

Freeman School Graduate Programs
Spring 2012 Schedule
 Revised: 1/11/2012 4:20 PM

Course Number	Course Reference Number	Course Title	Credit Hours	Instructor	Class Limit	Day	Time	Room	Prerequisites
ACCOUNTING AND TAXATION									
REQUIRED COURSES:									
Professional MBA									
ACCN 6010-21	11672	External Reporting and Financial Analysis	2	Parent, Beauregard	60	*	6:30-9:15 p.m.	3111	None
*See PMBA Core Class Calendar for students entered fall 11/spring 12 for dates.									
MBA Core									
Session 2 Courses									
ACCN 6020-01	11620	Internal Reporting & Financial Analysis	2	Foust, Karen	50	MW	10-11:45 a.m.	3111	ACCN 6010
ACCN 6020-02	11703	Internal Reporting & Financial Analysis	2	Foust, Karen	50	MW	1-2:45 p.m.	3111	ACCN 6010
ELECTIVE COURSES:									
Full Semester and Intensive Courses									
ACCN 7120-01	11676	Advanced Financial Accounting	3	Zhou, Ling	45	TR	11 a.m.-12:15 p.m.	2110	ACCN 6010
ACCN 7120-21	11704	Advanced Financial Accounting	3	Zhou, Ling	60	*	1-5 p.m.	3110	ACCN 6010
*DATES: April 17, 18, 19, 20, 23, 24, 25, 26									
NOTE: ACCN 7120-21 is only open to students completing a busy season internship.									
ACCN 7130-01	11706	Financial Statement Analysis	3	Foust, Karen	45	TR	12:30-1:45 p.m.	2110	ACCN 6010
NOTE: Students may not receive credit for both ACCN 7130 and ACCN 7230.									
ACCN 7140-21	11708	Advanced Managerial Accounting	3	Soliman, Soliman	45	W	6:30-9:15 p.m.	130	ACCN 6010 & 6020
ACCN 7140-22	11714	Advanced Managerial Accounting	3	Soliman, Soliman	60	*	1-5 p.m.	130	ACCN 6010 & 6020
*DATES: April 27, 30; May 1, 2, 3, 4, 7, 8									
NOTE: This class will meet in room 3110 on April 30 & May 1.									
NOTE: ACCN 7140-22 is only open to students completing a busy season internship.									
ACCN 7150-21	11715	Accounting Information Systems	3	Zachry, Benny	45	*	1-5 p.m.	2111	ACCN 6010
*DATES: May 9, 10, 11, 14, 15, 16, 17, 18									
NOTE: Enrollment limited to MACCT Students only. Departmental approval required.									
ACCN 7180-21	20207	Competing for Customers & Capital <i>(Cross-listed with MKTG 7180-21)</i>	3	Cook, Victor	10	R	6:30-9:15 p.m.	2110	ACCN 6010 & MKTG 6010
ACCN 7200-21	17542	Accounting Research	3	Lee, Jevons	40	*	8 a.m.-12 p.m.	2110	ACCN 6010 & 6020
ACCN 7200-22	17543	Accounting Research	3	Lee, Jevons	40	*	1-5 p.m.	2110	ACCN 6010 & 6020
*DATES: May 9, 10, 11, 14, 15, 16, 17, 18									
NOTE: Enrollment limited to MACCT students with research requirement. Departmental approval required.									
ACCN 7210-21	20209	Energy Accounting and Valuation <i>(cross-listed with ENRG 7210-21)</i>	3	Carlisle, Jerry	10	R	6:30-9:15 p.m.	3111	ENRG 6000; or ACCN 6010, FINE 6010 or 6050, and ENRG 6010 (or concurrent

**Freeman School Graduate Programs
Spring 2012 Schedule
Revised: 1/11/2012 4:20 PM**

Course Number	Course Reference Number	Course Title	Credit Hours	Instructor	Class Limit	Day	Time	Room	Prerequisites
									enrollment); or ENRG 7100
ACCN 7420-01	11765	Government and Not-For-Profit Accounting	3	Foust, Karen	62	TR	9:30-10:45 a.m.	2110	ACCN 6010 & 6020
ACCN 7550-01	20205	Public Accounting Internship *Contact the Office of Graduate Programs for internship registration procedures. Departmental approval required.	1-3	Parent, Beauregard	60	*	*	*	ACCN 7110 & TAXN 7250
ACCN 7560-01	20206	Professional Accounting Internship *Contact the Office of Graduate Programs for internship registration procedures. Departmental approval required.	1-3	Parent, Beauregard	10	*	*	*	None
ACCN 7900-00	12030	Independent Study *Contact the Office of Graduate Programs for independent study registration procedures. Departmental approval required.	1-3	*	*	*	*	*	None
TAXN 7260-01	12032	Taxation of Individuals	3	Sharp, Holly	30	TR	8-9:15 a.m.	2110	ACCN 6010
TAXN 7260-02	12034	Taxation of Individuals	3	Steen, William	30	TR	8-9:15 a.m.	2111	ACCN 6010
TAXN 7280-21	12036	Research in Taxation <i>(Cross-listed with 4LAW 6710)</i>	3	Riess, Kelleher	18	T	6:30-9:15 p.m.	2110	ACCN 7110 & TAXN 7250
NOTE: This class will meet in room 1111 on Saturday, February 25.									
TAXN 7920-00	12038	Independent Study *Contact the Office of Graduate Programs for independent study registration procedures. Departmental approval required.	1-3	*	*	*	*	*	None

**Freeman School Graduate Programs
Spring 2012 Schedule
Revised: 1/17/2012, 12:03 PM**

Course Number	Course Reference Number	Course Title	Credit Hours	Instructor	Class Limit	Day	Time	Room	Prerequisites
Energy									
ELECTIVE COURSES:									
Full Semester and Intensive Courses									
*ENRG 6010-21	20210	Introduction to Energy Fundamentals	0	Ryan, Doug	60	*	9 a.m.-5 p.m.	1111	None
*DATES: January 14									
Note: This course is a prerequisite for all elective energy courses.									
ENRG 7100-21	12072	Energy Markets, Institutions, and Policy <i>(cross-listed with ENRG 4100-21)</i>	3	Smith, Eric	40	T	6:30-9:15 p.m.	1111	FINE 6010 or 6050
ENRG 7200-01	12074	Energy Fundamentals and Trading	3	Foreman, John & Drew, Parker	44	*	*	1112	INFO 6020 or FINE 7120, and ENRG 6010
*Tuesdays from 8-10:45 a.m. on January 31; February 7; March 27									
*Thursdays from 6:30-9:15 p.m. on January 12, 19, 26; February 9, 16, 23; March 8; April 5, 12, 19, 26 (final exam)									
ENRG 7210-21	17545	Energy Accounting and Valuation <i>(cross-listed with ACCN 7210-21)</i>	3	Carlisle, Jerry	30	R	6:30-9:15 p.m.	3111	ENRG 6000; or ACCN 6010, FINE 6010 or 6050, and ENRG 6010 (or concurrent enrollment); or ENRG 7100
ENRG 7300-21	12977	Advanced Energy Trading and Finance	3	LeBlanc, Joe	44	W	6:30-9:15 p.m.	1112	ENRG 7200
ENRG 7600-01	20479	Electricity Markets and Trading	3	Sheffrin, Anjali/ Thurnher, Gregory	44	R*	12:30-1:45 p.m.*	1112	ENRG 6000; or ACCN 6010, FINE 6010 or 6050, and ENRG 6010 (or concurrent enrollment); or ENRG 7100
*Thursday classes will not meet after April 12. Class also meets from 9 a.m.-12:30 p.m. on Friday, January 20; Saturday, February 11, 25; Saturday, March 31 and from 9 a.m.-5 p.m. on Saturday, April 14									
ENRG 7710-21	20427	Energy Portfolio Management II	1	Adamson, Seabron/ Drew, Parker	27	*T	1-4 p.m.	1112	ENRG 7700
*DATES: January 24; February 7; March 7 (Wednesday), 27									
Note: Enrollment limited to MNRG students.									
ENRG 7800-21	20426	Energy Certification	1	McFarland, James	27	*M	4-5 p.m.	1112	ENRG 7700
*DATES: January 23, 30; February 6, 13, 27; March 5, 26; April 2, 9, 16, 23, 30									
Note: Enrollment limited to MNRG students.									
ENRG 7900-21	20425	Energy Strategic Analysis	3	McFarland, James/ Wittig, Jenna	27	T	6:30-9:15 p.m.	1110	ENRG 7700
Note: Enrollment limited to MNRG students.									
ENRG 7910-01	20423	Energy Strategy Capstone	3	McFarland, James	27	M	1-3:45 p.m.	1112	ENRG 7700
*DATES: January 23, 30; February 6, 13, 27; March 5, 26; April 2, 9, 16, 23, 30									
Note: Enrollment limited to MNRG students.									
ENRG 7960-00	17546	Independent Study	1-3	*	*	*	*	*	None
*Contact the Office of Graduate Programs for independent study registration procedures. Departmental approval required.									

**Freeman School Graduate Programs
Spring 2012 Schedule
Revised: 11/16/2011 4:25 PM**

Course Number	Course Reference Number	Course Title	Credit Hours	Instructor	Class Limit	Day	Time	Room	Prerequisites
FINANCE AND ECONOMICS									
REQUIRED COURSES:									
PMBA Core:									
FINE 6110-21	20211	Managerial Economics Optional Lab	2	Johnson, Mark	45	* M	6:30-9:15 p.m. 5:30-6:30 p.m.	2111 2111	None
*See PMBA Core Class Calendar for students entered fall 10/spring 11 for dates.									
ELECTIVE COURSES:									
Full Semester and Intensive Courses									
FINE 7080-01	14052	Options and Other Derivative Securities	3	Spindt, Paul	30	MW	9:30-10:45 a.m.	2110	FINE 7110
Note: Enrollment limited to MNRG & ZAPP students.									
FINE 7080-02	20212	Options and Other Derivative Securities	3	Spindt, Paul	60	MW	11 a.m.-12:15 p.m.	2110	FINE 7110
Note: Enrollment limited to MFIN students.									
FINE 7130-01	20213	Advanced Financial Management	3	Wang, Xue	60	TR	2-3:15 p.m.	2110	FINE 6010
Note: Enrollment limited to MBA1 students.									
FINE 7130-02	20214	Advanced Financial Management	3	Wang, Xue	30	TR	3:30-4:45 p.m.	2110	FINE 6050
Note: Enrollment limited to ZAPP students.									
FINE 7140-01	20215	Cases in Venture Capital & Private Equity	3	Smith, Eric	45	TR	9:30-10:45 a.m.	2111	FINE 6010 or 6050
FINE 7150-21	20216	International Finance	3	Pablo, Eduardo	60	M	6:30-9:15 p.m.	2110	FINE 6010 or 6050
FINE 7310-21	12350	Cases in Real Estate	3	Allen, Richard	45	R	6:30-9:15 p.m.	2111	FINE 6010 or 6050
*FINE 7320-01	20217	Ethics in Finance & Accounting	3	McCusker, Christopher	60	TR	11 a.m.-12:15 p.m.	3111	FINE 6050
NOTE: This class will meet in room 1111 on January 24 & 26.									
*Enrollment limited to MFIN students. Students may not receive credit for MGMT 6140 or ACCN 7100.									
FINE 7430-21	12351	Equity Analysis/Burkenroad Reports	2	Ricchiuti, Peter	40	T*	5:20-6:20 p.m.	1111	FINE 6010 or 6050
*DATES: January 17, 24, 31; February 3 (Friday), 7, 14, 28; March 6, 27; April 3, 10, 17, 24; May 1									
NOTE: This course is not open to first-year MBA & first-year PMBA students. Requires additional meetings, including an analyst workshop. Departmental approval required.									
FINE 7530-21	20422	Burkenroad Reports for Financial Analysts	3	Ricchiuti, Peter	40	T	5:20-6:20 p.m.	1111	FINE 6050
*DATES: January 17, 24, 31; February 3 (Friday), 7, 14, 28; March 6, 27; April 3, 10, 17, 24; May 1									
*Enrollment limited to MFIN students. Requires additional meetings, including an analyst workshop. Departmental approval required.									
FINE 7610-01	12352	Darwin Fenner Student Managed Fund	3	Tice, Sheri	18	MW	9:30-10:45 a.m.	2101	FINE 7110
NOTE: Enrollment limited to MFIN students. Departmental approval required.									
FINE 7610-02	12353	Darwin Fenner Student Managed Fund	3	Tice, Sheri	18	MW	11 a.m.-12:15 p.m.	2101	FINE 7110
NOTE: Enrollment limited to MBA & PMBA students. Departmental approval required.									
FINE 7900-21	20424	Assessment of Program Learning	0	Staff	60	*	*	TBA	None
*See MFIN Assessment Calendar for dates and times.									
FINE 7950-00	12354	Independent Study	1-3	*	*	*	*	*	None
*Contact the Office of Graduate Programs for independent study registration procedures. Departmental approval required.									

**Freeman School Graduate Programs
Spring 2012 Schedule
Revised: 12/22/2011 10:24 AM**

Course Number	Course Reference Number	Course Title	Credit Hours	Instructor	Class Limit	Day	Time	Room	Prerequisites
MANAGEMENT									
REQUIRED COURSES:									
PMBA Core:									
MGMT 6110-21	11940	Managing People	2	McCusker, Christopher	45	*	6:30-9:15 p.m.	2111	None
*See PMBA Core Class Calendar for students entered fall 10/spring 11 for dates.									
MGMT 6240-21	11942	New Venture Planning- Practice of Management IV	3	Maurer, Ralph	40	*	6:30-9:15 p.m.	3110	MGMT 6210
*See PMBA Core Class Calendar for students entered fall 09/spring 10 for dates.									
MGMT 6520-21	11943	European Union-Global Leadership II (Cross-listed with MGMT 6520-22)	2	Bakamitsos, Yiorgos	40	*	6:30-9:15 p.m.	2111	None
MGMT 6520-21 does not include a trip to Greece. Enrollment limited to PMBA students.									
*See PMBA Core Class Calendar for students entered fall 10/spring 11 for dates.									
MGMT 6520-22	11946	European Union-Global Leadership II (Cross-listed with MGMT 6520-21)	2	Bakamitsos, Yiorgos	15	*	6:30-9:15 p.m.	2111	None
MGMT 6520-22 includes a trip to Greece for extra course fee. Enrollment limited to PMBA students.									
*See PMBA Core Class Calendar for students entered fall 10/spring 11 for dates.									
TRIP DATES: Sunday, March 11-Monday, March 19									
MGMT 6540-21	11947	Asia-Global Leadership IV (Cross-listed with MGMT 6540-22)	3	Biteman, Jim	40	*	6:30-9:15 p.m.	3110	None
MGMT 6540-21 does not include a trip to China. Enrollment limited to PMBA students.									
*See PMBA Core Class Calendar for students entered fall 09/spring 10 for dates.									
MGMT 6540-22	11949	Asia-Global Leadership IV (Cross-listed with MGMT 6540-21)	3	Biteman, Jim	15	*	6:30-9:15 p.m.	3110	None
MGMT 6540-22 includes a trip to China for extra course fee. Enrollment limited to PMBA students.									
*See PMBA Core Class Calendar for students entered fall 09/spring 10 for dates.									
TRIP DATES: Friday, March 9-Saturday, March 17									
MBA Core:									
Full Semester									
MGMT 6220-01	11941	Marketing Planning and Implementation- Practice of Management II (Cross-listed with MKTG 7420-01)	2	Cook, Victor	50	W*	3-4:45 p.m.	2110	MKTG 6010
*DATES: January 11, 18, 25; February 1, 8, 15, 22; March 7, 28; April 4, 11, 18, 25; May 2									
MGMT 6230-01	17553	Strategic Consulting- Practice of Management III	2	Turillo, Carmelo	50	M*	3-4:45 p.m.	2110	MGMT 6210
*DATES: January, 13 (Friday), 23, 30; February 6, 13, 24 (Friday), 27; March 5, 26; April 2, 9, 16, 23, 30									
MGMT 6240-01	11955	New Venture Planning- Practice of Management IV	3	Elstrott, John	50	TR	9:30-10:45 a.m.	3111	MGMT 6210
NOTE: This class will meet in room 1111 on January 24 & 26.									
MGMT 6240-02	11956	New Venture Planning- Practice of Management IV	3	Maurer, Ralph	50	TR	11 a.m.-12:15 p.m.	3110	MGMT 6210
NOTE: This class will meet in room 130 on January 12 & 24 and 110 on January 26.									

Freeman School Graduate Programs
Spring 2012 Schedule
 Revised: 12/22/2011 10:24 AM

Course Number	Course Reference Number	Course Title	Credit Hours	Instructor	Class Limit	Day	Time	Room	Prerequisites
Session 1 Courses									
MGMT 6520-01	11973	European Union-Global Leadership II	2	Bakamitsos, Yiorgos	50	MW*	10-11:45 a.m.	3110	None
MGMT 6520-02	11975	European Union-Global Leadership II	2	Bakamitsos, Yiorgos	50	MW*	1-2:45 p.m.	3110	None
*CLASS DATES: February 1, 6, 8, 13, 15, 22, 27									
NOTE: Enrollment limited to full-time MBA students for section 01 & 02.									
TRIP DATES: Sunday, March 11-Monday, March 19									
MGMT 6540-01	11976	Asia-Global Leadership IV	3	Biteman, Jim	50	MW*	10-11:45 a.m.	3111	None
MGMT 6540-02	11977	Asia-Global Leadership IV	3	Biteman, Jim	50	MW*	1-2:45 p.m.	3111	None
*CLASS DATES: January 23, 25, 30; February 1, 6, 8, 13, 15, 22, 27									
NOTE: Section 01 & 02 classes will meet in room 1111 on January 25.									
NOTE: Enrollment limited to full-time MBA students for section 01 & 02.									
TRIP DATES: Friday, March 9-Saturday, March 17									
Session 2 Courses									
MGMT 6010-01	11957	Process Modeling & Technology Integration	2	Parker, Geoffrey	50	MW	10-11:45 a.m.	2111	STAT 6010
MGMT 6010-02	11959	Process Modeling & Technology Integration	2	Parker, Geoffrey	50	MW	1-2:45 p.m.	2111	STAT 6010
*Enrollment limited to full-time MBA students.									
*MGMT 6140-01	11951	Leadership & Ethics	2	McCusker, Christopher	50	MW	10-11:45 a.m.	3110	None
*MGMT 6140-02	11953	Leadership & Ethics	2	McCusker, Christopher	50	MW	1-2:45 p.m.	2110	None
*Enrollment limited to full-time MBA students.									
<u>ELECTIVE COURSES:</u>									
Full Semester and Intensive Courses									
MGMT 6270-00	16520	Internship	1	*	*	*	*	*	None
*Contact the Office of Graduate Programs for internship registration procedures. Departmental approval required.									
MGMT 7100-01	11978	Corporate and Cooperative Strategy	3	Ebrahim, Sherif	45	TR	3:30-4:45 p.m.	2111	MGMT 6210
MGMT 7110-21	11979	Negotiations	3	McCusker, Christopher	30	*	9 a.m.-5 p.m.	2110	Open to second-semester MBA students and second-year PMBA students
*DATES: January 6-10									
MGMT 7150-21	11980	Environment, Society, and Capitalism	3	Baynham, Linda	45	M	6:30-9:15 p.m.	1111	MGMT 6210
MGMT 7320-21	11982	Executive Leadership	3	McCusker, Christopher	40	T	6:30-9:15 p.m.	2111	MGMT 6210
MGMT 7910-00	11985	Independent Study	1-3	*	*	*	*	*	None
*Contact the Office of Graduate Programs for independent study registration procedures. Departmental approval required.									

**Freeman School Graduate Programs
Spring 2012 Schedule
Revised: 10/14/2011 2:13 PM**

Course Number	Course Reference Number	Course Title	Credit Hours	Instructor	Class Limit	Day	Time	Room	Prerequisites
<u>INFORMATION SYSTEMS AND STATISTICS</u>									
<u>REQUIRED COURSES:</u>									
Professional MBA									
INFO 6020-21	17548	Quantitative Modeling & Analysis	2	Kahrs, Bjorn	60	*	6:30-9:15 p.m.	3111	STAT 6010
*See PMBA Core Class Calendar for students entered fall 11/spring 12 for dates.									
STAT 6010-21	12041	Business Statistics	2	Robins, Russell	60	*	6:30-9:15 p.m.	3111	None
*See PMBA Core Class Calendar for students entered fall 11/spring 12 for dates.									
<u>ELECTIVE COURSES:</u>									
INFO 7880-00	12046	Independent Study	1-3	*	*	*	*	*	None
*Contact the Office of Graduate Programs for independent study registration procedures. Departmental approval required.									
STAT 7970-00	12044	Independent Study	1-3	*	*	*	*	*	None
*NOTE: Contact the Office of Graduate Programs for independent study registration procedures. Departmental approval required.									

Freeman School Graduate Programs
Spring 2012 Schedule
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Course Number	Course Reference Number	Course Title	Credit Hours	Instructor	Class Limit	Day	Time	Room	Prerequisites
MARKETING									
ELECTIVE COURSES:									
Full Semester Courses									
MKTG 7100-01	12066	Consumer Behavior	3	Sujan, Mita	45	TR	11-12:15 p.m.	2111	MKTG 6010
MKTG 7120-01	12067	Sales Management	3	Sujan, Harish	45	TR	12:30-1:45 p.m.	2125	MKTG 6010
MKTG 7180-21	20208	Competing for Customers & Capital <i>(Cross-listed with ACCN 7180-21)</i>	3	Cook, Victor	35	R	6:30-9:15 p.m.	2110	ACCN 6010 & MKTG 6010
MKTG 7420-01	12050	Marketing Planning and Implementation - Practice of Management II <i>(Cross-listed with MGMT 6220-01)</i>	2	Cook, Victor	10	W*	3-4:45 p.m.	2110	MKTG 6010
*DATES: January 11, 18, 25; February 1, 8, 15, 22; March 7, 28; April 4, 11, 18, 25; May 2									
MKTG 7980-00	12068	Independent Study	1-3	*	*	*	*	*	None
*NOTE: Contact the Office of Graduate Programs for independent study registration procedures. Departmental approval required.									

**Freeman School Graduate Programs
Spring 2012 Schedule
Revised: 10/27/2011 4:52 PM**

Course Number	Course Reference Number	Course Title	Credit Hours	Instructor	Class Limit	Day	Time	Room	Prerequisites
<u>BUSINESS AND LAW</u>									
<u>REQUIRED COURSES:</u>									
Professional MBA									
PERS 6030-21	12048	Writing Skills Assessment	0	Baker, Lesley	40	*	6:30-8:30 p.m.	1110	None
*DATE: January 10									
NOTE: Enrollment limited to incoming PMBA students.									
Session 1 Courses									
<u>MBA Core</u>									
MCOM 6010-01	17549	Management Communication Optional Lab	2	Jaster, Frank	25	MW W	10-11:45 a.m. 8:30-9:45 a.m.	2111 2111	None
MCOM 6010-02	17550	Management Communication Optional Lab	2	Baker, Lesley	30	MW W	1-2:45 p.m. 8:30-9:45 a.m.	2110 1111	None
MCOM 6010-03	17551	Management Communication Optional Lab	2	Jaster, Frank	25	MW W	1-2:45 p.m. 8:30-9:45 a.m.	2111 2111	None