

FALL I & II, 2008

GRADUATE REGISTRATION AND COURSE SCHEDULES

Last Updated on: February 19, 2009

Fall I, 2008

REGISTRATION SCHEDULE

REGISTRATION PERIOD: **June 24–August 22**

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 22** 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 29** 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, September 1.

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

DROP DEADLINE: Friday, September 5.

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, 2008 to Spring II, 2009:

Application Fee	€ 40
Course Fee (3-credit course)	€1740
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, 2008

COURSE SCHEDULE

FIRST DAY OF CLASSES: **August 25**

LAST DAY OF CLASSES: **October 17**

MIDTERM EXAM SESSIONS: **September 20 – 21**

FINAL EXAM SESSIONS: **October 20 – 21**

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

This course investigates the concepts and analytical tools of financial management. Major topics include planning of short- and long-range financial needs, analysis of investment decisions, dividend policy, and analysis of internal and external sources of financing. Prerequisite: BUSN 5600 and BUSN 5760.

FINC 5830/17 – INSTITUTIONS AND FINANCIAL MARKETS

Instructor: Mag. Markus Arpa and Dr. Markus Schwaiger

Meeting Time: Wednesday, 6 – 10 p.m.

NOTE: The first class session for this course will be held as scheduled on August 27, and a make-up class will be held on Friday, August 29. There will be no class on September 3.

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: Mag. Ulrich Königwieser

Meeting Time: Thursday, 6 – 10 p.m.

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 5870/17 – ISSUES IN MANAGEMENT: LEADERSHIP THROUGH PEOPLE SKILLS (1-WEEK COURSE, OCTOBER 20 – 24)

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

Meeting Time: Monday – Friday, 9 a.m. – 5 p.m., October 20 – 24

NOTE: A materials fee of €200 will be charged for this course to supplement the cost of proprietary course materials.

Class Limit: 12

Leadership through People Skills is a five-day practical skills course that is based on the research of industrial psychologists. Emphasis is placed on assessing the behavior of others in the workplace and responding appropriately to lead, motivate and manage conflict. Students practice skills in small teams through role plays and feedback on their communication skills.

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.

NOTE: This course will not meet on on September 29. The make-up class will be held on October 4.

Class Limit: 20

This is an introductory course in international relations and should serve as a foundation for masters and doctoral work in discipline. The shape and methods of the discipline as well as key data of international relations will thus be addressed. Events and concepts of international systems will be used to consider processes and structures in the interactions of major world actors. The course will focus on political and other interactions.

INTL 5000/18 – INTRODUCTION TO INTERNATIONAL RELATIONS

Instructor: Dr. Eric Frey

Meeting Time: Tuesday, 6 – 10 p.m.

Class Limit: 20

See course description above.

INTL 5500/17 – PROFESSIONAL SEMINARS: INTERNATIONAL ORGANIZATIONS (1.5-CREDIT COURSE FOR GLOBAL IR STUDENTS)

Instructor: Dr. Karin Kneissl

Meeting Time: Thursday, 10 – 1 p.m.

NOTE: This 1.5-credit course for Global IR students is the first half of a 3-credit course that the Global IR students will complete in Geneva in Fall II.

Class Limit: This course is not open to local Vienna students

This course together with a companion course to be taught in Geneva in Fall II, 2008 covers international organization theory. The world of international organizations is a multifold one; it comprises the areas of multilateral negotiating, bilateral diplomacy, and international policy-making. Participants will become familiar with the main actors, instruments and themes that have shaped international organizations based in Vienna. We will do a series of visits and meet guest speakers in such organizations as the OSCE, the U.S. Mission to the International Organizations in Vienna, OPEC, the IAEA, and the U.N. Office for Drug and Crime Prevention.

INTL 5530/17 – INTERNATIONAL LAW

Instructor: Dr. Karin Kneissl

Meeting Time: Wednesday, 6 – 10 p.m.

Class Limit: 20

International law is a multi-disciplinary area of studies. It encompasses law, political sciences, history and economics. Participants of this course will get familiarised with the main actors, instruments and themes that have shaped international law.

INTL 5860/17 – ISSUES IN INTERNATIONAL POLITICS: THE AMERICAN PRESIDENCY AND WORLD POLITICS

Instructor: Mr. Mason Chamie, D.E.A.

Meeting Time: Monday, 6 – 10 p.m.

Class Limit: 20

This course will provide a basic and crucial overview of both American political culture and the institutions that operate within that broader culture in order to understand both the nature of the American presidency and the contemporary as well as historical American role in world politics. We will also carefully analyze the current debates of the 2008 Election between the leading candidates and extract major themes that tie into the broader currents of US political ideas, contemporary history and institutional developments.

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, 2008

REGISTRATION SCHEDULE

REGISTRATION PERIOD: **June 24 – October 24**

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 24** 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 31** 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, November 3.

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

DROP DEADLINE: Friday, November 7.

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, 2008 to Spring II, 2009:

Application Fee	€ 40
Course Fee (3-credit course)	€1740
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 II, 2008

COURSE SCHEDULE

FIRST DAY OF CLASSES: **October 27**

LAST DAY OF CLASSES: **December 19**

MIDTERM EXAM SESSIONS: **November 22 – 23**

FINAL EXAM SESSIONS: **December 20 – 21**

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: Wednesday, 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 6070/18 – MANAGEMENT ACCOUNTING

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

Meeting Time: Wednesday, 6 – 10 p.m.

Class Limit: 20

The student examines advanced topics in management accounting as these relate to management information needs for planning, control, and decision making. Topics include interpretation of standard cost variances; application of quantitative techniques; evaluation of divisional performance; activity-based costing; and the behavioral impact of accounting systems. Prerequisite: BUSN 5600 and BUSN 5760.

BUSN 6140/18 – BUSINESS RESEARCH ANALYSIS

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

Meeting Time: Tuesday, 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: Thursday, 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 portfolio management. The emphasis is on the application of analytical techniques and portfolio management theories for individual investors. Prerequisite: FINC 5000.

FINC 5880/18 – ADVANCED CORPORATE FINANCE

Instructor: Ms. Joy Chan, M.Com.

Meeting Time: Wednesday, 6 – 10 p.m.

Class Limit: 20

This course is an advanced study of corporate financial analysis and planning. It includes capital budgeting, cost of funds, and capital structure and valuation. Selected topics that may be covered are leasing, mergers, takeovers, business failure, reorganization, and liquidation. A combination of problem-solving and case study methodologies is used to illustrate theories and techniques helpful in financial analysis and planning. Prerequisite: FINC 5000.

HRMG 5000/18 – MANAGING HUMAN RESOURCES

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

Meeting Time: Friday, 6 – 10 p.m.

Note: The first class session for this course will be held on November 7. The make-up class will be arranged in class.

Class Limit: 20

The course offers an in-depth analysis of Human Resources management. Drawing on the professor's experience as Human Resources director for a major international firm, the course has the following three major focus areas: (1) An analysis of the

major HR processes such as workforce management, compensation, benefits, performance management, workplace practices, diversity, industrial relations, employee research, leadership development, managerial styles, climate, grievance channels, etc. (2) A discussion of the key challenges and strategic priorities for the HR function and (3) 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. Throughout the course, groups will be formed in class and small case studies assigned to them for subsequent discussion in class.

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: Tuesday, 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 course description for BUSN 6140.

INTB 6000/18 – INTEGRATED STUDIES IN INTERNATIONAL BUSINESS

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

Meeting Time: Tuesday, 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 course description for BUSN 6140.

MRKT 5000/18 – MARKETING

Instructor: Dipl. Kfm. Peter Sunley

Meeting Time: Tuesday, 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: Monday, 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: Tuesday, 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 course description for BUSN 6140.

INTERNATIONAL RELATIONS

INTL 5100/18 – RESEARCH METHODS AND PERSPECTIVES

Instructor: Mr. Mason Chamie, D.E.A.

Meeting Time: Monday, 6 – 10 p.m.

Class Limit: 20

Students are introduced to skills, methodological issues, and bibliographic resources, which enhance their ability to evaluate critically and to conduct research in the field of International Relations.

INTL 5580/18 – POLITICS OF DEVELOPMENT

Professor: Dr. Brigitte Holzner

Meeting time: Wednesday, 6-10 p.m.

Class Limit: 20

The student examines problems of social, economic, and political development in Third World nations. Course content focuses on problems of nation building in the postcolonial era and the role of the developing nations in world politics.

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.