

**A. B. Freeman School of Business
Graduate Booklist-Spring 2012**

ACCOUNTING AND TAXATION

Course	Book Title	Instructor
ACCN 6010-21	Financial Accounting, 8 th ed. By Harrison and Horngren Keeping Score and Reporting It By Beaugard Parent and Christine Smith	Parent, Beaugard
ACCN 6020-01, 02	Managerial Accounting, 6 th ed. By Hartgraves, Morse and Davis	Foust, Karen
ACCN 7120-01, 21	Advanced Accounting, 1st ed. By Hamlen, Huefner and Largay	Zhou, Ling
ACCN 7130-01	Financial Statement Analysis & Valuation, 2 nd ed. By Easton, McAnally, Fairfield, Zhang and Halsey	Foust, Karen
ACCN 7140-21, 22	Cost Management, Strategic Emphasis, 5 th ed. By Blocher, Stout, Cokins	Soliman, Soliman
ACCN 7150-21	Accounting Information Systems, 10 th ed. By Bodnar, Hopwood Computer Accounting Essentials with Quickbooks Pro 2010 Quickbooks Software CD-ROM 2010, 5 th ed. By Yacht and Crosson	Zachry, Benny
ACCN 7180-21 (Cross-listed with MKTG 7180-21)	Competing for Customers and Capital, 1 st ed. By Victor J. Cook, Jr.	Cook, Victor
ACCN 7200-21, 22	No book order to date	Lee, Jevons
ACCN 7210-21 (Cross-listed with ENRG 7210-21)	No text required	Carlisle, Jerry
ACCN 7420-01	Accounting for Governmental & Nonprofit Entities, 15 th ed. By Wilson, Kattelus and Reck	Foust, Karen
TAXN 7260-01	South-Western Federal Taxation: Individual Income Taxes, 2012 ed. By Hoffman, Smith, and Willis	Sharp, Holly
TAXN 7260-02	South-Western Federal Taxation: Individual Income Taxes, 2012 ed. By Hoffman, Smith, and Willis	Steen, William
TAXN 7280-21 (Cross-listed with 4LAW 6710)	No book order to date	Riess, Kelleher

BUSINESS AND LAW

Course	Book Title	Instructor
MCOM 6010-01, 03	Guide to Managerial Communication, 9 th ed. By Mary Munter The Business Writer's Handbook, 9 th ed. By Alred, Gerald et. al	Jaster, Frank
MCOM 6010-02	Guide to Managerial Communication, 9 th ed. By Mary Munter The Business Writer's Handbook, 9 th ed. By Alred, Gerald et. al	Baker, Lesley

ENERGY

Course	Book Title	Instructor
ENRG 6010-21	No text required	Ryan, Doug
ENRG 7100-21	Prize: The Epic Quest for Oil, Money & Power, current ed. By Daniel Yergin Terra Incognita A Navigation Aid For Energy Leaders, current ed. By Ross and Sloan The Quest Energy, Security, and the Remaking of the Modern World, current ed. By Daniel Yergin	Smith, Eric
ENRG 7200-01	No book order to date	Staff
ENRG 7210-21 (Cross-listed with ACCN 7210-21)	No text required	Carlise, Jerry
ENRG 7300-21	The Complete Guide to Option Pricing Formulas, 2 nd ed. By Espen Gaarder Haug	LeBlanc, Joe
ENRG 7600-01	Electricity Markets Pricing, Structure, and Economics By Chris Harris	Sheffrin, Anjali/Thurnher, Gregory
ENRG 7710-21	No book order to date	Adamson, Seabron, /McFarland, James
ENRG 7800-21	No book order to date	McFarland, James
ENRG 7900-21	No book order to date	McFarland, James/Wittig, Jenna
ENRG 7910-01	No book order to date	McFarland, James

FINANCE AND ECONOMICS

Course	Book Title	Instructor
FINE 6110-21	Microeconomics: A Modern Approach, 1 st ed. By Andrew Schotter Andrew Schotter's Earlier 3 rd ed. (reasonable substitute) By Andrew Schotter	Johnson, Mark
FINE 7080-01, 02	Options, Futures, and other Derivatives, 8 th ed.	Spindt, Paul

	By John Hull	
FINE 7130-01, 02	Corporate Finance, 9 th ed. By Ross, Westerfield, and Jaffe	Wang, Xue
FINE 7140-01	Venture Capital & Private Equity (casebook), 4 th ed By Josh Lerner	Smith, Eric
FINE 7150-21	Multinational Finance, 4 th ed. By Kirt Butler	Pablo, Eduardo
FINE 7310-21	Emerging Trends in Real Estate 2012, 33 rd ed. By Urban Land Institute Real Estate Development – Principles & Processes, 4 th ed. By Mike E. Miles	Allen, Richard
Fine 7320-01	No book order to date	McCusker, Chris
FINE 7430-21	The Little Book that Beats the Market By Joel Greenblatt One Up on Wall Street By Peter Lynch	Ricchiuti, Peter
FINE 7530-21	The Little Book that Beats the Market By Joel Greenblatt One Up on Wall Street By Peter Lynch	Ricchiuti, Peter
FINE 7610-01, 02	Common Stocks and Uncommon Profits and Other Writings, 3 rd ed. By Kenneth L. Fisher Investments, 8 th ed. By Bodie, Kane and Marcus	Tice, Sheri
FINE 7900-21	No book order to date	Staff

INFORMATION SYSTEMS AND STATISTICS

Course	Book Title	Instructor
INFO 6020-21	Practical Management Science, Revised 4 th ed. By Wayne Winston and S. Albright	Kahrs, Bjorn
STAT 6010-21	Statistics for Business and Economics By Anderson, Sweeney & Williams	Robins, Russ

MANAGEMENT

Course	Book Title	Instructor
MGMT 6010-01, 02	No book order to date	Parker, Geoffrey
MGMT 6110-21	No text required	McCusker, Chris
MGMT 6140-01, 02	No text required	McCusker, Chris
MGMT 6220-01 (Cross-listed with MKTG 7420-01)	The Market Research Toolbox, 1 st ed. By Edward F. McQuarrie (Instructor also has six HBS case packets)	Cook, Victor
MGMT 6230-01	No text required	Turillo, Carmelo

MGMT 6240-01	The Successful Business Plan: Secrets & Strategies (paperback), 5 th ed By Rhonda Abrams	Elstrott, John
MGMT 6240-02, 21	Successful Business Plan, 2010 By Rhonda Abrams	Maurer, Ralph
MGMT 6520-01, 02, 21, 22	No book order to date	Bakamitsos, Yiorgos
MGMT 6540-01, 02, 21, 22	No book order to date	Biteman, Jim
MGMT 7100-01	No text required	Ebrahim, Sherif
MGMT 7110-21	Negotiations, By Lewicki, Saunders, & Barry Getting to Yes By Fisher, Ury, & Patton	McCusker, Chris
MGMT 7150-21	Green to Gold, 2009 ed. By Esty & Winston	Baynham, Linda
MGMT 7320-01	Decent People, Decent Company By Robert & Carolyn Turknnett	McCusker, Chris

MARKETING

Course	Book Title	Instructor
MKTG 7100-01	No text required	Sujan, Mita
MKTG 7120-01	Spin Selling By Neil Rackham Building a Winning Sales Force By A. Zoltners Sales Management Simulation Participants Manual, 6 th ed. By D. Dalrymple & H. Sujan	Sujan, Harish
MKTG 7180-21 (Cross-listed with ACCN 7180-21)	Competing for Customers and Capital, 1 st ed. By Victor J. Cook, Jr.	Cook, Victor
MKTG 7420-01 (Cross-listed with MGMT 6220-01)	The Marketing Research Toolbox, 1 st ed. By Edward F. McQuarrie (Instructor also has six HBS case packets)	Cook, Victor