

# BUSINESS ADMINISTRATION (BUS ADM)

## Business Administration Courses

### BUS ADM 100 Introduction to Business

3 cr. Undergraduate.

Introduction to the nature and functions of business, the culture of the business world and business education, and the skills to be successful in both.

**Prerequisites:** not open to Business juniors or seniors, or pre-Business seniors.

**Last Taught:** Fall 2025, Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

### BUS ADM 100X Introduction to Business

3 cr. Undergraduate.

Introduction to the nature and functions of business, the culture of the business world and business education, and the skills to be successful in both.

**Prerequisites:** not open to Business juniors or seniors, or pre-Business seniors.

**Last Taught:** Fall 2025, Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

### BUS ADM 199 Entrepreneurship Independent Study

1-3 cr. Undergraduate.

Independent work related to entrepreneurship.

**Prerequisites:** cons of Lubar School entrepreneurship instr.

**Course Rules:** May be retaken once for cr.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

### BUS ADM 200 Business and Society

3 cr. Undergraduate.

Integrated understanding of sources of competitive/strategic advantage derived from corporate citizenship in the public policy, social, economics, and ecological environments.

**Prerequisites:** soph st.

**Course Rules:** Counts as repeat of Bus Adm 295 w/same topic.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

### BUS ADM 201 Introduction to Financial Accounting

4 cr. Undergraduate.

Introduction to accounting and financial reporting concepts for business students. Emphasizes use of financial statements by non-accountants. Basics of accounting and reporting methods.

**Prerequisites:** 12 completed credits; MATH 105(P) or MATH 108(P) or equiv.

**Course Rules:** Counts as repeat of BUS ADM 207.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

### BUS ADM 202 Managerial Accounting

3 cr. Undergraduate.

The analysis and interpretation of accounting information and use of spreadsheet programs for effective managerial planning, control, and decision making.

**Prerequisites:** sophomore standing and BUS ADM 201(P).

**Course Rules:** Counts as a repeat of BUS ADM 302.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

### BUS ADM 207 Business Scholars: Introduction to Financial Accounting

4 cr. Undergraduate.

Introduces financial accounting concepts and investigates current financial reporting issues. Develops ability to prepare financial statements and to understand and analyze annual reports of real-world companies.

**Prerequisites:** 12 completed credits; Math 105(P) or Math 108(P) or equivalent; admission to Business Scholars Program or department consent.

**Course Rules:** Not open for cr to those w/ cr in BUS ADM 201.

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

### BUS ADM 208 Business Internship

0-3 cr. Undergraduate.

Students will explore business academic interests through experiential learning via an internship. Students will learn to articulate the skills they are building through their experience. Key assessments include reflective assignments and a public presentation.

**Prerequisites:** consent of instructor.

**Course Rules:** If credit has been earned for the course, it can be retaken, but only as a zero credit option.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

### BUS ADM 210 Statistical Modeling in Business Analytics

4 cr. Undergraduate.

Introduces statistical models and methods used in business analytics. Topics include descriptive statistics, probability, hypothesis testing, simple linear regression, multiple regression, binary logistic regression, and regression trees.

**Prerequisites:** MATH 208(P), MATH 211(P), or MATH 231(P).

**Course Rules:** Counts as repeat of BUS ADM 211.

**General Education Requirements:** Math & Quantitative Reasoning

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

### BUS ADM 211 Business Scholars: Statistical Modeling in Business Analytics

4 cr. Undergraduate.

Introduces statistical models and methods used in business analytics. Topics include descriptive statistics, probability, hypothesis testing, linear and multiple regression, binary logistic regression, and regression trees. Applications to finance and marketing.

**Prerequisites:** Sophomore standing; admission to Business Scholars Program; MATH 208(P), MATH 211(P) or MATH 231(P).

**Course Rules:** Not open for credit to students with credit in BUS ADM 210.

**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 230 Introduction to Information Technology Management**

4 cr. Undergraduate.

Information technology management concepts; their role in business; management of formal and informal information systems development; business problem solving and visualization using appropriate business techniques and tools.

**Prerequisites:** sophomore standing.**Course Rules:** Counts as repeat of BUS ADM 231.**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 231 Business Scholars: Introduction to Information Technology Management**

4 cr. Undergraduate.

Fundamental concepts and application of information technology to support the conduct and management of business activities. Lab tools include common applications software for data gathering, analysis, presentation, and visualization.

**Prerequisites:** admis to Business Scholars Program or consent of department.**Course Rules:** Counts as repeat of BUS ADM 230.**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 292 Introduction to Entrepreneurship and Small Business Formation**

3 cr. Undergraduate.

Explore elements necessary for entrepreneurship to flourish. Larger perspectives of the character and mental set of entrepreneurs and effect on the success of the business.

**Prerequisites:** soph st.**Course Rules:** Counts as repeat of Bus Adm 295 with similar topic.**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 295 Management Seminar:**

1-3 cr. Undergraduate.

Analysis of current topics and issues related to specific management areas of business. Specific topics and additional prerequisites may appear in the Schedule of Classes whenever the course is offered.

**Prerequisites:** none.**Course Rules:** May be retaken with change in topic to max of 6 cr.**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 297 Study Abroad:**

1-12 cr. Undergraduate.

Designed to enroll students in UWM sponsored program before course work levels, content, and credits are determined and/or in specially prepared program course work.

**Prerequisites:** acceptance for Study Abroad Program.**Course Rules:** May be retaken with change in topic.**Last Taught:** Fall 2025, Spring 2025, Spring 2024, Fall 2023.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 298 Study Abroad: Business Topics:**

3 cr. Undergraduate.

Immersion (including instruction at an international university) in the economic, cultural, and business practices of selected countries.

**Prerequisites:** sophomore standing and acceptance in Study Abroad Program.**Course Rules:** May be retaken with change in topic to max of 6 cr.**Last Taught:** UWinteriM 2016, Summer 2015, Summer 2014, UWinteriM 2013.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 300 Career and Professional Development**

1 cr. Undergraduate.

Skills necessary to enter the job market. Includes professional correspondence, resume writing, interviewing and networking skills, and professional etiquette.

**Prerequisites:** sophomore standing.**Course Rules:** May not be retaken for credit. Not open for credit for those with credit in BUS ADM 303.**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 301 Intermediate Financial Accounting I**

4 cr. Undergraduate.

Understanding the economic impact of business transactions and serving the information needs of statement users. Use of accounting principles to guide financial reporting and disclosure.

**Prerequisites:** sophomore standing; MATH 208(P) or MATH 211(P); BUS ADM 230(P) or BUS ADM 231(P); a grade of B or better in BUS ADM 201(P) or BUS ADM 207(P) within three years of enrollment.**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 303 Career Planning for Accounting**

1 cr. Undergraduate.

Skills necessary for success in the accounting profession. Includes professional correspondence, resume writing, interviewing and networking skills, professional etiquette and career planning and advancement.

**Prerequisites:** Sophomore standing and BUS ADM 301(C).**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 305 Personal Investing and Financial Planning**

3 cr. Undergraduate.

Introduction to investing for individuals with emphasis on the personal planning process, issues, and strategies.

**Prerequisites:** soph st.**Course Rules:** Not open for credit to Accounting majors who are concurrently enrolled or have completed Bus Adm 301.**Last Taught:** UWinteriM 2026, Fall 2025, Summer 2025, Spring 2025.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 306 Personal Tax and Estate Planning**

3 cr. Undergraduate.

Personal taxation and estate planning topics relevant to a Certified Financial Planner (CFP): fundamental and current tax law, taxation of trusts and estates, gift/income tax strategies, charitable contributions/deductions, retirement income/distribution strategies, among many other topics.

**Prerequisites:** BUS ADM 201(P).**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 324 Study Away: US Institutions Shaping Accounting & Auditing**

3 cr. Undergraduate.

U.S. accounting and auditing practices and the institutions that shape these practices, includes a visit to Washington D.C. regulatory agencies.

**Prerequisites:** admission to Business major; a grade of B or better in BUS ADM 201(P) and consent of instructor.

**Course Rules:** Previously BUS ADM 424.

**Last Taught:** Spring 2020, Spring 2019, Spring 2018.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 330 Organizations**

3 cr. Undergraduate.

An introduction to human behavior in organizations, organizational structures and processes, and interactions between organizations and their environments. Students will examine various theories and research findings on selected topics.

**Prerequisites:** sophomore standing.

**Course Rules:** Counts as repeat of BUS ADM 331.

**Last Taught:** UWinteriM 2026, Fall 2025, Summer 2025, Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 331 Business Scholars: Organizations**

3 cr. Undergraduate.

Behavioral theories and management principles for understanding behavior in organizations; individual and organizational processes, and their interaction. Includes current and classic research, and application.

**Prerequisites:** sophomore standing; admis to Business Scholars Program.

**Course Rules:** Not open for credit to those with credit in BUS ADM 330.

**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 335 Introduction to Business Application Development**

3 cr. Undergraduate.

Structured techniques for business application development; program design and development methodologies; testing and quality assurance; implementation with an appropriate language.

**Prerequisites:** sophomore standing; a grade of C or better in BUS ADM 230(P) or BUS ADM 231(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 336 ERP Simulation and Data Analysis**

3 cr. Undergraduate.

Hands-on introduction to Enterprise Resource Planning (ERP) using the HEC ERPsim simulation game on SAP. Data generated as part of the simulation will be analyzed to make strategic decisions for a fictional company.

**Prerequisites:** sophomore standing and a grade of C or better in BUS ADM 230(P), BUS ADM 231(P), or INFOST 110(P).

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 350 Principles of Finance**

3 cr. Undergraduate.

Fundamentals of financial management, asset/liability valuations, risk and return, investment analysis, sources and uses of funds, cost of capital, and cash management.

**Prerequisites:** sophomore standing; ECON 103(P) and ECON 104(P); BUS ADM 201(P) or BUS ADM 207(P); BUS ADM 210(P) or BUS ADM 211(P).

**Course Rules:** Counts as repeat of BUS ADM 351. Not open for credit to those with credit in BUS ADM 450.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 351 Business Scholars: Principles of Finance**

3 cr. Undergraduate.

Fundamentals of financial management, analysis of financial statements, risk and return, debt/equity valuations, cost of capital, capital budgeting, capital structure, and dividend policies.

**Prerequisites:** soph st; admis to Business Scholars Prog; Econ 103(P) & 104(P); Bus Adm 207(P) & 211(C).

**Course Rules:** Not open for cr to those w/cr in Bus Adm 350.

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 352 Fundamentals of Working with Clients, Professional Conduct, and Regulations**

3 cr. Undergraduate.

Fundamentals of working with clients involve effective communication, understanding attitudes and psychological biases, and working through personal conflicts. At all times, one must uphold the highest standards of professional conduct and follow rules and regulations.

**Prerequisites:** junior standing or greater.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 360 Principles of Marketing**

3 cr. Undergraduate.

The marketing system is analyzed as the process for anticipating and satisfying consumer needs, adjusting to demand, and selling and procuring products and services. Competition, pricing, product line, distribution systems, promotion, and planning are discussed.

**Prerequisites:** junior standing.

**Course Rules:** Counts as repeat of BUS ADM 361.

**Last Taught:** UWinteriM 2026, Fall 2025, Summer 2025, Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 361 Business Scholars: Principles of Marketing**

3 cr. Undergraduate.

Marketing theory and tactics in context of current external marketing environment. Discussion of current marketing issues, failures, and successes along with industry and company strategic differences. Analytical tools used for team project.

**Prerequisites:** junior standing in Business Scholars Program.

**Course Rules:** Not open for credit to those with credit in BUS ADM 360.

**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 370 Introduction to Supply Chain Management**

3 cr. Undergraduate.

Broad survey of the foundational concepts and principles of managing supply chain operations. Topic areas include customer management, purchasing, logistics, project management, demand planning.

**Prerequisites:** sophomore standing; BUS ADM 210(C) or BUS ADM 211(C).

**Course Rules:** Counts as repeat of BUS ADM 371.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 371 Business Scholars: Introduction to Supply Chain Management**

3 cr. Undergraduate.

Broad survey of foundational concepts and principles of managing supply chain operations. Topics include customer management, purchasing, logistics, project management, demand planning, quantitative and computer applications.

**Prerequisites:** soph st; admis to Business Scholars Prog; Bus Adm 211(P).

**Course Rules:** Not open for cr to those w/cr in Bus Adm 370.

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 380 Introduction to Real Estate Markets**

3 cr. Undergraduate.

The course focuses on real estate investment decisions as they are made within the framework of institutional controls consisting of social, political, and economic forces.

**Prerequisites:** sophomore standing or special student enrolled in Real Estate Certificate program.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 389 Real Estate Internship**

3 cr. Undergraduate.

A faculty-supervised new work experience in the real estate area which covers a minimum of 150 hours during the semester.

**Prerequisites:** junior standing; BUS ADM 380(P); written consent of instructor.

**Course Rules:** Counts as repeat of BUS ADM 489. Credit/no credit only.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 391 Business Law I**

3 cr. Undergraduate.

The court system, tort law, agency and employment law; contract law and sales transactions; professional liability; and legal ramifications of selecting appropriate business organization.

**Prerequisites:** jr st.

**Course Rules:** Counts as repeat of Bus Adm 390.

**Last Taught:** UWinteriM 2026, Fall 2025, Summer 2025, Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 393 Business Ethics, Social Responsibility and Sustainability**

3 cr. Undergraduate.

Ethical dimensions of economy, management decision-making, and corporate social responsibility. Ethical framework for assessment of business practices. Includes case discussions.

**Prerequisites:** sophomore standing.

**Course Rules:** Previously BUS ADM 293. Counts as repeat of BUS ADM 295 with similar topic.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 394 Human Resources Management Internship**

3 cr. Undergraduate.

A faculty-supervised new work experience in the human resources management area which covers a minimum of 150 hours during the semester.

**Prerequisites:** junior standing and admis to HRM or General Business major; written consent of instructor.

**Course Rules:** Credit/no credit only.

**Last Taught:** Spring 2025, Summer 2023, Spring 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 395 Special Topics in Business:**

1-3 cr. Undergraduate.

Current topics and issues related to specific management areas of business. Specific topics and additional prerequisites announced in Schedule of Classes whenever the course is offered.

**Prerequisites:** junior standing.

**Course Rules:** May be retaken with change in topic to max of 9 cr. Counts as repeat of BUS ADM 295 or BUS ADM 495 with same topic.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 396 Finance Internship**

3 cr. Undergraduate.

A faculty-supervised new work experience in the finance area which covers a minimum of 150 hours during the semester.

**Prerequisites:** junior standing and admis to Finance or General Business major; written consent of instructor.

**Course Rules:** Credit/no credit only.

**Last Taught:** Summer 2025, Spring 2025, Summer 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 397 Marketing Internship**

3 cr. Undergraduate.

A faculty-supervised new work experience in the marketing area which covers a minimum of 150 hours during the semester.

**Prerequisites:** junior standing and admis to Marketing or General Business major; written consent of instructor.

**Course Rules:** Credit/no credit only.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 398 Supply Chain & Operations Management Internship**

3 cr. Undergraduate.

A faculty-supervised new work experience in the SCOM area which covers a minimum of 150 hours during the semester.

**Prerequisites:** junior standing and admis to SCOM or General Business major; written consent of instructor.

**Course Rules:** Credit/no credit only.

**Last Taught:** Summer 2025, Fall 2024, Spring 2024, Summer 2023.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 400 Accounting Professional Internship**

3 cr. Undergraduate.

A defined FT work period, minimum 10 weeks, potentially leading to FT employment in accounting.

**Prerequisites:** junior standing or greater, admission to accounting major; BUS ADM 303(P) and a grade of B or better in BUS ADM 301(P).

**Course Rules:** Considered full time for FA purposes. Credit/no credit only. Prior approval of intern director is required.

**Last Taught:** Spring 2025, Summer 2024, Spring 2024, Spring 2023.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 401 Introduction to Data Analytics in Accounting**

4 cr. Undergraduate/Graduate.

Fundamental concepts to develop an analytics mindset and perform and interpret various analytic procedures. Gain certification in Excel. Analyze business data using various software. Clearly communicate results of data analysis.

**Prerequisites:** junior standing or greater, admission to Business major (advanced to major milestone), and BUS ADM 301(C); or graduate standing.

**Last Taught:** Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 401G Introduction to Data Analytics in Accounting**

4 cr. Undergraduate/Graduate.

Fundamental concepts to develop an analytics mindset and perform and interpret various analytic procedures. Gain certification in Excel. Analyze business data using various software. Clearly communicate results of data analysis.

**Prerequisites:** junior standing or greater, admission to Business major (advanced to major milestone), and BUS ADM 301(C); or graduate standing.

**Last Taught:** Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 402 Intermediate Financial Accounting II**

3 cr. Undergraduate.

Study of advanced financial accounting issues such as interim reporting, leases, specialized revenue recognition, tax allocation, dilutive securities, derivatives, and financial troubled entities.

**Prerequisites:** junior standing or greater, admission to Business major (advanced to major milestone), and a grade of B or better in BUS ADM 301(P); or graduate standing and a grade of B or better in BUS ADM 301(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 403 Consolidations and Governmental Accounting**

3 cr. Undergraduate.

Understand and apply concepts related to accounting for consolidations and for governmental and not-for-profit accounting.

**Prerequisites:** jr st & admis to Bus Adm major; a grade of B or better in Bus Adm 301(P); Bus Adm 402(C).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 404 Cost Management**

3 cr. Undergraduate.

Design, implementation, and use of optimal accounting systems for product and service costing, internal and external financial reporting, managerial decision support, and organizational control.

**Prerequisites:** jr st & admis to Bus Adm major; a grade of 'B' or better in Bus Adm 301(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 405 Introduction to Taxation**

3 cr. Undergraduate.

Introduction to tax issues inherent in business and financial transactions, with an emphasis on the federal individual and corporate income tax.

**Prerequisites:** junior standing, advanced to Business major, and a grade of C or better in BUS ADM 301(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 406 Business Taxation**

3 cr. Undergraduate.

Application of framework developed in Income Tax Accounting I (BUS ADM 405) to more thoroughly analyze the taxation of business entities.

**Prerequisites:** junior standing, admis to Business major, and BUS ADM 405(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 408 Accounting Information Systems**

3 cr. Undergraduate/Graduate.

Introduction to accounting information systems and related technology, principles of accounting systems design, internal controls and coverage of commercial accounting software packages.

**Prerequisites:** junior standing or greater and advanced to business major; or graduate standing. In addition to these requirements, accounting students must have a grade of C or better in BUS ADM 301(P).

**Last Taught:** Fall 2025, Summer 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 408G Accounting Information Systems**

3 cr. Undergraduate/Graduate.

Introduction to accounting information systems and related technology, principles of accounting systems design, internal controls and coverage of commercial accounting software packages.

**Prerequisites:** junior standing or greater and advanced to business major; or graduate standing. In addition to these requirements, accounting students must have a grade of C or better in BUS ADM 301(P).

**Last Taught:** Fall 2025, Summer 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 409 Auditing: Procedures and Applications**

3 cr. Undergraduate.

An introduction to the audit process from an internal and external perspective with an emphasis on practical applications and technological innovations.

**Prerequisites:** junior standing, advanced to Business major, a grade of B or better in BUS ADM 301(P); BUS ADM 402(P) and BUS ADM 408(P); BUS ADM 401(C).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 410 Accountants' Ethical Responsibilities**

1 cr. Undergraduate.

Study of ethical and societal responsibilities and constraints that define and affect the practice of accountancy. Includes selected readings, guest speakers, and cases.

**Prerequisites:** jr st & admis to Bus Adm major; a grade of 'B' or better in Bus Adm 301(P); Bus Adm 409(C).

**Last Taught:** Fall 2023, Spring 2023, Fall 2022, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 431 Introduction to Machine Learning for Business**

3 cr. Undergraduate.

Exploration of a wide range of machine learning algorithms, discussing regression, classification, and clustering in the context of business applications. Emphasis on how these methods can be used to turn data into business insights.

**Prerequisites:** junior standing, Business major, and a grade of C or better in BUS ADM 335(P); or consent of instructor.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 432 Object-Oriented Systems Development**

3 cr. Undergraduate.

Object-oriented concepts and use in management applications; object-oriented design and development methodologies; managing programs and structures; implementation with an appropriate language.

**Prerequisites:** jr st & admis to Bus Adm major; a grade of 'C' or better in Bus Adm 335(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 434 Data Base Management Systems**

3 cr. Undergraduate.

Database concepts; data modeling; SQL; fourth generation languages; data resource management; client/server databases; implementation using commercial DBMS products.

**Prerequisites:** jr st & admis to Bus Adm major; grade of 'C' or better in Bus Adm 335(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 435 Introduction to Artificial Intelligence for Business**

3 cr. Undergraduate.

Introduction to Artificial Intelligence applications in business; artificial neural networks, convolutional neural networks, and recurrent neural networks; deep learning, transfer learning, and reinforcement learning; generative AI; AI strategy.

**Prerequisites:** junior standing, Business major, and a grade of C or better in BUS ADM 335(P); or consent of instructor.

**Last Taught:** Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 436 Systems Analysis and Design**

3 cr. Undergraduate.

Systems development methodologies; systems modeling, requirements specification, structured design, and systems implementation; use of automated development tools.

**Prerequisites:** jr st & admis to Bus Adm major; grade of 'C' or better in Bus Adm 335(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 437 Introduction to Social Media Analytics for Business**

3 cr. Undergraduate.

Introduction to social network analysis and social media mining techniques for business development; data processing, metrics creation, and exploratory analysis applied to social media mining.

**Prerequisites:** junior standing, Business major, and a grade of C or better in BUS ADM 335(P); or consent of instructor.

**Last Taught:** Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 438 Information Technology Management Topics:**

3 cr. Undergraduate.

Contemporary topics for IT practitioners. Typical offerings include distributed information systems, management of IT, decision support systems, end-user computing, multimedia systems. Additional prerequisites announced in Schedule of Classes each time course is offered.

**Prerequisites:** jr st & admis to Bus Adm major; Grade 'C' or better in Bus Adm 335(P); or cons instr.

**Course Rules:** May be retaken w/chg in topic to max of 6 cr.

**Last Taught:** Spring 2025, Fall 2024, Spring 2024, Fall 2023.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 439 Information Technology Management Professional Internship**

3 cr. Undergraduate.

A defined FT one semester work period, potentially leading to FT employment in a corporate/governmental/management consulting environment.

**Prerequisites:** junior standing and admission to ITM or General Business major; BUS ADM 300(P) or BUS ADM 303(P); completion of one 400- or 500-level ITM course; and written consent of instructor.

**Course Rules:** Considered full time for FA purposes. Credit/no credit only.

**Last Taught:** Spring 2025, Summer 2024, Summer 2023, Spring 2023.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 440 Compensation Management**

3 cr. Undergraduate.

Ways organizations use wage and salary management to attract, retain, and motivate employees. Review of traditional and innovative compensation methods for administering pay.

**Prerequisites:** junior standing, admis to Business major, and BUS ADM 444(C); or graduate standing and BUS ADM 738(P).

**Course Rules:** Counts as repeat of BUS ADM 443 with similar title.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 441 Diversity in Organizations**

3 cr. Undergraduate.

Conceptual and experiential understanding of cultural values and practices among diverse groups in organizations. Addresses institutional and personal discrimination, stereotyping and prejudice.

**Prerequisites:** junior standing and admis to Bus Adm major; or non-Business major with 2.5 GPA; or consent of instructor.

**Course Rules:** Counts as repeat of BUS ADM 495 with similar topic and BUS ADM 443 with similar title.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 442 Industrial Psychology**

3 cr. Undergraduate/Graduate.

Application of psychological principles to industrial problems.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 330(P) or 331(P); & Psych 101(P).

**Last Taught:** Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 442G Industrial Psychology**

3 cr. Undergraduate/Graduate.

Application of psychological principles to industrial problems.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 330(P) or 331(P); & Psych 101(P).

**Last Taught:** Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 443 Special Topics in Human Resources Management:**

3 cr. Undergraduate/Graduate.

Selected topics in human resources management. Specific topics will appear in the Schedule of Classes whenever the course is offered.

**Prerequisites:** junior standing, advanced to Business major, BUS ADM 330(P) or BUS ADM 331(P); or graduate standing.

**Course Rules:** May be retaken with change in topic to max of 9 cr.

**Last Taught:** Summer 2025, Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 443G Special Topics in Human Resources Management:**

3 cr. Undergraduate/Graduate.

Selected topics in human resources management. Specific topics will appear in the Schedule of Classes whenever the course is offered.

**Prerequisites:** junior standing, advanced to Business major, BUS ADM 330(P) or BUS ADM 331(P); or graduate standing.

**Course Rules:** May be retaken with change in topic to max of 9 cr.

**Last Taught:** Summer 2025, Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 444 Human Resources Management**

3 cr. Undergraduate.

An examination of the personnel function of the enterprise as an activity concerning all managers within the firm. General topics include the personnel function, maximizing human potential, supervision, and wage and salary administration.

**Prerequisites:** junior standing and admis to Business major; and concurrent or previous completion of BUS ADM 330 or BUS ADM 331.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 445 Training & Development in Organizations**

3 cr. Undergraduate/Graduate.

Development and evaluation of training and career development programs in organizations. Skills-based approach to understanding needs assessments, learning principles, training development and evaluation.

**Prerequisites:** junior standing, admis to Bus Adm major, and BUS ADM 444(C); or graduate standing.

**Course Rules:** Counts as repeat of BUS ADM 443 with similar title. Not open to students with credit COMMUN 327(ER).

**Last Taught:** Spring 2025, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 445G Training & Development in Organizations**

3 cr. Undergraduate/Graduate.

Development and evaluation of training and career development programs in organizations. Skills-based approach to understanding needs assessments, learning principles, training development and evaluation.

**Prerequisites:** junior standing, admis to Bus Adm major, and BUS ADM 444(C); or graduate standing.

**Course Rules:** Counts as repeat of BUS ADM 443 with similar title. Not open to students with credit COMMUN 327(ER).

**Last Taught:** Spring 2025, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 446 Leadership and Team Building**

3 cr. Undergraduate.

Examines principles of leadership and team-building through theories, hands-on exercises, cases, and contemporaneous leadership, teamwork, and management challenges. Topics include: ethical leadership, power dynamics, managing and leading teams, leadership and teamwork skills.

**Prerequisites:** junior standing and advancement to Bus Adm major; BUS ADM 330(C) or BUS ADM 331(C).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 447 Entrepreneurship**

3 cr. Undergraduate.

Study of creation, growth/or acquisition of business through entrepreneurial efforts. Nature of entrepreneurship process and organization of growth oriented companies. Topics include recognizing opportunity, assembling resources, and growing the firm.

**Prerequisites:** junior standing.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 448 Staffing Human Resources**

3 cr. Undergraduate.

Planning, recruiting, selection, and hiring functions in organizations within the context of its legal environment. Includes application of spreadsheet and data analysis.

**Prerequisites:** junior standing, admis to Business major and BUS ADM 444(C); or graduate standing and BUS ADM 738(P).

**Course Rules:** Counts as repeat of BUS ADM 443 with similar title.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 449 Human Resources Management Professional Internship**

3 cr. Undergraduate.

A defined FT work period, minimum 10 weeks, potentially leading to FT employment in a corporate/governmental/management consulting environment.

**Prerequisites:** junior standing and admission to HRM or General Business major; BUS ADM 300(P) or BUS ADM 303(P); completion of at least one 400-level course in the HRM major; and written consent of instructor.

**Course Rules:** Considered full time for FA purposes. Credit/no credit only.

**Last Taught:** Summer 2025, Summer 2024, Summer 2023, Summer 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 450 Intermediate Finance**

3 cr. Undergraduate.

Theories of valuation, corporate governance, and capital structure. Other topics explored such as dividend policy, financing methods, corporate and financial restructurings, and global financial management.

**Prerequisites:** jr st & admis to Bus Adm major; a grade of C or better in Bus Adm 350(P) or 351(P); or an Accounting major with grade of B or better in Bus Adm 301(P).

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 451 Investment Finance**

3 cr. Undergraduate.

A study of the financial system and institutions and the primary forces, which affect this system within which firms operate. Emphasis is on the instruments and interactions in the money and capital markets, and on analysis of firms for purposes and valuation of bonds and stocks for portfolio management.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 450(C).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 452 Applied Portfolio Management**

3 cr. Undergraduate.

Study institutional setting, legal framework, portfolio strategies, and innovations in investment markets. Explore securities valuation, risk management, behavioral study, and prospects of market developments.

**Prerequisites:** jr st; admis to Bus Adm major; Bus Adm 451(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 453 Corporate Finance Seminar**

3 cr. Undergraduate.

Integration of financial operations with other operations of a business unit, including working capital management, financial planning and financial control.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 450(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 454 Analysis of Options and Futures**

3 cr. Undergraduate.

Valuate interest rate, equity, and stock index futures and options. Develop strategies using these instruments in hedging interest rate and equity portfolio risk.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 451(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 455 Financial Institutions**

3 cr. Undergraduate.

Financial intermediation by banks and other financial institutions. Financial instruments and the markets where they trade. Term structure of interest rates and monetary issues.

**Prerequisites:** jr st & admis to Bus Adm major; a grade of C or better in Bus Adm 350(P) or 351(P); or an Accounting major with grade of B or better in Bus Adm 301(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 456 International Financial Management**

3 cr. Undergraduate.

Introduction to international financial markets, exchange rate determination theory, concepts/measurement of foreign risk exposure, financial instruments to hedge exchange risk, and financing multinational enterprises.

**Prerequisites:** jr st & admis to Bus Adm major; a grade of C or better in Bus Adm 350(P) or 351(P); or an Accounting major with grade of B or better in Bus Adm 301(P).

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 457 Financial Modeling**

3 cr. Undergraduate.

Development and application of computer-based financial models. Models from corporate finance and investments use Microsoft Excel and Visual Basic for Applications (VBA).

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 450(P) & 451(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 458 Venture Finance**

3 cr. Undergraduate.

Corporate financial perspectives. Key institutional features of venture finance. Assess financial need, value of and claims on new ventures. Analyze contracts between entrepreneurs and outside vendors.

**Prerequisites:** junior standing and advanced to the Business major.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 459 Finance Professional Internship**

3 cr. Undergraduate.

A defined FT work period, minimum 10 weeks, potentially leading to FT employment in a corporate/governmental/management consulting environment.

**Prerequisites:** junior standing and admission to Finance or General Business major; BUS ADM 300(P) or BUS ADM 303(P); completion of at least one 400- or 500-level course in finance major; and written consent of instructor.

**Course Rules:** Considered full time for FA purposes. Credit/no credit only.

**Last Taught:** Fall 2025, Summer 2025, Summer 2024, Fall 2023.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 460 Retail Management**

3 cr. Undergraduate.

Principles of retail management including merchandising, product design and development, sales, store management, distribution and inventory management, public relations and advertising.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 360(P) or 361(P).

**Course Rules:** Counts as repeat of Bus Adm 467 with similar topic.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 461 Consumer Behavior**

3 cr. Undergraduate.

Interdisciplinary approach to study of buying behavior of consumers, with emphasis on implications for marketing of theory and findings from the behavioral sciences.

**Prerequisites:** junior standing & admis to Bus Adm major; BUS ADM 360(C) or BUS ADM 361(C).

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 462 Marketing Research**

3 cr. Undergraduate.

Research process as an aid to decision-making in marketing management. Attention is given to planning research and the gathering, analysis, and interpretation of information.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 210(P) or 211(P); & 360(P) or 361(P).

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 463 Marketing Management**

3 cr. Undergraduate.

Development and implementation of marketing plans. Strategic decision-making and organizational issues pertinent to target markets, advertising, personal selling, channels, pricing, and product development.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 461(P) & 462(P).

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 464 Management of Promotion**

3 cr. Undergraduate.

Theory and concepts in developing and implementing communications strategies. Analysis of psychological, social and economic variables affecting promotion decisions.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 461(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 465 International Marketing**

3 cr. Undergraduate.

Focus is on the environment and on the modifications of marketing thinking and practices, occasioned by differences in economic, social and cultural settings of countries.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 360(P) or 361(P).

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 466 Business to Business Sales and Marketing**

3 cr. Undergraduate.

Development, pricing, promotion and distribution of business productions and services targeted at organizational buyers. Special focus on business sales processes and effective personal selling strategies.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 360(P) or 361(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Summer 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 467 Marketing Seminar.**

3 cr. Undergraduate.

In-depth focus on specialized topics in marketing such as business-to-business sales and marketing, database and interactive marketing, and international marketing research and strategies.

**Prerequisites:** junior standing and admis to Business major; BUS ADM 360(P) or BUS ADM 361(P).

**Course Rules:** May be retaken with change in topic to max of 9 cr.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 468 Internet Marketing**

3 cr. Undergraduate.

Introduction to the principles of internet marketing, types of products that can be marketed online, communication and pricing strategies, customization, channel conflict resolution. Hands-on project required.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 461(P) or 462(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 469 Marketing Professional Internship**

3 cr. Undergraduate.

A defined FT work period, minimum 10 weeks, potentially leading to FT employment in corporate/governmental/management consulting environment.

**Prerequisites:** junior standing and admission to Marketing or General Business major; BUS ADM 300(P) or BUS ADM 303(P); completion of at least one 400-level course in the marketing major; and written consent of instructor.

**Course Rules:** Considered full time for FA purposes. Credit/no credit only.

**Last Taught:** Summer 2025, Fall 2024, Summer 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 472 Special Topics in Supply Chain and Operations Management:**

3 cr. Undergraduate.

Selected contemporary topics and issues confronting supply chain and operations managers.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 370(P) or 371(P).

**Course Rules:** May be retaken w/chg in topic to max of 9 cr.

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 475 Operations Planning and Control**

3 cr. Undergraduate.

Detailed focus on planning and controlling operations of a service or manufacturing operation. Topics include requirements planning and scheduling.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 370(P) or 371(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Summer 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 476 Logistics and Transportation Management**

3 cr. Undergraduate.

Logistics and transportation themes including warehousing, third party logistics.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 370(P) or 371(P).

**Course Rules:** Counts as repeat of Bus Adm 472 with similar topic.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 477 Purchasing and Supply Management**

3 cr. Undergraduate.

Domestic and global aspects of the purchasing function in an organization.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 370(P) or 371(P).

**Course Rules:** Counts as repeat of Bus Adm 472 with similar topic.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 478 Supply Chain Analytics**

3 cr. Undergraduate.

Topics include linear and nonlinear optimization, network modeling, decision making under uncertainty, time series forecasting, and simulation modeling.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 370(P) or 371(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 479 Supply Chain & Operations Management Professional Internship**

3 cr. Undergraduate.

Defined FT work period, minimum 10 weeks, potentially leading to FT employment in a corporate/governmental/management consulting environment.

**Prerequisites:** junior standing and admission to SCOM or General Business major; BUS ADM 300(P) or BUS ADM 303(P); completion of at least one 400- or 500-level SCOM course; and written consent of instructor.

**Course Rules:** Considered full time for FA purposes. Cr/no cr only.

**Last Taught:** Summer 2025, Summer 2024, Summer 2023, Spring 2023.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 481 Real Estate Finance & Asset Management**

3 cr. Undergraduate/Graduate.

Mechanism of real estate finance, sources of funds, loan contracts, principles of mortgage risk analysis, and the role of government agencies; real estate investment analysis.

**Prerequisites:** junior standing, advanced to Business major and BUS ADM 380(P); or special student enrolled in Real Estate Certificate program and BUS ADM 380(P).

**Last Taught:** Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 481G Real Estate Finance & Asset Management**

3 cr. Undergraduate/Graduate.

Mechanism of real estate finance, sources of funds, loan contracts, principles of mortgage risk analysis, and the role of government agencies; real estate investment analysis.

**Prerequisites:** junior standing, advanced to Business major and BUS ADM 380(P); or special student enrolled in Real Estate Certificate program and BUS ADM 380(P).

**Last Taught:** Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 482 Valuation of Real Estate**

3 cr. Undergraduate/Graduate.

Economic theories of value applied to real estate; valuation as a guide to business decisions; real estate market which affects value; valuation methods, analysis of evidence of value; appraising residential and income properties.

**Prerequisites:** junior standing, advanced to Business major, and BUS ADM 380(P); or graduate standing; or special student enrolled in Real Estate Certificate program and BUS ADM 380(P).

**Last Taught:** Spring 2025, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 482G Valuation of Real Estate**

3 cr. Undergraduate/Graduate.

Economic theories of value applied to real estate; valuation as a guide to business decisions; real estate market which affects value; valuation methods, analysis of evidence of value; appraising residential and income properties.

**Prerequisites:** junior standing, advanced to Business major, and BUS ADM 380(P); or graduate standing; or special student enrolled in Real Estate Certificate program and BUS ADM 380(P).

**Last Taught:** Spring 2025, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 483 Property Development and Management**

3 cr. Undergraduate/Graduate.

Analysis of real estate development; consideration of site selections, market analysis, financing, design, and construction in connection with subdividing residential community development and shopping centers.

**Prerequisites:** junior standing, advanced to Business major, and BUS ADM 481(P); or special student enrolled in Real Estate Certificate program; or graduate standing.

**Last Taught:** Spring 2025, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 483G Property Development and Management**

3 cr. Undergraduate/Graduate.

Analysis of real estate development; consideration of site selections, market analysis, financing, design, and construction in connection with subdividing residential community development and shopping centers.

**Prerequisites:** junior standing, advanced to Business major, and BUS ADM 481(P); or special student enrolled in Real Estate Certificate program; or graduate standing.

**Last Taught:** Spring 2025, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 484 Real Estate Law**

3 cr. Undergraduate.

Advanced application of business law concepts related to real estate transactions and developments; landlord/tenant law; analysis of legal concerns unique to real estate industry.

**Prerequisites:** junior standing, advanced to Business major, and BUS ADM 391(P); or special student enrolled in Real Estate Certificate program.

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 485 Environmental Issues in Real Estate**

3 cr. Undergraduate.

Survey course dealing with the impact of governmental environmental regulations on lender and developer liability. Topics include Phase 1 reporting, legal considerations, remediation, and wetland impacts.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 380(P).

**Last Taught:** Fall 2018, Fall 2017, Fall 2016, Fall 2015.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 486 Managing and Leasing Commercial Real Estate**

3 cr. Undergraduate.

Understand the core fundamentals of the commercial real estate management and leasing industry and the impact they have on the financial performance of investment real estate.

**Prerequisites:** BUS ADM 380(P).

**Last Taught:** Fall 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 488 CFP Capstone: Financial Plan Development**

3 cr. Undergraduate.

Integrate and apply knowledge of financial planning concepts by creating and presenting a comprehensive financial plan.

**Prerequisites:** junior standing, BUS ADM 452(C), BUS ADM 306(C), ACTSCI 290(P), BUS ADM 305(P), BUS ADM 352(P), and BUS ADM 350(P) or BUS ADM 301(P).

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 490 Entrepreneur Internship**

3 cr. Undergraduate.

A defined work period in an entrepreneurial capacity in a corporate, governmental, or management consulting environment.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 447(P) or completion of at least one 400-level course in student's major; writ cons instr.

**Course Rules:** Credit/no credit only.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 491 Legal Issues for Entrepreneurs**

3 cr. Undergraduate.

Legal issues confronting entrepreneurs including the areas of ethics, forms of business organization, sales contracts, employment, property and business succession.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 391(P).

**Course Rules:** Not open for credit to Business Scholars who completed Bus Adm 493 with similar topic. Not open for credit to Accounting majors.

**Last Taught:** Fall 2014, Fall 2004, Fall 2003, Summer 2003.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 492 Business Modeling of New Ventures**

3 cr. Undergraduate.

Key elements in developing an effective business model; new venture ideas and strategies; the owner manager; management succession.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 292(P) or Bus Adm 447(P).

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 493 Business Scholars: Seminar in Business:**

3 cr. Undergraduate.

Current topics and issues in contemporary business theory and management practice, focusing on in-depth study, critical analysis, research and application across functional areas.

**Prerequisites:** junior standing and admitted to the Business Scholars Program.

**Course Rules:** May not be retaken for credit.

**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 494 International Business Internship**

3 cr. Undergraduate.

A supervised international management-related and cross-cultural experience with a for-profit or non-profit organization outside the U.S. Project and organizational evaluation required.

**Prerequisites:** jr st & admis to Bus Adm major; BUS ADM 330(P) or BUS ADM 331(P); BUS ADM 301(P), BUS ADM 350(P), or BUS ADM 351(P); and BUS ADM 360(P) or BUS ADM 361(P); writ cons instr.

**Course Rules:** Considered full time for FA purposes. Credit/no credit only.

**Last Taught:** Summer 2019, Spring 2016, Summer 2015, Summer 2012.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 495 Special Topics in Business:**

1-3 cr. Undergraduate.

Current topics and issues related to specific management areas of business. Specific topics and additional prerequisites announced in Schedule of Classes whenever course is offered.

**Prerequisites:** junior standing.

**Course Rules:** May be retaken with change in topic to max of 9 credits.

**Last Taught:** Spring 2025, Fall 2024, Spring 2024, Spring 2023.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 496 International Business**

3 cr. Undergraduate.

The study of major factors specific to the conduct of business in international markets; focuses on the integration of marketing, finance, production, and other management functions into the world business, cultural, social, and political environments.

**Prerequisites:** junior standing or greater in business major; or junior standing or greater in non-business major with 2.5 GPA; or special student; and completion of the following coursework: BUS ADM 330(P) or BUS ADM 331(P); BUS ADM 301, BUS ADM 350(P), or BUS ADM 351(P); and BUS ADM 360 or BUS ADM 361(P).

**Last Taught:** UWinterIM 2026, Fall 2025, Summer 2025, Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 497 Study Abroad:**

1-12 cr. Undergraduate/Graduate.

Designed to enroll students in UWM sponsored program before course work levels, content, and credits are determined and/or in specially prepared program course work.

**Prerequisites:** junior standing and acceptance for Study Abroad Program.

**Course Rules:** May be retaken with change in topic.

**Last Taught:** UWinterIM 2026, Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 497G Study Abroad:**

1-12 cr. Undergraduate/Graduate.

Designed to enroll students in UWM sponsored program before course work levels, content, and credits are determined and/or in specially prepared program course work.

**Prerequisites:** junior standing and acceptance for Study Abroad Program.

**Course Rules:** May be retaken with change in topic.

**Last Taught:** UWinterIM 2026, Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 498 Study Abroad: Business Topics:**

3 cr. Undergraduate.

Immersion (including instruction at an international university) in the economic, cultural, and business practices of selected countries.

**Prerequisites:** junior standing and acceptance for Study Abroad Program.

**Course Rules:** May be retaken with change in topic to max of 6 cr.

**Last Taught:** UWinteriM 2026, Summer 2025, Spring 2025, UWinteriM 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 499 Research in Industry**

1-3 cr. Undergraduate.

Solution of business problems as jointly developed by the student, the assigned faculty, and the cooperating company. Work will consist of problem solving through the use of university resources and library research.

**Prerequisites:** jr st; cons instr.

**Course Rules:** May be retaken for cr only with prior cons Lubar School of Business.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 530 Privacy and Information Security for Business**

3 cr. Undergraduate.

Privacy concerns and safeguards, ethical issues surrounding data and information, information risk analysis, information system vulnerabilities, security threats and countermeasures.

**Prerequisites:** junior standing and advance to Bus Adm major; a grade of C or better in BUS ADM 335(P).

**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 531 Developing Applications for Interconnected Systems**

3 cr. Undergraduate.

Developing n-tier applications in today's interconnected business environment, including mobile and web-based technologies.

**Prerequisites:** junior standing and admis to Bus Adm major; BUS ADM 432(P).

**Last Taught:** Fall 2021, Fall 2017, Fall 2015, Fall 2013.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 532 Web Development for Open Business Systems**

3 cr. Undergraduate.

Business applications and web development based on platform-independent objective-oriented technologies and database connectivity in creating information systems for eBusiness activities.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 432(P).

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 533 Introduction to Connected Systems for Business**

3 cr. Undergraduate.

Familiarize students with new infrastructure developments in connected systems, such as cloud computing and Internet of Things, as well as their managerial and business applications.

**Prerequisites:** junior standing and advance to Bus Adm major; a grade of C or better in BUS ADM 335(P).

**Last Taught:** Summer 2023, Summer 2022, Spring 2021, Spring 2020.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 534 Information Technology Practicum**

3 cr. Undergraduate.

Student-teams will work on a real-world IT project and present the completed project to the company's stakeholders.

**Prerequisites:** junior standing and admis to Bus Adm major; BUS ADM 335(P).

**Course Rules:** Credit/no credit only.

**Last Taught:** Spring 2011.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 535 Global Information Technology Management**

3 cr. Undergraduate.

Management issues surrounding the effective deployment of information systems in different regions of the world.

**Prerequisites:** jr st & admis to Bus Adm Major; a grade of C or better in Bus Adm 230(P) or 231(P).

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 536 Business Intelligence**

3 cr. Undergraduate.

Introduction to business intelligence, with a focus on data warehousing and data mining. This course uses SAP Business Information Warehouse software.

**Prerequisites:** junior standing or greater; admission to Business major (MAJADM milestone); and a grade of C or better in BUS ADM 335(P) or BUS ADM 336(P); or non-Business major with 2.5 GPA and a grade of C or better in BUS ADM 335(P) or BUS ADM 336(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 537 ERP Concepts and Issues**

3 cr. Undergraduate.

Explores typical business processes through hands-on experience with industry-leading SAP ERP software. Processes include accounting, forecasting, production, purchasing, and sales. Topics on digital transformation and ERP system implementation are also covered.

**Prerequisites:** junior standing or greater, advanced to Business major, and a grade of C or better in BUS ADM 230(P) or BUS ADM 231(P); or non-Business major with 2.5 GPA and a grade of C or better in BUS ADM 230(P) or BUS ADM 231(P) or INFOST 110(P).

**Last Taught:** Fall 2025, Summer 2025, Fall 2024, Fall 2023.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 538 ERP System Configuration**

3 cr. Undergraduate.

Hands-on functional configuration of a company in an SAP ERP system. Tasks include defining the company's organizational structure, identifying and configuring business rules and parameters, master data entry, and functional testing.

**Prerequisites:** junior standing, advanced to Business major, and BUS ADM 537(P).

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 539 Web Application Server Development**

3 cr. Undergraduate.

Developing web-based applications in the SAP ERP ecosystem.

**Prerequisites:** junior standing or greater, admission to Business major (MAJADM milestone), and a grade of C or better in BUS ADM 335(P); or non-Business major with 2.5 GPA and a grade of C or better in BUS ADM 335(P); or consent of instructor.

**Last Taught:** Fall 2023, Fall 2022, Fall 2021, Fall 2020.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 540 ERP Certification**

3 cr. Undergraduate.

This course is designed to prepare students for taking the SAP Certified Application Associate Exam - the global baseline certification standard for SAP University Alliances Program.

**Prerequisites:** junior standing, advanced to Business major, BUS ADM 537(P), and BUS ADM 538(P).

**Last Taught:** Summer 2022, Summer 2021, Summer 2020, Summer 2019.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 541 Cross-Cultural Management**

3 cr. Undergraduate.

Business cultures around the world; the impact of cultural differences in international management and negotiations.

**Prerequisites:** jr st; BUS ADM 330(P); admis to Bus Adm major or declared Global Studies program.

**Course Rules:** BUS ADM 541 & GLOBAL 541 are jointly offered; they count as repeats of one another.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 542 Introduction to Technology Entrepreneurship**

3 cr. Undergraduate.

Introductory concepts related to technology entrepreneurship including opportunity identification, analysis and new venture planning. Prepares students to recognize and pursue viable technology-based entrepreneurial opportunities.

**Prerequisites:** jr st & admis to Tech Entrep Cert program or admis to business or engineering major.

**Course Rules:** Counts as repeat of Bus Adm 495 or MechEng 490 with same topic. Jointly offered with & counts as repeat of MechEng 542.

**Last Taught:** Fall 2015, Fall 2014.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 543 Introduction to Technology Management and Innovation**

3 cr. Undergraduate.

Introductory concepts related to technology management and technological innovation. Prepares students to evaluate and plan technology commercialization projects.

**Prerequisites:** jr st & admis to Tech Entrep Cert program or admis to business or engineering major.

**Course Rules:** Counts as a repeat of Bus Adm 495 with same topic. Jointly offered with & counts as repeat of MechEng 543.

**Last Taught:** Fall 2015, Fall 2014.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 544 New Product Development**

3 cr. Undergraduate/Graduate.

Concepts related to product development including product concept development and testing, and product design. Prepares students to work in cross-functional product development teams.

**Prerequisites:** jr st & admis to Tech Entrep Cert program or Bus Adm major or CEAS major; or grad st. & admis to business or engineering program or admis to Tech Entrep Cert program.

**Course Rules:** Counts as repeat of Bus Adm 795 with same topic. Jointly offered with & counts as a repeat of MechEng 544.

**Last Taught:** Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 544G New Product Development**

3 cr. Undergraduate/Graduate.

Concepts related to product development including product concept development and testing, and product design. Prepares students to work in cross-functional product development teams.

**Prerequisites:** jr st & admis to Tech Entrep Cert program or Bus Adm major or CEAS major; or grad st. & admis to business or engineering program or admis to Tech Entrep Cert program.

**Course Rules:** Counts as repeat of Bus Adm 795 with same topic. Jointly offered with & counts as a repeat of MechEng 544.

**Last Taught:** Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 546 Global Innovation Management**

3 cr. Undergraduate/Graduate.

Concepts related to collaborative innovation in global networks including diverse collaboration models, innovation processes, and capabilities. Prepares students to manage global collaborative innovation projects.

**Prerequisites:** jr st & admis to Tech Entrep Cert program or Bus Adm major or CEAS major; or grad st & admis to business or engineering program or admis to Tech Entrep Cert program.

**Course Rules:** Counts as a repeat of Bus Adm 795 with same topic. Jointly offered with & counts as repeat of MechEng 546.

**Last Taught:** Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 546G Global Innovation Management**

3 cr. Undergraduate/Graduate.

Concepts related to collaborative innovation in global networks including diverse collaboration models, innovation processes, and capabilities. Prepares students to manage global collaborative innovation projects.

**Prerequisites:** jr st & admis to Tech Entrep Cert program or Bus Adm major or CEAS major; or grad st & admis to business or engineering program or admis to Tech Entrep Cert program.

**Course Rules:** Counts as a repeat of Bus Adm 795 with same topic. Jointly offered with & counts as repeat of MechEng 546.

**Last Taught:** Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 547 Employment Law**

3 cr. Undergraduate.

Examines the basic concepts, institutions, and practices of international business in context of such managerial decisions as negotiating entry into foreign markets, managing strategic alliances, and designing the structure of a multinational enterprise.

**Prerequisites:** junior standing or greater, admission to Business major (advanced to major milestone), and BUS ADM 444(C).

**Course Rules:** Counts as repeat of BUS ADM 443 with similar title.

**Last Taught:** Fall 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 548 Technology Venturing Project**

3 cr. Undergraduate.

A capstone course for students to demonstrate their knowledge and skills related to technology/product commercialization. Prepares students to lead their (or corporate) technology ventures.

**Prerequisites:** jr st & admis to Tech Entrep Cert program or admis to business or engineering major; Bus Adm/Mech Eng 542(P).

**Course Rules:** Jointly offered with & counts as repeat of MechEng 548.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 550 Investment Management Practice I**

3 cr. Undergraduate/Graduate.

Introduction to real-time and historic data sets and analytical software available in the David O. Nicholas Applied Finance Lab. Utilize Bloomberg and FactSet. Produce a stock report, including analysis of drivers, financial statements, and valuation.

**Prerequisites:** jr st, admis to Investment Mgmt Cert program, Bus Adm 450(C); or grad st, admis to Investment Mgmt Cert program, Bus Adm 705(C).

**Course Rules:** Considered a repeat of BUS ADM 495 and BUS ADM 795 with similar topic.

**Last Taught:** Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 550G Investment Management Practice I**

3 cr. Undergraduate/Graduate.

Introduction to real-time and historic data sets and analytical software available in the David O. Nicholas Applied Finance Lab. Utilize Bloomberg and FactSet. Produce a stock report, including analysis of drivers, financial statements, and valuation.

**Prerequisites:** jr st, admis to Investment Mgmt Cert program, Bus Adm 450(C); or grad st, admis to Investment Mgmt Cert program, Bus Adm 705(C).

**Course Rules:** Considered a repeat of BUS ADM 495 and BUS ADM 795 with similar topic.

**Last Taught:** Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 551 International Investments**

3 cr. Undergraduate.

Introduce institutional arrangements, instruments, and innovations in global investments. Emphasize foreign currency return-risk analysis, risk management, and performance evaluation on international investment portfolios.

**Prerequisites:** jr st; admis to Bus Adm major; & Bus Adm 451(P).

**Last Taught:** Spring 2024, Spring 2023, Fall 2022, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 552 Investment Management Practice II**

3 cr. Undergraduate/Graduate.

Use of real-time and historic data sets available in the David O. Nicholas Applied Finance Lab such as Bloomberg, FactSet, and other analysis packages to analyze securities and prepare to manage portfolios.

**Prerequisites:** jr st, admis to Investment Mgmt Cert program & BUS ADM 550(P), BUS ADM 301(C) & BUS ADM 451(C); or grad st, admis to Investment Mgmt Cert program & BUS ADM 550(P), BUS ADM 301(C) or BUS ADM 721(C); BUS ADM 771(C).

**Last Taught:** Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 552G Investment Management Practice II**

3 cr. Undergraduate/Graduate.

Use of real-time and historic data sets available in the David O. Nicholas Applied Finance Lab such as Bloomberg, FactSet, and other analysis packages to analyze securities and prepare to manage portfolios.

**Prerequisites:** jr st, admis to Investment Mgmt Cert program & BUS ADM 550(P), BUS ADM 301(C) & BUS ADM 451(C); or grad st, admis to Investment Mgmt Cert program & BUS ADM 550(P), BUS ADM 301(C) or BUS ADM 721(C); BUS ADM 771(C).

**Last Taught:** Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 553 Investment Management Practice III**

3 cr. Undergraduate/Graduate.

Students manage investment portfolios utilizing the David O. Nicholas Applied Finance Lab. Topics include securities selection, portfolio positioning, performance and risk analysis, and financial market events.

**Prerequisites:** jr st, admis to Investment Mgmt Cert program & Bus Adm 552(P); or grad st, admis to Investment Mgmt Cert program & Bus Adm 552(P).

**Last Taught:** Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 553G Investment Management Practice III**

3 cr. Undergraduate/Graduate.

Students manage investment portfolios utilizing the David O. Nicholas Applied Finance Lab. Topics include securities selection, portfolio positioning, performance and risk analysis, and financial market events.

**Prerequisites:** jr st, admis to Investment Mgmt Cert program & Bus Adm 552(P); or grad st, admis to Investment Mgmt Cert program & Bus Adm 552(P).

**Last Taught:** Fall 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 554 Investment Management Practice IV**

3 cr. Undergraduate/Graduate.

Students manage investment portfolios utilizing the David O. Nicholas Applied Finance Lab. Special topics covered to assist individual future professional development and gain maturity and confidence in real world investment management.

**Prerequisites:** jr st, admis to Investment Mgmt Cert program & Bus Adm 553(P); or grad st, admis to Investment Mgmt Cert program & Bus Adm 553(P).

**Last Taught:** Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 554G Investment Management Practice IV**

3 cr. Undergraduate/Graduate.

Students manage investment portfolios utilizing the David O. Nicholas Applied Finance Lab. Special topics covered to assist individual future professional development and gain maturity and confidence in real world investment management.

**Prerequisites:** jr st, admis to Investment Mgmt Cert program & Bus Adm 553(P); or grad st, admis to Investment Mgmt Cert program & Bus Adm 553(P).

**Last Taught:** Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 571 Quality and Six Sigma Tools**

3 cr. Undergraduate/Graduate.

Principles and techniques for managing and improving quality in manufacturing and service operations. Topics include lean principles, quality function deployment, FMEA, DOE, others.

**Prerequisites:** junior standing and admis to Bus Adm major; BUS ADM 370(P) or BUS ADM 371(P); or graduate standing.

**Last Taught:** Fall 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 571G Quality and Six Sigma Tools**

3 cr. Undergraduate/Graduate.

Principles and techniques for managing and improving quality in manufacturing and service operations. Topics include lean principles, quality function deployment, FMEA, DOE, others.

**Prerequisites:** junior standing and admis to Bus Adm major; BUS ADM 370(P) or BUS ADM 371(P); or graduate standing.

**Last Taught:** Fall 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 576 Enterprise Planning in the Supply Chain**

3 cr. Undergraduate.

Coverage of techniques for managing work processes within and across the supply chain. An integrated perspective is emphasized through hands-on experience with an enterprise software.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 475(P), 476(P) & 477(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 577 Supply Chain Applications, Policy, & Strategy**

3 cr. Undergraduate.

Designed to develop a linkage between SCM and corporate strategy, a case study approach to build an integrated view of the SCM. Business game provides practical experience.

**Prerequisites:** jr st & admis to Bus Adm major; Bus Adm 475(P), & 476(P) or 477(P).

**Course Rules:** Counts as repeat of Bus Adm 472 with topics Supply Chain Strategy and Supply Chain Apps & Policy.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 599 Reading and Research-Business Administration**

1-3 cr. Undergraduate.

**Prerequisites:** jr st; cons instr & Bus Adm.

**Course Rules:** May be retaken for cr only with prior approval of Lubar School of Business.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 600 Management Analysis**

3 cr. Undergraduate.

Study of decisions of how to compete, where to compete, and how to organize for firm success under conditions of uncertainty. The perspective taken is that of senior management integrating functional activities.

**Prerequisites:** senior standing and advanced to the Business major; BUS ADM 202(P), BUS ADM 330(P), BUS ADM 350(P) or BUS ADM 450(C), and BUS ADM 360(P); or BUS ADM 301(P), BUS ADM 331(P), BUS ADM 351(P) or BUS ADM 450(C), and BUS ADM 361(P).

**Course Rules:** Business administration capstone course.

**Last Taught:** UWinteriM 2026, Fall 2025, Summer 2025, Spring 2025.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 701 Business Mathematics**

2 cr. Graduate.

Mathematical concepts essential to business. Exponents, polynomial functions, exponential and logarithmic functions, solution of linear systems, basic differential and integral calculus; emphasizes application to business problems.

**Prerequisites:** grad st.

**Course Rules:** Counts as repeat of BusMgmt 701.

**Last Taught:** Summer 2024, Summer 2023, Summer 2022, Summer 2021.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 703 Financial Accounting**

3 cr. Graduate.

Covers financial accounting model underlying financial statements, accounting standard setting, role of accounting in capital formation, interpretation and analysis of financial statements.

**Prerequisites:** grad st.

**Course Rules:** Counts as repeat of BusMgmt 702.

**Last Taught:** Spring 2025, Fall 2024, Summer 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 706 Business Taxation**

3 cr. Graduate.

Application of framework developed in Income Tax Accounting I (BUS ADM 405) to more thoroughly analyze the taxation of business entities.

**Prerequisites:** graduate standing.

**Course Rules:** Counts as a repeat of BUS ADM 406G.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 713 Business Forecasting Methods**

3 cr. Graduate.

Overview and use of modern forecasting methods in support of managerial strategic planning, financial, and operational analysis of a dynamic global business environment.

**Prerequisites:** grad st; BusMgmt 709(P) or Bus Adm 754(P).

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 714 Multivariate Techniques in Management Research**

3 cr. Graduate.

Multivariate analysis of variance, principal component analysis, factor analysis, conjoint analysis, bootstrap resampling, cluster analysis, canonical correlation, data mining (classification trees and neural networks); computer implementation.

**Prerequisites:** grad st; BusMgmt 709(P) or Bus Adm 754(P).

**Last Taught:** Fall 2020, Fall 2019, Fall 2018, Fall 2017.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 720 Information Systems Auditing**

3 cr. Graduate.

Testing and reliance of automated application, program change and data access controls for use in the financial statement audit and system integrity.

**Prerequisites:** grad st; Bus Adm 409(P) or 728(P).

**Course Rules:** Counts as repeat of Bus Adm 795 with similar topic.

**Last Taught:** Spring 2021, Spring 2020, Spring 2019, Spring 2018.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 721 Financial Accounting Theory**

3 cr. Graduate.

The principles of external reporting are integrated with approaches to problem solving. Emphasis is placed upon recent developments of the accounting profession.

**Prerequisites:** grad st; grade of B or better in Bus Adm 703(P) or 201(P) within three years of admission to the graduate program.

**Course Rules:** Not open to students who have cr in Bus Adm 301(ER).

**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 722 Advanced Financial Accounting Theory**

3 cr. Graduate.

Specialized topics in external financial reporting are studied. A critical appraisal is made of current and emerging accounting theory.

**Prerequisites:** grad st; grade of B or better in Bus Adm 721(P) or 301(P).

**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 723 Forensic Accounting**

3 cr. Graduate.

Coverage of forensic accounting and auditing topics such as examination of documents, information sources, writing reports, identifying high-risk signs, and fraud prevention and detection.

**Prerequisites:** grad st; Bus Adm 409(P) or 728(P).

**Course Rules:** Counts as repeat of Bus Adm 795 with similar topic.

**Last Taught:** Spring 2023, Spring 2022, Fall 2020, Fall 2019.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 724 Business Combinations and Governmental Accounting**

3 cr. Graduate.

Accounting for mergers and acquisitions including consolidation procedures and foreign subsidiary investments. Also includes accounting principles for government and nonprofit entities.

**Prerequisites:** grad st; grade of B or better in Bus Adm 721(P) or 301(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 725 Strategic Cost Management I**

3 cr. Graduate.

Cost data accumulation and its utilization by management. Emphasis on job order and process costing, standard costing, cost-volume-profit analysis, budgets, capital expenditures.

**Prerequisites:** grad st; grade of B or better in Bus Adm 703(P) or 201(P).

**Course Rules:** Cannot be taken by students receiving cr for Bus Adm 404.

**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 726 Strategic Cost Management II**

3 cr. Graduate.

Uses quantitative and behavioral models to aid management planning and control. Emphasizes analysis techniques to aid in the solution of accounting oriented management problems.

**Prerequisites:** grad st; Bus Adm 725(P) or 404(P).

**Course Rules:** Not open to students who have cr in Bus Adm 426(ER).

**Last Taught:** Fall 2015, Fall 2014, Fall 2013, Spring 2013.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 727 Information Systems Assurance and Advisory**

3 cr. Graduate.

Coverage of Information technology audit and advisory services, including SOC engagements; data management, including data collection, storage, and usage throughout the data life cycle; and organizational risks associated with IT.

**Prerequisites:** graduate standing, BUS ADM 408(P), and BUS ADM 409(P).

**Last Taught:** Spring 2025, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 728 Auditing Theory and Applications**

3 cr. Graduate.

A study of auditing standards, methodology, and professional and reporting responsibilities. Emphasis is on underlying concepts and theory.

**Prerequisites:** graduate standing; BUS ADM 408(P) and a grade of B or better in BUS ADM 721(P) or BUS ADM 301(P).

**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 731 Leadership in Diversity and Inclusion**

3 cr. Graduate.

Provides evidence-based and experiential insights needed to lead diversity, equity and inclusion efforts in a wide range of organizational settings. Develops leadership skills and strategies for empowering organizational, team and personal transformations through positive relationships.

**Prerequisites:** graduate standing.

**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 732 Transforming Organizations**

3 cr. Graduate.

Combines individual and organizational-level analysis to provide insights into changing organizations. Topics include innovation, leadership, corporate cultures, and changing management from a broad view.

**Prerequisites:** grad st; BusMgmt 714(P).

**Last Taught:** Spring 2012, Spring 2011, Spring 2010, Spring 2009.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 733 Organizational Development**

3 cr. Graduate.

Problems of implementing change. Roles of external and internal consultants. Determining needs and measuring relevant variables.

**Prerequisites:** grad st; BusMgmt 706(P) or cons instr.

**Last Taught:** Spring 2013, Spring 2012, Spring 2011, Spring 2010.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 734 Managing Technological Innovation**

3 cr. Graduate.

Organizational and strategic issues involved in managing technologies and innovation processes. Emphasizes professional employees, creativity, project teams, leadership, interdepartmental relations, technological evolution, and R&D strategies.

**Prerequisites:** grad st.**Last Taught:** Summer 2012, Summer 2011, Summer 2010, Summer 2009.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 735 Staffing Organizations**

3 cr. Graduate.

Broad overview of staffing practices and related research; topics include staffing strategy, legal compliance, job analysis, external recruitment and selection, staffing systems management, and retention.

**Prerequisites:** grad st**Course Rules:** Not open for cr to those w/ cr in Bus Adm 795 w/ topic: Staffing.**Last Taught:** Spring 2025, Spring 2023, Spring 2021, Spring 2020.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 736 Seminar in Managing Change:**

3 cr. Graduate.

Topics are limited to the areas of managing change and their business applications. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.

**Prerequisites:** grad st**Course Rules:** May be repeated w/ chg in topic to 6 cr max.**Last Taught:** Spring 2011, Spring 2009, Spring 2007, Spring 1992.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 737 Managerial Decisions and Negotiations**

3 cr. Graduate.

Provides frameworks for making effective decisions and negotiating viable solutions. Improves performance in these key managerial roles by engaging in case study, exercises, and industry projects.

**Prerequisites:** grad st.**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 738 Human Resource Management**

3 cr. Graduate.

Strategies for attracting, retaining and developing a diverse and international workforce. Topics include employment law, diversity, staffing, training, performance management, compensation and current issues.

**Prerequisites:** graduate standing; BUSMGMT 706(R).**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 740 Information Technology Management Concepts and Languages**

3 cr. Graduate.

Introduction to data organization, object-oriented design, construction and validation of application programs, development methodologies and control structures, illustrate with object programming language.

**Prerequisites:** grad st.**Last Taught:** Summer 2018, Summer 2017, Summer 2016, Summer 2015.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 741 Web Mining and Analytics**

3 cr. Graduate.

Measurement methods and analysis of web-based data for strategic decisions; methods and technologies in web mining, visualization, predictive analytics and text mining for knowledge discovery and business analysis.

**Prerequisites:** grad st.**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 742 Big Data in Business**

3 cr. Graduate.

Fundamental concepts of distributed systems; data management across clusters of computers; distributed algorithms for analyzing large volumes of data for business value.

**Prerequisites:** graduate standing.**Last Taught:** Spring 2025, Fall 2024, Spring 2024, Fall 2023.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 743 Information Privacy, Security & Continuity**

3 cr. Graduate.

Privacy threats and safeguards; identifying information system vulnerabilities; planning and managing security measures. Ethical and legal perspectives concerning information and data.

**Prerequisites:** grad st**Last Taught:** Spring 2025, Fall 2024, Spring 2024, Fall 2023.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 744 Information Technology Strategy and Management**

3 cr. Graduate.

Various frameworks to evaluate strategic value of IT, aligning IT and competitive business strategies, IT governance models, managing IT operations and outsourcing ethically.

**Prerequisites:** grad st**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 745 Artificial Intelligence for Business**

3 cr. Graduate.

Artificial Intelligence applications in business; artificial neural networks, convolutional neural networks, and recurrent neural networks; deep learning, transfer learning, and reinforcement learning; image recognition, time series prediction, and intelligent agents; AI strategy.

**Prerequisites:** graduate standing.**Course Rules:** Counts as a repeat of BUS ADM 746 with similar topic.**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 746 Topics in Information Technology Management:**

3 cr. Graduate.

Topics are limited to the areas in management information systems and business application. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.

**Prerequisites:** grad st.**Course Rules:** May be retaken with change in topic to max of 9 cr.**Last Taught:** Spring 2023, Fall 2022, Summer 2021, Spring 2021.**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 747 Service-Oriented Analysis and Design**

3 cr. Graduate.

Application development using service-oriented architecture, methodologies for specification, selection, composition, and integration of services, software quality assurance and metrics.

**Prerequisites:** grad st**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 748 Managing Information Technology Projects**

3 cr. Graduate.

Understand project management tools/techniques, project planning, software effort/cost estimation models, quality tools/metrics, six-sigma, CMM and ISO-9000, and managing outsourced/off-shored projects. Involves team-based project implementation.

**Prerequisites:** grad st; Bus Adm 747(P).**Last Taught:** Fall 2024, Spring 2024, Fall 2023, Spring 2023.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 749 Data and Information Management**

3 cr. Graduate.

Managing structured, semi-structured and unstructured data, data integrity management, data representation, data integration, governance and administration, data quality and reporting information.

**Prerequisites:** grad st**Last Taught:** Spring 2025, Fall 2024, Spring 2024, Fall 2023.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 751 Analysis of U.S. Business Environment**

3 cr. Graduate.

Analysis of inflation, business cycles, interest rate dynamics and term structure, federal reserve policy, tax policy, and economic growth.

**Prerequisites:** grad st; Bus Adm 701(P) & 702(P).**Last Taught:** Summer 2024, Summer 2023, Summer 2022, Summer 2021.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 752 Corporate Economics**

3 cr. Graduate.

Applied economic analysis of market structure, price discrimination, oligopoly, cartels, and collusion. The course integrates the psychology of price and behavioral economic issues in pricing.

**Prerequisites:** grad st in mba-executive curric or cons instr.**Last Taught:** Summer 2025, Summer 2024, Summer 2023, Summer 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 753 Advanced Business Law**

3 cr. Graduate.

Advanced legal concepts focusing on Uniform Commercial Code, bankruptcy and creditor protection, liability of bailees and common carriers, product liability, and real and personal property.

**Prerequisites:** grad st; Bus Adm 391(P).**Last Taught:** Summer 2025, Summer 2024, Summer 2023, Summer 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 754 Statistical Analysis**

3 cr. Graduate.

Business applications of probability theory and statistical methods to managerial problems of prediction, inference and decision making under uncertainty.

**Prerequisites:** grad st; cons instr**Last Taught:** Fall 2025, Fall 2024, Fall 2022, Fall 2021.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 755 Health Care Administration and Delivery Systems**

3 cr. Graduate.

Covers administrative structures and processes in health care institutions, including managing clinicians and inter-organizational relationships of U.S. and selected foreign health care providers.

**Prerequisites:** grad st.**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 757 Managed Care and Integrated Health Networks**

3 cr. Graduate.

Examines concepts and management of capitated and vertically integrated health care organizations; utilization control, risk and quality assessment, benefit design, pricing, management of clinical professionals.

**Prerequisites:** grad st; Bus Adm 755(P).**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 759 Seminar in Health Care Management:**

3 cr. Graduate.

Topics limited to the area of health care management. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.

**Prerequisites:** grad st**Course Rules:** May be repeated w/ chg in topic to 6 cr max.**Last Taught:** Spring 2013, Fall 2010.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 761 Seminar in Marketing:**

3 cr. Graduate.

Current and emerging topics in Marketing. Specific topics and any additional prerequisites will be listed in the Schedule of Classes each semester. May be repeated w/chg in topic to 6 cr. max.

**Prerequisites:** grad st.**Last Taught:** Fall 2012, Fall 2010, Fall 2008, Summer 2006.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 762 Marketing Research**

3 cr. Graduate.

Understanding the market research process, obtaining and integrating relevant information into marketing decision-making processes. Listening to the voice of the customer, customer satisfaction measurement and technology utilization for database marketing.

**Prerequisites:** grad st; BusMgmt 709(C) or cons of instr.**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 763 Marketing Analytics with Generative AI**

3 cr. Graduate.

Theoretical background and hands-on experience analyzing marketing data through case-based exploration of marketing issues using statistical models for managerial decision-making. Students learn to leverage generative AI for contextually relevant data exploration and communicating analytical findings.

**Prerequisites:** graduate standing and BUSMGMT 709(C) or consent of instructor.**Course Rules:** Not open for credit to those with credit in BUS ADM 761 or BUS ADM 795 with similar topic.**Last Taught:** Fall 2025, Summer 2025, Fall 2024, Summer 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 764 Buyer Behavior and Marketing Communications**

3 cr. Graduate.

A multidisciplinary approach to understanding buyer behavior processes in the market place and their implications for the development of marketing strategies, especially marketing communications.

**Prerequisites:** grad st.**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 765 Strategic Product and Brand Management**

3 cr. Graduate.

Customer-focused product development and management; the creation and management of brand equity. Technology-marketing interface and customer involvement in product innovation and strategy.

**Prerequisites:** grad st.**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 766 Marketing for Nonprofit Organizations**

3 cr. Graduate.

Explores ways in which non-business organizations such as hospitals, quasi-governmental agencies and educational institutions utilize marketing concepts and techniques in fulfilling their objectives.

**Prerequisites:** grad st.**Last Taught:** Spring 2024, Spring 2022, Spring 2020, Spring 2018.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 767 Ideas and Applications of AI and Data Science in Different Fields**

3 cr. Graduate.

Introduction to the core areas and concepts of Data Science and AI. It also includes a project intended to give hands-on experience in solving real-world problems using Data Science and AI methods.

**Prerequisites:** graduate standing.**Course Rules:** Not open for credit to students with credit in BUS ADM 795 with the same topic.**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 768 Marketing Management**

3 cr. Graduate.

Study and application of the concepts, tools and analyses that underlie strategic marketing decisions.

**Prerequisites:** grad st.**Last Taught:** Fall 2013, Fall 2011, Fall 2009, Fall 2007.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 769 Database Marketing**

3 cr. Graduate.

Introduction to using and analyzing data on current and prospective customers to increase sales, customer acquisition, and customer retention.

**Prerequisites:** grad st; BusMgmt 709(C) or cons instr**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 771 Investments**

3 cr. Graduate.

Financial asset pricing; selection of stocks, bonds, convertible securities, and warrants; risk and return modeling; applied statistical tools, including time series analysis, regression, optimization; single and multifactor models; investment simulation; statistical security valuation methods.

**Prerequisites:** graduate standing; BUSMGMT 705(P) and BUSMGMT 709(P).**Last Taught:** Spring 2025, Fall 2024, Spring 2024, Fall 2023.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 772 Portfolio Management**

3 cr. Graduate.

Study of dynamic process that periodically matches investors' goals, objectives, and strategies with market expectations through portfolio construction and revision. Covers asset allocation, return optimization, and management of various asset types.

**Prerequisites:** grad st; Bus Adm 771 (P).**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 773 Options And Futures**

3 cr. Graduate.

Pricing theories and models for options and futures contracts and their application to investment hedging, arbitrage, and portfolio management. Covers equity, fixed income, commodity, and currency options and futures.

**Prerequisites:** grad st; Bus Adm 771 (P).**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 774 Global Financial Management**

3 cr. Graduate.

Analysis of financial problems corporations face when operating in an international environment. Emphasis on management of foreign exchange risk.

**Prerequisites:** grad st; Bus Mgmt 705(P).**Last Taught:** Spring 2025, Spring 2023, Spring 2021, Spring 2019.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 775 Financial Strategy**

3 cr. Graduate.

Application of financial theory to corporate strategic planning. Working capital management, capital budgeting, capital structure, dividend policy, global finance, and mergers and acquisitions.

**Prerequisites:** grad st; BusMgmt 705(P) & BusMgmt 709(P).**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 777 Advanced Corporate Finance**

3 cr. Graduate.

Critical examination and evaluation of modern corporate finance theory. Market efficiency, corporate investment decisions, capital structure, financing vehicles, risk management, corporate restructuring, and governance.

**Prerequisites:** grad st; Bus Adm 771 (P), 775(P).**Last Taught:** Spring 2009, Spring 2007, Spring 2005, Spring 2002.**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 778 Financial Institutions and Markets**

3 cr. Graduate.

Application of finance theory to financial management of firms including commercial banks, insurance companies, pension funds, mutual funds, and securities firms.

**Prerequisites:** grad st; BusMgmt 705(P).**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 779 Fixed Income Securities**

3 cr. Graduate.

Examination of the pricing and features of modern fixed income securities including treasuries, municipals, mortgage-backed, callable and puttable bonds, convertibles, and interest rate swaps.

**Prerequisites:** grad st; Bus Adm 771.**Last Taught:** Spring 2024, Spring 2022, Spring 2020, Spring 2018.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 781 Enabling Supply Chains Using SAP**

3 cr. Graduate.

Strategic perspectives on the role of information technology as an enabler of the supply chain processes. Hands-on use of enterprise resource planning (ERP) software.

**Prerequisites:** graduate standing and BUSMGMT 711(P).**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 782 Supply Chain Technology and Simulation**

3 cr. Graduate.

Manufacturing innovations (e.g., lean manufacturing), manufacturing information systems, simulation-based technology development and prototyping, manufacturing systems design and simulation.

**Prerequisites:** grad st; BusMgmt 711(P).**Last Taught:** Spring 2023, Spring 2022, Spring 2021, Spring 2020.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 783 Modeling and Analytics in Supply Chains**

3 cr. Graduate.

Basic concepts and strategies in Supply Chain Management including strategic, tactical, and operational issues of SCM; the integration of various SCM entities; Industry 4.0; and risk assessment. Use of Excel for data analytics.

**Prerequisites:** graduate standing and BUSMGMT 711(P).**Last Taught:** Fall 2024, Spring 2024, Fall 2023, Fall 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 785 Project Management and Innovative Operations**

3 cr. Graduate.

Management of innovative business projects, including multi-tier contracting, cpm/pert, virtual manufacturing, quality targeting and pursuit, and global operations.

**Prerequisites:** grad st; BusMgmt 711(P) & Bus Adm 782(C).**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 786 Supply Chain Logistics Management**

3 cr. Graduate.

Strategic perspectives on logistics management concepts, issues, and models. Topics include logistics information systems, inventory management, transportation methods, packaging, warehousing, and global issues.

**Prerequisites:** grad st; BusMgmt 711(P)**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 787 Managing Connected Supply Chains**

3 cr. Graduate.

Issues managing a connected supply chain including integrating the supply chain into a single defined system sharing data, insights and benefits using cloud-based technologies, and AI.

**Prerequisites:** graduate standing.**Last Taught:** Spring 2025, Spring 2024, Fall 2023.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 788 Tracking and Tracing**

1 cr. Graduate.

Open and secure symbology standards for shipping label barcodes. Digital methods to track shipments in a supply chain including barcodes, radio frequency identifiers (RFIDs), and the Internet of Things (IoT). Use of blockchain-based distributed ledgers.

**Last Taught:** Fall 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 789 Service Operations Management**

3 cr. Graduate.

Design and deliver services, analyze and monitor service performance, develop service level agreements, and sustain service excellence. Key challenges and risks in service delivery will also be identified.

**Prerequisites:** graduate standing.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 791 Finance Internship**

3 cr. Graduate.

A defined work period addressing finance in a corporate, government, or management consulting environment.

**Prerequisites:** graduate standing and written consent of instructor.**Course Rules:** Repeatable to 9 cr max.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 792 Digital Supply Chain Management Internship**

3 cr. Graduate.

A defined work period addressing digital supply chain management in a corporate, government, or management consulting environment.

**Prerequisites:** graduate standing and written consent of instructor.**Course Rules:** Repeatable to 9 cr max.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 793 Marketing Internship**

3 cr. Graduate.

A defined work period addressing marketing in a corporate, government, or management consulting environment.

**Prerequisites:** graduate standing and written consent of instructor.**Course Rules:** Repeatable to 9 cr max.**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 794 Enterprise Integration:**

1 cr. Graduate.

Knowledge and skills important for effective integration and management of organizations across technical and business functions, and national and cultural boundaries. Topics vary and may include methods for quality improvement, management communications, business ethics, organizational leadership, etc.

**Prerequisites:** grad st in Bus Adm or prior approval of Bus Adm graduate prog services office.

**Last Taught:** Summer 2019, Summer 2018, Spring 2004, Spring 2003.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 795 Seminar-in-Management:**

1-3 cr. Graduate.

Intensive and critical examination of a specific management problem area or a related research question. Specific topic and additional prerequisites may appear in the schedule of classes each semester.

**Prerequisites:** grad st; appropriate management science core courses or cons instr.

**Course Rules:** Repeatable with change in topic.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 797 Management Project**

2-4 cr. Graduate.

Investigation of an actual management problem or another substantive question in an allied discipline presented, for example, in the form of a business report or professional paper.

**Prerequisites:** grad st; cons instr.

**Course Rules:** May be retaken with change in topic with cons appropriate Lubar School of Business prog committee.

**Last Taught:** Fall 2017, Summer 2015, Summer 2013, Summer 2012.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 798 Strategic Planning in Public and Nonprofit Sectors**

3 cr. Graduate.

Focuses on effective designs for strategic planning processes and assessment of external environmental and internal organizational characteristics, design, and evaluation of strategies.

**Prerequisites:** grad st.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 799 Reading and Research**

1-12 cr. Graduate.

Individual work suited to the needs of graduate students.

**Prerequisites:** grad st; cons instr.

**Course Rules:** May be retaken with change in topic with cons appropriate Lubar School of Business prog committee.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 800 Managing Global Organizations**

3 cr. Graduate.

Theories, information, and research pertaining to management of international business including selected aspects of foreign investment decision, strategy development, organization and control of multinational operations.

**Prerequisites:** grad st.

**Last Taught:** Fall 2012, Fall 2010, Fall 2009, Fall 2008.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 806 International Marketing**

3 cr. Graduate.

Examines international market development including determining objectives, evaluating market opportunities, entry strategies, and marketing mix in the international environment.

**Prerequisites:** grad st.

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 807 Seminar in International Business:**

3 cr. Graduate.

Topics limited to the areas of international business. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.

**Prerequisites:** grad st.

**Course Rules:** May be repeated w/ chg in topic to 6 cr max.

**Last Taught:** Fall 2011, Fall 2009, Fall 2007.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 809 International Business Strategy**

3 cr. Graduate.

Examines the strategic planning and action of international firms from the perspective of corporate headquarters.

**Prerequisites:** grad st; Bus Adm 800(P) & 806(P), or cons instr.

**Last Taught:** Spring 2013, Spring 2011, Spring 2009, Spring 2007.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 810 Development of Web-Based Solutions**

3 cr. Graduate.

Web development for eBusiness, web development tools and methodologies, web services, content management, developing database-driven web applications, mobile applications, and Web 2.0 technologies.

**Prerequisites:** graduate standing.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 811 Business Process Configuration using ERP**

3 cr. Graduate.

Business process modeling and design, process optimization, inter/intra organization process integration, process re-engineering and continuous process improvement, process execution and process implementation using ERP.

**Prerequisites:** graduate standing and BUSMGMT 732(P).

**Last Taught:** Spring 2025, Spring 2024, Fall 2023, Spring 2023.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 812 Machine Learning for Business**

3 cr. Graduate.

Machine learning for business insights; clustering and predictive analytics; linear regression, nearest neighbor, decision trees, support vector machines, random forests, ensemble learning, recommender systems; applications in business.

**Prerequisites:** graduate standing.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 813 Social Media Analytics for Business**

3 cr. Graduate.

Online social network analysis and social media mining techniques for business development; data processing, metrics creation, and exploratory analysis applied to social media mining.

**Prerequisites:** graduate standing.**Last Taught:** Spring 2025, Fall 2024, Spring 2024, Fall 2023.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 814 Enterprise Knowledge & Semantic Management**

3 cr. Graduate.

Managing knowledge in business enterprises including acquisition, repository creation, dissemination; organizational learning, developing enterprise ontology, collaboration management and e-collaboration; developing intelligent agents and recommendation systems.

**Prerequisites:** grad st.**Last Taught:** Fall 2018, Fall 2016, Fall 2013, Spring 2012.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 816 Business Intelligence Technologies & Solutions**

3 cr. Graduate.

Develop business intelligence (BI) solutions using data warehousing, OLAP, and data mining technologies. Students will use SAP Analytics and other tools for implementing BI solutions.

**Prerequisites:** grad st**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 817 Connected Systems for Business**

3 cr. Graduate.

Overview of connected systems, including cloud computing and IoT. Design and develop technology infrastructure for business applications. Infrastructure management strategies, security, reliability, and performance considerations.

**Prerequisites:** graduate standing.**Last Taught:** Summer 2023, Summer 2022, Fall 2020, Fall 2019.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 818 Information Systems Practicum**

3 cr. Graduate.

Team project to build a working prototype system to address specific client need. This involves need assessment, market research, requirement specification, system design and building.

**Prerequisites:** grad st; Bus Adm 747(P); cons instr**Last Taught:** Spring 2016, Fall 2014.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 819 Information Technology Management Internship**

3 cr. Graduate.

A defined work period addressing information systems in a corporate, government, or management consulting environment.

**Prerequisites:** graduate standing and written consent of instructor.**Course Rules:** Repeatable to 9 cr max.**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Summer 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 820 Tax Research, Practice, and Procedure**

3 cr. Graduate.

Methodology of federal tax research, including computerized research. Organization of and practice before the IRS. Audits, deficiencies, assessment and collection. Preparer penalties. Ethical responsibilities.

**Prerequisites:** grad st; Bus Adm 405(P).**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 821 Advanced Taxation**

3 cr. Graduate.

Advanced tax topics regarding business, individual and entity taxation.

**Prerequisites:** grad st; Bus Adm 406(P).**Last Taught:** Summer 2025, Fall 2024, Summer 2024, Fall 2023.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 823 Corporate Income Taxation**

3 cr. Graduate.

Tax issues associated with formation, operations, liquidation and reorganization of regular corporations. Introduction to consolidated returns.

**Prerequisites:** grad st; Bus Adm 406(P)**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 826 Tax Planning for Individuals**

3 cr. Graduate.

Advanced tax issues and planning opportunities for individuals.

Introduction to the taxation of trusts and estates, as well as estate and gift tax issues.

**Prerequisites:** grad st; Bus Adm 406(P)**Last Taught:** Fall 2023, Fall 2022, Fall 2021, Fall 2020.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 827 Taxes and Business Strategy**

3 cr. Graduate.

Comprehensive examination of tax planning issues associated with choice of entity, start-ups, purchase or sale of business, compensation, and financing options. Business succession planning.

**Prerequisites:** grad st; Bus Adm 406(P)**Last Taught:** Spring 2014, Spring 2013, Spring 2012, Spring 2011.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 828 Taxation of Partnerships, S Corporations, and LLCs**

3 cr. Graduate.

Tax issues associated with formation, operation, and dissolution of partnerships. Subchapter S corporations, and limited liability companies. Sale of ownership interests.

**Prerequisites:** grad st; Bus Adm 406(P)**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 829 Executive Compensation and Benefits**

3 cr. Graduate.

Tax issues associated with different methods of compensating executives and other employees.

**Prerequisites:** grad st; Bus Adm 406(P)**Last Taught:** Summer 2010, Summer 2009, Summer 2008, Summer 2007.**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 831 Multistate Income Taxation**

3 cr. Graduate.

State taxation of income derived by corporations, flow through entities, and individuals from interstate business and investment activity.

**Prerequisites:** grad st.

**Last Taught:** Spring 2017, Spring 2016, Spring 2015, Spring 2014.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 832 Property Taxation**

3 cr. Graduate.

Basic and advanced topics in state and local property taxes, with an emphasis on issues commonly encountered by multistate businesses.

**Prerequisites:** grad st.

**Last Taught:** Fall 2016, Fall 2015, Fall 2014, Fall 2013.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 834 International Taxation**

3 cr. Graduate.

U.S. taxation of income derived by corporations, flow-through entities, and individuals from both outbound and inbound business and investment activity.

**Prerequisites:** grad st; Bus Adm 406(P)

**Last Taught:** Fall 2015, Fall 2014, Fall 2013, Fall 2012.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 837 Sales and Use Taxation**

3 cr. Graduate.

Basic and advanced topics in state and local sales and use taxes, with an emphasis on the treatment of transactions commonly encountered by multistate businesses.

**Prerequisites:** grad st.

**Last Taught:** Fall 2017, Fall 2016, Fall 2015, Fall 2014.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 838 Managing State and Local Audits**

3 cr. Graduate.

Practical insights into managing the problems encountered in state and local income, sales and use, and property tax audits.

**Prerequisites:** grad st.

**Last Taught:** Spring 2017, Spring 2016, Spring 2015, Spring 2014.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 839 Topics in Taxation:**

3 cr. Graduate.

The topics are limited to the area of taxation.

**Prerequisites:** graduate standing and BUS ADM 406(P).

**Course Rules:** May be repeated with change in topic to max of 6 cr.

**Last Taught:** Fall 2004, Spring 2004.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 840 Current Issues in Financial Reporting**

3 cr. Graduate.

Discusses valuation and financial reporting of complex accounting topics such as derivatives, fair value, hedging, foreign currency, International Financial Reporting Standards, among others.

**Prerequisites:** graduate standing, BUS ADM 722(P) or BUS ADM 402(P).

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 841 Financial Statement Analysis**

3 cr. Graduate.

Implications of alternative financial accounting methods for analysis and decision-making. New financial transactions. Understanding the motivations for, and results of, financial engineering.

**Prerequisites:** grad st; Bus Adm 722 (C) or 402(P)

**Last Taught:** Fall 2025, Spring 2025, Spring 2024, Spring 2023.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 844 Advanced Audit and Assurance**

3 cr. Graduate.

An in-depth study of professional auditing standards. Emphasis on the integrated audit, practical application of technological innovations, and statistical sampling.

**Prerequisites:** graduate standing; BUS ADM 409(P) or BUS ADM 728(P).

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 846 Advanced Analytics in Accounting**

3 cr. Graduate.

Study of accounting-based datasets and data analysis tools that allow management and auditors to gain insights and make better decisions.

**Prerequisites:** graduate standing; BUS ADM 408(P); BUS ADM 409(P) or BUS ADM 728(P).

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 849 Accounting Internship**

1-3 cr. Graduate.

A defined work period in an accounting firm, corporation, or governmental agency.

**Prerequisites:** grad st; writ cons instr.

**Last Taught:** Summer 2023, Spring 2018, Fall 2017, Spring 2017.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 851 Global Investments**

3 cr. Graduate.

Introduce market structure, institutions, regulations, instruments, and innovations in global investments. Focus on management of foreign currency risk and performance of global investment portfolios.

**Prerequisites:** grad st; Bus Adm 771(P).

**Last Taught:** Spring 2024, Spring 2023, Spring 2022, Spring 2021.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 852 Venture Finance**

3 cr. Graduate.

Examine private equity industry, venture and buyout fund. Focus on the interaction of major parties, general partners, limited partners and portfolio firms.

**Prerequisites:** grad st; Bus Adm 705(P).

**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 853 Financial Modeling**

3 cr. Graduate.

Development and advanced application of computer-based financial models including pricing of exotic derivative securities.

**Prerequisites:** grad st; Bus Adm 771(P).

**Last Taught:** Spring 2025, Spring 2024, Spring 2023, Spring 2022.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 888 Candidate for Degree**

0 cr. Graduate.

Available for graduate students who must meet minimum credit load requirement.

**Prerequisites:** graduate standing.**Course Rules:** Fee for 1 cr assessed; unit does not count towards credit load for Fin Aid. Repeatable. Satisfactory/Unsatisfactory only.**Last Taught:** Summer 2022, Spring 2022, Fall 2021, Fall 2020.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 894 Internet Marketing**

3 cr. Graduate.

Introduction to the principles of internet marketing, types of products that can be marketed online, communication strategies, selling strategies, and pricing strategies.

**Prerequisites:** grad st.**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 895 Strategic Marketing Issues in eBusiness**

3 cr. Graduate.

Online branding, internet pricing and promotion strategy, managing channel conflict, online competitive strategy, synergies between traditional and online operations, and other topical issues.

**Prerequisites:** grad st.**Last Taught:** Spring 2012, Spring 2010, Spring 2008, Spring 2006.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 899 Management Research Project/Thesis**

1-6 cr. Graduate.

Original analysis of a management problem. Involves the application of the elements of scientific inquiry in the context of a contemporary problem.

**Prerequisites:** grad st; cons instr.**Last Taught:** Spring 2025, Spring 2024, Spring 2017, Fall 2016.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 900 Doctoral Orientation to Teaching and Research**

1 cr. Graduate.

Introduces doctoral students to academic careers and research management. Focuses on research approaches, research management in private and public organizations, and teaching responsibilities in higher education.

**Prerequisites:** grad st.**Last Taught:** Fall 2025, Fall 2024, Fall 2023, Fall 2022.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 914 Advanced Multivariate Techniques in Management Research**

3 cr. Graduate.

Analysis of management problems using multivariate methods including logistic regression, structural equations, scale reliability measures, simultaneous inference, observational study corrections, and multidimensional scaling.

**Prerequisites:** grad st; Bus Adm 714(P) and 754(P).**Last Taught:** Spring 2020, Spring 2019, Spring 2016, Spring 2015.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 916 Advanced Operations Research Models**

3 cr. Graduate.

Formulation and solution of operations research models with emphasis on models having a probabilistic structure.

**Prerequisites:** grad st; Bus Adm 754(P) or cons of instr.**Last Taught:** Spring 2020, Spring 2015, Fall 1996, Spring 1994.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 918 Doctoral Seminar in Behavioral Research Methods in Management**

3 cr. Graduate.

Selected advanced topics in behavioral research methods.

**Prerequisites:** grad st; Bus Adm 709 or 754.**Last Taught:** Spring 2019, Spring 2017, Spring 2015, Spring 2013.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 980 Accounting Doctoral Seminar I:**

3 cr. Graduate.

Selected topics focusing on accounting research. Specific topics and any additional prerequisites will be announced in the Schedule of Classes each time the course is offered.

**Prerequisites:** grad st.**Course Rules:** Retakeable w/ chg in topic to 9 cr max.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 981 Accounting Doctoral Seminar II:**

3 cr. Graduate.

Selected advanced topics focusing on theoretical foundations of accounting and empirical testing of such theories. Specific topics and any additional prerequisites will be announced in the Schedule of Classes each time the course is offered.

**Prerequisites:** grad st.**Course Rules:** Retakeable w/ chg in topic to 9 cr max.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 983 Supply Chain and Operations Management Doctoral Seminar I:**

3 cr. Graduate.

Selected topics focusing on supply chain and operations management. Includes analysis of key research, develop abilities related to research ideas, and execute empirical or analytical study to develop full research paper.

**Prerequisites:** grad st.**Course Rules:** Retakeable with change in topic to max of 9 cr.**Last Taught:** Fall 2019, Fall 2018, Fall 2014.**Current Offerings:** <https://catalog.uwm.edu/course-search/>**BUS ADM 984 Finance Doctoral Seminar I:**

3 cr. Graduate.

Selected topics focusing on theoretical foundations of corporate finance and investments, and on testing such theories. Topics &amp; prerequisites announced each time course is offered.

**Prerequisites:** grad st.**Course Rules:** Retakable with change in topic to max of 9 cr.**Last Taught:** Fall 2022, Summer 2022, Fall 2019, Fall 2018.**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 990 Doctoral Seminar in Strategic Management:**

3 cr. Graduate.

Selected advanced topics in strategic management. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.

**Prerequisites:** grad st.

**Course Rules:** May be repeated w/ chg in topic to a 9 cr max.

**Last Taught:** Fall 2025, Spring 2016, Fall 2015, Fall 2011.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 991 MIS Doctoral Seminar II:**

3 cr. Graduate.

Selected advanced topics in management information systems. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.

**Prerequisites:** grad st.

**Course Rules:** May be repeated w/ chg in topic to a 9 cr max.

**Last Taught:** Spring 2021, Spring 2020, Spring 2019, Spring 2018.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 992 Doctoral Seminar in Marketing:**

3 cr. Graduate.

Selected advanced topics in marketing. Specific topics and any additional prerequisites will be announced in the Schedule of Classes each time the course is offered.

**Prerequisites:** graduate standing.

**Course Rules:** Retakeable with change in topic to 12 cr max.

**Last Taught:** Spring 2025, Fall 2021, Spring 2021, Fall 2019.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 993 Supply Chain & Operations Management Doctoral Seminar II**

3 cr. Graduate.

Selected advanced topics in supply chain and operations management. Specific topics and any additional prerequisites will be announced in the schedule of classes each time the course is offered.

**Prerequisites:** grad st

**Course Rules:** Retakeable with change in topic to 9 cr max.

**Last Taught:** Spring 2019, Spring 2018, Fall 2017, Fall 2016.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 994 Finance Doctoral Seminar II:**

3 cr. Graduate.

Selected advanced topics in finance. Specific topics and any additional prerequisites will be announced in the schedule of classes each time the course is offered.

**Prerequisites:** grad st.

**Course Rules:** Retakeable with change in topic to max of 9 cr.

**Last Taught:** Fall 2024, Spring 2024, Spring 2023, Spring 2019.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 995 Doctoral Seminar in Decision Sciences:**

3 cr. Graduate.

Selected advanced topics in multi-disciplinary and methodological issues in management science. Specific topics and any additional prereqs will be announced in the schedule of classes each time the course is offered.

**Prerequisites:** grad st; Bus Adm 709 or 754.

**Course Rules:** Retakeable with change in topic to max of 9 cr.

**Last Taught:** Fall 2025, Fall 2023, Spring 2021, Spring 2020.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 996 Doctoral Seminar in Organizations:**

3 cr. Graduate.

Selected advanced topics in organizations. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.

**Prerequisites:** graduate standing.

**Course Rules:** Retakeable with change in topic to 9 cr max.

**Last Taught:** Fall 2024, Spring 2024, Fall 2022, Fall 2021.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 997 Doctoral Dissertation**

1-12 cr. Graduate.

**Prerequisites:** dissertator st; cons instr.

**Last Taught:** Fall 2025, Summer 2025, Spring 2025, Fall 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 998 MIS Doctoral Seminar I:**

3 cr. Graduate.

Selected advanced topics in management information systems. Specific topics and any additional prerequisites will be announced in the Timetable each time the course is offered.

**Prerequisites:** grad st.

**Course Rules:** Retakeable w/ chg in topic to 9 cr max.

**Last Taught:** Spring 2024, Fall 2023, Fall 2021, Fall 2020.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>

**BUS ADM 999 Independent Work**

1-3 cr. Graduate.

**Prerequisites:** grad st; cons instr.

**Last Taught:** Fall 2025, Spring 2025, Fall 2024, Spring 2024.

**Current Offerings:** <https://catalog.uwm.edu/course-search/>