

FALL 2005 MBA SCHEDULE

Philadelphia @ Main Campus

Class Times: Monday through Thursday 6:15 p.m. - 9:00 p.m. ; Saturday 9:00 a.m. to Noon

CRN	Course	Sec		Day	Instructor	Notes	Prerequisites
11153	MBA 501	A	The Executive Communicator	Saturday	Finnegan	1	
11154	MBA 502	A	Computer Literacy for Contemporary Business Environment	Saturday	Simon	2	
11155	MBA 630	A	Financial Markets	Thursday	Paulin		
11156	MBA 690	A	Creating Customers Through Effective Marketing Management	Monday	Chia		MBA 501
11157	MBA 691	A	Managerial Accounting	Thursday	Fusco		MBA 502, MBA 615
11158	MBA 692	A	Financial Performance: Control and Measurement	Tuesday	Stickel		MBA 502, MBA 503, MBA 615, MBA 630
11159	MBA 810	A	Self Assessment for Leadership	Monday	Seltzer	3	
11160	MBA 820	A	Information Technology for Decision Making	Wednesday	Staff		All MBA 500 level courses
11161	MBA 830	A	Financial Statement Analysis	Wednesday	Stickel		MBA 690, MBA 691, MBA 692
11162	MBA 901	A	Competing in a Global Market I	Tues/Sat Special	Cogan	4,5	Taken in the last year of study
11163	MBA 902	A	Competing in a Global Market II	Thursday	Van Buskirk	4	MBA 901
SPECIALIZATION / ELECTIVE COURSES							
11164	ACC 782	A	Special Topics: Fraud Examination	Tuesday	Brazina		MBA 615
11215	FIN 764	A	Portfolio Management	Tuesday	Schubert		MBA 692
11166	FIN 774	A	Speculative Markets	Wednesday	Schubert		MBA 692
11167	MGT 743	A	Entrepreneurship	Monday	Alexander		MBA 630
11168	MGT 752	A	Management Skills Lab	Weekend Special	Meisel	6	MBA 810, Instructor's Permission
11295	MIS 710	A	Information Systems, Analysis and Design	Wednesday	Tavana		MBA 820
11298	MKT 738	A	Special Topics: Sales Management	Monday	Nucera	7	MBA 503, MBA 620, MBA 690

Montgomery County @ Gwynedd-Mercy College

Class Times: Monday through Thursday 6:15 p.m. - 9:00 p.m. ; Saturday 9:00 a.m. to Noon

CRN	Course	Sec		Day	Instructor	Notes	Prerequisites
11171	MBA 501	GA	The Executive Communicator	Saturday	Finnegan	1	
11172	MBA 502	GA	Computer Literacy for Contemporary Business Environment	Saturday	Simon	2	
11173	MBA 610	GA	Business Economics	Monday	Staff		
11174	MBA 615	GA	Financial Accounting	Wednesday	Miller		
11175	MBA 625	GA	Effective and Efficient Management Operations	Monday	Joglekar		MBA 620
11176	MBA 690	GA	Creating Customers Through Effective Marketing Management	Wednesday	Chia		MBA 501
11177	MBA 691	GA	Managerial Accounting	Thursday	O'Neill		MBA 502, MBA 615
11178	MBA 692	GA	Financial Performance: Control and Measurement	Saturday	Thorp		MBA 502, MBA 503, MBA 615, MBA 630
11179	MBA 810	GA	Self Assessment for Leadership	Tuesday	Seltzer	3	
11180	MBA 820	GA	Information Technology for Decision Making	Tuesday	Staff		All MBA 500 level courses
11181	MBA 830	GA	Financial Statement Analysis	Tuesday	Barenbaum		MBA 690, MBA 691, MBA 692
11182	MBA 901	GA	Competing in a Global Market I	Wednesday	Culp	4	Taken in the last year of study
11183	MBA 902	GA	Competing in a Global Market II	Monday	Walsh	4	MBA 901
SPECIALIZATION / ELECTIVE COURSES							
11184	FIN 767	GA	Mergers and Acquisitions	Thursday	Horan		MBA 692
11185	MGT 760	GA	Human Resource Management	Tuesday	Staff		MBA 810

Newtown @ the Bucks County Center

Class Times: Monday through Thursday 6:15 p.m. - 9:00 p.m. ; Saturday 9:00 a.m. to Noon

CRN	Course	Sec	Day	Instructor	Notes	Prerequisites
11186	MBA 501	BA	The Executive Communicator	Saturday	Finnegan	1
11187	MBA 502	BA	Computer Literacy for Contemporary Business Environment	Saturday	Simon	2
11188	MBA 620	BA	Statistical Thinking for Managers	Monday	Shahmaei	MBA 502, MBA 503
11189	MBA 630	BA	Financial Markets	Tuesday	Sable	
11190	MBA 690	BA	Creating Customers Through Effective Marketing Management	Wednesday	Nucera	MBA 501
11191	MBA 691	BA	Managerial Accounting	Wednesday	Ugras	MBA 502, MBA 615
11192	MBA 692	BA	Financial Performance: Control and Measurement	Tuesday	Cruikshank	MBA 502, MBA 503, MBA 615, MBA 630
11193	MBA 810	BA	Self Assessment for Leadership	Monday	Smither	3
11194	MBA 810	BB	Self Assessment for Leadership	Wednesday	Smither	3
11195	MBA 820	BA	Information Technology for Decision Making	Monday	Tavana	All MBA 500 level courses
11196	MBA 830	BA	Financial Statement Analysis	Thursday	Stickel	MBA 690, MBA 691, MBA 692
11197	MBA 901	BA	Competing in a Global Market I	Thursday	Kerlin	4 Taken in the last year of study
11198	MBA 902	BA	Competing in a Global Market II	Thursday	Robison	4 MBA 901
SPECIALIZATION / ELECTIVE COURSES						
11199	ACC 782	BA	Special Topics: Fraud Examination	Tuesday	Brazina	MBA 615
11200	FIN 748	BA	Managing Financial Services Organizations	Thursday	Rhoda	MBA 692
11201	FIN 774	BA	Speculative Markets	Wednesday	Schubert	MBA 692
11202	MGT 736	BA	Organizational Design: Beyond the Fads	Monday	Miller	MBA 810
11296	MGT 743	BA	Entrepreneurship	Monday	Alexander	MBA 630
11297	MIS 700	BA	Business Applications Programming	Thursday	LoPinto	MBA 820
11204	MKT 732	BA	Consumer Behavior	Wednesday	Jiang	MBA 690

Notes:

1 MBA 501 A, BA, GA - The Executive Communicator

This class meets on the following Saturdays from 9 a.m.- 1p.m.
 Section A October 8, 15, 22, 29
 Section BA September 10, 17, 24, October 1
 Section GA November 5, 12, 19, December 3

2 MBA 502 A, GA, BA - Computer Literacy

This class meets on the following Saturdays from 9 a.m.- 1p.m.
 Section A September 10, November 12
 Section BA September 17, November 19
 Section GA September 24, December 3

3 MBA 810 A, GA, BA, BB - Self-Assessment for Leadership

This course requires a full day assessment workshop. ATTENDANCE IS MANDATORY. \$30 lab fee *required*.

**Self-Assessment Dates
(8:15a.m. - 4:30p.m.)**

MBA 810 A Saturday, October 1 - Main Campus
 MBA 810 GA Saturday, October 8 - GMC
 MBA 810 BA Saturday, September 17 - Bucks
 MBA 810 BB Sunday, September 25 - Bucks

4 MBA 901 / MBA 902 - Competing in a Global Market I and II

The capstone courses are to be taken in sequence at the same campus during the last year of study. The MBA Office must approve registration for these courses. Therefore, you must fax or mail your registration. **Web registration will not be accepted.**

5 MBA 901 A - Competing in a Global Market I

This class has a special schedule and meets on the following **Tuesday** evenings: August 30, September 6 & 27, October 18, November 15 & 29 AND the following Saturdays (9a.m. - 4p.m.): September 10, October 8, November 11, December 3.

6 MGT 752 A - Management Skills Lab

This intensive weekend course will assist you in developing and improving effective management skills. Special emphasis is placed on group functioning and teamwork and the learning is a result of active involvement in the process.

Students will reflect on their own communication style, behavior and interactions with others. Time will be spent in mini-lectures, small groups and structured activities. The course is intended for students who are willing to be reasonable, open and honest and willing to take risks that lead to growth.

Special Registration Process:To register, you must submit a brief letter stating why you wish to take the course and how you believe you meet the criteria above.

The letter, along with your registration form, must be faxed or mailed to the MBA office by **Friday, July 22.**

Participants will be selected on the basis of total credits completed and work experience, as well as the need to ensure a heterogeneous group. A \$75 lab fee is required.

The class will meet:

First Weekend

Saturday, October 29 (9:00a.m. - 9:00 p.m.)
 Sunday, October 30 (9:00a.m. - 5:00p.m.)

Second Weekend

Saturday, November 12 (10:00a.m. - 9:00p.m.)

Sunday, November 13 (9:00a.m. - 5:00p.m.)

Wrap up:

Friday, December 9 (6:00p.m. - 8:00p.m.)

7 MKT 738A - Special Topic: Sales Management

This course will provide a fundamental and practical approach to sales management. It will focus on concepts such as professional sales management, measuring, motivating, organizing and leading the sales force.