

## FALL 2009: CLASS VISITATION SCHEDULE

Wharton does not hold lectures on Fridays; therefore there are NO Wharton classes available for visitation on Fridays. You do not need to make an appointment or get permission to visit these classes as they have already been approved by the faculty member.

- **As a courtesy to faculty members, do not attend classes that are not on this list.**
- Visitors are not permitted to enter a class if the lecture has started.
- Please introduce yourself to the faculty member before the course begins.
- Please do not eat in classrooms.
- Please select a seat near the door of the lecture if you do not plan on remaining for the entire class period.
- **Prospective students must allow current students to be seated first.**
- **If class attendance is heavy and space limited, parents should not sit in on the class.**
- **Visitors in the classroom are expected to be silent observers unless otherwise directed by the professor.**

*JMHH:* indicates Jon M. Huntsman Hall, 3730 Locust Walk (or 3730 Walnut Street, building spans the block).  
*SHDH:* indicates Steinberg Hall – Dietrich Hall, 3620 Locust Walk

### MONDAY

TIME	COURSE	SECTION	ROOM #	INSTRUCTOR
9 – 10:30am	LGST 101	001	JMHH F65	FORER
10:30am – Noon	LGST 210	001	JMHH F45	RADIN
	MGMT 101	001	SHDH 350	ROSENKOPF
	OPIM 101	001	JMHH F95	HITT/CLEMONS
Noon – 1:30pm	BPUB 250	001	JMHH 360	MITCHELL/DOHERTY
1:30 – 3pm	LGST 101	009	JMHH F55	ZARING
	MGMT 101	003	SHDH 350	ROSENKOPF
3-4:30pm	BPUB 250	002	JMHH 270	MITCHELL/DOHERTY
4:30 – 6pm	MKTG 101	002	JMHH G06	NIEDERMEIER

## TUESDAY

TIME	COURSE	SECTION	ROOM #	INSTRUCTOR
9 - 10:30am	FNCE 101	001	JMHH F95	DROZD
	MGMT 100	001	JMHH 255	GREENHALGH
10:30am – Noon	FNCE 101	002	JMHH F95	DROZD
Noon – 1:30pm	HCMG 101	001	JMHH G06	POLSKY
	MGMT 100	005	JMHH 250	MAXWELL
1:30 – 3pm	LGST 210	005	JMHH F36	STRUDLER

## WEDNESDAY

TIME	COURSE	SECTION	ROOM #	INSTRUCTOR
9 – 10:30am				
	LGST 101	001	JMHH F65	FORER
10:30am - Noon				
	LGST 210	001	JMHH F45	RADIN
	OPIM 101	001	JMHH F95	HITT/CLEMONS
Noon – 1:30pm	BPUB 250	001	JMHH 360	MITCHELL/DOHERTY
1:30 – 3pm	LGST 101	009	JMHH F55	ZARING
3-4:30pm	BPUB 250	002	JMHH 270	MITCHELL/DOHERTY

## THURSDAY

TIME	COURSE	SECTION	ROOM #	INSTRUCTOR
9 - 10:30am	FNCE 101	001	JMHH F95	DROZD
	MGMT 100	001	JMHH 255	GREENHALGH
10:30am - Noon	FNCE 101	002	JMHH F95	DROZD
Noon - 1:30pm	HCMG 101	001	JMHH G06	POLSKY
	MGMT 100	005	JMHH 250	MAXWELL
1:30 - 3pm	LGST 210	005	JMHH F36	STRUDLER

### **BPUB 250: MANAGERIAL ECONOMICS**

This course provides students with a basic understanding of how the law and the political process affect business strategy and decision making. Topics include how market infrastructures affect business strategy, with special emphasis on differences among countries. The uses of political and legal processes for competitive advantage (or avoiding disadvantage) are emphasized. The course presents broadly applicable frameworks that will help students to manage and advise clients more effectively in a world heavily influenced by legal concerns and governmental forces.

### **FNCE 101: MONETARY ECONOMICS AND THE GLOBAL ECONOMY**

This is a course in macroeconomics and the global economic environment, including topics in international economics and the monetary and financial systems. The goal is to provide a coherent framework for understanding national and global events and policy, which govern the environment in which firms and financial markets operate. The course analyzes the determinants and behavior of employment, production, demand and profits; inflation, interest rates, asset prices, and wages; exchange rates and international flows of goods and assets. Particular attention is paid to the interaction of the real economy with monetary policy and financial markets. The analysis is applied throughout to current events, both in the US and abroad.

### **HCMG 101: HEALTH CARE SYSTEMS**

An overview of the health care system enabling the student to judge how it is responding to society's needs. The relationships between the health of a population and medical care use, legal and ethical implications, health care process, effects of changing organization and delivery, the financing of health care, resource allocation, and political considerations are some of the topics discussed.

### **LGST 101: INTRODUCTION TO LAW & LEGAL PROCESS**

This course presents law as an evolving social institution, with special emphasis on the legal regulation of business. It considers basic concepts of law and legal process, in the U.S. and other legal systems, and introduces the fundamentals of rigorous legal analysis. An in-depth examination of contract law is included.

## **LGST 210: CORPORATE RESPONSIBILITY AND ETHICS**

This course explores business responsibility from rival theoretical and managerial perspectives. Its focus includes theories of ethics and their application to case studies in business. Topics include moral issues in advertising and sales; hiring and promotion; financial management; corporate pollution; product safety; and decision-making across borders and cultures.

## **MGMT 100: LEADERSHIP & COMMUNICATION IN GROUPS**

As a Wharton undergraduate, you are in a position to become a future business leader. Management 100 is designed to increase your understanding of leadership and communication in teams and to help you build skills that are necessary for professional success. You will study literature on leadership, management communication, and group dynamics and also complete a field project, an integral part of the course. Your field project provides the context in which you will develop as a leader, practice communication skills, learn about the nature of group work, and enhance your sensitivity to community issues. Management 100 will enrich your Wharton experience by providing many opportunities for interaction with peers, advanced students, alumni, faculty and the community.

## **MGMT 101: INTRODUCTION TO MANAGEMENT**

This course addresses contemporary mgmt challenges stemming from changing organizational structures, complex environmental conditions, new technological developments and increasingly diverse workforces. It highlights critical mgmt issues involved in planning, organizing, controlling and leading and organization. This course will help you understand some of the issues involved in both managing and being managed and equip you to become more effective contributors to organizations that you join. Topics will include combinations of the following areas: organizational structure, organizational culture, strategy, interorganizational relationships, job design, groups, reward systems, work force composition, power and politics, social responsibility, organizational change, organizational decision-making, business history.

## **MKTG 101: INTRODUCTION TO MARKETING**

The objective of this course is to introduce students to the concepts, analysis, and activities that comprise marketing management, and to provide practice in assessing and solving marketing problems. The course is also a foundation for other Wharton courses, and for advanced electives in Marketing. Topics include marketing management, pricing, promotion, channels of distribution, sales force management, and competitive analysis.

## **OPIM 101: INTRODUCTION TO THE COMPUTER AS AN ANALYSIS TOOL**

Computers have become an essential tool in nearly all organizations; no management student's education is complete without acquiring knowledge about using computers to solve management problems. OPIM 101 provides a solid foundation in both computers and modeling for use in subsequent courses at Wharton as well as for the student's professional career. The course is intended to build student skill and comfort using the computer to solve problems, teach management software tools for course work and professional life, and provide an understanding of the role of computers in modern organizations. Topics include budgeting, analytical modeling, sensitivity analysis, database management, inventory control analysis, decision analysis, optimization, neural networks, genetic algorithms, and simulation.

## **OPIM 291: NEGOTIATIONS**

Negotiation is the art and the science of creating good agreements. This course develops managerial negotiation skills by mixing lectures and practice, using cases and exercises in which students negotiate with each other. The cases cover a wide range of problems and settings: one-shot deals between individuals, repeated negotiations, negotiations over several issues, negotiations among several parties (both within and between organizations), and cross-cultural issues.