

FALL I & II, 2009

GRADUATE REGISTRATION AND COURSE SCHEDULES

Last Updated on: June 15, 2009

Fall I, 2009

REGISTRATION SCHEDULE

REGISTRATION PERIOD: **June 15–August 21**

CURRENTLY ENROLLED STUDENTS should register for courses with their academic advisor by week 8 of the Summer term. After registering, students must pay their tuition through the Finance office. Payments for the Fall I term will be accepted until **Friday, August 21** without penalty. Payments made after this date must be accompanied by a late fee of €80.

NEW STUDENTS should register for their courses with the graduate advisor after they have received their acceptance letters. After registering, new students must pay their tuition during WEEK 1 of the Fall I term in order to avoid a late registration fee. Payments made after **Friday, August 28** must be accompanied by a late fee of €80.

ADDING AND DROPPING COURSES:

Students may add courses in the first week of the term (subject to the instructors' approval) and/or drop courses in the first two weeks of the term without penalty. To do so, you must fill out an add or drop form and submit it to the graduate advisor by the following deadlines:

ADD DEADLINE: Monday, August 31.

Note: A request to add a course after missing the first class session must be approved by the instructor.

DROP DEADLINE: Friday, September 4.

Note: Students will receive a full refund for each course for which they submit a drop form by the above deadline.

WITHDRAWING FROM COURSES:

Students may withdraw from courses from the 3rd week of the term through the 6th week of the term, but you will receive only a partial refund or no refund at all in accordance with the refund schedule given in the Graduate Studies Catalog, on the Webster Vienna Web site <www.webster.ac.at>, and in the Webster Bulletin. To withdraw from a course, you must fill out a withdrawal form and submit it to the graduate advisor.

Note: Students who want to withdraw from a course after the 6th week of the term must obtain the approval of the academic director.

GRADUATE FEES:

These fees are applicable from Summer, 2009 to Spring II, 2010:

Application Fee	€ 40
Course Fee (3-credit course)	€1785
Late Registration Fee	€ 80
Graduation Fee	€ 100

Please Note...

- Class attendance at Webster is obligatory. You must attend the first class session of each of your courses to secure your place in the class. Instructors may refuse to allow students who miss the first class session to stay in their courses. If there is a waiting list for a course, students who do not attend the first class session may be dropped from the course.
- Read the syllabus for each of your courses and prepare the assignment for the first class session.
- Courses are offered for three credits unless otherwise specified.
- Registration and payment deadlines are subject to change.

Fall I, 2009

COURSE SCHEDULE

FIRST DAY OF CLASSES: **August 24**

LAST DAY OF CLASSES: **October 16**

MIDTERM EXAM SESSIONS: **September 19 – 20**

FINAL EXAM SESSIONS: **October 19 – 20**

Courses are listed alphabetically by course number

BUSINESS & MANAGEMENT

BUSN 5760/17 – APPLIED BUSINESS STATISTICS

Instructor: Mr. Ibrahim Wazir, M.A.

Meeting Time: Tuesday and Thursday, 6 – 8 p.m.

Class Limit: 20

Students examine the application of statistical analysis, hypothesis testing and regression analysis in business decision making. The course will focus on the utilization of statistical methods as applied to business problems and operations.

BUSN 6110/17 – OPERATIONS AND PROJECT MANAGEMENT

Instructor: Mr. Gordon van der Veen, M.A.

Meeting Time: Wednesday, 6 – 10 p.m.

Class Limit: 20

This course focuses on the major managerial issues in manufacturing and service management and the tools that are used. The major operational issues are the planning, designing, operating, monitoring and controlling of capacity and

production systems, inventory and supply chain management and customer relationship management. This course will also cover the technological and competitive forces driving businesses to eliminate white space, to redevelop themselves and to create new business models. Emphasis will be placed on understanding the applied business systems in operations management. Prerequisite: BUSN 5760.

FINC 5000/17 – FINANCE

Instructor: Dipl. Kfm. Norbert Wetzel, M.B.A.

Meeting Time: Friday, 6 – 10 p.m.

Class Limit: 20

The course offers an introduction into financial management by examining the general nature of financial management and by making students familiar with its basic concepts and analytical tools. Specific attention is given to financial institutions, financial statements, ratio analysis, the time value of money and capital budgeting, the valuation of financial assets, the fundamentals of modern portfolio theory including asset pricing, professional fund management and the management of personal finances. The course will also introduce students to corporate valuation and strategic financing decisions including capital structure decisions. Problem-solving methodology is used to illustrate the theories and tools in financial decision-making. Time will also be spent on the current financial crisis and its origin. Prerequisites: BUSN 5600 and BUSN 5760 (Note: BUSN 5200 may not be substituted for FINC 5000).

FINC 5830/17 – INSTITUTIONS AND FINANCIAL MARKETS

Instructor: Dr. Mehdi Ali

Meeting Time: Wednesday, 6 – 10 p.m.

Class Limit: 20

Students develop a unified framework for understanding financial intermediaries and markets. They examine the structure, regulation, and operation of banking and non-banking financial institutions; analyze how central bank operations affect financial institutions; and develop an understanding of money and capital markets, the flow of funds through the economy, and the role of financial and futures markets. Prerequisite: FINC 5000.

HRDV 5610/17 – TRAINING AND DEVELOPMENT

Instructor: Ms. Sanja Plavcic, M.A.

Meeting Time: Tuesday, 6 – 10 p.m.

NOTE: The first class-session for this course will be held on September 1. The make-up class will be arranged in class

Class Limit: 20

Rapid changes in technology and job design, along with the increasing importance of learning and knowledge based organizations, make training and development an increasingly important topic in human resources development. In this course, the student will learn how to 1) identify training and development needs assessments, 2) analyze tasks and jobs to determine training and development objectives, 3) create appropriate training objectives, 4) design effective training and development programs using different techniques or methods, 5) implement a variety of different training and development activities and 6) evaluate training and development programs.

INTB 5710/17 – CROSS-CULTURAL MANAGEMENT

Instructor: Ms. Elisabeth Cassels-Brown, M.A.

Meeting Time: Monday, 6 – 10 p.m.

Class Limit: 20

This course covers the main models of cultural dimensions, shows how these dimensions affect every aspect of business from strategic decision-making to communication in virtual teams, and gives students the opportunity to work on and develop their own personal cross-cultural competence. It is not only about understanding the differences but also about using the differences to create a more creative and flexible organization.

Teaching methods will vary from short lectures and discussion of case studies to group activities, role-plays and simulations. This course uses WebCT to intensify learning and to help students apply what they are learning in the classroom to their daily life.

MNGT 5500/17 – PROFESSIONAL SEMINARS: LEADERSHIP THROUGH PEOPLE SKILLS

Instructor: Mr. Christian Newman, M.S.e.

Meeting Time: Monday – Friday, 9 a.m. – 5 p.m., October 19 – 23

Class Limit: 20

This course introduces students to many of the basic principles of human behavior that effective leaders use when leading people and groups in organizations. These include theories relating to individual differences in abilities and attitudes, attribution, motivation, group dynamics, power and politics, conflict resolution, change, organizational culture, and organizational structure and design.

MNGT 5590/17 – ORGANIZATIONAL BEHAVIOR

Instructor: Dr. Arno Haslberger

Meeting Time: Monday, 6 – 10 p.m.

Class Limit: 20

This course focuses on theories and research on individual and collective behavior. Students will examine the need for individuals to identify, comprehend, and maximize various aspects of proactive leadership devices such as organizational development, decision making, influence techniques, and total quality management.

MRKT 5940/17 – PROMOTIONAL MANAGEMENT

Instructor: Dipl. Kfm. Peter Sunley

Meeting Time: Tuesday, 6 – 10 p.m.

Class Limit: 20

The course focuses on the promotional side of marketing enabling brand managers, small business owners and corporate communication managers to plan, implement and control their communications. This course will not focus on the creative business of making ads but deals more with promotional management placing therefore more emphasis on the importance of differentiation, segmenting and positioning, brand strategy, on integrated communications strategies and measuring the effectiveness of these strategies. Prerequisite: MRKT 5000.

INTERNATIONAL RELATIONS

INTL 5000/17 – INTRODUCTION TO INTERNATIONAL RELATIONS

Instructor: Dr. Eric Frey

Meeting Time: Monday, 6 – 10 p.m.

Class Limit: 20

Students examine the basics of structure and process as these relate to the ongoing operation of international affairs. Course content focuses on the complex dynamics at work within the world community.

INTL 5000/18 – INTRODUCTION TO INTERNATIONAL RELATIONS

Instructor: Dr. Eric Frey

Meeting Time: Tuesday, 6 – 10 p.m.

Class Limit: 20

See the course description above.

INTL 5530/17 – INTERNATIONAL LAW

Instructor: Dr. Claudia Wendrich

Meeting Time: Friday, 6 – 10 p.m.

Class Limit: 20

The course provides a first introduction to international law for non-lawyers. It focuses both on classical topics of international law such as subjects & sources of international law, law of treaties, state jurisdiction and responsibility as well as on contemporary aspects including the law of aggression and wars. The course will allow students to obtain a general understanding of what international law is and what it can (and cannot) achieve by explaining the main legal instruments used in international law and their practical application. The course also aims at giving students insight into the interplay of international law and global economics and politics.

INTL 5860/17 – ISSUES IN INTERNATIONAL RELATIONS: EU INTEGRATION

Instructor: Dr. Johannes Pollak

Meeting Time: Thursday, 6 – 10 p.m.

Class Limit: 20

This course focuses on the core institutional features of the European Union and selected policy issues of European integration. The first series of sessions seeks to acquaint students with the historical evolution of the European Union and its basic organizational and functional features. The second series of sessions concentrates on some of the key issues involved, such as the on-going debate on the 'democratic deficit' of the European Union, the current constitutional reform of the Union, and the role of the Union as a global actor.

You may pick up your course textbooks at

THE UNIVERSITY BOOKSTORESTORE HOURS:

Mon – Wed: 3 – 8:30 p.m.
Thur – Fri: 10 a.m. – 6 p.m.

Fall II, 2009

REGISTRATION SCHEDULE

REGISTRATION PERIOD: **June 15 – October 23**

CURRENTLY ENROLLED STUDENTS should register for courses with their academic advisor by week 8 of the Fall I term. After registering, students must pay their tuition through the Finance office. Payments for the Fall II term will be accepted until **Friday, October 23** without penalty. Payments made after this date must be accompanied by a late fee of € 80.

NEW STUDENTS should register for their courses with their academic advisor after they have received their acceptance letters. After registering, new students must pay their tuition during WEEK 1 of the Fall II term in order to avoid a late registration fee. Payments made after **Friday, October 30** must be accompanied by a late fee of €80.

ADDING AND DROPPING COURSES:

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ADD DEADLINE: Monday, November 2.

Note: A request to add a course after missing the first class session must be approved by the instructor.

DROP DEADLINE: Friday, November 6.

Note: Students will receive a full refund for each course for which they submit a drop form by the above deadline.

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Fall II, 2009

COURSE SCHEDULE

FIRST DAY OF CLASSES: **October 26**

LAST DAY OF CLASSES: **December 18**

MIDTERM EXAM SESSIONS: **November 21 – 22**

FINAL EXAM SESSIONS: **December 19 – 20**

Courses are listed alphabetically by course number

BUSINESS & MANAGEMENT

BUSN 5600/18 – ACCOUNTING THEORY AND PRACTICE

Instructor: Mr. Eugene Burns, M.B.A., F.C.C.A.

Meeting Time: Tuesday, 6 – 10 p.m.

Class Limit: 20

This course examines the accounting function and its role in modern business. Basic accounting theory and principles are examined and a number of important contemporary accounting developments are reviewed. The course is designed for consumers as opposed to producers of accounting data.

BUSN 5620/18 – CURRENT ECONOMIC ANALYSIS

Instructor: Dr. Luba Habodaszova

Meeting Time: Thursday, 6 – 10 p.m.

Class Limit: 20

Implications of current economic events are examined through the applications of economic theory. Emphasis is placed on acquainting the student with the methods of economic analysis in the context of current economic issues.

BUSN 6140/18 – BUSINESS RESEARCH ANALYSIS

Instructor: Mr. Hanno Poeschl, M.B.A.

Meeting Time: Monday, 6 – 10 p.m.

NOTE: This is a combined course for MBA, human resources management, international business, and marketing students. Accordingly, you may register for it as BUSN 6140, HRMG 6000, INTB 6000, or MRKT 6000.

Class Limit: 20

The student examines the application of the tools and methods of research to management problems. The course focuses on the nature of research; the use of research in decision making; decision making; research concepts and methods for the collection, analysis, and interpretation of data from surveys, experiments, and observational studies; and the evaluation, use, and presentation of research findings. Each student writes a substantial research paper—a mini-thesis—in her or his field. Prerequisite: Completion of all other required courses in the major.

BUSN 6200/18 – STRATEGY AND COMPETITION

Instructor: Mag. Hendrik Homan, M.B.A.

Meeting Time: Tuesday, 6 – 10 p.m.

Class Limit: 20

The student examines the conceptual and practical aspects of business policies and policy decision making by utilizing all the concepts, theories, and tools that were presented in the previous courses. The student should be able to analyze and recommend a comprehensive and workable approach to the situation. The course should cover current business issues and developments. Prerequisite: Completion of all other required courses in the M.B.A.

FINC 5210/18 – INVESTMENTS

Instructor: Mag. Donald Baillie

Meeting Time: Tuesday, 6 – 10 p.m.

Class Limit: 20

Principles and methods of investing in securities of business and government. This course is a study of practical management of portfolios containing both fixed-income and equity investments. The course will examine the issues in and the procedures for security analysis and a brief introduction to portfolio management. The emphasis is on the application of analytical techniques for individual investors. Prerequisite: FINC 5000.

HRMG 5000/18 – MANAGING HUMAN RESOURCES

Instructor: Dipl. Kfm. Norbert Wetzel, M.B.A.

Meeting Time: Friday, 6 – 10 p.m.

Class Limit: 20

This course offers a comprehensive view of Human Resource Management (HRM) policy development with emphasis on the interdependence of HRM and operating functions. Students analyze all major HRM functions and the management of human resources for the purpose of contributing to organizational, societal, and individual goals. Drawing on the professor's experience as human resources director for a major international firm, the course will focus on the following areas:

- An analysis of the major HR processes such as workforce management, compensation and benefits, performance management, diversity, industrial relations, employee and leadership development, career management.
- A discussion of the key challenges and strategic priorities for the HR function.
- An overview of the ways the HR function can be organized and managed in a multinational, multi-brand company.

Against the background of sound HR policies, the course will familiarize students with the leading-edge HR practices of a major international firm.

HRMG 5800/18 – STAFFING

Instructor: Dr. Arno Haslberger

Meeting Time: Monday, 6 – 10 p.m.

Class Limit: 20

This course introduces students to the basic principles and techniques of staffing the workplace. Students will be introduced to basic and intermediate level theories and strategies utilized in staffing, planning, recruiting, and selection. Topics covered include: job analysis, recruitment, selection, and performance assessment. Prerequisites: HRMG 5000 and BUSN 5760.

HRMG 6000/18 – INTEGRATED STUDIES IN HUMAN RESOURCES MANAGEMENT

Instructor: Mr. Hanno Poeschl, M.B.A.

Meeting Time: Monday, 6 – 10 p.m.

NOTE: This is a combined course for human resources management, MBA, international business, and marketing students. Accordingly, you may register for it as HRMG 6000, BUSN 6140, INTB 6000, or MRKT 6000.

Class Limit: 20

See the course description for BUSN 6140.

INTB 6000/18 – INTEGRATED STUDIES IN INTERNATIONAL BUSINESS

Instructor: Mr. Hanno Poeschl, M.B.A.

Meeting Time: Monday, 6 – 10 p.m.

NOTE: This is a combined course for international business, MBA, human resources management, and marketing students. Accordingly, you may register for it as INTB 6000, BUSN 6140, HRMG 6000, or MRKT 6000.

Class Limit: 20

See the course description for BUSN 6140.

MRKT 5000/18 – MARKETING

Instructor: Dipl. Kfm. Peter Sunley

Meeting Time: Wednesday, 6 – 10 p.m.

Class Limit: 20

This course examines the marketing process and how a marketing strategy involving a target market and the marketing mix variables (product, place, promotion, and price) interact in the marketplace as part of the total business strategy. Class discussions will include: lectures, class discussions, case team presentations, film cases, and case studies.

MRKT 5980/18 – INTERNATIONAL MARKETING

Instructor: Ms. Sanja Plavcic, M.A.

Meeting Time: Wednesday, 6 – 10 p.m.

Class Limit: 20

The objective of this course is to fully understand the basics and key theories of international/global marketing. Special focus will be given to strategic decision-making in the global marketplace and holistic marketing. The goal of the course will be for students to develop the ability to apply theory to practice and to understand what the key prerequisites are for success in international marketing. This will be achieved via in-class simulation of real-life business situations and decision-making and case study analysis. Prerequisite: MRKT 5000.

MRKT 6000/18 – INTEGRATED STUDIES IN MARKETING

Instructor: Mr. Hanno Poeschl, M.B.A.

Meeting Time: Monday, 6 – 10 p.m.

NOTE: This is a combined course for marketing, MBA, human resources management, and international business students. Accordingly, you may register for it as MRKT 6000, BUSN 6140, HRMG 6000, or INTB 6000.

Class Limit: 20

See the course description for BUSN 6140.

INTERNATIONAL RELATIONS

INTL 5100/18 – RESEARCH METHODS AND PERSPECTIVES

Instructor: Dr. Johannes Pollak

Meeting Time: Thursday, 6 – 10 p.m.

Class Limit: 20

The main objective of this course is to assist participants in the further development of their ability to conduct critical research. In order to do so we will sum up the most important theoretical frameworks for IR; consider several methods of historical and contemporary inquiry; identify contemporary issues and problems and to investigate what methods are best suited to address these matters.

INTL 5550/18 – WAR AND DIPLOMACY

Professor: Dr. Gregory Weeks

Meeting time: Wednesday, 6 – 10 p.m.

Class Limit: 20

This course will examine the interaction between force and statecraft, both historically and in modern times, focusing on leaders and their use of force to achieve political ends via military means. Various theories on the origins of wars and the use of power will be discussed, and this in turn will provide a broad overview of why humans fight and what diplomatic measures have worked in the past to avoid going to war.

INTL 5625/18 – MIDDLE EAST AREA STUDIES

Professor: Dr. Karin Kneissl

Meeting time: Monday, 6 – 10 p.m.

Class Limit: 20

The complex history of the Middle East starting with the demise of the Ottoman Empire during World War I will be analysed in the light of the various interventions by outside powers, namely the Europeans until 1956 and the US since 1973. The reasons for the various protracted conflicts stretching from the Israeli-Palestinian issue to the crises in Lebanon and Turkey, the confrontations in the Gulf and other issues will be discussed from both a historical and contemporary perspective.

The approach is conceptual, based, among other things, on the notions of state, territory and security. We will address the historic and ideological backgrounds of today's political settings. Our geographic definition of the Middle East will comprise Egypt, Israel, the Palestinian territories, Jordan, Syria, Lebanon, Iraq, Iran and the Gulf States. Alliances, confrontations and internal troubles in the region will be discussed against the backdrop of shifting patterns of culture and religious awareness. Particular attention will be given to the oil market and the East-West interdependence.

You may pick up your course textbooks at

THE UNIVERSITY BOOKSTORE

STORE HOURS:

Mon – Wed: 3 – 8:30 p.m.

Thur – Fri: 10 a.m. – 6 p.m.
