CAPSTONE PROJECT/PRE  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: MTH 9852 AND MTH 9862
COREQ: MTH 9871
1687  HOW  DAY(S) AND HOURS TO BE ARRANGED  HOWARD
1688  JOHN  DAY(S) AND HOURS TO BE ARRANGED  JOHNSON
1689  KOSY  DAY(S) AND HOURS TO BE ARRANGED  KOSYGINA
1691  MAYO  DAY(S) AND HOURS TO BE ARRANGED  MAYO
1692  MORE  DAY(S) AND HOURS TO BE ARRANGED  MORENO
1693  RAYE  DAY(S) AND HOURS TO BE ARRANGED  STAFF
1694  STEF  DAY(S) AND HOURS TO BE ARRANGED  STEFANICA
1695  ZAMF  DAY(S) AND HOURS TO BE ARRANGED  ZAMFIRESCU

--------------------------------- OPERATIONS RESEARCH ---------------------------------

OPR 9721  INTRO TO QUANTV MDL  3.0 CRS  3.0 HRS  3.0 EQ CRS
CREDIT GIVEN FOR OPR 9721 OR MGT 9500, NOT BOTH
THIS COURSE MAY BE USED TO SATISFY THE QUANTITATIVE ELECTIVE REQUIREMENT FOR MBA STUDENTS ADMITTED PRIOR TO FALL 2003.
PREREQ: STA 9708 OR PERMISSION OF THE INSTRUCTOR
0332  MW73A  MW  7:35PM-8:50PM  BLAU

OPR 9750  SOFTWR TOOLS DATA AN  3.0 CRS  3.0 HRS  3.0 EQ CRS
COMPLETE TITLE: BASIC SOFTWARE TOOLS FOR DATA ANALYSIS.
THIS IS THE SAME COURSE AS STA 9750. STUDENTS WILL RECEIVE CREDIT FOR OPR 9750 OR STA 9750, NOT BOTH.
PREREQ: STA 9708 OR EQUIVALENT
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
0333  MW6A  MW  6:00PM-7:15PM  MARCHEV

--------------------------------- PUBLIC AFFAIRS ---------------------------------

PAF 9100  INTRO PUBLIC AFFAIRS  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY PUB 9400; NOT OPEN TO STUDENTS WHO HAVE COMPLETED PUB 9400
OPEN TO ALL MPA STUDENTS; OTHERS REQUIRE PERMISSION FROM THE OFFICE OF ACADEMIC ADVISEMENT, SCHOOL OF PUBLIC AFFAIRS.
CLOSED TO MAJOR CODE -- 276, 235, 236
0761  M6A  M  6:00PM-8:30PM  SULLIVAN
0765  R6A  TH  6:00PM-8:30PM  STAFF
0762  T23  W  2:30PM-5:25PM  MITCHELL
SECTION T23 INCLUDES A 25 MINUTE BREAK WITHIN THE CLASS MEETING TIME

PAF 9103  COMM PUBLIC SETTINGS  3.0 CRS  3.0 HRS  3.0 EQ CRS
COMPLETE TITLE IS: COMMUNICATION IN PUBLIC SETTINGS
OPEN TO MPA STUDENTS; OTHERS REQUIRE PERMISSION FROM THE OFFICE OF ACADEMIC ADVISEMENT, SCHOOL OF PUBLIC AFFAIRS.
0786  M6A  M  6:00PM-8:30PM  STAFF
0788  R6A  TH  6:00PM-8:30PM  RYAN
0787  W6A  W  6:00PM-8:30PM  HOFFMAN

PAF 9120  PUB/NON PROF MGT I  3.0 CRS  3.0 HRS  3.0 EQ CRS
TITLE: PUBLIS AND NONPROFIT MANAGEMENT I
FORMERLY PUB 9420; NOT OPEN TO STUDENTS WHO HAVE COMPLETED PUB 9420, MGT 9300 OR PSY 9788.
STUDENTS WILL RECEIVE CREDIT FOR ONLY ONE OF THE FOLLOWING:
PAF 9120, PAF 9124, PAF 9300, PAF 9302, PAF 9309, MGT 9300, PSY 9788, OR PUB 9420.
0789  M6A  M  6:00PM-8:30PM  CHEN
0791  T6A  T  6:00PM-8:30PM  STAFF
0790  W6A  W  6:00PM-8:30PM  STAFF

PAF 9123  PROGRAM EVALUATION  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY PUB 9420; NOT OPEN TO STUDENTS WHO HAVE COMPLETED PUB 9420, MGT 9300 OR EQUIVALENT OR PAF 9760.
PREREQ: GRAD 8 STATUS IN MPA PROGRAM. OTHERS REQUIRE PERMISSION FROM THE OFFICE OF ACADEMIC ADVISEMENT, SCHOOL OF PUBLIC AFFAIRS.
0792  T6A  T  6:00PM-8:30PM  CHEN

PAF 9130  ECO AN & PUB POLICY  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY PUB 9450; NOT OPEN TO STUDENTS WHO HAVE COMPLETED PUB 9450, ECO 9705 OR EQUIVALENT OR PAF 9760.
COMPLETE TITLE IS: ECONOMIC ANALYSIS AND PUBLIC POLICY OPEN TO MPA STUDENTS; OTHERS REQUIRE PERMISSION FROM THE OFFICE OF ACADEMIC ADVISEMENT, SCHOOL OF PUBLIC AFFAIRS.
0794  R6A  TH  6:00PM-8:30PM  BAILEY
0793  T6A  T  6:00PM-8:30PM  BAILEY

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PAF 9140  BUDGET ACC/FIN ANALYZE  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY PUB 9510 (PUB 9426); NOT OPEN TO STUDENTS WHO HAVE COMPLETED PUB 9510 (PUB 9426)
COMPLETE TITLE IS: BUDGETING, ACCOUNTING AND FINANCIAL ANALYSIS OPEN TO MPA STUDENTS; OTHERS REQUIRE PERMISSION FROM THE OFFICE OF ACADEMIC ADVISEMENT, SCHOOL OF PUBLIC AFFAIRS. KNOWLEDGE OF SPREADSHEETS IS STRONGLY RECOMMENDED.
  0795  M6A  M  6:00PM- 8:30PM  CHEN
  0796  R6A  TH  6:00PM- 8:30PM  WILLIAMS

PAF 9151  ADMIN NOT-FOR-PROFIT  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY PUB 9651; NOT OPEN TO STUDENTS WHO HAVE COMPLETED PUB 9651
COMPLETE TITLE IS: ADMINISTRATION OF NOT-FOR-PROFIT AND VOLUNTARY AGENCIES
PREREQ: GRAD 8 STATUS IN MPA PROGRAM
  0797  W6A  W  6:00PM- 8:30PM  STAFF

PAF 9152  FUND RAISING & GRANT  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY PUB 9652 (PUB 9432); NOT OPEN TO STUDENTS WHO HAVE COMPLETED PUB 9652 (PUB 9432)
COMPLETE TITLE IS: FUND RAISING AND GRANTS ADMINISTRATION IN NOT-FOR-PROFIT AND VOLUNTARY ORGANIZATIONS
PREREQ: GRAD 8 STATUS IN MPA PROGRAM
  0798  T6A  T  6:00PM- 8:30PM  AUBRY

PAF 9153  BUDGET/FIN NONPROFIT  3.0 CRS  3.0 HRS  3.0 EQ CRS
COMPLETE TITLE IS: BUDGETING AND FINANCE FOR NONPROFITS
PREREQ: PAF 9140 OR PERMISSION OF INSTRUCTOR.
OPEN ONLY TO PROGRAM CODE --  G8
  0799  M6A  M  6:00PM- 8:30PM  SERMIER

PAF 9170  RESEARCH AND ANALYSIS  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY PUB 9550 (PUB 9490); NOT OPEN TO STUDENTS WHO HAVE COMPLETED PUB 9550 (PUB 9490)
COMPLETE TITLE IS: APPLYING INFORMATION, RESEARCH AND ANALYSIS I. PREREQ: OPEN TO MPA STUDENTS; OTHERS REQUIRE PERMISSION FROM THE OFFICE OF ACADEMIC ADVISEMENT, SCHOOL OF PUBLIC AFFAIRS.
  0804  M6A  M  6:00PM- 8:30PM  STAFF
  0803  R6A  TH  6:00PM- 8:30PM  STAFF
  0805  T23  W  2:30PM- 5:25PM  REMLER
SECTION T23 INCLUDES A 25 MINUTE BREAK WITHIN THE CLASS MEETING TIME
  0801  T6A  T  6:00PM- 8:30PM  STAFF
  0802  W6A  W  6:00PM- 8:30PM  STAFF

PAF 9180  POLICY ANALYSIS  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY PUB 9570 (PUB 9440); NOT OPEN TO STUDENTS WHO HAVE COMPLETED PUB 9570 (PUB 9440). 2 HOURS PLUS CONFERENCE
PREREQ: GRAD 8 STATUS IN MPA PROGRAM OR WRITTEN DEPARTMENT PERMISSION
OPEN ONLY TO PROGRAM CODE --  G8
  0806  T6A  T  6:00PM- 8:30PM  KRONEBUSCH

PAF 9190  CAPSTONE SEMINAR  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY PUB 9910 (PUB 99001); NOT OPEN TO STUDENTS WHO HAVE COMPLETED PUB 9910 (PUB 99001)
PREREQ: 33 CREDITS COMPLETED AND GRAD 8 STATUS
OPEN ONLY TO PROGRAM CODE --  G8
  0809  M6A  M  6:00PM- 8:30PM  STAFF
  0810  R6A  TH  6:00PM- 8:30PM  STAFF
  0808  T22  T  2:30PM- 5:25PM  STAFF
SECTION T22 INCLUDES A 25 MINUTE BREAK WITHIN THE CLASS MEETING TIME
  0807  W6A  W  6:00PM- 8:30PM  SULLIVAN

PAF 9199  SELECTED TOPICS P.A.  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY PUB 9699 (PUB 9499)
  0800  W6A  W  6:00PM- 8:30PM  MITCHELL

PAF 9302  ORG BEHAV IN COLL/UN  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY EDU 9502; NOT OPEN TO STUDENTS WHO HAVE COMPLETED EDU 9502, 9120 OR 9309.
COMPLETE TITLE IS: ORGANIZATION BEHAVIOR IN COLLEGES AND UNIVERSITIES
OPEN ONLY TO STUDENTS IN THE MSED HIGHER EDUCATION PROGRAM ONLY.
OPEN ONLY TO MAJOR CODE --  315
  0813  M6A  M  6:00PM- 8:30PM  PONDISH

PAF 9317  SEMINAR RESEARCH ADM  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY EDU 9517; NOT OPEN TO STUDENTS WHO HAVE COMPLETED EDU 9517
PREREQ: COMPLETION OF 15 GRADUATE CREDITS
OPEN ONLY TO MAJOR CODE --  315
  0815  T6A  T  6:00PM- 8:30PM  PONDISH

PAF 9330  STRUCTURE OF US HED  3.0 CRS  3.0 HRS  3.0 EQ CRS
  0816  M6A  M  6:00PM- 8:30PM  MCGARRAGHY

PAF 9331  HISTORY OF U.S. HED  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY EDU 9531; NOT OPEN TO STUDENTS WHO HAVE COMPLETED EDU 9531
  0819  T6A  T  6:00PM- 8:30PM  BARATO
  0814  W6A  W  6:00PM- 8:30PM  MCGARRAGHY

PAF 9336  STUDENT SERVICES  3.0 CRS  3.0 HRS  3.0 EQ CRS
FORMERLY EDU 9536; NOT OPEN TO STUDENTS WHO HAVE COMPLETED EDU 9536
COMPLETE TITLE IS: STUDENT SERVICES IN HIGHER EDUCATION
  0818  R6A  TH  6:00PM- 8:30PM  ADAMS

PAF 9339  FINANCE OF HIGHER ED  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: PAF 9330.
  0820  R6A  TH  6:00PM- 8:30PM  FIRSTENBERG
PAF 9399  SEL TOP: EDU ADMIN  3.0 CRS  3.0 HRS  3.0 EQ CRS

TITLE: SELECTED TOPICS IN EDUCATIONAL ADMINISTRATION
PREREQUISITE: GRAD 8 STATUS OR PERMISSION OF THE OFFICE OF GRADUATE
ADMISSIONS AND STUDENT SERVICES OF THE SCHOOL OF PUBLIC AFFAIRS.
THIS COURSE CAN BE TAKEN TWO TIMES
OPEN ONLY TO PROGRAM CODE --  G8

0817  W6A  W  6:00PM- 8:30PM  MARCUS

PAF 9730  COMP HEALTH SYSTEMS  3.0 CRS  3.0 HRS  3.0 EQ CRS

COMPLETE TITLE IS: COMPARATIVE HEALTH SYSTEMS
PREREQ: PAF 9710

0811  T6A  T  6:00PM- 8:30PM  ALTMAN

PAF 9799  SEL TOPICS HLTH POLI  3.0 CRS  3.0 HRS  3.0 EQ CRS

PREREQ: GRAD 8 STATUS AND PAF 9710.
TOPIC WILL VARY FROM SEMESTER TO SEMESTER.
OPEN ONLY TO PROGRAM CODE --  G8

0812  M6A  M  6:00PM- 8:30PM  SOFAER

-------------------------------------------------------------  PSYCHOLOGY  -------------------------------------------------------------

PSY 9703  DESIGN OF PSY RESrch  3.0 CRS  2.0 HRS  3.0 EQ CRS

2 HOURS PLUS CONFERENCE

0148  R54  TH  5:40PM- 7:20PM  ARTISTICO

PSY 9786  SEM CONT PSY TOPICS  3.0 CRS  2.0 HRS  3.0 EQ CRS

2 HOURS PLUS CONFERENCE

0150  T54  T  5:40PM- 7:20PM  STAFF
TOPIC: OPINION SURVEY
THIS SECTION IS CROSSLISTED WITH PSY 9789 T54 (0153).

0151  T74  T  7:40PM- 9:20PM  MCCARTHY
TOPIC: PERSONALITY
THIS SECTION IS CROSSLISTED WITH PSY 9789 T74 (0154).

PSY 9789  SEM INDUS & ORG PSY  3.0 CRS  2.0 HRS  3.0 EQ CRS

2 HOURS PLUS CONFERENCE

0153  T54  T  5:40PM- 7:20PM  STAFF
TOPIC: OPINION SURVEY
THIS SECTION IS CROSSLISTED WITH PSY 9786 T54 (0150).
PSY 9789 CANNOT BE REPEATED.

0154  T74  T  7:40PM- 9:20PM  MCCARTHY
TOPIC: PERSONALITY
THIS SECTION IS CROSSLISTED WITH PSY 9786 T74 (0151).
PSY 9789 CANNOT BE REPEATED.

PSY 9796  PROB IND PSY/PERSO N  3.0 CRS  2.0 HRS  3.0 EQ CRS

2 HOURS PLUS CONFERENCE
PREREQ: PSY 9788 OR MGT 9300
PRE- OR COREQ: PSY 9703

0155  M54  M  5:40PM- 7:20PM  GOLDSTEIN

-------------------------------------------------------------  REAL ESTATE  -------------------------------------------------------------

RES 9776  REAL ESTATE FINANCE  3.0 CRS  3.0 HRS  3.0 EQ CRS

PREREQ: FIN 9770 OR EQUIVALENT. NOT OPEN TO STUDENTS WHO HAVE COMPLETED REA 9785, FIN 9776 OR EQUIVALENT. STUDENTS WILL RECEIVE CREDITS FOR EITHER RES 9776 OR FIN 9776; NOT BOTH.

1098  MW73A MW  7:35PM- 8:50PM  STAFF
1099  TR73A TTH  7:35PM- 8:50PM  STAFF

RES 9790  LAW OF REAL ESTATE  3.0 CRS  3.0 HRS  3.0 EQ CRS

TOPIC: LAW OF REAL ESTATE TRANSACTIONS AND LAND USE REGULATIONS. NOT OPEN TO STUDENTS WHO HAVE COMPLETED LAW 9790. STUDENTS WILL RECEIVE CREDITS FOR EITHER RES 9790 OR FIN 9790, NOT BOTH.

1100  M6A  M  6:00PM- 8:30PM  MANISCALCO

RES 9800  RES VALUAT/MKT ANLS  3.0 CRS  3.0 HRS  3.0 EQ CRS

TOPIC: REAL ESTATE VALUATION AND MARKET ANALYSIS

2024  XZ24A TTH  4:10PM- 5:25PM  SCRIBNER
RES 9850  RES CAPITAL MARKETS  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: FIN 9770
NOT OPEN TO STUDENTS WHO HAVE COMPLETED REA 9785 OR EQUIVALENT,
OR FIN 9776 PRIOR TO SPRING 2007.
1102  MW6A  MW  6:00PM-7:15PM  WELKE

RES 9860  REAL ESTATE DEVLPMNT  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ/COREQ: RES 9776 (FIN 9776)

1104  W6A  W  6:00PM-8:30PM  GOERING
SECTION W6A INCLUDES A 30 MINUTE BREAK WITHIN THE CLASS MEETING TIME

RES 9910  ANALYTICAL SKILL-RES  3.0 CRS  3.0 HRS  3.0 EQ CRS
TOPIC: ANALYTICAL SKILLS FOR REAL ESTATE DECISION MAKING
PREREQ: STA 9708 OR EQUIVALENT
2025  MW73A  MW  7:35PM-8:50PM  SCRIBNER

RES 9930  REAL ESTATE TAXATION  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQUISITE: NONE. CREDIT WILL NOT BE GRANTED FOR BOTH TAX 9930 AND
TAX 9871. NOT OPEN TO STUDENTS WHO HAVE COMPLETED TAX 9930.
1105  XZ24A  TTH  4:10PM-5:25PM  ORTICELLI

******************************************************************************
STATISTICS
******************************************************************************

STA 9000  REGRESSION&FORECAST  3.0 CRS  3.0 HRS  3.0 EQ CRS
COMPLETE TITLE IS: REGRESSION AND FORECASTING MODELS FOR BUSINESS
APPLICATIONS
CREDIT WILL BE GRANTED FOR STA 9000 OR STA 9700, BUT NOT BOTH.
THIS COURSE MAY BE SELECTED TO SATISFY THE MBA QUANTITATIVE
ELECTIVE REQUIREMENT FOR STUDENTS ADMITTED PRIOR TO FALL 2003.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
PREREQ: STA 9708 OR EQUIVALENT
0352  MW73A  MW  7:35PM-8:50PM  GILL

STA 9700  MOD REGRESSION ANALY  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: STA 9708 OR EQUIVALENT
STUDENTS WILL RECEIVE CREDIT FOR STA 9700 OR STA 9000, BUT NOT BOTH.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
0353  MW73A  MW  7:35PM-8:50PM  TATUM

STA 9708  APL STA ANAL-BUS DEC  3.0 CRS  3.0 HRS  3.0 EQ CRS
NOT OPEN TO STUDENTS REQUIRED TO TAKE OR WAIVED FROM STA 9470. THIS
IS A QUANTITATIVE ELECTIVE CHOICE FOR MBA STUDENTS ADMITTED PRIOR TO
FALL 2003. IT IS A CORE COURSE FOR STUDENTS ADMITTED IN FALL 2003 OR
LATER.
0356  MW6A  MW  6:00PM-7:15PM  KOENIGSBER
REGISTERING FOR SECTION MW6A WILL AUTOMATICALLY
REGISTER YOU FOR THE CO-REQUISITE MKT 9703 MW73A (1059)

2071  MW6U  MW  6:00PM-7:15PM  KOENIGSBER
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE MKT 9703

0357  MW73A  MW  7:35PM-8:50PM  TATUM
REGISTERING FOR SECTION MW73A WILL AUTOMATICALLY
REGISTER YOU FOR THE CO-REQUISITE MKT 9703 MW73A (1057)

2072  MW73U  MW  7:35PM-8:50PM  TATUM
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE MKT 9703

0359  TR6A  TTH  6:00PM-7:15PM  WU
REGISTERING FOR SECTION TR6A WILL AUTOMATICALLY
REGISTER YOU FOR THE CO-REQUISITE MKT 9703 TR73A (1061)

2074  TR6U  TTH  6:00PM-7:15PM  WU
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE MKT 9703

0360  TR73A  TTH  7:35PM-8:50PM  WU
REGISTERING FOR SECTION TR73A WILL AUTOMATICALLY
REGISTER YOU FOR THE CO-REQUISITE MKT 9703 TR6A (1060)

2075  TR73U  TTH  7:35PM-8:50PM  WU
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE MKT 9703

0355  XZ13A  MW  4:10PM-5:25PM  TATUM
REGISTERING FOR SECTION XZ13A WILL AUTOMATICALLY
REGISTER YOU FOR THE CO-REQUISITE MKT 9704 MW6B (1058)

2073  XZ13U  MW  4:10PM-5:25PM  TATUM
THIS SECTION IS FOR STUDENTS WHO DO NOT REQUIRE MKT 9703

STA 9715  APPLIED PROBABILITY  3.0 CRS  3.0 HRS  3.0 EQ CRS
PREREQ: MTH 8010 OR EQUIVALENT AND STA 9708 OR EQUIVALENT
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
0362  TR6A  TTH  6:00PM-7:15PM  GROSS

STA 9750  BASIC SOFTWARE TOOLS  3.0 CRS  3.0 HRS  3.0 EQ CRS
COMPLETE TITLE IS: BASIC SOFTWARE TOOLS FOR DATA ANALYSIS
PREREQ: STA 9708 OR EQUIVALENT
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY;
OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
0363  MW6A  MW  6:00PM-7:15PM  MARCHEV
TAX 9862  FEDERAL INCOME TAX  4.0 CRS  4.0 HRS  4.0 EQ CRS

OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES. PREREQ: NONE; STUDENTS WHO TAKE TAX 9862 FROM SPRING 2007 ONWARD WILL NOT RECEIVE CREDIT FOR BOTH TAX 9862 AND TAX 9863.

0958  MW74A  MW  7:40PM- 9:20PM  EGAN
0959  TR54A  TTH  5:40PM- 7:20PM  STEINBERG

TAX 9863  PRINCIPLES OF FEDERAL INCOME TAXATION  3.0 CRS  3.0 HRS  3.0 EQ CRS

TITLE: PRINCIPLES OF FEDERAL INCOME TAXATION.
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.
PREREQ: NONE; STUDENTS WHO TAKE TAX 9862 FROM SPRING 2007 ONWARD WILL NOT RECEIVE CREDIT FOR BOTH TAX 9862 AND TAX 9863.

0960  T54A  T  5:40PM- 8:10PM  KORMAN

TAX 9866  CORPORATE TAX I  3.0 CRS  3.0 HRS  3.0 EQ CRS

PRE OR COREQUISITE: TAX 9863 OR TAX 9862
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

0961  W54A  W  5:40PM- 8:10PM  CENEDELLA

TAX 9869  CORPORATE TAX II  3.0 CRS  3.0 HRS  3.0 EQ CRS

PRE OR COREQUISITE: TAX 9862 OR TAX 9863
OPEN TO GRADUATE STUDENTS IN THE ZICKLIN SCHOOL OF BUSINESS ONLY; OTHERS WITH PERMISSION OF THE ZICKLIN OFFICE OF GRADUATE STUDIES.

0962  M54A  M  5:40PM- 8:10PM  GORENBERG

TAX 9870  ESTATES/TRUSTS PLAN  3.0 CRS  3.0 HRS  3.0 EQ CRS

COMPLETE TITLE IS: ESTATES, TRUSTS, AND PLANNING
PRE OR COREQUISITE: TAX 9863 OR TAX 9862

0963  R54A  TH  5:40PM- 8:10PM  KROLL

TAX 9871  REAL ESTATE TAXATION  3.0 CRS  3.0 HRS  3.0 EQ CRS

PREREQ: NONE
CREDIT WILL NOT BE GRANTED FOR BOTH TAX 9930 AND TAX 9871. NOT OPEN TO STUDENTS WHO HAVE COMPLETED RES 9930.

0965  XZ24A  TTH  4:10PM- 5:25PM  ORTICELLI

Due to early publication of the class schedule, course information may change prior to the beginning of classes. See the Class Schedule on the Web for the most current information.

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