

223. Seminar in Organizational Behavior (3)

Prerequisite: Bus 214. 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 Managerial Economics (3) (Former Bus 229)

Prerequisite: Bus 202, 208. Economic analysis of managerial problems; theory of the firm.

226. Seminar in Accounting Control and Reporting (3) (Former Bus 261)

Prerequisite: Bus 205, 208. 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.

228. Seminar in Quantitative Analysis (3) (Former Bus 264)

Prerequisite: Bus 208, 216. Quantitative analysis of business problems; development of operations research models for decision making; applications.

229. Seminar in Business Policy (3) (Former Bus 201, 220)

Prerequisite: completion of foundation courses; completion of MBA core or concurrently completing MBA core. 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.

232. Seminar in Money and Capital Markets (3)

Prerequisite: Bus 218. Analysis of money and capital markets, their organization and role in economic activity.

233. Seminar in Business Finance (3)

Prerequisite: Bus 218. 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.

237. Seminar in Public Policy and Enterprise (3) (Former Bus 215)

Prerequisite: Bus 211. Development of legal controls of business; constitutional problems; legal aspects of business organization; anti-trust laws and competition, securities regulation, consumer protection.

240. Seminar in Marketing (3)

Prerequisite: Bus 217. 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 217. 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 Management (3)

Prerequisite: Bus 214. 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 Labor Relations (3)

Prerequisite: Bus 214. Current trends in labor relations theory and practice; labor relations systems; contract negotiations; dispute prevention and settlement; role of government; applications of behavioral sciences; individual research.