287 Quarter Master Court
Jeffersonville, IN 47130
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FALL I GRADUATE COURSE SCHEDULE

August 26 – October 19, 2013

Legend

Majors
MBA—Master of Business Administration
MAHR – Masters in Human Resources

GRADUATE COURSE OFFERING

----------Tuesday 6:00—9:30 p.m.----------

HRC 7861 Negotiation & Conflict Resolution **Section JA**

Examines process of negotiations as the major method by which normal conflict both in business and in life can be resolved. Works on gaining skills in negotiations to increase overall effectiveness in dealing with situations where rules and procedures are non-existent or poorly defined. Considers variety of negotiation strategies and techniques in management and everyday life.

(MBA Elective & MAHR Elective) *Instructor: Wayne Meaux, EdD*

BUS 7600 Managerial Finance **Section JA**

Application of the theories and tools used in financial decision making. Topics include present value and capital budgeting, financial analysis and forecasting, market efficiency and capital structure. Prerequisite: Students are expected to have completed undergraduate coursework in the fundamentals of accounting and economics.

(MBA Elective & MAHR Elective) *Instructor: Kevin Zipperle, MA*

----------Wednesday 6:00—9:30 p.m.----------

HRC 7601 Training and Development **Section JA**

Cover fundamentals, purpose and role of the training and development function in human resources. Includes needs assessment, program development, methods and technologies, management development, evaluation of interventions.

(MBA Elective & MAHR Core) *Instructor: Jennifer Wheatley, MA*

----------Thursday 6:00—9:30 p.m.----------

BUS 7450 Strategic Marketing **Section JA**

Covers the identification and selection of marketing opportunities, target markets and design, and implementation and evaluation of marketing programs.

(MBA Core) *Instructor: Ayesha Kamal, MBA*

Classes Meet	Monday-Thursday 6:00 - 9:30 pm
On site Tuition	$1,665 per course ($555 per semester hour)
Online Tuition	$1,725 per course ($575 per semester hour)
Textbook Orders	MBS direct at 800-325-3252 or **Online** www.mbsdirect.net
Last day to drop without penalty	4:00 p.m. EST, Monday, September 9, 2013