# Class Schedule - Fall 2016

## Business Administration

Business Administration  
Department Head: Aric Rindfleisch  
Department Office: 350 Wohlers Hall, 1206 South Sixth, Champaign  
Phone: 333-4240  
www.business.illinois.edu/ba

### BADM 199  Undergraduate Open Seminar  
credit: 1 TO 5 hours.  
May be repeated.

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<th>Instructor</th>
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<tbody>
<tr>
<td>10398</td>
<td>Independent Study</td>
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<td>ARRANGED -</td>
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</tbody>
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Departmental Approval Required  
Please complete the Independent Study form (http://go.business.illinois.edu/badm_ind_study) if you are interested in signing up for an Independent Study with a faculty member from the Department of Business Administration.

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<th>CRN</th>
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<th>Days</th>
<th>Location</th>
<th>Instructor</th>
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<tbody>
<tr>
<td>59366</td>
<td>Lecture-Discussion</td>
<td>ALP</td>
<td>03:30 PM - 04:50 PM</td>
<td>R</td>
<td>1025 - Business Instructional Fac</td>
<td>Allen, A Bednar, M</td>
</tr>
</tbody>
</table>

Credit Hours: 2 hours  
Action Learning Project  
Restricted to College of Business.  
This is a learning by doing course. Students will work in teams and apply knowledge from the classroom to solve a real-world problem for a real client. Through regular client interaction, faculty-led discussions and professional mentoring, students will also gain key competencies to help them succeed in the workplace. A key objective of this course is to give students a meaningful real-world experience and a story to tell during future job interviews.

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<tr>
<td>53818</td>
<td>Lecture-Discussion</td>
<td>CHP</td>
<td>06:00 PM - 08:50 PM</td>
<td>W</td>
<td>3063 - Business Instructional Fac</td>
<td>White, B</td>
</tr>
</tbody>
</table>

Credit Hours: 3 hours  
Bus as a Force in Am Society  
Camp Honors/Chanc Schol course.  
Others may enroll with the permission of the instructor and the Campus Honors Program provided there is space available before classes begin.  
Restricted to Chancellor's Scholar-CHPHonors students.

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<th>CRN</th>
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<th>Time</th>
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<tr>
<td>51271</td>
<td>Lecture-Discussion</td>
<td>HON</td>
<td>02:00 PM - 02:50 PM</td>
<td>M</td>
<td>243 - Wohlers Hall</td>
<td>Dahl, J</td>
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Credit Hours: 1 hours  
Honors Seminar  
Restricted to Business Honors Program students.

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<th>CRN</th>
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<th>Time</th>
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<th>Location</th>
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<tr>
<td>52320</td>
<td>Lecture-Discussion</td>
<td>PM</td>
<td>11:00 AM - 12:20 PM</td>
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<td>Echambadi, R Magelli, P</td>
</tr>
</tbody>
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Credit Hours: 3 hours  
Entrep and Enterprise Dev  
Restricted to students with Freshman or Sophomore class standing.
BADM 205  Business Location Decisions  credit: 3 hours.
Same as GEOG 205. See GEOG 205.

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<th>Instructor</th>
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<tr>
<td>37449</td>
<td>Laboratory</td>
<td>A</td>
<td>02:00 PM - 03:20 PM</td>
<td>R</td>
<td>G27 - Foreign Languages Building</td>
<td>Lopez Ochoa, E</td>
</tr>
<tr>
<td></td>
<td>Lecture</td>
<td>A</td>
<td>02:00 PM - 03:20 PM</td>
<td>T</td>
<td>325 - David Kinley Hall</td>
<td>Lopez Ochoa, E</td>
</tr>
</tbody>
</table>

Credit Hours: 3 hours

BADM 261  Technology & Mgmt Seminar  credit: 1 hours.
Current topics in technology and management presented by senior executives from a wide range of industries. Executives discuss challenges they confront and approaches taken in execution of their respective businesses. Format encourages dialogue and discussions between executives and students. Same as ENG 261. Credit is not given toward technical electives in the College of Engineering nor business electives in the College of Business, nor toward the T&M Minor.

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<tr>
<td>59910</td>
<td>Lecture-Discussion</td>
<td>TM</td>
<td>12:00 PM - 12:50 PM</td>
<td>F</td>
<td>2041 - Business Instructional Fac</td>
<td>Quarton, J</td>
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</table>

Instructor Approval Required
Enrollment requires permission of the instructor.

BADM 300  The Legal Environment of Bus  credit: 3 hours.
Introduction to law and the legal system, tort law, products liability, agency law, introduction to business organizations, introduction to government regulation, securities regulation, antitrust law.

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<th>Instructor</th>
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<tbody>
<tr>
<td>62982</td>
<td>Lecture-Discussion</td>
<td>A</td>
<td>11:00 AM - 12:20 PM</td>
<td>TR</td>
<td>66 - Library</td>
<td>Wright, M</td>
</tr>
</tbody>
</table>

Restricted to Technical Systems Management or Food Science & Human Nutrition or Curric Unassigned or Accountancy or Finance or Marketing or Business or Information Sys & Info Tech or Supply Chain Management or Business Process Management or Management major(s) or minor(s). Restricted to students with Junior or Senior class standing.
This section will open to Food Science & Human Nutrition majors on Monday, April 18, 2016 and to business minors on Monday, April 24, 2016 at approximately 9:00 a.m. This section will open to Technical Systems Management students on Monday, May 2, 2016 at approximately 9:00 a.m. This is an elective course for undergraduate students pursuing the business minor.

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<tr>
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<tr>
<td>62983</td>
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<td>TR</td>
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<td>Wright, M</td>
</tr>
</tbody>
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<tr>
<td>62985</td>
<td>Lecture-Discussion</td>
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<td>09:30 AM - 10:50 AM</td>
<td>TR</td>
<td>66 - Library</td>
<td>Wright, M</td>
</tr>
</tbody>
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BADM 303  **Principles of Public Policy**  credit: 3 hours.

Same as ACCY 321, ACE 321, and PS 321. See PS 321.

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<tr>
<td>61669</td>
<td>Lecture</td>
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<td>TR</td>
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<td>Hinchliffe, J</td>
</tr>
<tr>
<td>60066</td>
<td>Conference</td>
<td>WA</td>
<td>ARRANGED -</td>
<td>-</td>
<td>-</td>
<td>Lee, E</td>
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</table>

Instructor Approval Required
Restricted to students in the Illinois in Washington program.

BADM 310  **Mgmt and Organizational Beh**  credit: 3 hours.

General analysis of management and organizational behavior from a systems point of view, including classical organizational theory and management, organizational behavior, and management science; environmental forces; planning, organizing, and control processes; motivation, incentives, leadership, communication, and interpersonal relations; and discussion of production and decision-making and mathematical models.

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<tr>
<td>29649</td>
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<td>MW</td>
<td>THEAT - Lincoln Hall</td>
<td>Love, E</td>
</tr>
</tbody>
</table>

Restricted to students with Sophomore, Junior, or Senior class standing.
Restricted to Technical Systems Management or Food Science & Human Nutrition or Curric Unassigned or Accountancy or Finance or General Engineering or Industrial Engineering or Marketing or French Commercial Studies or Business or Information Sys & Info Tech or Supply Chain Management or Business Process Management or Management major(s) or minor(s).

This section will open to Food Science & Human Nutrition majors on Monday, April 18, 2016 and to business minors on Monday, April 25, 2016 at approximately 9:00 a.m. This section will open to Technical Systems Management, French Commercial and Industrial & Enterprise Systems Engineering students on Monday, May 2, 2016 at approximately 9:00 a.m. There are currently 20 reserved seats for College of Business international exchange students; any unused seats will be released to students meeting the restrictions on Friday, August 26, 2016 at approximately 9:00 a.m. This is a core course for undergraduate students pursuing the business minor.

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<th>Shabbir, M</th>
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<tr>
<td>58599</td>
<td>Online</td>
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Restricted to students with Sophomore, Junior, or Senior class standing.
Departmental Approval Required

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page 3 - Business Administration, Fall 2016
BADM 311  Individual Behavior in Orgs  credit: 3 hours.
Understanding the behavior of employees in work organizations; particular attention to the motivation of individuals to join and perform in organizations and to employee satisfaction with elements of the work environment; and emphasis on various management strategies to modify employee motivation and satisfaction. Prerequisite: BADM 310.

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<tr>
<td>51889</td>
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<td>3057 - Business Instructional Fac</td>
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</tbody>
</table>

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<tr>
<td>31432</td>
<td>Lecture-Discussion</td>
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<td>130 - Wohlers Hall</td>
<td>Goncalo, J</td>
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BADM 312  Org Design and Environment  credit: 3 hours.
Understanding of complex organizations; particular attention to ways of dividing work, achieving coordination, and issues connected with change and adaptation. Prerequisite: BADM 310.

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<tr>
<td>44050</td>
<td>Lecture-Discussion</td>
<td>C</td>
<td>02:00 PM - 03:20 PM</td>
<td>TR</td>
<td>166 - Wohlers Hall</td>
<td>Khessina, O</td>
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</tbody>
</table>

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<td>31435</td>
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Prerequisite will be enforced. This section will open to all students in the College of Business on Monday, April 18, 2016 at approximately 9:00 a.m. This section will open to Industrial & Enterprise Systems Engineering students on Monday, May 2, 2016 at approximately 9:00 a.m.

**BADM 313  Human Resource Management  credit: 3 hours.**

Studies concepts and methods used by the staff personnel unit in building and maintaining an effective work force in an industrial organization; development of ability to design the personnel subsystem within the firm and to deal effectively with problems encountered in such areas as recruitment, selection, training, and wage and salary administration; and considerable emphasis on case analysis, role playing, and research. Credit is not given for both BADM 313 and PSYC 245. Prerequisite: BADM 310.

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<tr>
<td>29659</td>
<td>Lecture-Discussion</td>
<td>A</td>
<td>03:30 PM - 04:50 PM</td>
<td>TR</td>
<td>2007 - Business Instructional Fac</td>
<td>Kraatz, M</td>
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</tbody>
</table>

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Prerequisite will be enforced. This section will open to all students in the College of Business and to Food Science & Human Nutrition majors on Monday, April 18, 2016 at approximately 9:00 a.m. This section will open to Industrial & Enterprise Systems Engineering students on Monday, May 2, 2016 at approximately 9:00 a.m.

**BADM 314  Leading Negotiations  credit: 3 hours.**

Aims to advance students' ability to negotiate formal and informal business agreements and resolve conflicts effectively. Because leaders depend on others to accomplish goals, leaders need to be skilled negotiators to generate solution that are acceptable, valuable, and able to be implemented. Students will engage in a series of negotiations that provide practice and impart a framework for planning for, conducting, and analyzing negotiations. Restricted to College of Business students and Business Minor students. Restricted to students with Junior or Senior class standing.

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<tr>
<td>66083</td>
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<td>2043 - Business Instructional Fac</td>
<td>Jang, D</td>
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</tbody>
</table>

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This section will open to all students in the College of Business on Monday, April 18, 2016 at approximately 9:00 a.m. This section will open to Business Minor students on Monday, April 25, 2016 at approximately 9:00 a.m. There are currently 10 reserved seats for College of Business international exchange students; any unused seats will be released to students meeting the restrictions on Friday, August 26, 2016 at approximately 9:00 a.m.

**BADM 320  Principles of Marketing  credit: 3 hours.**

Emphasizes the concepts of planning, organization, control, and decision making as they are applied in the management of the marketing function. Provides an overview of aspects of the marketing discipline. Prerequisite: ECON 202 or equivalent (Statistics I).

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<tr>
<td>31412</td>
<td>Lecture</td>
<td>1</td>
<td>09:30 AM - 10:50 AM</td>
<td>TR</td>
<td>141 - Wohlers Hall</td>
<td>Wolters, M</td>
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</tbody>
</table>

Restricted to students with Junior or Senior class standing.

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Prerequisite will be enforced. This section will open to Food Science & Human Nutrition and Advertising majors on Monday, April 18, 2016 and to business minors on Monday, April 25, 2016 at approximately 9:00 a.m. This section will open to Technical Systems Management, French Commerical and Industrial & Enterprise Systems Engineering students on Monday, May 2, 2016 at approximately 9:00 a.m. This is a core course for undergraduate students pursuing the business minor.

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<tr>
<td>31415</td>
<td>Lecture</td>
<td>2</td>
<td>12:30 PM - 01:50 PM</td>
<td>TR</td>
<td>141 - Wohlers Hall</td>
<td>Wolters, M</td>
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<tr>
<td>58600</td>
<td>Online</td>
<td>OL</td>
<td>ARRANGED</td>
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<td>Shabbir, M</td>
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Prerequisite will be enforced. This section is reserved for College of Business major and minor students who are studying abroad this semester.

**BADM 321  Principles of Retailing  credit: 3 hours.**

Gives a general analysis of the structure of retailing emphasizing the retailing environment and operating efficiencies; includes patronage behavior, merchandise control, pricing, promotion, location, and vendor relations; and gives special attention to emerging trends in retailing. Prerequisite: BADM 320.

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<td>29650</td>
<td>Lecture-Discussion</td>
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Prerequisite will be enforced. This section will open to all students in the College of Business and to Food Science & Human Nutrition majors on Monday, April 18, 2016 at approximately 9:00 a.m. There are currently 10 reserved seats for College of Business international exchange students; any unused seats will be released to students meeting the restrictions on Friday, August 26, 2016 at approximately 9:00 a.m. This class brings the best of both online and face-to-face learning together into a BLENDED learning model, this means that we will replace some in class sessions with online activities. The class sessions will be used to initiate discussion on the topics relevant for the week and/or provide a summary to close discussion on a topic. The class will be scheduled for a 3-hour block. The first 1.5 hours will meet in formal face-to-face instruction. The remaining 1.5 hours will be spent in online interaction and group meetings.

**BADM 322  Marketing Research  credit: 3 hours.**

Focuses on the techniques and methods of marketing research; emphasizes primarily survey research and experimental design; and offers students the opportunity to apply techniques to real-world situations. Prerequisite: BADM 320 and ECON 202.

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page 6 - Business Administration, Fall 2016
Restricted to Technical Systems Management or Food Science & Human Nutrition or Accountancy or Finance or General Engineering or Industrial Engineering or Marketing or Information Sys & Info Tech or Supply Chain Management or Business Process Management or Management major(s) or minor(s). Restricted to students with Junior or Senior class standing. Prerequisite will be enforced. This section will open to all students in the College of Business and to Food Science & Human Nutrition majors on Monday, April 18, 2016 at approximately 9:00 a.m. This section will open to Technical Systems Management and Industrial & Enterprise Systems Engineering students on Monday, May 2, 2016 at approximately 9:00 a.m.

### BADM 325  Consumer Behavior  credit: 3 hours.

Studies the factors affecting customer behavior in household and organizational markets and their relevance for marketing management planning and analysis; provides an overview of explanations of consumption differences anchored in socioeconomic, demographic, cultural, and psychological processes; and surveys buyer decision-making processes and their implications for marketing strategy. Prerequisite: BADM 320.

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### BADM 327  Marketing to Business and Govt  credit: 3 hours.

Introduces the general area of industrial marketing; examines the nature of industrial markets especially as they compare to consumer markets and emphasizes such factors as the demand for industrial goods, marketing intelligence systems for industrial firms, marketing
strategy in industrial markets, and analyses and control of industrial marketing programs; integrates important concepts from sales
management and business logistics throughout the course; uses case studies. Prerequisite: BADM 320.

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BADM 329  **New Product Development**  credit: 3 hours.

Exposes student to business and marketing decisions in the context of new product development and marketing. Helps students learn how to use state-of-the-art management techniques to identify markets, develop new product ideas, measure customer benefits, and design profitable new products. Prerequisite: BADM 320.

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BADM 332  **Prod Dvlpmnt for Sub Mktplaces**  credit: 4 hours.

Focuses on sustainable product and market development for subsistence marketplaces; virtual immersion in subsistence contexts; emersion of principles for business, design and engineering; idea generation and evaluation by groups of business, engineering and design students; optional international field trip over winter break; option to enroll in a spring course on developing product prototype and business plan. Prerequisite: Application process. Junior or senior class standing.

Instructor Approval Required
This course meets with BADM 532.

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BADM 335  **Supply Chain Management Basics**  credit: 3 hours.

Course broadly exposes students to the basics of supply chain management. It concentrates on the basic concepts, terminology, techniques and tools in supply chain management. Introduces the main functions of supply chain management and its interface with marketing, finance, and information management. Studies the interactions among the logistics of manufacturing, inventory, and transportation. Students are introduced to mathematical modeling and computer simulations to optimize the performance of supply chains.
BADM 336  **Modeling the Supply Chain**  credit: 3 hours.
Course introduces students to supply chain modeling. It covers optimization and simulation modeling, value stream mapping, and the SCOR model for representation of supply chains. Models for strategic and tactical decision-making in supply chain design and operations will be considered. Presents examples of supply chain modeling in practice and integration of supply chain models with other business functions. Prerequisite: BADM 335.

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Restricted to Supply Chain Management major(s). Restricted to students with Junior or Senior class standing. Prerequisite will be enforced.

BADM 340  **Ethical Dilemmas of Business**  credit: 3 hours.
Examines business decision making and the role ethics plays in that process. Analysis of how managers behave and whether ethical choices are knowingly made or only realized thereafter. The object is to increase awareness of the moral dimension of business activity.

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BADM 350  **IT for Networked Organizations**  credit: 3 hours.
Examines the information technology and its impact on modern organizations. Topics include: (1) IT, Internet Technologies, E-Commerce and business models, (2) organizing and modeling enterprise data, (3) Network protocol and architecture, (4) development of IT systems, and (5) IT management and organization design.

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Restricted to Supply Chain Management major(s) or minor(s). Restricted to students with Junior or Senior class standing. Additional required attendance - 1 hour lab TBA room, day and time.
BADM 351  E-Business Management  credit: 3 hours.

Designed to provide current perspective about enterprise IT-applications and the management issues that such applications entail. Emphasis is on current developments that will be explored with lectures, case studies, and hands-on applications. The course builds on BADM 350. May be repeated in subsequent terms. Prerequisite: BADM 350.

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Social Media Strategy
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Prerequisites will be enforced. This course will open to all students in the College of Business on Monday, April 18, 2016 at approximately 9:00 a.m. This section will open to Informatics Minor students on Monday, May 2, 2016 at approximately 9:00 a.m. There are currently 5 reserved seats for College of Business international exchange students; any unused seats will be released to students meeting the restrictions on Friday, August 26, 2016 at approximately 9:00 a.m. The course considers how social media provides a new platform for unprecedented collaboration, new ways of engaging customers, and the benefits and challenges of social media. The course will take a strategic approach by helping students understand the business impact on the firm and building the requisite skills to create value in this new reality.

BADM 352  **Database Design and Management**  credit: 3 hours.
Introduce the modern concepts, techniques and management practices when dealing with data and use of data in organizations. Topics include data modeling, database logical and physical designs, implementation, database administration and web-based database environment. Students will be involved in constructing a database and researching an advanced topic to solidify the learning. Same as ACCY 352.

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BADM 353  **Info Sys Analysis and Design**  credit: 3 hours.
Methodologies and techniques used and deliverables created in developing large-scale information systems, including preliminary planning, feasibility analysis, design implementation, and post-implementation review of the system; a term-long project which familiarizes students with methodology and techniques is required. Same as ACCY 353. Prerequisite: BADM 350.

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BADM 365  **New Product Marketing**  credit: 3 hours.
Exposes engineering students to the discipline of marketing and to business decision-making in the unique context of new product marketing decisions. Credit is not given for both BADM 365 and BADM 320.

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</table>
BADM 367  **Mgmt of Innov and Technology**  credit: 3 hours.
Course is the first jointly taken course for the engineering and business college undergraduates in the Technology and Management program. It focuses on the strategic management of technology and innovation in organizations. It builds primarily on broad models of technological evolution and organizational change. Same as TMGT 367. Prerequisite: Admission to the Technology and Management program.

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Restricted to Technology and Management major(s) or minor(s).
Contact tech-mgmt@illinois.edu.

BADM 374  **Management Decision Models**  credit: 3 hours.
Introduction to methods of operations research from an executive or managerial viewpoint, emphasizing formulation of business problems in quantitative terms; industrial applications of linear programming, dynamic programming, game theory, probability theory, queuing theory, and inventory theory. Prerequisite: ECON 203.

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BADM 375  **Business Process Management**  credit: 3 hours.
Explores methods of design and management of manufacturing and service business processes; central concepts include managing process-speed, -capacity, -inventory, and -uncertainty; additional topics include simultaneous product and process design, and an introduction to quality management, process improvement and lean thinking.

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**BADM 377  Project Management**  credit: 3 hours.
In-depth treatment of management concepts, tools, and techniques that apply to the organization, planning, and control of projects; particular emphasis on analyzing needs, defining work, scheduling tasks, allocating resources; assessing costs, managing risks; tracking and evaluating performance; and building and leading teams.

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**BADM 378  Logistics Management**  credit: 3 hours.
Treats the total flow of materials from their acquisition as basic or unprocessed supplies to delivery of the finished product, as well as the related counter-flows of information that both record and control material movement. Major topics include forecasting material requirements; transportation planning; order processing system; raw material, in-process and finished goods inventory management; packaging; in plant and field warehousing; location theory (space, time, and cost trade-offs); communications; and control.

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page 13 - Business Administration, Fall 2016
BADM 380  International Business  credit: 3 hours.
Introduces the field of international business and management. Examines the economic, political, and legal environments of international business. Analyzes differences in financial management, marketing, and management practices for firms doing business abroad.

BADM 381  Multinational Management  credit: 3 hours.
Examines critical issues facing managers who work in multinational firms. Designed to develop students' skills for working in a global business environment. Topics include foreign market entry strategies, global management of the functional areas of business, and management and control of multinational firms in the global marketplace.
BADM 382  **International Marketing**  credit: 3 hours.

Analyzes marketing strategy across national boundaries, the problems of marketing within foreign countries, and the coordination of global marketing programs. Includes problems faced by the exporter, licensor, joint venture, and multinational firm. The full range of market activities are discussed from a global perspective. Prerequisite: BADM 320.

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Restricted to Accountancy or Finance or Marketing or French Commercial Studies or Information Sys & Info Tech or Supply Chain Management or Business Process Management or Management major(s) or minor(s). Restricted to students with Junior or Senior class standing.

Prerequisite will be enforced. This section will open to all students in the College of Business on Monday, April 18, 2016 at approximately 9:00 a.m and to French Commercial students on Monday, May 2, 2016 at approximately 9:00 a.m.

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Prerequisite will be enforced. This section will open to all students in the College of Business on Monday, April 18, 2016 at approximately 9:00 a.m and to French Commercial students on Monday, May 2, 2016 at approximately 9:00 a.m.

BADM 394  **Senior Research I**  credit: 2 TO 4 hours.

Research and readings course for students majoring in business administration. May be taken by students in the college honors program in partial fulfillment of the honors requirements. May be repeated in the same or separate terms for unlimited undergraduate hours. Not applicable to graduate or professional hours.

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Departmental Approval Required
Please complete the Independent Study form (http://go.business.illinois.edu/badm_ind_study) if you are interested in signing up for an Independent Study with a faculty member from the Department of Business Administration.

BADM 395  **Senior Research II**  credit: 1 TO 4 hours.
Research and readings course for students majoring in business administration. May be taken by students in the college honors program in partial fulfillment of the honors requirements. Additional fees may apply. See Class Schedule. May be repeated in the same or separate term for unlimited undergraduate hours. Not applicable to graduate or professional hours.

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Departmental Approval Required

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Credit Hours: 3 hours
Data Science & Analytics
Restricted to Accountancy or Finance or Marketing or Information Sys & Info Tech or Supply Chain Management or Business Process Management or Management major(s) or minor(s). Restricted to students with Junior or Senior class standing.
This section will open to all students in the College of Business on Monday, April 18, 2016. There are currently 5 reserved seats for College of Business international exchange students; any unused seats will be released to students meeting the restrictions on Friday, August 26, 2016 at approximately 9:00 a.m. In this course, you will learn not only data analytic techniques but also the managerial implications of competing with analytics. You will understand the managerial challenges of using data analytics to develop a strategic advantage through readings and case studies. You will learn techniques such as statistical inference, linear modeling, sentiment analytics, and data mining through hands-on exercises in R. R is an open source language that has grown in importance and usage in corporations. Finally, you will be able to present and interpret data through an understanding of data visualization techniques.

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Credit Hours: 3 hours
Entrep. and Enterprise Dev.
Restricted to students with Junior or Senior class standing.
Meets with BADM 199 PM.

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Credit Hours: 3 hours
iVenture Sem: Topics in Entrep
Instructor Approval Required
Meets with TE 498 NJI. This course is open to members of student ventures admitted to the iVenture Accelerator, an educational accelerator for top student startups at the University of Illinois. This course provides theory and context to enhance experiential learning-by-venturing. Topics include: feasibility analysis, business modeling, industry analysis, competitor analysis, business plans, ethical and legal foundations, corporate forms, building venture teams, accessing financing and funding, marketing for startups, intellectual property protection and commercialization, and planning for growth. Based on the stage of maturity of the participating students and ventures, the course features workshops around key decisions and actions. For example, after spending a week focused on corporate forms and ownership structure, we will have a two-hour incorporation workshop including multiple venture attorneys working with teams to complete the relevant forms with professional assistance.

BADM 420  **Advanced Marketing Management**  credit: 3 hours.
Integrative study of methods and models for marketing decision-making; emphasizes the application of analytical tools and behavioral and quantitative models to marketing decision-making. Uses lectures, case studies and simulation exercises. 3 undergraduate hours. No graduate credit. Prerequisite: BADM 320.
Restrict to Accountancy or Finance or General Engineering or Industrial Engineering or Marketing or Information Sys & Info Tech or Supply Chain Management or Business Process Management or Management major(s) or minor(s). Restricted to students with Junior or Senior class standing.

Prerequisite will be enforced. This section will open to all students in the College of Business on Monday, April 18, 2016 at approximately 9:00 a.m. This section will open to Industrial & Enterprise Systems Engineering students on Monday, May 2, 2016 at approximately 9:00 a.m. There are currently 5 reserved seats for College of Business international exchange students; any unused seats will be released to students meeting the restrictions on Friday, August 26, 2016 at approximately 9:00 a.m.

BADM 445 Small Business Consulting  credit: 4 hours.
Through guided experience, students identify and offer advice to local small business firms; exposes students, serving as consultants, to the wide variety of problems facing the smaller firm as well as enables them to apply current business methods to real problems. Students work in teams. 4 undergraduate hours. 4 graduate hours. Credit is not given for both BADM 445 and ENG 465.

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Restricted to students with Junior, Senior, or Graduate class standing. Restricted to BS:Accountancy - UIUC, BS:Finance - UIUC, BS:Inf Sys & Info Tech - UIUC, BS:Business Process Mgt - UIUC, BS:Management - UIUC, BS:Business Multi Majors - UIUC, BS:General Engineering -UIUC, BS:Industrial Engineering -UIUC, MS: Finance Cost Rec - UIUC, MBA: (PT) Business Adm -- UIUC, MS: Technology Management -UIUC, or MBA:Bus Administration -UIUC.

Leverage your accumulated knowledge with your natural abilities to solve problems for real-world clients. This section will open to BS: Inf Sys & Info Tech - UIUC and BS: Business Process Mgt - UIUC on Monday, April 18, 2016 at approximately 9:00 a.m. This section will open to BS: Finance - UIUC, BS: Accountancy - UIUC, MS: Finance Cost Rec - UIUC, MBA: (PT) Business Admin - UIUC, MS: Technology Management - UIUC and MBA: Bus Administration - UIUC on Monday, April 25, 2016 at approximately 9:00 a.m. This section will open to Industrial & Enterprise Systems Engineering students on Monday, May 2, 2016 at approximately 9:00 a.m.

BADM 446 Entrepreneurship Sm Bus Form  credit: 4 hours.
Studies entrepreneurship for those with a serious interest in owning their own business within five years of graduation; students prepare a comprehensive business plan for starting or acquiring such a business; also studies the problems of an existing small business. 4 undergraduate hours. 4 graduate hours.

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Restricted to students with Junior, Senior, or Graduate class standing. Restricted to BS:Accountancy - UIUC, BS:Finance - UIUC, BS:Marketing - UIUC, BS: Inf Sys & Info Tech - UIUC, BS: Supply Chain Mgmt - UIUC, BS: Business Process Mgt - UIUC, BS: Management - UIUC, BS: Business Multi Majors - UIUC, BS: General Engineering - UIUC, BS: Industrial Engineering - UIUC, MS: Finance Cost Rec - UIUC, MBA: (PT) Business Adm -- UIUC, MS: Technology Management - UIUC, or MBA: Bus Administration - UIUC.

This section will open to BS: Inf Sys & Info Tech - UIUC on Monday, April 18, 2016 at approximately 9:00 a.m. This section will open to BS: Accountancy - UIUC, BS: Finance - UIUC, BS: Marketing - UIUC, BS: Supply Chain Mgmt - UIUC, BS: Business Process Mgt - UIUC, BS: Business Multi Majors - UIUC, MS: Finance Cost Rec - UIUC, MBA: (PT) Business Admin - UIUC, MS: Technology Management - UIUC and MBA: Bus Administration - UIUC on Monday, April 25, 2016 at approximately 9:00 a.m. This section will open to Industrial & Enterprise Systems Engineering students on Monday, May 2, 2016 at approximately 9:00 a.m. There are currently 10 reserved seats for College of Business international exchange students; any unused seats will be released to students meeting the restrictions on Friday, August 26, 2016 at approximately 9:00 a.m.
BADM 449  **Business Policy and Strategy**  credit: 3 hours.
Analysis of policy formulation and implementation from a company-wide standpoint; emphasis on integration of knowledge and approaches across functional areas; both endogeneous and exogeneous factors which affect company policies; and the role of the firm in society. 3 undergraduate hours. No graduate credit.

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Restricted to College of Business. Restricted to students with Senior class standing.
BADM 453  **Decision Support Systems**  credit: 3 hours.
This advanced course examines recent developments in information technology for managerial decision support with an emphasis on Internet-based and mobile information technologies. Real-world cases will be used to discuss the application of these technologies to management information systems. 3 undergraduate hours. No graduate credit.

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Prerequisite will be enforced. This course will open to all students in the College of Business on Monday, April 18, 2016 at approximately 9:00 a.m. This section will open to Informatics Minor students on Monday, May 2, 2016 at approximately 9:00 a.m.

BADM 458  **IT Governance**  credit: 3 OR 4 hours.
Provides students with a core body of knowledge concerning the state of development, research and business practice of IT governance on topics such as: managerial issues for the prevention of business frauds and threats; the key technology for IT governance for users and businesses; issues concerning integrity control, privacy, ethics, risk management, and reliability; best practices concerning regulatory compliance requirements; and enterprise information management issues, policies and practices. 3 undergraduate hours. 4 graduate hours. Prerequisite: BADM 350.

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Prerequisite will be enforced. This section meets with BADM 559 GR. This section will open to all students in the College of Business on Monday, April 18, 2016 at approximately 9:00 a.m. This section will open to Informatics Minor students on Monday, May 2, 2016 at approximately 9:00 a.m.

BADM 460  **Business Process Modeling**  credit: 3 hours.
Introduces the identification and analysis of various aspects of business processes. The course defines business processes and provides tools for designing and analyzing them. Same as TMGT 460. 3 undergraduate hours. No graduate credit. Prerequisite: BADM 367.

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Restricted to Technology and Management major(s) or minor(s).
Contact tech-mgmt@illinois.edu. Prerequisite will be enforced.

**BADM 503 Classics in Business Admin**  credit: 2 hours.
Graduate seminar. Presents foundational literature to introduce the theoretical origins of the different areas of Business Administration and explores the linkages among these areas. Outlines the impact of the foundational works on subsequent research. Approved for S/U grading only. Prerequisite: Ph.D. standing in BADM or consent of instructor.

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Meets 22-Aug-16 - 14-Oct-16.
Restricted to PHD: Business Administrtn - UIUC.
This course will meet in 3015/3017 BIF.

**BADM 504 Phil of Science and Bus Admin**  credit: 2 hours.
Introduction to philosophy of science that focuses on the nature of discovering and justifying knowledge in the business disciplines. Specific issues of interest are the nature of scientific truth, validation of theories, prediction and explanation. Discusses applications to research in various business disciplines. Prerequisite: Ph.D. standing in BADM or consent of instructor.

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Meets 17-Oct-16 - 07-Dec-16.
Restricted to PHD: Business Administrtn - UIUC.
This course will meet in 3015/3017 BIF.

**BADM 508 Leadership and Teams**  credit: 2 OR 4 hours.
Develops and integrates fundamental behavioral concepts and theory having administrative applications; initially focuses on the individual decision maker and ultimately includes interpersonal, organizational, and social structures and influences; and develops strategies and methods of research on behavioral applications in business.

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Credit Hours: 2 hours
Restricted to MS: Technology Management - UIUC.
Meets 22-Aug-16 - 14-Oct-16.

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Credit Hours: 2 hours
Restricted to MS: Technology Management - UIUC.
Meets 22-Aug-16 - 14-Oct-16.
BADM 509  **Managing Organizations**  credit: 2 OR 4 hours.
Examines and analyzes the organization as a social system and the impact of its various components on work attitudes and behavior; topics include the development of organizational structures, organizational effectiveness, decision making and policy formulation, leadership, and change.

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</tr>
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Credit Hours: 4 hours
Restricted to MS:Business Adminitrtn -UIUC.

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<th>Section</th>
<th>Time</th>
<th>Days</th>
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<tbody>
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Credit Hours: 4 hours
Restricted to MBA: (PT) Business Adm -- UIUC.
Meets 22-Aug-16 - 31-Oct-16.

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<tr>
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<th>Days</th>
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Credit Hours: 2 hours
Restricted to MS: Tech Sys Mgmt PSM - UIUC, MS: Food Sc Hum N - PSM -UIUC, MS: Plant Biol PSM - UIUC, MS:Geog:Geog Info Sci PSM-UIUC, MS: Bioenergy - PSM -UIUC, MS: Agr Production -PSM -UIUC, MS:Plant Biotech PSM -UIUC, or MS: Geog:Geog Info Sci PSM-UIUC.
Meets 22-Aug-16 - 14-Oct-16.
This section meets with 509 MSB.

BADM 512  **HR Management and Strategy**  credit: 4 hours.
Same as LER 565. See LER 565.

<table>
<thead>
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<th>Days</th>
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<tbody>
<tr>
<td>33198</td>
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<td>A</td>
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<td>35 - Inst Labor &amp; Industrial Rel</td>
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Restricted to Business Administration (MBA) major(s).  
Contact: Office of Labor and Industrial Relations 333-1482.

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<td>-</td>
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Restricted to MHRR:HR&Indus Reltns Onl-UIUC.
Meets 15-Aug-16 - 07-Oct-16.
Synchronous Collaborative sessions: Thursdays, 6:30-8:30 pm central time on August 18, 25, September 1, 8, 15, 22, 29, October 6. Center for Innovation in Teaching & Learning (CITL) restrictions and assessments apply, see https://online.illinois.edu. This
course is part of a self-supporting program and DOES NOT accept the following tuition and fee waivers (TFWs): Cooperation Teachers waivers, Non-Academic waivers (including UIUC employees and employees of other state institutions), Academic waivers from UIUC, UIC, and UIS employees, Related Agency waivers, Field Supervisor waivers, waivers granted through fellowships/ assistantships as governed by the Graduate College at UIUC, or Retiree waivers. This program DOES accept statutory waivers (veterans grants, etc.)

OCE Tuition $675.00 per Bill Hour, and OCE Fees $50.00 per Bill Hour.

**BADM 514 Managing Innovation** credit: 2 hours.

Provides a solid grounding to students interested in managing various aspects of the innovation process that facilitate the creation, synthesis, and organization of knowledge for the development of economically valued products, processes, and services within organizations. Covers both the analytic frameworks for understanding the innovation process as well as the strategic and organizational challenges involved in managing technological innovation. Specifically focuses on managerial actions that create the organizational environment in which new opportunities are identified and new business models are developed to create value. Prerequisite: BADM 508 or consent of the instructor.

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<th>Type</th>
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<th>Time</th>
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</table>

Meets 17-Oct-16 - 07-Dec-16. Restricted to MS: Technology Management-UIUC. Prerequisite will be enforced.

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<tr>
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<th>Days</th>
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<td>2043 - Business Instruction Fac</td>
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</tr>
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</table>

Meets 17-Oct-16 - 07-Dec-16. Restricted to MS: Technology Management-UIUC. Prerequisite will be enforced.

**BADM 520 Marketing Management** credit: 2 OR 4 hours.

Introduces concepts useful in understanding marketing systems and buyer behavior in addition to developing skills in making marketing decisions; the orientation is primarily managerial and uses examples from both business and non-business contexts.

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<th>Type</th>
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Credit Hours: 2 hours
Restricted to MS: Technology Management-UIUC. Meets 22-Aug-16 - 14-Oct-16.

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Credit Hours: 2 hours
Restricted to MS: Technology Management-UIUC. Meets 22-Aug-16 - 14-Oct-16.

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<td>IM2</td>
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<td>M</td>
<td>240 - Wohlers Hall</td>
<td>Qualls, W</td>
</tr>
</tbody>
</table>
BADM 525  **New Product Development**  credit: 2 OR 4 hours.

The decisions on the firm's total market offer, including such topics as use of market analysis in making decisions on assortment, product development, pricing, packaging, branding, and sales forecasting; coordination of these decisions and actions with market communications, physical movement, production, finance, and the overall goals and policies of the firm; and emphasizes the use of analytic and research methods in making assortment and product decisions.

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<tr>
<th>CRN</th>
<th>Type</th>
<th>Section</th>
<th>Time</th>
<th>Days</th>
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</table>

Credit Hours: 4 hours
Restricted to MS: Business Administrtn -UIUC, MBA: (PT) Business Adm -- UIUC, or MBA: Bus Administration -UIUC.
BADM 525 is an advanced level marketing course which requires students to already have a basic understanding of marketing (e.g. what would be acquired by completing BADM 520).

<table>
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Credit Hours: 2 hours
Restricted to MS: Technology Management-UIUC.
Meets 17-Oct-16 - 07-Dec-16.

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<th>CRN</th>
<th>Type</th>
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Credit Hours: 2 hours
Restricted to MS: Technology Management-UIUC.
Meets 17-Oct-16 - 07-Dec-16.

BADM 532  **Sust Products for Subsistence**  credit: 4 hours.

Focuses on sustainable product and market development for subsistence marketplaces; virtual immersion in subsistence contexts; emersion of principles for business, design, and engineering; idea generation and evaluation by groups of business, engineering, and design students; optional international field trip over winter break; option to enroll in a spring course on developing product prototype and business plan. Prerequisite: Application process.

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<tr>
<th>CRN</th>
<th>Type</th>
<th>Section</th>
<th>Time</th>
<th>Days</th>
<th>Location</th>
<th>Instructor</th>
</tr>
</thead>
</table>
Instructor Approval Required
This course meets with BADM 332. This course is open to students pursuing the Graduate Minor or Concentration in International Business if application is accepted.

BADM 538  **Res Sem in Consumer Behavior**  credit: 4 hours.
Advanced doctoral level seminar which critically examines the relevance of behavioral and social constructs for generating consumer behavior theories. It specifically discusses the need for, and procedures with which to modify behavioral/social processes. Prerequisite: Ph.D. standing in BADM or consent of instructor.

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<th>CRN</th>
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<th>Section</th>
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<td>ARR - Business Instructional Fac</td>
<td>Ottes, C</td>
</tr>
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</table>

Restricted to PHD:Business Administrtn -UIUC.
This course will meet in 4001 BIF.

BADM 544  **Strategic Management**  credit: 2 OR 4 hours.
Policy construction and planning of policy implementation at the executive level; case studies of company-wide situations from the management point of view; and integration and application of material from previous courses. Credit is not given for both BADM 544 and BADM 339. Prerequisite: BADM 509, BADM 520, and BADM 567, FIN 520, or equivalent.

<table>
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<tr>
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</table>

Credit Hours: 4 hours
Meets 05-Oct-16 - 01-Dec-16.
Restricted to MBA:Exec MBA Ilini Ctr-UIUC.
Prerequisite will be enforced.

BADM 549  **Current Strategy Research**  credit: 2 hours.
Seminar on current theoretical and empirical research relating to emerging areas of knowledge in the strategic management field. Reflecting the emphasis of current research on strategic and organizational phenomena, topics vary from year to year. May be repeated in the same or separate terms to a maximum of 4 hours. Students may take multiple topics under the course designation, but can only take each topic once for credit towards degree requirements. Prerequisite: Ph.D. standing in BADM or consent of instructor.

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Economic Foundations of Strat
Restricted to PHD:Business Administrtn -UIUC.
Meets 22-Aug-16 - 14-Oct-16.
This course will meet in 3015/3017 BIF. This Ph.D. course considers the following research literatures: (1) Transaction Costs Theory; (2) Property Rights Theory; (3) Agency Theory; (4) Dynamic Capabilities and Resource-Based Theory; and (5) Real Options Theory.
Empirical Meth in Strat Res  
Restricted to PHD:Business Administrtn -UIUC.  
Meets 22-Aug-16 - 14-Oct-16.  
This course will meet in 3015/3017 BIF. An understanding of research methods is critical for business scholars. This course is designed to provide an understanding of methodological concepts as well as hands-on skill in using various non-experimental analytical methods. Thus, this course is intended to be useful to both “macro” and “micro” researchers in the business disciplines.

Corporate Strat Res  
Restricted to PHD:Business Administrtn -UIUC.  
Meets 17-Oct-16 - 07-Dec-16.  
This course will meet in 3015/3017 BIF. Corporate strategy addresses the questions: (1) What businesses should the firm compete in; (2) How should it enter and/or exit these businesses; and (3) How should it manage these businesses? This course is built on two major premises: 1. The importance of foundational theory in strategy: Due to the applied, interdisciplinary nature of the field of strategic management, students must learn to appreciate the interplay between foundational literature from core disciplines and strategy applications (both in theoretical and empirical research). 2. The importance of depth in key areas of research in the field: In other seminars, you will be exposed to a broad range of ideas and their potential applications. This seminar, however, focuses on one of the foremost areas of investigation in the field: corporate strategy. My overriding goal is for you to become conversant with how research has developed with respect to the set of phenomena that together comprise this area of investigation, and to help you identify fruitful areas for future research.

BADM 555  **Info Sys Development and Mgt**  credit: 4 hours.  
Addresses issues relevant to the development of large-scale information systems including systems concepts and thinking, systems development life cycle, objectives, methodology and deliverables in each phase, behavioral implications of systems development and integration information systems with business processes. Credit is not given for both BADM 555 and BADM 353.

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Restricted to MS:Business Administrtn -UIUC, MBA: (PT) Business Adm -- UIUC, MS: Technology Management-UIUC, or MBA:Bus Administration -UIUC.  
This course is open to students pursuing the Graduate Minor or Concentration in Information Technology.

BADM 559  **Enterprise IT Governance**  credit: 4 hours.  
Addresses enterprise IT governance, with a focus on (1) IT governance strategy, including strategic mapping, IT portfolio management, and IT risks assessment; (2) IT control frameworks for organizing IT processes and defining management control objectives, and (9) Trustworthy information management.

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<tr>
<th>CRN</th>
<th>Type</th>
<th>Section</th>
<th>Time</th>
<th>Days</th>
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Credit Hours: 4 hours  
Restricted to MS:Business Administrtn -UIUC, MBA: (PT) Business Adm -- UIUC, MS: Technology Management-UIUC, or MBA:Bus Administration -UIUC.
This course meets with BADM 458 UG. This course is open to students pursuing the Graduate Minor or Concentration in Information Technology.

**BADM 566 Supply Chain Management** credit: 2 OR 4 hours.
Focuses on how to manage flows of products and services from raw material sources to final customers and associate flows of information. Helps students to develop a system view of measuring channel performance, integrating cross-functional activities, and coordinating processes across organizations.

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<tr>
<th>CRN</th>
<th>Type</th>
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<th>Instructor</th>
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Credit Hours: 4 hours
Restricted to MBA: (PT) Business Adm -- UIUC, MS: Technology Management-UIUC, or MBA:Bus Administration -UIUC.

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Credit Hours: 2 hours
Meets 17-Oct-16 - 07-Dec-16.

**BADM 567 Process Management** credit: 2 OR 4 hours.
Introductory course in decision-making problems in production; includes the theoretical foundations for production management as well as the applications of decision-making techniques to production problems in the firm; and considers production processes, plant layout, maintenance, scheduling, quality control, and production control in particular.

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Credit Hours: 2 hours
Restricted to MS: Technology Management-UIUC.
Meets 17-Oct-16 - 07-Dec-16.

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Credit Hours: 4 hours
Departmental Approval Required
Restricted to Graduate - Urbana-Champaign.
Meets 12-Oct-16 - 13-Dec-16.
Registration in this section is restricted to students with Department approval only. Additional ID verification fee for each 4 week course at Coursera may apply.

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<th>CRN</th>
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Credit Hours: 2 hours
Restricted to MS: Technology Management-UIUC.
Meets 17-Oct-16 - 07-Dec-16.
Credit Hours: 4 hours
Restricted to Graduate - Urbana-Champaign. Restricted to MBA: iMBA Online -UIUC.
Meets 12-Oct-16 - 13-Dec-16.
Registration in this section is restricted to students admitted to the iMBA online degree program. Additional ID verification fee for each 4 week course at Coursera, see: https://onlinemba.illinois.edu/imba-program/#tab-8e34949c1678a9cd8c6. In this course you will learn conceptual frameworks and tools that can help you to better understand operations and see the opportunities and challenges so that you can you can make informed decisions about the design of your operations and get more out of them. You will be introduced to metrics for operations such as process capacity, lead time, and inventory. You will learn how to assess operations in light of customer expectations. You will develop a skill set that is vital for managing operations and supply chains for any manufacturing or services business, and for evaluating operations of businesses, including candidates for alliances, mergers, and acquisitions. his course will provide you a set of tools that you can use to improve work processes.
Tuition iMBA $250.00 per Bill Hour.

Credit Hours: 2 hours
Meets 22-Aug-16 - 14-Oct-16.

Credit Hours: 4 hours
Restricted to NDEG: iMBA Online -UIUC.
Meets 12-Oct-16 - 13-Dec-16.
Registration in this section is restricted to students who have earned a Bachelors Degree. Registration closes 10-4-16. Additional ID verification fee for each 4 week course at Coursera, see: https://onlinemba.illinois.edu/imba-program/#tab-8e34949c1678a9cd8c6. This section is open to off-campus students only. Description: Gain practical skills for analyzing and improving work processes and for organizing initiatives for continuous improvement of processes. Learn how to plan and execute process improvements with frameworks and techniques from Six Sigma and Lean Management initiatives.
Tuition iMBA $250.00 per Bill Hour.

Credit Hours: 4 hours
Restricted to MBA: (PT) Business Adm -- UIUC.
Meets 22-Aug-16 - 31-Oct-16.

BADM 572 Stat for Mgt Decision Making credit: 2 OR 4 hours.
The application of classical and modern statistics for business decision making. The level of the course assumes some prior knowledge of basic statistics as well as facility with elementary calculus.
BADM 582  Multinational Management  credit: 4 hours.
Examines critical issues facing managers who work in multinational firms. Designed to develop students' skills for working in a global business environment. Topics include foreign market entry strategies, global management of the functional areas of business, and management and control of multinational firms in the global marketplace.

<table>
<thead>
<tr>
<th>CRN</th>
<th>Type</th>
<th>Section</th>
<th>Time</th>
<th>Days</th>
<th>Location</th>
<th>Instructor</th>
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<td>Yao, K</td>
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Restricted to MS:Business Administration -UIUC, MBA: (PT) Business Adm -- UIUC, MS: Technology Management-UIUC, or MBA:Bus Administration -UIUC.
This section is open to students pursuing the Graduate Minor or Concentration in International Business.

BADM 583  Current Topics in Intl Bus  credit: 4 hours.
Continuation of BADM 582. Examines topics related to management and integration of multinational firms not covered in BADM 582. Possible topics include foreign investment decisionmaking, global manufacturing and supply chain management, international joint ventures and strategic alliances, cross-border mergers, global R&D, and global strategic human resource management. May be repeated.

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<th>CRN</th>
<th>Type</th>
<th>Section</th>
<th>Time</th>
<th>Days</th>
<th>Location</th>
<th>Instructor</th>
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<tbody>
<tr>
<td>56098</td>
<td>Lecture-Discussion</td>
<td>A</td>
<td>03:30 PM - 06:20 PM</td>
<td>T</td>
<td>Wohlers Hall</td>
<td>Martinez, C</td>
</tr>
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</table>

Bus in Latin America
Restricted to MS:Business Administration -UIUC, MBA: (PT) Business Adm -- UIUC, MS: Technology Management-UIUC, or MBA:Bus Administration -UIUC.
This section is open to students pursuing the Graduate Minor or Concentration in International Business.

BADM 586  Intl Comparative Management  credit: 4 hours.
Compares and contrasts different regional/national business systems and organizational practices including those from both developed and developing countries. Designed to advance students’ global management knowledge and cross-cultural skills for functioning effectively in a transnational economy. Includes an optional overseas study trip to visit local companies and subsidiaries of multinational firms.

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<th>CRN</th>
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<th>Time</th>
<th>Days</th>
<th>Location</th>
<th>Instructor</th>
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<tr>
<td>58582</td>
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<td>Martinez, C</td>
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</tbody>
</table>

Restricted to MS:Business Administration -UIUC, MBA: (PT) Business Adm -- UIUC, MS: Technology Management-UIUC, or MBA:Bus Administration -UIUC.
This course is open to students pursuing the Graduate Minor or Concentration in International Business.
BADM 590  **Seminar in Business Admin**  credit: 0 TO 4 hours.
Special topics in the general area of business. Topics are selected by the instructor at the beginning of each term. Approved for letter and S/U grading. May be repeated if topics vary; unlimited credit hours for graduate and professional students.

<table>
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<tr>
<th>CRN</th>
<th>Type</th>
<th>Section</th>
<th>Time</th>
<th>Days</th>
<th>Location</th>
<th>Instructor</th>
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<tr>
<td>37902</td>
<td>Lecture-Discussion</td>
<td>ADF</td>
<td>09:00 AM - 11:50 AM</td>
<td>F</td>
<td>62 - Krannert Art Museum</td>
<td>Chhajed, D Kurtz, J</td>
</tr>
</tbody>
</table>

Credit Hours: 1 hours
Frontiers in Technology Smr
Restricted to MS: Technology Management-UIUC.
Meets with BADM 590 GRF.

| 39761| Lecture-Discussion    | DSA     | 03:30 PM - 04:50 PM | MW   | 3039 - Business Instruction Fac | Kim, S                      |

Credit Hours: 4 hours
Data Science & Analytics
Restricted to MBA: (PT) Business Adm -- UIUC, MS: Technology Management-UIUC, or MBA:Bus Administration -UIUC.
This course is open to students pursuing the Graduate Concentration in Business Data Analytics.

| 13366| Lecture-Discussion    | GR2     | ARRANGED -         | -    | -                        | Chhajed, D                  |

Business Practice Immersion

| 59070| Lecture-Discussion    | GRE     | 09:30 AM - 10:50 AM | MW   | 2043 - Business Instruction Fac | Michael, S                 |

Credit Hours: 2 hours
Entrepreneurship
Restricted to MS: Technology Management-UIUC.
Meets 22-Aug-16 - 14-Oct-16.

| 58866| Lecture-Discussion    | GRF     | 09:00 AM - 11:50 AM | F    | 62 - Krannert Art Museum    | Chhajed, D Kurtz, J         |

Frontiers in Technology Smr
Restricted to MS: Technology Management-UIUC.
Meets with BADM 590 ADF.

| 47556| Lecture-Discussion    | GRI     | ARRANGED -         | -    | -                        | Chhajed, D                  |

Business Practice Immersion
Restricted to MS: Technology Management-UIUC.

| 59370| Lecture-Discussion    | IT2     | 06:00 PM - 08:50 PM | M    | 2043 - Business Instruction Fac | Larson, E                   |

Credit Hours: 4 hours
Social Media Strategy
Restricted to MS:Business Administrtn -UIUC, MBA: (PT) Business Adm -- UIUC, MS: Technology Management-UIUC, or MBA:Bus Administration -UIUC.
This course is open to students pursuing the Graduate Minor or Concentration in Information Technology. Managers in firms today must be equipped to deal with the new reality of a socially connected society. In this course, students will improve their
analytical capabilities and understanding of the opportunities and challenges that social media, global collaboration and new ways of engaging customers pose for the firm. An emphasis will be placed on managerial decision making in the context of the social media phenomenon.

<table>
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<tr>
<th>Course Code</th>
<th>Type</th>
<th>Section</th>
<th>Time</th>
<th>Days</th>
<th>Location</th>
<th>Instructor</th>
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<tbody>
<tr>
<td>47518</td>
<td>Lecture-Discussion</td>
<td>MK1</td>
<td>03:00 PM - 05:50 PM</td>
<td>W</td>
<td>ARR - Business Instruction Fac</td>
<td>Kraatz, M</td>
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</table>

Credit Hours: 4 hours  
Foundations of Org Theory  
Restricted to PHD:Business Administrtn - UIUC.  
This course will meet in BIF 3015/3017. This seminar introduces doctoral students to the field of organization theory. Weekly meetings will examine each of the major perspectives that have emerged within the field over the past 50 years as well as contemporary developments and empirical applications. The course is open to doctoral students in BADM and other departments. Other students may be admitted with instructor's consent.

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<tr>
<th>Course Code</th>
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<th>Time</th>
<th>Days</th>
<th>Location</th>
<th>Instructor</th>
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<tbody>
<tr>
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<td>02:00 PM - 03:20 PM</td>
<td>TR</td>
<td>130 - Wohlers Hall</td>
<td>Bercovitz, J</td>
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Credit Hours: 4 hours  
Economics of Organizations  
Departmental Approval Required

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<tr>
<th>Course Code</th>
<th>Type</th>
<th>Section</th>
<th>Time</th>
<th>Days</th>
<th>Location</th>
<th>Instructor</th>
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<tr>
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<td>MSB</td>
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<td>130 - Wohlers Hall</td>
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Credit Hours: 2 hours  
Global Perspectives in Business  
Restricted to MS:Business Administrtn - UIUC.

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<th>Course Code</th>
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Credit Hours: 4 hours  
Team Projects  
Restricted to MBA: (PT) Business Adm -- UIUC.  
Meets 07-Nov-16 - 16-Dec-16.

<table>
<thead>
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<th>Course Code</th>
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<td>-</td>
<td>-</td>
<td>Michael, S</td>
</tr>
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</table>

Credit Hours: 4 hours  
Technology Commercialization  
Restricted to MBA:Bus Administration - UIUC.  
Students will work with undergraduate engineers in design-based courses to refine technical ideas into viable commercial products with a realistic go to market plan. Times for team meetings will be arranged during the first two weeks of the semester; project based learning will be supplemented by online instruction on technical material.

<table>
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<tr>
<th>Course Code</th>
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<th>Time</th>
<th>Days</th>
<th>Location</th>
<th>Instructor</th>
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<td>R</td>
<td>3041 - Business Instruction Fac</td>
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</table>

Credit Hours: 4 hours  
US Corporate Governance  
Restricted to Graduate - Urbana-Champaign or Professional - Urbana. Not intended for MAS:Accountancy - UIUC.  
This section meets with LAW 792 UL. Corporate governance is an important and interesting subject for business and law students. Boards of directors make the most consequential decisions affecting owners, employees, customers and communities. Corporate success (think Apple and Google) reflects well on the board. Corporate failure (think Enron and Lehman Brothers) calls into serious question board competence and diligence. This course will introduce students to corporate governance in a multidisciplinary, multifaceted fashion, drawing on research and experience as well as cases, controversies and current events. The course will
require a high level of commitment and participation by every student. This section is open to students pursuing the Graduate Minor or Concentration in International Business.

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<tr>
<th>CRN</th>
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<th>Time</th>
<th>Days</th>
<th>Location</th>
<th>Instructor</th>
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<tbody>
<tr>
<td>40409</td>
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<td>Echambadi, R Magelli, P</td>
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</table>

Credit Hours: 1 hours
Entrepreneurship Series
Restricted to MBA:Exec MBA Ilini Ctr-UIUC.
Meets 01-Apr-16 - 31-Oct-16.

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<tr>
<th>CRN</th>
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<th>Section</th>
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<th>Days</th>
<th>Location</th>
<th>Instructor</th>
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<tbody>
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Credit Hours: 4 hours
Global Strategy
Restricted to MBA:Exec MBA Ilini Ctr-UIUC.
Meets 12-Aug-16 - 06-Oct-16.

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<tr>
<th>CRN</th>
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<th>Time</th>
<th>Days</th>
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<td>60074</td>
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Credit Hours: 2 hours
Digital Marketing
Restricted to MBA:Exec MBA Ilini Ctr-UIUC.

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<th>Location</th>
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<tbody>
<tr>
<td>37910</td>
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Credit Hours: 2 hours
Sustainability
Restricted to MBA:Exec MBA Ilini Ctr-UIUC.
Meets 09-Sep-16 - 06-Oct-16.

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<th>CRN</th>
<th>Type</th>
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<tr>
<td>49034</td>
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<td>ARRANGED -</td>
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<td>Somaya, D</td>
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</tbody>
</table>

Credit Hours: 2 hours
Strategic Human Capital
Restricted to MBA:Exec MBA Ilini Ctr-UIUC.

**BADM 591  Proseminar in Business Admin**  credit: 0 TO 4 hours.
Lectures in topics of current interest not covered by regular course offerings. Subjects are announced in the Class Schedule. Approved for letter and S/U grading. May be repeated in the same term and/or separate terms as topics vary; unlimited credit hours for graduate and professional students.

<table>
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<tr>
<th>CRN</th>
<th>Type</th>
<th>Section</th>
<th>Time</th>
<th>Days</th>
<th>Location</th>
<th>Instructor</th>
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<tbody>
<tr>
<td>56895</td>
<td>Lecture-Discussion</td>
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<td>243 - Wohlers Hall</td>
<td>Yao, K</td>
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</tbody>
</table>

Proseminar in Internatl Bus
Restricted to PHD:Business Administrtn -UIUC.
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<th>CRN</th>
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<tbody>
<tr>
<td>10405</td>
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**BADM 594  Independent Study and Research**  credit: 2 OR 4 hours.

Directed reading and research. Approved for both letter and S/U grading. May be repeated in the same term and/or separate terms as topics vary; unlimited credit hours for graduate and professional students.

Departmental Approval Required
Restricted to Graduate - Urbana-Champaign or Professional - Urbana.
Please complete the Independent Study form (http://go.business.illinois.edu/badm_ind_study) if you are interested in signing up for an Independent Study with a faculty member from the Department of Business Administration.
BADM 595  **Business Fundamentals**  credit: 2 hours.
Designed to provide a cohesive understanding of marketing from a managerial perspective. Students will learn how to develop a coherent and comprehensive marketing strategy for a product or service. Specifically, it provides the conceptual frameworks and tools necessary to create superior customer value, capture the value through appropriate pricing mechanisms, persuasively communicate and profitably deliver that value, and sustain both the value and the performance in the face of ever-changing customer needs and competitive offerings. Students examine companies by matching their internal strengths and weaknesses with opportunities and threats posed by their environments. Students learn to spot and evaluate opportunities for new ventures and examine the totality of a business proposal.

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<th>Location</th>
<th>Instructor</th>
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<tr>
<td>56572</td>
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<td>06:00 PM - 07:50 PM</td>
<td>TR</td>
<td>3003 - Business Instruction Fac</td>
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</table>

Meets 17-Oct-16 - 07-Dec-16.
Restricted to MS: Tech Sys Mgmt PSM - UIUC, MS: Food Sc Hum N - PSM - UIUC, MS: Plant Biol PSM - UIUC, MS:Geog:Geog Info Sci PSM-UIUC, MS: Bioenergy - PSM - UIUC, MS: Agr Production - PSM - UIUC, MS:Plant Biotech PSM - UIUC, or MS:Geog:Geog Info Sci PSM-UIUC.

BADM 599  **Dissertation Research**  credit: 0 TO 16 hours.
Required of all students writing doctoral dissertations in business administration; guidance in writing theses and seminar discussions of interim progress reports. Approved for S/U grading only. May be repeated in the same term and/or separate terms as topics vary; unlimited credit hours for graduate and professional students.

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Departmental Approval Required
Restricted to Graduate - Urbana-Champaign or Professional - Urbana.