

223. Seminar in Organizational Behavior (3)

Prerequisite: Bus 150G or equivalent. Problems of the individual and groups brought about by modern industrial organizations and techniques; motivations for work and cooperation between executives and different economic and social groups; analysis of effect of company policy on employee and public relations.

225. Seminar in Production Management (3)

Prerequisite: Bus 125G or equivalent. Seminar in recent production management theories and problems; critical analysis and review of present practices and theories.

232. Money and Capital Markets (3)

Prerequisite: Bus 130G or equivalent. Analysis of money and capital markets, their organization and role in economic activity.

233. Seminar in Business Finance (3)

Prerequisite: Bus 130G or equivalent. Critical review of theory and practice; supply and demand factors; sources and uses of business funds; management of financial assets; cost of capital; theory of financial structures; promotion; liquidation of firms; current trends; changing institutional environment.

240. Seminar in Marketing (3)

Prerequisite: Bus 145G or equivalent. Critical review of the literature of marketing, special reports and research dealing with marketing institutions and organization, and marketing functions.

242. Seminar in Marketing Management (3)

Prerequisite: Bus 145G or equivalent. Seminar in the analysis of basic problems of marketing management and alternative methods of approaching these problems; case studies; use of statistics, economics, psychology, and other tools in directing marketing activities; relation of marketing to other areas of business administration.

250. Seminar in Personnel and Industrial Relations (3)

Prerequisite: Bus 150G or equivalent. Trends and problems in management-employee relationships; administrative action in selection, motivation, and development of personnel; relation of personnel administration to other areas of management; concentrated study by each student of a special phase of personnel work.

252. Seminar in Management-Union Relations (3)

Prerequisite: Bus 150G or equivalent. Background and process of collective bargaining; strategy techniques in contract negotiations; analysis of provisions of labor contracts; problems of contract administration; arbitration procedures; pathways to peace in management-union relations; practice in negotiating a labor contract. Individual research.

260. Seminar in Accounting Theory (3)

Prerequisite: Bus 261 or equivalent. Seminar in development of accounting theory; current accounting theory; areas of accounting theory where professional differences exist; AICPA research studies, governmental regulations, recent literature, and accounting classics.

261. Accounting Control and Reporting (3)

Not open to students with credit in Acct 120A-B, 132. Prerequisite: Bus 105G or equivalent. Procedures for financial reporting, systems and internal control, interpretation of administrative reports; accounting control—statistical inference, budgetary planning, standard costs, differential cost analysis, profit volume relationships, data processing.