

## Wintersession 2012 Schedule of Courses

**This schedule is subject to change. For the most up-to-date course offerings, please refer to the "Course Offerings by Department" link on the main registration page.**

**Note: These one week intensive classes meet 17-JAN-12 to 21-JAN-12 unless otherwise stated in the "notes" section. Most intensive classes require a mandatory pre-session meeting. See "notes" section for details.**

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
40031	AC 781 1IN	Int'l Dimensions in Acctg	TWRFS	09:00am	05:00pm	3.0	Gujarathi	Pre-Req: BF 506/GR 524 or PF Module I or AC611 Note: No mandatory pre-session class for this course.
40033	HF 740 1IN	Information Architecture	TWRFS	09:00am	05:00pm	3.0	Almquist	Pre-Req: None. Note: Program Director approval required for all except MSHFID, MSIT and MBA HFID & IST concentrators. MANDATORY Pre-session class Fri., 12/9, 5:30-7:30pm.
40034	IDCC 711 1IN	Argumentation Strategies Bus	TWRFS	09:00am	05:00pm	3.0	Marcel	Pre-Req: None MANDATORY Pre-session class Fri., 12/9, 5:30-7:30pm.
40035	LA 720 1IN	Law and Ethics	TWRFS	09:00am	05:00pm	3.0	Missirian	Pre-Req: None MANDATORY Pre-session class Fri., 12/9, 5:30-7:30pm.
40036	MG 661 1IN	International Mgt. Behavior	TWRFS	09:00am	05:00pm	3.0	Berdrow	Pre-Req: None. Recommended BF 503 or PF Module I or GR 630 MANDATORY Pre-session class Fri., 12/9, 5:30-7:30pm.

## Spring 2012 Schedule of Courses

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### Accountancy

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10904	AC 612 1DA	Financial Acctg Problems II	R	12:45pm	03:05pm	3.0	Ruff	Pre-Req: AC 611
10920	AC 612 HB1	Financial Acctg Problems II	T	07:30pm	09:50pm	3.0	Ruff	Pre-Req: AC 611 Hybrid Course
10912	AC 612 HB2	Financial Acctg Problems II	R	05:00pm	07:20pm	3.0	Ruff	Pre-Req: AC 611 Hybrid Course
10903	AC 621 1DA	Cost Accounting	W	12:45pm	03:05pm	3.0	Haselkorn	Pre-Req: BF 506/GR 524 or PF Module I or MSA
10908	AC 621 HB1	Cost Accounting	M	05:00pm	07:20pm	3.0	Haselkorn	Pre-Req: BF 506/GR 524 or PF Module I or MSA Hybrid Course
10915	AC 621 HB2	Cost Accounting	M	07:30pm	09:50pm	3.0	Haselkorn	Pre-Req: BF 506/GR 524 or PF Module I or MSA Hybrid Course
10914	AC 713 100	Adv Topics in Fin Acctg	M	07:30pm	09:50pm	3.0	Freed	Pre or Co-Req: AC 612 Hybrid Course
10901	AC 714 100	Business Reporting & Analysis	M	07:30pm	09:50pm	3.0	Greiner	Pre-Req: AC 611
10909	AC 722 100	Advan Topics Managerial Acctg	T	05:00pm	07:20pm	3.0	Hogan	Pre-Req: AC 621
10906	AC 731 100	Advanced AIS	M	05:00pm	07:20pm	3.0	Boss	Pre-Req: AC 730
11042	AC 731 1DA	Advanced AIS	M	09:30am	11:50am	3.0	Boss	Pre-Req: AC 730

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10902	AC 741 1DA	Financial Statement Auditing	M	12:45pm	03:05pm	3.0	Thibodeau	Pre-Req: BF 506/GR 524 or PF Module I or AC 611; Pre-or Co-Req: AC730
10913	AC 741 HB1	Financial Statement Auditing	R	05:00pm	07:20pm	3.0	MacIver	Pre-Req: BF 506/GR 524 or PF Module I or AC 611; Pre-or Co-Req: AC730 Hybrid Course
10918	AC 741 HB2	Financial Statement Auditing	R	07:30pm	09:50pm	3.0	MacIver	Pre-Req: BF 506/GR 524 or PF Module I or AC 611; Pre-or Co-Req: AC730 Hybrid Course
10910	AC 742 100	IT Auditing	T	05:00pm	07:20pm	3.0	Beveridge	Pre-Req: AC 741
10917	AC 766 100	Risk & Performance Measurement	W	07:30pm	09:50pm	3.0	Burnaby	Pre-Req: BF506/GR 524 or PF Module I or AC611
10919	AC 771 100	Governmental Acctg Reporting	R	07:30pm	09:50pm	3.0	White	Pre-Req: BF506/GR 524 or PF Module I or AC 611
10911	AC 773 100	Fraud and Forensic Accounting	W	05:00pm	07:20pm	3.0	Howe	Pre-Req: AC 611 or equivalent. Recommended: AC 612 or equivalent
11041	AC 793 100	Prof Accting Research &Policy	W	05:00pm	07:20pm	3.0	Abdalmohammadi	Pre-Req: AC 612 ; Pre or Coreq: AC 621, AC 730, AC 741
10905	AC 793 HB1	Prof Accting Research &Policy	M	05:00pm	07:20pm	3.0	Staff	Pre-Req: AC 612 ; Pre or Coreq: AC 621, AC 730, AC 741 Hybrid Course
10916	AC 793 HB2	Prof Accting Research &Policy	T	07:30pm	09:50pm	3.0	Staff	Pre-Req: AC 612 ; Pre or Coreq: AC 621, AC 730, AC 741 Hybrid Course

### Computer Information Systems

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10921	CS 610 100	Enterprise Architecture	W	05:00pm	07:20pm	3.0	Schiano	Pre-Req: None
10922	CS 612 1G0	Web-Based Applic Design	M	05:00pm	07:20pm	3.0	Pepe	Pre-Req: CS 603 Graduate/Undergraduate combined course.
10923	CS 630 100	Obj Orient Syst Analys & Desig	R	05:00pm	07:20pm	3.0	Waguespack	Pre-Req: CS 603 and CS 605
10924	CS 650 100	Data Management Architectures	T	05:00pm	07:20pm	3.0	Coopriider	Pre-Req: CS 603 and CS 605
10927	CS 801 100	Info Tech Mgmt & Policy	W	07:30pm	09:50pm	3.0	Ahmed	Pre-Req: None

### Economics

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10928	EC 611 HB1	Macroeconomics of Fin. Markets	R	05:00pm	07:20pm	3.0	Gulley	Pre-Req: PPF 501 (or BF 501/GR 521) and PPF 502 (or BF 502/GR 522), and PF Module 1 Hybrid Course
10929	EC 621 100	Business & Econom Forecasting	M	05:00pm	07:20pm	3.0	Scholten	Pre-Req: BF501/GR 521 and BF502/GR 522 or PPF 501 and PPF 502

### Entrepreneurial Studies

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10980	ES 600 100	Entrepreneurial Thinking	M	05:00pm	07:20pm	3.0	Shuman	Pre-Req: None
10981	ES 601 100	Planning & Financ New Ventures	W	07:30pm	09:50pm	3.0	Tuffile	Pre or Corequisite: ES 600

### Finance

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10936	FI 623 100	Investments	M	05:00pm	07:20pm	3.0	Raman	Pre-Requisite: GR 525 or Co-Requisite: PF 504 and FI 625; Not open to those who have taken FI 635/FI 640.
10937	FI 625 100	Corp Fin: Theory, Tools & Conc	R	07:30pm	09:50pm	3.0	Huang	Pre-Req: BF 507/GR 525 or PF Module I
10938	FI 627 100	Corp Fin: Applic & Adv Topics	W	05:00pm	07:20pm	3.0	Chavez	Pre-Req FI 625
10939	FI 635 100	Fixed Income Val & Strategies	M	07:30pm	09:50pm	3.0	Daal	Pre-Req: BF 507/GR 525 or PF Module I; Pre or Corequisite: ST 625
10940	FI 640 100	Equity Valuation	T	05:00pm	07:20pm	3.0	Erhemjamts	Pre-Req: BF 507/GR 525 or PF Module I; Pre or Corequisite: ST 625
10941	FI 640 200	Equity Valuation	W	07:30pm	09:50pm	3.0	Erhemjamts	Pre-Req: BF 507/GR 525 or PF Module I; Pre or Corequisite: ST 625
10942	FI 650 100	Adv Portfolio Theory & Prac	R	07:30pm	09:50pm	3.0	Pope	Pre-Req:ST 625; Pre or Corequisite: FI640
10943	FI 685 100	Financial Strategy	T	07:30pm	09:50pm	3.0	Uhlmann	Pre-Req: FI 625, FI 635 and FI 640
10944	FI 685 200	Financial Strategy	W	05:00pm	07:20pm	3.0	Uhlmann	Pre-Req: FI 625, FI 635 and FI 640
10945	FI 730 100	Mgmt of Financial Institutions	R	05:00pm	07:20pm	3.0	Cornett	Pre-Req: FI 625
10946	FI 735 100	Mergers and Acquisitions	T	05:00pm	07:20pm	3.0	Minnick	Pre-Req: FI 625
10947	FI 751 100	Int'l Financial Mgmnt	M	05:00pm	07:20pm	3.0	Sultan	Pre-Req: BF 507/GR 525 or PF Module I; Recommended: FI 625
10948	FI 751 200	Int'l Financial Mgmnt	M	07:30pm	09:50pm	3.0	Sultan	Pre-Req: BF 507/GR 525 or PF Module I; Recommended: FI 625

### Financial Planning

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10965	FP 600 HB1	Professional Fin Plan Practice	M	06:30pm	08:50pm	3.0	Carley	Pre-req: None Hybrid Course
10966	FP 601 HB1	Investments & Capital Accumul	M	04:00pm	06:20pm	3.0	Welch	Pre-Req: None Hybrid Course
10967	FP 610 HB1	Benefits, Compens & Retirement	W	04:00pm	06:20pm	3.0	Somerset	Pre-Req: None Hybrid Course
10968	FP 620 HB1	Trusts, Gifts and Estates	W	06:30pm	08:50pm	3.0	Weisman	Pre-Req: None Hybrid Course
10969	FP 701 HB1	Portfolio Management	R	06:30pm	08:50pm	3.0	Frank	Pre-Req: None Hybrid Course
10970	FP 705 HB1	Elder Planning Techniques	R	04:00pm	06:20pm	3.0	Weisman	Pre-Req: None Hybrid Course

### General Grad Studies

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
11003	GR 523 1DA	Marketing Management	W	09:15am	11:35am	3.0	Eshghi	Pre-Req: None. Restricted to DMBA.
11004	GR 523 2DA	Marketing Management	W	11:55am	02:15pm	3.0	Eshghi	Pre-Req: None. Restricted to DMBA.
10934	GR 525 1DA	Fin Statement Analysis for Dec	M	09:15am	11:35am	3.0	Reis	Pre-Req: GR 521 (former BF 501) and GR 524 (former BF 506). Restricted to DMBA.
10935	GR 525 2DA	Fin Statement Analysis for Dec	M	11:55am	02:15pm	3.0	Gupta	Pre-Req: GR 521 (former BF 501) and GR 524 (former BF 506). Restricted to DMBA.
11012	GR 610B 1DA	Business Process Management II	R	09:15am	11:35am	3.0	Jacobson	Pre-Req: GR 610A
11013	GR 610B 2DA	Business Process Management II	R	11:55am	02:15pm	3.0	Chircu	Pre-Req: GR 610A

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10925	GR 620B 1DA	Info Tech Competitive Advant II	T	09:15am	11:35am	3.0	Ahmed	Pre-Req: GR 620A. Restricted to DMBA.
10926	GR 620B 2DA	Info Tech Competitive Advant II	T	11:55am	02:15pm	3.0	Ahmed	Pre-Req: GR 620A. Restricted to DMBA.
10982	GR 630 1DA	Team Effect:Theory & Skills	T	02:25pm	04:45pm	3.0	Scibinico	Pre-Req: None Restricted to DMBA.
10955	GS 601 100	Strategic Information Mgt.	M	07:30pm	09:50pm	3.0	Anderson	Prerequisite(s):All Foundation (i.e. PPF and PF) Courses required for student's degree. Not open to DMBA, MSIT or students who completed IA 601.
10956	GS 601 SX1	Strategic Information Mgt.	S	09:00am	05:00pm	3.0	Gogan	Prerequisite(s):All Foundation (i.e. PPF and PF) Courses required for student's degree. Not open to DMBA, MSIT or students who completed IA 601. Course meets 5 Saturdays, 2/4 - 3/3.
10959	GS 602 100	Business Process Management	T	05:00pm	07:20pm	3.0	Chand	Prerequisite(s):All Foundation (i.e. PPF and PF) Courses required for student's degree. Restricted to EMBA, MSHFID & MSIT students. Not open to students who completed IA 602.
10958	GS 602 200	Business Process Management	T	07:30pm	09:50pm	3.0	Chand	Prerequisite(s):All Foundation (i.e. PPF and PF) Courses required for student's degree. Restricted to EMBA, MSHFID & MSIT students. Not open to students who completed IA 602.
10984	GS 603 100	Leading Responsibly	W	05:00pm	07:20pm	3.0	Clark Williams	Prerequisite(s):Restricted to MBA students. EMBA: All Foundation (i.e. PPF and PF) Courses; DMBA: All BF courses and GR 610A & B. Not open to students who completed IA 604; Former Title: Leadership, Ethics & Corporate Responsibility
10983	GS 603 1DA	Leading Responsibly	W	02:25pm	04:45pm	3.0	Starner	Prerequisite(s):Restricted to MBA students. EMBA: All Foundation (i.e. PPF and PF) Courses; DMBA: All BF courses and GR 610A & B. Not open to students who completed IA 604; Former Title: Leadership, Ethics & Corporate Responsibility
10988	GS 604 100	Global Strategy	T	05:00pm	07:20pm	3.0	Hoffman	Prerequisite(s):Restricted to MBA students. EMBA: All Foundation (i.e. PPF and PF) Courses plus GS 601, GS 602, and GS 603 and must be one of the last 4 courses taken for degree. DMBA: All BF Courses and GR 610A & B. Not open to students who completed IA 605.
10987	GS 604 200	Global Strategy	T	05:00pm	07:20pm	3.0	Edelman	Prerequisite(s):Restricted to MBA students. EMBA: All Foundation (i.e. PPF and PF) Courses plus GS 601, GS 602, and GS 603 and must be one of the last 4 courses taken for degree. DMBA: All BF Courses and GR 610A & B. Not open to students who completed IA 605.
10989	GS 604 300	Global Strategy	R	07:30pm	09:50pm	3.0	Hoffman	Prerequisite(s):Restricted to MBA students. EMBA: All Foundation (i.e. PPF and PF) Courses plus GS 601, GS 602, and GS 603 and must be one of the last 4 courses taken for degree. DMBA: All BF Courses and GR 610A & B. Not open to students who completed IA 605.

### ***Human Factors in Info Designs***

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10951	HF 710 100	Managing User Cent Design Team	T	05:00pm	07:20pm	3.0	Skelton	Pre-Req: None. Note: Program Director approval required for all except MSHFID, MSIT & MBA HFID or IST concentrators.
10952	HF 730 100	Visualizing Information	W	05:00pm	07:20pm	3.0	Resnick	Pre-Req: None. Note: Program Director approval required for all

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
								except MSHFID, MSTI & MBA HFID, IPM or IST concentrators
10949	HF 750 100	Testing & Assessment Programs	M	05:00pm	07:20pm	3.0	Virzi	Pre-Req: None. Note: Program Director approval required for all except MSHFID, MSIT & MBA HFID or IST concentrators.
10954	HF 751 100	Measuring the User Experience	R	07:30pm	09:50pm	3.0	Tullis	Pre-Req: HF 750. Note: Program Director approval required for all except MSHFID, MSIT & MBA HFID or IST concentrators.
10950	HF 760 100	Intelligent User Interfaces	M	07:30pm	09:50pm	3.0	Hubscher	Pre-Req: None. Note: Program Director approval required for all except MSHFID, MSIT & MBA HFID or IST concentrators.
10953	HF 770 100	Prototyping Interaction Design	W	07:30pm	09:50pm	3.0	Wilson	Pre-Req:None. Note: Program Director approval required for all except MSHFID, MSIT & MBA HFID or IST concentrators.

**Information & Process Mgmt**

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10963	IPM 723 100	Inform Secur, Contrlrs & Ethics	W	05:00pm	07:20pm	3.0	Ray	Pre-Req: None; Not open to students who have taken CS723.

**Law**

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10964	LA 715 100	Int'l Business Law	W	05:00pm	07:20pm	3.0	Darrow	Pre-Req: None

**Management**

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10990	MG 601 100	Comp in Global Mkt:Anyl of Env	T	05:00pm	07:20pm	3.0	Rock	Pre-Req: BF501-BF507/GR 521-525 or PPF 501, PPF502, PF Module I or instructor permission
10991	MG 630 100	Interpersonal Behav in Mgmnt	W	05:00pm	07:20pm	3.0	Nurick	Pre-Req: None. Recommended BF 503or PF Module I or GR 630
10992	MG 635 100	Negotiating	M	05:00pm	07:20pm	3.0	Byrnes	Pre-Req: None. Recommended BF 503 or PF Module I or GR 630
10993	MG 635 200	Negotiating	T	07:30pm	09:50pm	3.0	Byrnes	Pre-Req: None. Recommended BF 503 or PF Module I or GR 630
10994	MG 640 100	Managing Collaborative Rel.	T	05:00pm	07:20pm	3.0	Shuman	Pre-Req: None
10995	MG 651 100	Project Management	M	07:30pm	09:50pm	3.0	Thamhain	Pre-Req: None. Recommended BF 503 or PF Module I or GR 630

**Marketing**

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10999	MK 713 100	Market Promotion&Communication	R	05:00pm	07:20pm	3.0	Staff	Pre-Req: BF 504 or PF Module II or MSMA-PF 506
11000	MK 725 100	eMarketing	T	05:00pm	07:20pm	3.0	Catalini	Pre-Req: BF 504 or PF Module II or MSMA-PF 506
11001	MK 726 100	Cust Data Analysis & Rel Mktg	M	05:00pm	07:20pm	3.0	Eshghi	Pre-Req: BF 504 or PF Module II or MSMA-PF 506
11002	MK 799 100	Enhancing Creativity	W	07:30pm	09:50pm	3.0	Aylesworth	Pre-Req: BF504 or PF Module II or MSMA-PF 506

**Service Focused Management**

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
11027	SFM 654 100	Managing Quality in Services	R	05:00pm	07:20pm	3.0	Salsbury	Pre-req: None. Not open to students who have completed OM750

### Statistics

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10930	ST 625 200	Quant Analysis for Bus&Finance	M	07:30pm	09:50pm	3.0	Scholten	Pre-Req: PPF 501 or BF 501/GR 521
10931	ST 625 HB1	Quant Analysis for Bus&Finance	M	05:00pm	07:20pm	3.0	Li	Pre-Req: PPF 501 or BF 501/GR 521 Hybrid Course.
10932	ST 635 100	Intermed Stat Modeling for Bus	W	05:00pm	07:20pm	3.0	Woolford	Pre-Req: ST 625.

### Success Factor Series

**Non-credit, no cost workshop designed to enhance the personal & professional development of McCallum Graduate students. These courses cannot be used toward a degree or certificate program.**

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
11016	SFS 510 100	High Quality Research	S	09:00am	11:20am	0.0	Tracey	Non-credit, no cost workshop; Class meets Sat, Feb 4.
11017	SFS 511 100	Persuasive Writing	S	12:00pm	02:20pm	0.0	Wright	Non-credit, no cost workshop; Class meets Sat, Feb 4.
11018	SFS 512 100	Effective Teams	F	09:00am	11:20am	0.0	Glidden	Non-credit, no cost workshop; Class meets Fri, Feb 3.
11019	SFS 513 100	How to Analyze a Case	F	02:30pm	04:50pm	0.0	Edelman	Non-credit, no cost workshop; Class meets Fri, Feb 3.
11020	SFS 514 100	Engaging Presentations	S	02:30pm	04:50pm	0.0	Marcel	Non-credit, no cost workshop; Class meets Sat, Feb 4.
11021	SFS 515 100	Crucial Conversations Managing	F	12:00pm	02:20pm	0.0	Staff	Non-credit, no cost workshop; Class meets Fri, Feb 3.

### Tax

CRN	Course	Title	Days	Begin	End	Credits	Instructor	Notes
10971	TX 600 HB1	Professional Tax Practice	T	04:00pm	06:20pm	3.0	Lynch	Pre-Req: None Hybrid Course
10972	TX 600 HB2	Professional Tax Practice	T	06:30pm	08:50pm	3.0	Dee	Pre-Req: None Hybrid Course
10973	TX 601 HB1	Federal Taxation of Income	W	04:00pm	06:20pm	3.0	Newpol	Pre-Req: None Hybrid Course
10974	TX 601 HB2	Federal Taxation of Income	W	06:30pm	08:50pm	3.0	Newpol	Pre-Req: None Hybrid Course
10975	TX 602 HB1	Transactions	R	04:00pm	06:20pm	3.0	Lynch	Pre-Req: None Hybrid Course
10976	TX 603 HB1	Corporations and Shareholders	M	04:00pm	06:20pm	3.0	Alexander	Pre-Req: None Hybrid Course
10977	TX 604 HB1	Multi-Jurisdictional Taxation	M	06:30pm	08:50pm	3.0	Thomas	Pre-Req: None Hybrid Course
10978	TX 711 HB1	Mergers and Acquisitions	T	04:00pm	06:20pm	3.0	Newpol	Pre-Req: None Hybrid Course
10979	TX 733 HB1	Tax Aspects Buy/Selling a Bus.	T	06:30pm	08:50pm	3.0	Darby	Pre-Req: None Hybrid Course
11008	TX 761 HB1	State and Local Taxation	R	06:30pm	08:50pm	3.0	Politi	Pre-Req: None