

BUS 656W0 Marketing Administration (3) (Call #13807)

Prerequisite: CBK business marketing. A study of concepts useful in understanding marketing systems and buyer behavior and developing skills in making marketing decisions. Topics include marketing strategy, decision models, market segmentation, promotional strategy and product management.

Dr. Kenn Hallgren kehallgr1@wsc.edu

ONLINE

MBA Core

BUS 690W0 Seminar in Organizational Behavior (3) (Call #13808)

Prerequisites: CBK management. Examination and analysis of 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.

Dr. Jeryl Nelson jenelso1@wsc.edu

ONLINE

MBA Core

BUS 692W0 Administrative Policy (3) (Call #13809)

Prerequisite: All CBK courses and/or foundation courses and satisfactory completion of 24 credit hours in the MBA program or approval of MBA Director. Analysis of policy formulation and implementation from a company-wide standpoint; emphasis on integration of knowledge and approaches across functional areas; both endogenous and exogenous factors that affect company policies; and the role of the firm in society.

Dr. Jeryl Nelson jenelso1@wsc.edu

ONLINE

MBA Core

ECO 650W0 Managerial Economics (3) (Call #13721)

Prerequisites: CBK economics. Application of microeconomic theories in private and public managerial decision-making including an analysis of market structure and its effect on price and output determination. The course incorporates a global perspective and estimation of econometric models for business, government and non-profit organizations.

Dr. Meena Dalal medala1@wsc.edu

ONLINE

MBA Core

MBA

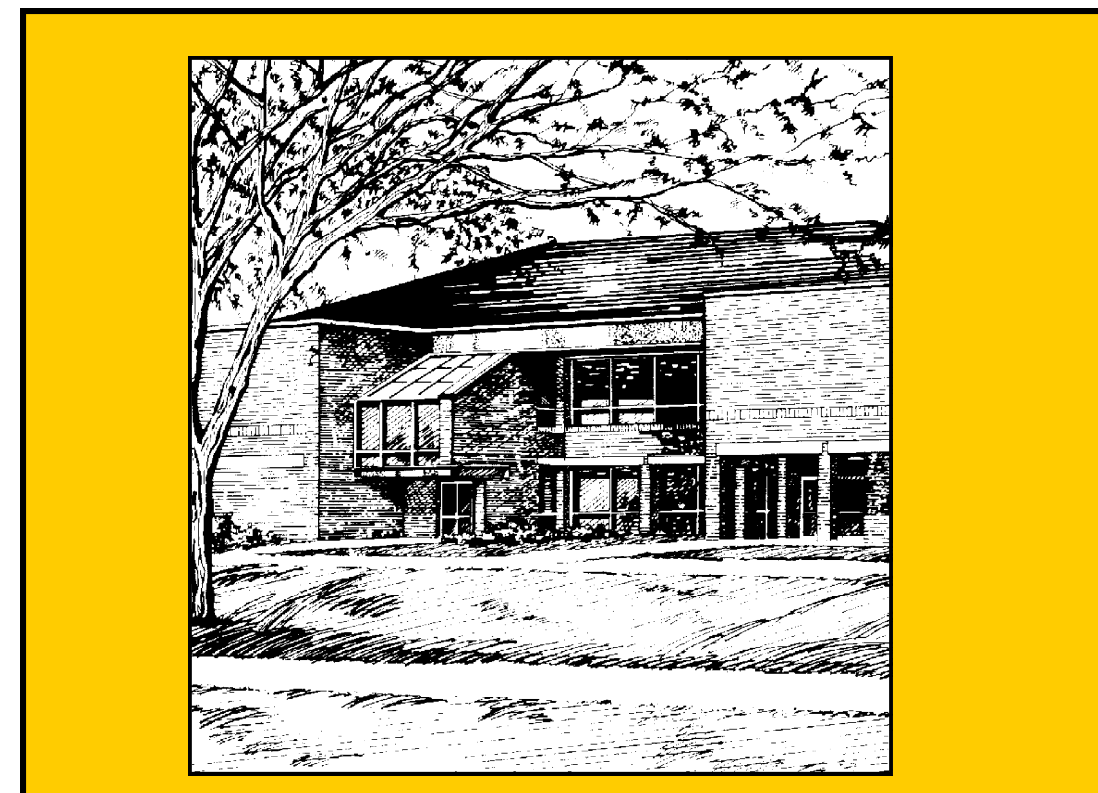
Master of Business Administration

Course Booklet Spring 2012

Registration Period:

November 14, 2011-January 9, 2012

(Classes begin on January 9, 2012)



www.wsc.edu/mba

E-mail: bst@wsc.edu

Wayne State
College

Wayne State College

MBA Information

How to Register

1. You may register on the web at www.wsc.edu using Wildcats online, or by phone, mail, in person, on-site, or e-mail at extcampus@wsc.edu.
2. Checks should be made payable to:
Wayne State College
ATTN: Business Office/Fee Payment
111 Main Street
Wayne, NE 68787
3. Registration deadline: Spring 2012-January 9, 2012 however, we encourage you to sign up at least one week prior to class to avoid class cancellation.

Tuition and Fees:

Tuition Per Credit Hour (2011-2012)

ONLINE Courses (No additional fees)

	Resident/Non-Resident
Graduate	\$250.00

Payment

Specific payment due dates are published for each semester by the Business Services Office. Typically, all amounts due for a semester are to be paid in full on or before the sixth day of each semester (Summer due dates are the second day of the term). Any charges to the student's account after the sixth day of classes (after the second day of the summer term) are due immediately. This includes charges due to dropping or adding a course, fines or other fees or charges. If you cannot make payment in full on or before the sixth day of the semester (by the second day of the summer term) and you meet the qualifications specified on the Exception to Payment Policy Form please complete the Exception to Payment Policy Form and submit to Business Services before the fifth day of each semester (before the first day of the summer term).

1. **In person** We accept payment in person at the Business Services Office, Hahn Administration, Rm. 104. Payment may be made by cash, check, credit card, money order or cashier's check.
2. **Mail/Phone** Mail your payment to: Wayne State College Business Services Hahn 104 1111 Main St . Wayne , NE 68787. **Mail payments** may be made by check, credit card, money order or cashier's check.
3. **Online payment in full**
4. **Online monthly payments through Nelnet (FACTS) payment plan.** Nelnet (FACTS) is a tuition payment plan that offers an option for budgeting tuition and other educational expenses. The plan requires a \$25.00 per semester non-refundable enrollment fee. Automatic Bank Payment (ACH) will be used to make your monthly payment (s) from a checking, savings or credit card account (Visa, MasterCard or Discover).

Drop Policy

If you decide to withdraw from a class, please inform the Continuing Education Office/Registrar's Office immediately. If the proper procedure is not followed, refunds and/or grades could be affected. For fall/spring classes that run the full term, there is no adjustment for costs after the first week of class unless the student is withdrawing from school.

Transcripts

The School of Business & Technology Office will obtain transcripts of work done at WSC. Other transcripts should be sent to the Admissions Office, Wayne State College, 1111 Main St., Wayne, NE 68787.

Textbooks

Books can be ordered by calling 402-375-4010, or online at www.bkstr.com. On the website, by selecting the appropriate term books for a particular class can be viewed. The bookstore accepts checks and all major credit cards. Please allow one week for receipt of textbooks after placing the order.

Where to Call For Information

Admissions.....	375-7234
Bookstore.....	375-4010
Business Office	375-7224
Continuing Education	375-7217
Registrar	375-7239
MBA Office.....	375-7587
Office of Graduate Studies.....	375-7232

MBA CORE AND ELECTIVE ONLINE COURSES

BUS 608W0 Financial Administration (3) (Call #13850)

Prerequisite: CBK accounting, CBK business finance. A study of financial decision making in the firm; development of a decision-making framework for determining the most efficient allocation of resources within the firm; emphasis placed on the analysis of capital investment projects, long-term sources of funds and short-term financing problems.

Gerard Ras geras1@wsc.edu

ONLINE

MBA Core

BUS 620W0 Managerial Communications (3) (Call #13804)

Application of principles of communication to the managerial setting. The course investigates the influence of organizational climate, manager's style and use of motivation on the communication process. Communication strategies appropriate to business reports, speeches, interviews, and conferences are explored along with emphasis on managerial problems with employee communication and conflict management. The course includes a focus on methods of analyzing and resolving communication problems.

Dr. Laura Dendinger ladengi1@wsc.edu

ONLINE (Should be taken before 9 hours are completed in the program)

MBA Core

BUS 625W0 Decision Science (3) (Call #13805)

Prerequisites: CBK statistics. Underlying structure of quantitative business decisions and their solution. The course emphasizes problem recognition, formulation, and analysis, using software to perform necessary calculations. Topics may include linear programming, goal programming, simulation, queuing and other MS/OR techniques.

Dr. John Paxton jopaxto1@wsc.edu

ONLINE

MBA Core

BUS 627W0 Ethics in Leadership (3) (Call #14950)

This course will examine classic cases of business and industry. As part of thorough analysis, the course considers firm actions within an ethical framework. The class will also discuss what we can learn about the traits of ethical leadership. The development and implementation of an ethical code and the need for continual ethical training is explored. As a backdrop to this discussion, the student will complete an assessment of his/her ethical character traits.

Dr. Laura Dendinger ladengi1@wsc.edu

ONLINE

MBA Elective

BUS 652W0 Management Accounting (3) (Call #13806)

Prerequisite: CBK accounting. An examination of management uses of accounting data with particular reference to decision-oriented cost classification, methods of cost estimation, data appropriate for decision models, standards and controls, and special problems.

Dr. Tim Garvin tigarvi1@wsc.edu

ONLINE

MBA Core