



# University of Connecticut School of Business

## Course Catalog Summer 2009 (See back for course descriptions)

### Business Minor Courses

Storrs Campus • Stamford Campus • Waterbury Campus • Hartford Campus

	Campus	Course Information
<b>May Term</b>	Storrs:	BADM 3720 Business Law (D'Angelis): Monday - Friday, 9:00am - 12:00pm BUSN202 BADM 3750 Marketing (Kareklas): Monday - Friday 1:00pm - 4:00pm BUSN226
<b>Summer Session One</b>	Storrs:	BADM 3710 Accounting (Prelle): Monday & Wednesday, 5:30pm - 8:45pm BUSN218 BADM 3720 Business Law (Spurling): Tuesday & Thursday, 5:00pm - 8:15pm BUSN127 BADM 3730 Finance (Padmanabhan): Monday & Wed., 1:00pm - 4:15pm BUSN226 BADM 3760 Information Systems (Tian): online except for orientation and exams
	Hartford:	BADM 3710 Accounting (Seow): Tuesday & Thursday, 5:30pm - 8:45pm
	Waterbury:	BADM 3720 Business Law (Cremins): Tuesday & Thursday, 6:00pm - 9:15pm WTBY207
	Stamford:	BADM 3720 Business Law (Carrafiello): Tuesday & Thursday, 5:30pm - 8:45pm DWTN129
<b>Summer Session Two</b>	Storrs:	BADM 3710 Accounting (Savidge): Tuesday & Thursday, 5:30pm - 8:45pm BUSN204 BADM 3730 Finance (Chigurupati): Monday & Wednesday, 5:00pm - 8:15pm BUSN203 BADM 3750 Marketing (Wei Chen): see department BADM 3760 Information Systems (Bragin): online except for orientation and exams
	Stamford:	BADM 3710 Accounting (Bittner): Monday & Wednesday, 5:30pm - 8:45pm DWTN258
	Waterbury:	BADM 3710 Accounting (Ramunni): Tuesday & Thursday, 9:00am - 12:15pm WTBY333

### Summer Session Dates

- May Term: 11 May - 29 May
- Summer Session I: 1 June - 10 July
- Summer Session II: 13 July - 21 August

**Course Number—Course Name;**  
*Campus*  
Description. *Pre-requisites.* (units)

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### MAY TERM

**BADM3720 - The Legal and Ethical Environment of Business; Storrs**

The meaning of law and the structure of the American legal system are studied with a view toward the impact of law upon the operation of American business. Key philosophies of ethics and social responsibility are examined through the lens of stakeholder analysis and other analytical tools. Major aspects of government regulation of business such as products liability, securities regulation, worker protection, and intellectual property issues are also explored. Also examines fiduciary duty and tort liability. *Open to juniors or higher. Not open to students who have passed or are taking BLAW 3175.* (3)

**BADM3750 - Intro to Marketing Management; Storrs**

An introduction to the marketing system, its foundations and institutions. Students are exposed to product, promotion, price, and distribution decision areas, strategic alliances, relationship marketing, and total marketing quality. *ACCT 2001; ECON 1200 or both ECON 1201 & 1202; MATH 1070 or 1071 or 1120 or 1121 or 1131 or 1151; STAT 1000 or 1100 or 3025; open to juniors or higher. Not open to students who have passed or are taking MKTG 3101, BADM 3625, 3753 or 3757.* (3)

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### SUMMER SESSION I

**BADM3710 - Principals of Managerial Accounting; Hartford, Storrs**

A survey of internal reports to managers for use in planning and controlling operating systems, for use in decision-making, formulating major plans and policies, and for costing products for inventory valuation and income determination. *ACCT 2001; open to juniors or higher; not open to students who have passed or are taking ACCT 2101.* (3)

**BADM3720 - The Legal and Ethical Environment of Business; Stamford, Storrs, Waterbury**

The meaning of law and the structure of the American legal system are studied with a view toward the impact of law upon the operation of American business. Key philosophies of ethics and social responsibility are examined through the lens of stakeholder analysis and other analytical tools. Major aspects of government regulation of business such as products liability, securities regulation, worker protection, and intellectual property issues are also explored. Also examines fiduciary duty and tort liability. *Open to juniors or higher. Not open to students who have passed or are taking BLAW 3175.* (3)

**BADM3730 - Financial Management; Storrs**

An introductory examination of how a business plans its needs for funds, raises the necessary funds, and invests them to attain its goals. *BADM 3710 or ACCT 2101, which may be taken concurrently; ECON 1200 or both ECON 1201 and 1202; MATH 1070; STAT 1000 or 1100; open to juniors or higher. Not open to students who have passed or are taking FNCE 3101.* (3)

**BADM3760 - Business Information Systems; Storrs**

An introduction to the information needs of managers, the structure of the information systems required to fill these needs, systems development, and business computing technology. Also covers selected management applications within the major business functions. *Open to juniors or higher. Not open to students who have passed or are taking OPIM 3103.* (3)

### SUMMER SESSION II

**BADM3710 - Principals of Managerial Accounting; Stamford, Storrs, Waterbury**

A survey of internal reports to managers for use in planning and controlling operating systems, for use in decision-making, formulating major plans and policies, and for costing products for

determination. *ACCT 2001; juniors or higher; not open to students who have passed or are taking ACCT 2101.* (3)

**BADM3730 - Financial Management; Storrs**

An introductory examination of how a business plans its needs for funds, raises the necessary funds, and invests them to attain its goals. *BADM 3710 or ACCT 2101, which may be taken concurrently; ECON 1200 or both ECON 1201 and 1202; MATH 1070; STAT 1000 or 1100; open to juniors or higher. Not open to students who have passed or are taking FNCE 3101.* (3)

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An introduction to the marketing system, its foundations and institutions. Students are exposed to product, promotion, price, and distribution decision areas, strategic alliances, relationship marketing, and total marketing quality. *ACCT 2001; ECON 1200 or both ECON 1201 & 1202; MATH 1070 or 1071 or 1120 or 1121 or 1131 or 1151; STAT 1000 or 1100 or 3025; open to juniors or higher. Not open to students who have passed or are taking MKTG 3101, BADM 3625, 3753 or 3757.* (3)

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