

**BARUCH COLLEGE, ZICKLIN SCHOOL OF BUSINESS
FALL 2011 COURSE SCHEDULE**

Registering for First Semester MBA Core Courses

I. SELECTING COURSES

PART-TIME STUDENTS will select two or more courses from the list below. You may begin your program with one course if you prefer. To complete the program in a timely way you should expect to take 6 credits per semester on average.

FULL-TIME STUDENTS will select a minimum of 12 credits from the list below. Accountancy majors should take ACC 9112 in their first semester in order to take ACC 9804 (Intermediate Financial Accounting) in their second semester. Finance majors should take ACC 9110 and STA 9708 in their first semester in order to take FIN 9770 (Financial Management) in their second semester.

Choose from:

ACC 9110	Financial Accounting	3 credits 3 hours
ACC 9112*	Financial Accounting: Intensive	3 credits; 4 hours
BUS 9551**	Business Communication I	0 credits; 2 hours
CIS 9001	Information Systems for Managers	1.5 credits; 1.5 hours
IBS 9600	International Business Fundamentals	1.5 credits; 1.5 hours
LAW 9000+	Legal and Ethical Environment of Business	3 credits; 3 hours
MKT 9703	Marketing Management	3 credits; 3 hours
STA 9708	Applied Statistical Analysis for Business Decisions	3 credits; 3 hours

*ACC 9112 is designed for accountancy majors and is necessary preparation for ACC 9804 Intermediate Financial Accounting. Students who are considering an accountancy major - even if the decision is not yet final - should take ACC 9112 instead of ACC 9110 as preparation for courses in the major.

** BUS 9551 must be taken prior to completion of 15 credits of course work. We strongly recommend that you take BUS 9551 in the first semester.

+The accountancy major includes a law course, LAW 9800, and majors should not take LAW 9000.

II. FALL COURSE LIST (Check eSIMS for updates and see last page of this document for course descriptions)

WHEN YOU REGISTER FOR COURSES PLEASE USE THE 4-DIGIT CODE ASSIGNED TO THE INDIVIDUAL COURSE SECTIONS. It is best to prepare alternative schedules before you start to register in case preferred courses and/or sections are filled.

Course	Section	CODE	Day	Time
ACC 9110	QMW	0098	Mon/Wed	7:30 – 8:45PM
ACC 9112	SMWA	0099	Mon/Wed	5:40 – 7:20PM
	SMWB	0100	Mon/Wed	5:40 – 7:20PM

Course	Section	CODE	Day	Time
BUS 9551*	BSA	2214	Saturday	9:05 – 11:10AM
	BSB	2215	Saturday	9:05 – 11:10AM
	CSA	2216	Saturday	11:35 – 1:40PM
	CSB	2217	Saturday	11:35 – 1:40PM
	CWA	2220	Wednesday	11:35 – 1:40PM
	CWB	2221	Wednesday	11:35 – 1:40PM
	CWC	2222	Wednesday	11:35 – 1:40PM
	CWD	2223	Wednesday	11:35 – 1:40PM
	SFA	2218	Friday	5:40 – 7:45PM
	SFB	2219	Friday	5:40 – 7:45PM
	TRA	2227	Thursday	7:35 – 9:40PM
	TRB	2228	Thursday	7:35 – 9:40PM
	TRC	2229	Thursday	7:35 – 9:40PM
	TWA	2224	Wednesday	7:35 – 9:40PM
	TWB	2225	Wednesday	7:35 – 9:40PM
	TWC	2226	Wednesday	7:35 – 9:40PM

*See special instructions for tuition payment on next page

CIS 9001*	PMA	2177	Monday	5:50 – 7:05PM
	PRA	2179	Thursday	5:50 – 7:05PM

IBS 9600	PTRA	2170	Tues/Thurs	5:50 – 7:05PM*
	PTRB	2171	Tues/Thurs	5:50 – 7:05PM**

*Meets first seven weeks of semester

**Meets second seven weeks of semester

LAW 9000	PMWA	2169	Mon/Wed	5:50 – 7:05PM
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MKT 9703	PMW	1221	Mon/Wed	5:50 – 7:05PM
	PTR	1222	Tues/Thurs	5:50 – 7:05PM
	QMW	1223	Mon/Wed	7:30 – 8:45PM
	QTR	1224	Tues/Thurs	7:30 – 8:45PM

STA 9708	PMWA	1745	Mon/Wed	5:50 – 7:05PM
	PTRA	1747	Tues/Thurs	5:50 – 7:05PM
	QMWA	1748	Mon/Wed	7:30 – 8:45PM
	QTRA	1749	Tues/Thurs	7:30 – 8:45PM

III. INSTRUCTIONS FOR VIEWING BILL AND PAYING TUITION FOR BUS 9551

Business Communication courses cost \$600 per term.

Business Communication courses must be paid for separately from your other Zicklin MBA classes. Register for BUS 9551 through eSIMS as you would for all other core courses, but pay for the course as indicated below:*

Online payment: <http://www.baruched.com/shop/catalog.aspx?id=3141>

In-person payment: Continuing and Professional Studies Office
NVC 1-116, 1st floor of the Newman Vertical Campus
Monday-Thursday, 9am-7pm
Friday, 9am-5pm (Note the College is closed on the following Fridays: July 1, July 15, July 22, July 29, August 5, August 12)

****Please note that tuition for Business Communication courses is included in the student budget for financial aid. However, because payment for the courses is not made through the College Bursar's Office, loan funds are not automatically applied toward tuition.***

If you have questions about any of the above information, do not hesitate to call the Office of Graduate Academic Services, (646) 312-3140.

IV. INSTRUCTIONS FOR VIEWING BILL AND PAYING TUITION FOR ALL OTHER CORE COURSES:

- To view your tuition bill go to <https://portal.cuny.edu/portal/site/cuny/index.jsp?epi-content=LOGIN> , log-in to eSIMS, and click on "Semester Bill"
- For tuition payment instructions go to:
<http://www.baruch.cuny.edu/registrar/documents/Fall2011polprocess.pdf>
<http://www.baruch.cuny.edu/registrar/registration/index.html#Fall2011RP>

V. WAIT LISTS

You may put your name on the on-line wait list if you are closed out of courses. Every effort will be made to provide you with an appropriate program. Please see below the instructions for using the automated wait list system through eSIMS. If you need assistance, please contact the Office of Graduate Academic Services.

Go to: https://www.baruch.cuny.edu/registrar_appt/waitlist/index.jsp (DO NOT EMAIL REQUESTS)

How to begin:

- Log-in to eSIMS (your Student ID Number is your Social Security Number or the ID Number assigned by Graduate Admissions. Your PIN Number is your date of birth, YYMMDD. You can add your name to the waitlist on or after your registration appointment day and time.
- Add courses by selecting 'Add Courses to My Wait List'. Select a discipline and click 'Add Me' to add the class to the wait list (other on-line instructions may apply).
- The course timings do not match exactly those shown on eSims. You should register for the class that is closest to the time slot you need. For example, the wait list system uses 5:40

pm instead of 6:00 pm; 7:00 pm instead of 7:30pm; 7am instead of 9:05am; 10am instead of 11:35am (other course times may be approximate).

How the wait list process works:

- The faculty and administration do the best they can to accommodate all requests, but there are times when demand may exceed capacity.
- We advise you to consider alternative courses and/or sections.
- You may place your name on a wait list even if you register for an alternative course.
- If a seat becomes available you will be notified via your personal email account. You will be given a limited time to register for the course after notification.
- We expect to resolve fall 2011 wait lists on a rolling basis throughout July and August.
- Please pay for the courses that you have already registered for by the tuition due date, even if you plan to change your program at a later date.

VI. COURSE DESCRIPTIONS

ACC 9110 Financial Accounting (*required core*)

3 hours; 3 credits

This course prepares people in organizations to work with financial statements and other accounting information. Topics include development of the accounting system, how key accounting alternatives can influence interpretation, and identification of key disclosures. Prerequisite: None.

or

ACC 9112 Financial Accounting: Intensive (*required core*)

4 hours; 3 credits

Intended for accounting majors, this course prepares students to gain an understanding in the fundamentals of financial accounting, which includes topics such as recording of financial information, classifying this information, and developing financial statements. A key objective is to prepare the students intending to take intermediate accounting (ACC 9804). Prerequisite: None.

BUS 9551 Business Communication I (*required core*)

2 hours; 0 credits

In today's professional job market, it is essential to have excellent written and oral communication skills. In this course, students will gain the skills and strategies needed to enhance their business communication. Students will learn advanced techniques for writing clear, concise, and effective e-mails, memos, letters, reports, plans, proposals, case analyses, and white papers. Students will also build their oral communication skills for leading effective meetings and conference calls, negotiating with colleagues and clients, and giving successful presentations. Students will learn how to organize their messages; choose appropriate language for informing, persuading, and influencing audiences in different professional contexts; and deliver interactive and engaging formal and informal presentations. Prerequisite: None.

CIS 9001 Information Systems for Managers I (*required core*)

1.5 hours; 1.5 credits

This course focuses on examining the role of Information Systems (IS) in organizations. The relationship between information systems, competitive advantage, and organizational change is examined. The course focuses primarily on two components: (1) IS strategy, and (2) Information Technology (IT) infrastructure. The course emphasizes the role of alignment between an organization's business and IS strategies. The course introduces basic components of IT infrastructure, highlighting the relationship

between these components and IS strategy. Case studies are used to reinforce the importance of Information Systems in organizations. Prerequisite: None.

IBS 9600 International Business Fundamentals (*required core*)

1.5 hours; 1.5 credits

In a rapidly globalizing world, future managers and other business professionals must possess a deep understanding of how international factors influence modern business decision-making. They must also possess the requisite problem solving skills to understand and function in this global environment. The course aims to provide students with a broad overview of concepts and principles of international business and how business people can use this knowledge to obtain strategic advantage in the marketplace. Prerequisite: None.

LAW 9000 Legal and Ethical Environment of Business (*flexible core*)

3 hours; 3 credits

Every few years, catastrophic corporate or financial scandals drive home an essential point—managers and other business professionals must possess a deep understanding of the legal and ethical environment in which their firms operate. MBAs do not, of course, need an encyclopedic knowledge of legal doctrine. Rather, this course aims to provide graduate business students with a much more valuable skill set—a deep understanding of how legal regulation and ethics affect business decision-making, and how business people can use law and ethics to obtain strategic advantage in the marketplace. Prerequisites: None.

MKT 9703 Marketing Management (*required core*)

3 hours; 3 credits

Examination of the nature and fundamentals of marketing management. The course focuses on the development of a marketing plan and the functional tools available to the marketing manager to implement the plan. It draws specific attention to the planning, organizing, directing, and controlling of the marketing function. *Prerequisite: None.*

STA 9708 Applied Statistical Analysis for Business Decisions (*required core*)

3 hours; 3 credits

This course provides MBA students with the statistical tools and concepts needed in business applications. Topics include: proper tabular and chart presentation; interpretation of descriptive measures; applications of probability and the normal distribution; confidence interval estimation; hypothesis testing; simple linear regression models; multiple regression models and time series analysis. Emphasis is on understanding data analysis and interpretation. Computations are facilitated using standard spreadsheet software, a valuable tool for the students. Discussions on ethical issues are integrated throughout the course. This course will enhance skills in critical thinking, as well as oral and written communication. Techniques learned in this course can be immediately put to use by the student. *Prerequisite: None.*

GOOD LUCK WITH REGISTRATION!