

Fall 2017

Accountancy

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90706	AC 310 E01				Cost Management	M	06:30pm 09:10pm	Williams	PREQ: GB 212.	
90711	AC 311 E01				Financial Acc and Reporting I	T	06:30pm 09:10pm	TBA	PREQ: GB 212.	
90716	AC 312 E01				Financial Acc and Reporting II	R	06:30pm 09:10pm	TBA	PREQ: AC 311.	
90723	AC 340 E01				Accounting Information Systems	M	06:30pm 09:10pm	Hoitash	PREQ: AC 311 Pre or Co-req & GB 310 Pre or Co-req.	C
90726	AC 350 E01				Federal Taxation	R	06:30pm 09:10pm	Lastowski	PREQ: GB 212.	
90730	AC 412 E01				Advanced Accounting	T	06:30pm 09:10pm	Freed	PREQ: AC 312 Pre or Co-req.	
90732	AC 470 E01				Financial Statement Auditing	R	06:30pm 09:10pm	Reville	PREQ: AC 311 & AC 340.	
90733	AC 475 E01				InformationTechnology Auditing	W	06:30pm 09:10pm	Beveridge	PREQ: AC 311 & (AC 470 or AC 472).	

Computer Information Systems

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90031	CS 150 E01				Intro Data & Info Mgmt	T	06:30pm 09:10pm	Jones	PREQ: IT 101. Programming Intensive	
90035	CS 180 E01				Programming Fundamentals	R	06:30pm 09:10pm	Banks	PREQ: IT 101. Programming Intensive	
90047	CS 360 E01				Bus Sys Anal & Modeling	W	06:30pm 09:10pm	Xu	PREQ: (CS 220 or CS 150) or (AC 340 & AIS or ISAC major).	C
90066	IT 101 E01				Info Tech and Computer System	W	06:30pm 09:10pm	TBA	Service-Learning 4th-credit option.	

Economics

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90083	EC 111 E01				Principles of Microeconomics	R	06:30pm 09:10pm	Barnor	PREQ: 3 credits of MA 100 level.	
90092	EC 112 E01				Principles of Macroeconomics	T	06:30pm 09:10pm	Barnor	PREQ: EC 111.	
90095	EC 224 E01				Intermediate Price Theory	M	06:30pm 09:10pm	Anderson	PREQ: EC 111 & EC 112 & MA I.	
90096	EC 224 E02				Intermediate Price Theory	W	06:30pm 09:10pm	Clarke	PREQ: EC 111 & EC 112 & MA I.	

CoR -- Courses with a ** in the CoR field are Cluster courses (corequisites).	D -- Diversity
Pt -- All courses are Full semester unless otherwise indicated.	I -- International
Cr -- All courses are 3 credit hours unless otherwise indicated.	C -- Communication Intensive sections.
CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
(CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
IP -- Instructor permission is required, course not available through BannerWEB.	

Fall 2017

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90110	EC 361 E01				Introduction to Econometrics	M	06:30pm 09:10pm	Dave	PREQ: EC 111 & EC 112 & GB 213.	
90115	EC 391 E01				Monetary Economics	W	06:30pm 09:10pm	Gulley	PREQ: FI 305 & (FI 320 or FI 306) & EC 225 & (CC7 or WP). Open to EF or FI majors, to others with Dept Chair Approval; not available to those with credit for EC 211.	C

English & Media Studies

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90126	COM 210 E01				Effective Speaking	M	06:30pm 09:10pm	Sarkisian	PREQ: Expository Writing I.	C
90180	EXP 201 E01				Expository Writing II	T	06:30pm 09:10pm	Peknik	PREQ: EXP 101 or EXP 101L with approval.	
90188	LIT 310 E01				Creative Writing--Poetry	W	06:30pm 09:10pm	Pennel	Service-Learning 4th-credit option.	C
90195	LIT 371 E01				American Cities in Literature	R	06:30pm 09:10pm	Peknik		
90202	MC 341 E01				Creative Industries	M	06:30pm 09:10pm	Aslinger		

Finance

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90218	FI 306 E01				Financial Markets & Investment	R	06:30pm 09:10pm	Read	PREQ: FI 305. Formerly FI 320.	
90225	FI 307 E01				Advanced Managerial Finance	T	06:30pm 09:10pm	Constantino	PREQ: FI 305. Formerly FI 380.	
90231	FI 318 E01				R E Investment Decisions	T	06:30pm 09:10pm	Harrell	PRE or CO-REQ: (FI 380 or FI 307) or (FI 320 or FI 306).	
90246	FI 351 E01				International Finance	R	06:30pm 09:10pm	Uhlmann	PREQ: (FI 320 or FI 306) or (FI 380 or FI 307).	C
90249	FI 362 E01				Insurance & Risk Management	T	06:30pm 09:10pm	Swymer	PRE or CO-REQ: (FI 380 or FI 307) or (FI 320 or FI 306). Formerly FI 327.	
90251	FI 372 E01				Mergers & Acquisitions	W	06:30pm 09:10pm	DiBello	PREQ: (FI 320 or FI 306) or (FI 380 or FI 307). Formerly FI 402.	

General Business

CoR -- Courses with a ** in the CoR field are Cluster courses (corequisites).	D -- Diversity
Pt -- All courses are Full semester unless otherwise indicated.	I -- International
Cr -- All courses are 3 credit hours unless otherwise indicated.	C -- Communication Intensive sections.
CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
(CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
IP -- Instructor permission is required, course not available through BannerWEB.	

Fall 2017

English & Media Studies

Finance

General Business

CoR -- Courses with a ** in the CoR field are Cluster courses (corequisites).	D -- Diversity
Pt -- All courses are Full semester unless otherwise indicated.	I -- International
Cr -- All courses are 3 credit hours unless otherwise indicated.	C -- Communication Intensive sections.
CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
(CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
IP -- Instructor permission is required, course not available through BannerWEB.	

Fall 2017

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites
90272	GB 110 E01				Legal & Ethical Environ in Bus	M	06:30pm 09:10pm	Paige	
90283	GB 213 E01				Business Statistics	R	06:30pm 09:10pm	Ongardanunkul	PRE or COREQ: MA II PREQ: IT 101 & GB 112 & (CC3 or WP).
90300	GB 214 E01				Marketing-Operations Fundament	M	06:30pm 09:10pm	Steinfeld	PREQ: (CC3 or WP). Operations Management instructor is Prof. Bravo
90793	GB 215 E01				Human Behavior & Organizations	T	06:30pm 09:10pm	Berhane	PREQ: (CC3 or WP).
90333	GB 310 EB1				Business Processes & Systems	R	06:30pm 09:10pm	Marabelli	PREQ: GB 212, GB 213 & GB 214 & (CC5 or WP).
90334	GB 310 EB2				Business Processes & Systems	W	06:30pm 09:10pm	Cram	PREQ: GB 212, GB 213 & GB 214 & (CC5 or WP).
90347	GB 320 EB1				Integrated Business Project	T	06:30pm 09:10pm	Payne	PREQ: GB 212 & GB 213 & GB 214 & GB 215 & (CC5 or WP). Taught with Prof. Clever and Prof. Sambere
90348	GB 320 EB2				Integrated Business Project	T	06:30pm 09:10pm	Clever	PREQ: GB 212 & GB 213 & GB 214 & GB 215 & (CC5 or WP). Taught with Prof. Payne and Prof. Sambere
90349	GB 320 EB3				Integrated Business Project	T	06:30pm 09:10pm	Sambare	PREQ: GB 212 & GB 213 & GB 214 & GB 215 & (CC5 or WP). Taught with Prof. Payne and Prof. Clever
90358	GB 410 EB1				Global Strategy	M	06:30pm 09:10pm	Hoffman	PREQ: (All 100 and 200 level GB courses & GB 310) and GB 320 CPR & (CC7 or WP).
90360	GB 410 EB3				Global Strategy	R	06:30pm 09:10pm	Manolova	PREQ: (All 100 and 200 level GB courses & GB 310) and GB 320 CPR & (CC7 or WP).

Global Studies

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90783	GLS 101 E01				Globalization	M	06:30pm 09:10pm	Eijmberts		I
90381	GLS 102 E01				Comp Govt & Politics	W	06:30pm 09:10pm	Zheng		I
90385	GLS 105 E01				US State & Local Gov & Politics	M	06:30pm 09:10pm	Lvoi		

History

CoR -- Courses with a ** in the CoR field are Cluster courses (corequisites).	D -- Diversity
Pt -- All courses are Full semester unless otherwise indicated.	I -- International
Cr -- All courses are 3 credit hours unless otherwise indicated.	C -- Communication Intensive sections.
CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
(CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
IP -- Instructor permission is required, course not available through BannerWEB.	

Fall 2017

Focus

Global Studies

History

CoR -- Courses with a ** in the CoR field are Cluster courses (corequisites).	D -- Diversity
Pt -- All courses are Full semester unless otherwise indicated.	I -- International
Cr -- All courses are 3 credit hours unless otherwise indicated.	C -- Communication Intensive sections.
CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
(CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
IP -- Instructor permission is required, course not available through BannerWEB.	

Fall 2017

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90407	HI 306 E01				War and Society	T	06:30pm 09:10pm	Curley		I
90414	HI 382 E01				World War I	W	06:30pm 09:10pm	Trofimov		I

Info Design and Corporate Comm

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90422	IDCC 230 E01				Fundamentals of Content Dev	M	06:30pm 09:10pm	Rabinovich	PREQ:Expository Writing I.	C
90424	IDCC 255 E01				Public Relations Writing	W	06:30pm 09:10pm	Zoulas	PREQ:Expository Writing I.	C
90427	IDCC 320 E01				Managerial Communication	R	06:30pm 09:10pm	Lalwani	PREQ:Expository Writing I.	C
90432	IDCC 370 E01				Web Design I:Info Design&Princ	T	06:30pm 09:10pm	Goldberg	PREQ:Expository Writing I.	C

Law, Tax & Financial Planning

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90445	LA 308 E01				International Business Law	M	06:30pm 09:10pm	Colagiovanni	PREQ: GB 110.	I

Management

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90509	MG 240 E01				Interpersonal Relations in Mgt	W	06:30pm 09:10pm	O'Halloran	PREQ: GB 215.	C
90775	MG 332 E01				Manag in the Global Bus Enviro	T	06:30pm 09:10pm	Manolova	PREQ: GB 215.	I
90522	MG 335 E02				Entrepreneurial Thinking	W	06:30pm 09:10pm	Shuman	PREQ: GB 215.	
90523	MG 336 E01				New Venture Plan & Financing	M	06:30pm 09:10pm	Tuffile	PREQ or COREQ: MG335	
90526	MG 340A E01				Growing & Selling Your Bus	T	06:30pm 09:10pm	TBA	PREQ or Co-REG: MG 336	
90785	MG 351 E01				HR: Training & Development	W	06:30pm 09:10pm	TBA	PREQ: MG 250.	
90532	MG 352 E01				Motivat Through Total Rewards	M	06:30pm 09:10pm	Walker	PREQ: MG 250	
90534	MG 360 E01				Negotiating	R	06:30pm 09:10pm	O'Halloran	PREQ: GB 215. Pass/Fail option not available on this course.	C

CoR -- Courses with a ** in the CoR field are Cluster courses (corequisites).	D -- Diversity
Pt -- All courses are Full semester unless otherwise indicated.	I -- International
Cr -- All courses are 3 credit hours unless otherwise indicated.	C -- Communication Intensive sections.
CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
(CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
IP -- Instructor permission is required, course not available through BannerWEB.	

Fall 2017

Marketing

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90541	MK 322 E01				Marketing Research	W	06:30pm 09:10pm	Schneck	PREQ: GB 214 & GB 213 Pre or Co-Req.	
90546	MK 365 E01				Marketing of Services	T	06:30pm 09:10pm	Elwell	PREQ: GB 214.	
90553	MK 411 E01				Marketing Project	M	06:30pm 09:10pm	Azzolino	PREQ: GB 214 & 2 other Marketing courses & (CC7 or WP).	

Mathematical Sciences

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90464	MA 123 E01				Applied Calculus for Bus I	M	06:30pm 09:10pm	Paulsen		
90465	MA 123 E02				Applied Calculus for Bus I	T	06:30pm 09:10pm	Quint		
90466	MA 123 E03				Applied Calculus for Bus I	W	06:30pm 09:10pm	Paulsen		
90467	MA 123 E04				Applied Calculus for Bus I	R	06:30pm 09:10pm	Quint		

Natural & Applied Sciences

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90594	NASE 315 E01				Human Health & Disease	T	06:30pm 09:10pm	Roman		

Philosophy

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90640	PH 101 E01				Problems of Philosophy	T	06:30pm 09:10pm	Gately		
90643	PH 133 E01				International Business Ethics	W	06:30pm 09:10pm	Payson	PREQ: PH 101 or IP.	I

Professional Sales

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90647	PRS 339 E01				Effective Selling	M	06:30pm 09:10pm	Johnson	PREQ: GB 215.	

CoR -- Courses with a ** in the CoR field are Cluster courses (corequisites).

Pt -- All courses are Full semester unless otherwise indicated.

Cr -- All courses are 3 credit hours unless otherwise indicated.

CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.

(CPR) -- Concurrent prerequisite.

IP -- Instructor permission is required, course not available through BannerWEB.

D -- Diversity

I -- International

C -- Communication Intensive sections.

FOR UP-TO-DATE COURSE AVAILABILITY, GO TO <http://www.bentley.edu/registrar/>

Fall 2017

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90649	PRS 373 E01				Sales Strategy and Technology	R	06:30pm 09:10pm	Pouliopoulos	PREQ: GB 214.	

Sociology

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
90663	SO 289 E01				Popular Culture/Consumer Soc	T	06:30pm 09:10pm	Dzitko		

CoR -- Courses with a ** in the CoR field are Cluster courses (corequisites).	D -- Diversity
Pt -- All courses are Full semester unless otherwise indicated.	I -- International
Cr -- All courses are 3 credit hours unless otherwise indicated.	C -- Communication Intensive sections.
CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
(CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
IP -- Instructor permission is required, course not available through BannerWEB.	