

to business; law of contracts, sales, negotiable instruments, business associations (agency, partnerships, corporations).

121G. Organization and Management Theory (3)

Not open to students with credit in Bus Ad 110. Principles of management applied to business organization, structure of plans and decisions, business objectives, policies, functions, executive leadership and control; current management concepts.

125G. Production Analysis (3)

Not open to students with credit in Bus Ad 124 or 165. Prerequisite: Bus 108G, 121G or concurrently, or equivalent. Critical comparison of historical and newer techniques in production planning, scheduling, inspection, control; impact of electronic data processing on inventory, quality control, method, layout and work measurement, assembly line balancing.

130G. Principles of Finance (3)

Not open to students with credit in Bus Ad 133. Principles of finance from the management viewpoint, emphasis upon financial management problems and policies; role of commercial banks, institutional, and other investors in supplying funds.

145G. Marketing Organization and Policies (3)

Not open to students with credit in Mktg 100. Environmental factors for marketing; elements of marketing and marketing systems; marketing activities and strategies of the firm; evaluating marketing programs and systems.

150G. Manpower Management (3)

Not open to students with credit in Bus Ad 151. Principles and methods of the acquisition and utilization of human resources in organizations; staffing; compensation and motivation; communications; employee evaluation; labor relations.

200 Series (open only to graduate students in classified standing except that credential candidates may take Bus 280, 281, 282 in unclassified standing.)

200. Seminar in Business Research (3)

Methods of research; applications to business problems.

201. Seminar in Managerial Economics (3)

Prerequisite: Bus 101G, 108G, or equivalents. Economic analysis of managerial problems; theory of the firm.

203. Seminar in Office Management (3)

Managerial control of office functions, services, and personnel; case studies.

215. Seminar in Private Enterprise (3)

Prerequisite: Bus 115G or equivalent. Development of legal controls of business; constitutional problems; legal aspects of business organization; anti-trust laws and competition, securities regulation, consumer protection.

220. Seminar in Business Policy (3)

Prerequisite: Bus 121G or equivalent. Seminar in advanced problems in business policy; evaluation, determination, execution, administration, and control; policy objectives in integration of product, marketing, manufacturing, finance, and organization; analysis of administrative policy-making bodies and processes.