

Course	PROC 5830: PRICING
Term	Summer, 2008
Instructor	Name: Greg Smith Phone: 314-221-2174 (cell) Email: gasmith2@olin.com
Catalog Description	The student reviews the competitive and financial environment related to price proposals utilizing the techniques of cost and price analysis, life-cycle costing, return on investment and cost-benefit analysis.
Prerequisites	Completion of PROC-5000. Basic college math skills and knowledge of statistical methodology. The ability to read, write and analyze problems at the graduate level.
Course Level Learning Outcomes	To understand the concepts of pricing and cost analysis and to be able to apply these concepts to the business.
Materials	Pricing- The Strategy and Tactics of Pricing, 4 th edition; Thomas T. Nagle, John E. Hogan, Pearson Education, Inc., ISBN #0-13-185677-4
Grading	Class Participation 20% Written Projects 80% The GRADUATE catalog provides these guidelines and grading options: <ul style="list-style-type: none"> • A/A- Superior graduate work • B+/B/B- Satisfactory graduate work • C Work that is barely adequate as graduate-level performance • CR Work that is performed as satisfactory graduate work (B- or better). A grade of "CR" is reserved for courses designated by a department, involving internships, a thesis, practicums, or specified courses. • F Work that is unsatisfactory • I Incomplete work • ZF An incomplete which was not completed within one year of the end of the course. ZF is treated the same as an F or NC for all cases involving G.P.A., academic warning, probation, and dismissal. • IP In progress • NR Not reported • W Withdrawn from the course

	<p>The UNDERGRADUATE catalog provides these guidelines and grading options:</p> <ul style="list-style-type: none"> • A, A- superior work in the opinion of the instructor • B+, B, B- good work in the opinion of the instructor • C+, C, C- satisfactory work in the opinion of the instructor • D+, D passing, but less than satisfactory work in the opinion of the instructor • I incomplete work in the opinion of the instructor • ZF An incomplete which was not completed within one year of the end of the course • F unsatisfactory work in the opinion of the instructor; no credit is granted • W withdrawn from the course • IP course in progress • NR not reported for the course • Z a temporary designation given by the registrar indicating that the final grade has not been submitted by the instructor. When the final grade is filed in the Office of the Registrar, that grade will replace the Z.
<p>Policy Statements: University Policies</p>	<p>University policies are provided in the current course catalog and course schedules. They are also available on the university website. This class is governed by the university’s published policies. The following policies are of particular interest:</p> <p>Academic Honesty The university is committed to high standards of academic honesty. Students will be held responsible for violations of these standards. Please refer to the university’s academic honesty policies for a definition of academic dishonesty and potential disciplinary actions associated with it.</p> <p>Drops and Withdrawals Please be aware that, should you choose to drop or withdraw from this course, the date on which you notify the university of your decision will determine the amount of tuition refund you receive. Please refer to the university policies on drops and withdrawals (published elsewhere) to find out what the deadlines are for dropping a course with a full refund and for withdrawing from a course with a partial refund.</p> <p>Special Services If you have registered as a student with a documented disability and are entitled to classroom or testing accommodations, please inform the instructor at the beginning of the course of the accommodations you will require in this class so that these can be provided.</p>

	<p>Disturbances Since every student is entitled to full participation in class without interruption, disruption of class by inconsiderate behavior is not acceptable. Students are expected to treat the instructor and other students with dignity and respect, especially in cases where a diversity of opinion arises. Students who engage in disruptive behavior are subject to disciplinary action, including removal from the course.</p> <p>Student Assignments Retained From time to time, student assignments or projects will be retained by The Department for the purpose of academic assessment. In every case, should the assignment or project be shared outside the academic Department, the student's name and all identifying information about that student will be redacted from the assignment or project.</p> <p>Contact Hours for this Course It is essential that all classes meet for the full instructional time as scheduled. A class cannot be shortened in length. If a class session is cancelled for any reason, it must be rescheduled.</p>
Course Policies	Two written projects will be due for submission at the mid-point of the semester (June 30, 2009) and at the end of the semester (July 28, 2009). Topics of papers will be discussed in the class.
Weekly Schedule	Week One: Introduction to Course and Chapters 1 & 2 Week Two: Chapters 3 & 4 Week Three: Chapters 5 & 6 Week Four: Chapters 7 & 8 Week Five: Chapters 9 & 10 Week Six: Chapters 11& 12 Week Seven: Chapters 13 & 14 Week Eight: Summary and Wrap-up.
Additional Information: Supplemental Readings	There will be some additional outside reading topics that are germane and timely to the class. Supplemental reading sources include <i>The Wall Street Journal</i> , <i>Fortune Magazine</i> and <i>Business Weekly</i> .