

SPRING I & II, 2010 GRADUATE REGISTRATION AND COURSE SCHEDULES

Last Updated on: November 17, 2009

Spring I, 2010 REGISTRATION SCHEDULE

REGISTRATION PERIOD: **Nov. 18 – Jan. 8**

CURRENTLY ENROLLED STUDENTS should register for courses with their academic advisor by week 8 of the Fall II term. After registering, students must pay their tuition through the Finance office. Payments for the Spring I term will be accepted until **Friday, January 8** 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 Spring I term in order to avoid a late registration fee. Payments made after **Friday, January 15** must be accompanied by a late fee of €80.

ADD/DROP DEADLINES: Students must fill out an add or drop form for each course they wish to add or drop, and submit the form to their undergraduate advisor during regular office hours by the following deadlines:

ADD: January 18

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

DROP: January 22

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

WITHDRAWAL:

Note: From Monday of the third week of classes, students who withdraw from courses will receive only a partial refund or no refund at all in accordance with the refund schedule given in the Undergraduate Studies Catalog, on the Webster Vienna Web site <www.webster.ac.at>, and in the Webster Bulletin.

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.

Spring I, 2010 COURSE SCHEDULE

FIRST DAY OF CLASSES: **January 11**

LAST DAY OF CLASSES: **March 5**

MIDTERM EXAM SESSIONS: **February 6 – 7**

FINAL EXAM SESSIONS: **March 8 – 9**

Courses are listed alphabetically by course number

BUSINESS & MANAGEMENT

BUSN 5200/17 – BASIC FINANCE FOR MANAGERS

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

Meeting Times: Thursday, 6 – 10 p.m.

Class Limit: 20

Managers and human resources management professionals must be able to understand financial information contained in financial statements and reports. Line managers must be able to understand financial information contained in financial statements and reports in order to evaluate their unit's financial performance, to communicate clearly with other managers, and to apply financial information when making decisions. Human resources management professionals must understand financial statements and principles if they are to effectively assist line managers and be strategic partners with other business functions. All managers must have a good knowledge of financial markets and financial instruments and they must be comfortable with the key decisions in any business, i.e. investment decisions, financing decisions and operating decisions. Further, they must have a working knowledge of discounted cash flow analysis and its application to the valuation of financial assets such as stocks and bonds. Lastly, they must also understand the principles of Modern Portfolio Theory and their implications for professional fund management. This course will focus on the interpretation and use of basic financial information by non-financial managers, not on the production of financial statements and reports.

BUSN 5680/17 – ISSUES IN BUSINESS: THE ATTRIBUTES OF SUSTAINABLE BUSINESSES AND HOW THEY APPLY TO SERVICE ORGANIZATIONS

Instructor: Mr. Erich Steinbock, M.B.A.

Meeting Times: Monday & Wednesday, 6 – 8 p.m., & Saturday, 10 a.m. – 6 p.m., from January 16 to 30.

Class Limit: 20

Using the principles of *The Myth of Excellence* by Fred Crawford and Ryan Mathews and The Ritz-Carlton Hotel Company's operating philosophy, as documented in *The New Gold Standards* we will build the framework for a business model that is based on customer service. We will explore service companies as examples to introduce students to tools that can be used to support organizational strategies. These include definitions of leading attributes, communication of the operating philosophies, tracking pre-determined key measurements, and organizational support systems. Students who took Mr. Steinbock's course, "Key Success Factors of a Service Organization" in Spring I, 2009 are advised that some of the material to be covered in this course was presented in that course last year, but more than half of the material will be new.

BUSN 5760/17 – APPLIED BUSINESS STATISTICS

Instructor: Mr. Ibrahim Wazir, M.A.

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

Class Limit: 20

The student examines the application of statistical analysis, hypothesis testing, and regression analysis in business decision making. The course should 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 is a course that focuses on the major managerial issues in manufacturing management and the tools that can be used to manage them. Special attention will be given to project management, including PERT, critical path scheduling, and time-cost models, in operations management and other business settings. The major operations management issues are quality management and control, capacity management, plant location, layout and design, production planning and scheduling, supply chain management, and inventory management. The analytical tools covered include queuing theory, statistical quality control, linear programming, and learning curves. Where appropriate, the use of operations management techniques in service and distribution organizations will be demonstrated. Prerequisite: BUSN 5760.

BUSN 6120/17 – MANAGERIAL ECONOMICS

Instructor: Dr. Peter Gumpel

Meeting Time: Tuesday, 6 – 10 p.m.

Class Limit: 20

The student examines the application of microeconomic theory as applied to the managers' responsibilities within the organization. This course should emphasize the quantitative and qualitative application of economic principles to business analysis. Prerequisites: BUSN 5620 and BUSN 5760.

FINC 5000/17 – FINANCE

Instructor: Mag. Gürkan Birer

Meeting Time: Friday, 6 – 10 p.m.

Class Limit: 20

The course offers an introduction to financial management where the basic concepts and analytical tools will be the main course of study. The main topic of discussions will be financial markets and institutions, financial statements, ratio analysis,

capital budgeting, valuation of financial assets, portfolio construction and risk analysis, professional fund management and management of personal finances. Problem solving and case studies will be used to bring the students to the edge of financial management. Prerequisites: BUSN 5600 and BUSN 5760 (BUSN 5200 cannot be substituted for FINC 5000).

HRMG 5700/17 – EMPLOYMENT LAW

Instructor: Dr. Claudia Wendrich

Meeting Times: Friday, 6 – 10 p.m.

Class Limit: 20

This course provides an overview of legal issues affecting human resources management. It focuses on the impact of law on individuals in organizations, recognition of legal problems, and the legal impact of human resources decisions. The course content includes laws, regulations, and court decisions covering labor-management relations.

INTB 5600/17 – INTERNATIONAL ACCOUNTING

Instructor: Dr. Martin Schweiger

Meeting Time: Monday, 6 – 10 p.m.

Class Limit: 20

The student examines aspects of accounting operations within a multinational corporate environment. Key topics of analysis include foreign exchange exposure; translation of foreign-denominated financial statements; consolidated financial statements; transfer pricing; Foreign Corrupt Practices Act; and related tax and regulatory issues. Comparison of United States and foreign practices in areas such as financial standards and reporting, auditing, and performance measurements is examined. Prerequisite: BUSN 5600.

MRKT 5920/17 – MARKETING CHANNEL MANAGEMENT

Instructor: Dr. Maria Madlberger

Meeting Time: Wednesday, 6 – 10 p.m.

Class Limit: 20

The student studies distribution processes and institutional structures as subsystems of marketing strategy. Focus is on channel structure, product assortment considerations, promotional activities, pricing strategies, and physical logistics necessary to achieve channel objectives. Governmental, economic, and competitive aspects affecting channel management are included. Prerequisite: MRKT 5000.

MRKT 5960/17 – MARKETING MANAGEMENT

Instructor: Dr. Maria Madlberger

Meeting Time: Monday, 6 – 10 p.m.

Class Limit: 20

The student examines the life cycle management of a product from inception to the point where it is no longer offered. Specific topics covered in the course include the product development cycle, product assortment decisions, branding, pricing, and others that make up the marketing mix and that are dynamic throughout the product life cycle. Specific emphasis is placed on identifying marketing problems, investigating alternative solutions, and rendering appropriate strategies and decisions. Techniques associated with situational analysis of problems are stressed. Prerequisite: MRKT 5000.

INTERNATIONAL RELATIONS

INTL 5050/17 – COMPARATIVE POLITICS

Instructor: Dr. Johannes Pollak
Meeting Time: Tuesday, 6 – 10 p.m.
Class Limit: 20

This graduate course seeks to reintroduce students to the basics of comparative politics – such as the core features of liberal democracies and the institutional and societal foundations of contemporary democratic regimes – before it moves on to addressing a selection of key issues: party government, the relation of economics and politics, state-building, the governance debate, and the internationalization of liberal democratic regimes.

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

Instructor: Dr. Karin Kneissl
Meeting Time: Thursday, 10 a.m. – 1 p.m.
Class Limit: 20

The world of international organizations is a multifold one; it comprises the areas of multilateral negotiating, bilateral diplomacy, and international policy-making. The participants of this course 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. Prerequisites: Curious minds equipped with a sound knowledge of international affairs will discover the many contexts that link international organizations with today's world. This course should cover all the main issues in a very intense time-frame. You should have studied the reader and the textbook before the course.

INTL 5560/17 – U.S. FOREIGN POLICY

Instructor: Dr. Mason Chamie-Meiringer
Meeting Times: Monday, 6 – 10 p.m.
Class Limit: 20

Students examine the issues, agents, and models surrounding the American foreign policy decision-making process and the issues facing the United States in contemporary international relations.

INTL 5700/17 – HUMANITARIAN ISSUES IN INTERNATIONAL POLITICS: GENOCIDE

Instructor: Dr. Gregory Weeks
Meeting Time: Thursday, 6 – 10 p.m.
Class Limit: 20

This course will examine the genocides that took place internationally in the twentieth century with a focus on what can be done to prevent genocides in the future. We will examine the Armenian Genocide, the Holocaust, African genocides and the Killing Fields of Cambodia.

INTL 5700/18 – HUMANITARIAN ISSUES IN INTERNATIONAL POLITICS: HUMAN TRAFFICKING

Instructor: Dr. Gregory Weeks
Meeting Time: Wednesday, 6 – 10 p.m.
Class Limit: 20

Human Trafficking, also known as Modern Slavery, has been described by the United Nations' Global Initiative to Fight Trafficking (UN.GIFT) as "a crime that shames us all." This course will look at human trafficking not only as a historical phenomenon but also examine the methods that are being used to combat it today, including the three P's (prevention, protection, prosecution) and the three R's (rehabilitation, repatriation, reintegration). In addition, current research,

training, advocacy, and awareness-raising aimed at clearing up misconceptions and preventing this crime will be discussed.

Visiting Professor from New York

We are very pleased to have **Mr. Erich Steinbock** back again in Spring I to teach another intensive course focusing on service as a key element in a successful business strategy.

Mr. Steinbock is managing director of The Carlyle, one of the most prestigious hotels in New York City. It has 188 rooms and residential suites and over 400 employees. Mr. Steinbock has over 30 years of hospitality operations experience, which includes managing Ritz-Carlton hotels in St. Louis and Cleveland, Ohio. As vice president for food and beverage at the Ritz-Carlton corporate headquarters, he was instrumental in developing a successful restaurant positioning strategy for the chain.

Mr. Steinbock will teach a 2-week intensive course, "The Attributes of Sustainable Businesses and how they apply to Service Organizations." He brings to the classroom not only a wealth of professional experience, but also the following leadership characteristics:

- Proven success in improving profit margins while maintaining high guest and employee satisfaction levels.
- Recognition for excellent leadership and communication skills, as well as professionalism, integrity, energy, dedication and attention to detail in achieving goals.
- Superior organizational, project management and problem solving abilities.
- Creativity, resourcefulness, and the willingness to take calculated risks to achieve objectives.

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.

The Bookstore is located in the Library

Spring II, 2010

REGISTRATION SCHEDULE

REGISTRATION PERIOD:

November 18 – March 12

CURRENTLY ENROLLED STUDENTS should register for courses with their academic advisor by week 8 of the Spring I term. After registering, students must pay their tuition through the Finance office. Payments for the Spring II term will be accepted until **Friday, March 12** without penalty. Payments made after this date must be accompanied by a late fee of €80.

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ADD: March 22

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

DROP: March 26

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

WITHDRAWAL:

Note: From Monday of the third week of classes, students who withdraw from courses will receive only a partial refund or no refund at all in accordance with the refund schedule given in the Undergraduate Studies Catalog, on the Webster Vienna Web site <www.webster.ac.at>, and in the Webster Bulletin.

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Spring II, 2010

COURSE SCHEDULE

FIRST DAY OF CLASSES: **March 15**

LAST DAY OF CLASSES: **May 7**

MIDTERM EXAM SESSIONS: **April 10 – 11**

FINAL EXAM SESSIONS: **May 10 – 11**

Courses are listed alphabetically by course number

BUSINESS & MANAGEMENT

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: Dr. Maria Madlberger
Meeting Time: Thursday, 6 – 10 p.m.

NOTE: This course is taught as a combined course for M.B.A., human resources management, international business, and marketing students. You must therefore register for it as BUSN 6140, HRMG 6000, INTB 6000, or MRKT 6000, according to the program you are doing.

Class Limit: 20

The course focuses on the nature of research; 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. Students will synthesize and integrate the conceptual and theoretical knowledge and understanding acquired in the curriculum by carrying out a substantive research project. Prerequisites: completion of all other required courses in the program (except BUSN 6200 for M.B.A. students).

BUSN 6200/18 – STRATEGY AND COMPETITION

Instructor: Mr. Hanno Poeschl, 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. Prerequisites: completion of all other required courses in the M.B.A. (except BUSN 6140).

FINC 5840/18 – INTERNATIONAL FINANCE

Instructor: Mag. Annette Schreiber, M.B.A.

Meeting Time: Thursday, 6 – 10 p.m.

Class Limit: 20

Course content focuses on the environment in which the international financial manager operates. Students study the risks of doing business overseas and the tools available to minimize those risks. Foreign exchange risk, political risk, working capital management, long-term investments, and financing, and accounting and control are examined within this context. 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 advanced study of corporate financial analysis and planning 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 are used to illustrate theories and techniques helpful in financial analysis and planning. Prerequisite: FINC 5000.

FINC 6290/18 – FINANCIAL STRATEGIES

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

Meeting Time: Monday, 6 – 10 p.m.

Class Limit: 20

This course will be a final, comprehensive finance offering that will make use of cases and/or simulations to enhance the real-world applicability of the finance degree and to integrate all previous coursework. Prerequisites: Completion of all other required courses for the major.

HRMG 5920/18 – COMPENSATION

Instructor: Dr. Arno Haslberger

Meeting Time: Wednesday, 6 – 10 p.m.

Class Limit: 20

This course addresses tangible and intangible compensation in the use of compensation to motivate and reward employee performance. The course also covers job analysis, job description, and job evaluation on the basis of compensable factors, as well as designing an equitable pay structure. In addition, students analyze the influence of unions and government in determining the compensation of the labor force, including compensation of both hourly workers and managerial employees. Prerequisite: HRMG 5000.

HRMG 6000/18 – INTEGRATED STUDIES IN HUMAN RESOURCES MANAGEMENT

Instructor: Dr. Maria Madlberger

Meeting Time: Thursday, 6 – 10 p.m.

NOTE: This course is taught as a combined course for human resources management, M.B.A., international business, and marketing students. You must therefore register for it as HRMG 6000, BUSN 6140, INTB 6000, or MRKT 6000, according to the program you are doing.

Class Limit: 20

See course description for BUSN 6140.

INTB 6000/18 – INTEGRATED STUDIES IN INTERNATIONAL BUSINESS

Instructor: Dr. Maria Madlberger

Meeting Time: Thursday, 6 – 10 p.m.

NOTE: This course is taught as a combined course for international business, M.B.A., human resources management, and marketing students. You must therefore register for it as INTB 6000, BUSN 6140, HRMG 6000, or MRKT 6000, according to the program you are doing.

Class Limit: 20

See course description for BUSN 6140.

MNGT 5590/18 – ORGANIZATIONAL BEHAVIOR

Instructor: Dr. Arno Haslberger

Meeting Time: Monday, 6 – 10 p.m.

Class Limit: 20

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

MRKT 5970/18 – MARKETING RESEARCH

Instructor: Dr. Claus Ebster

Meeting Time: Tuesday, 6 – 10 p.m.

Class Limit: 20

Students examine the application of research in gathering and analyzing information to forecast and control marketing activities. Problem formulation, procedures of research techniques, and application of tools and models to improve marketing decisions are covered in depth. Attention is given to improve marketing decisions are covered in depth. Attention is given to techniques and criteria for identifying and selecting markets, and the usefulness of marketing research information to marketing managers is evaluated. This course is presented from the viewpoint of a consumer of marketing research rather than a practitioner of marketing research. Prerequisite: MRKT 5000.

MRKT 6000/18 – INTEGRATED STUDIES IN MARKETING

Instructor: Dr. Maria Madlberger

Meeting Time: Thursday, 6 – 10 p.m.

NOTE: This course is taught as a combined course for marketing, M.B.A., human resources management, and international business students. You must therefore register for it as MRKT 6000, BUSN 6140, HRMG 6000, or INTB 6000, according to the program you are doing.

Class Limit: 20

See course description for BUSN 6140.

INTERNATIONAL RELATIONS

INTL 5540/18 – INTERNATIONAL ORGANIZATIONS

Instructor: Dr. Karin Kneissl

Meeting Time: Monday, 6 – 10 p.m.

Class Limit: 20

The world of international organizations is a multifold one; it comprises the areas of multilateral negotiating, bilateral diplomacy, and international policy-making. The participants of this course will become familiar with the main actors, instruments and themes that have shaped international organizations, inter alia those based in Vienna.

INTL 5700/18 – HUMANITARIAN ISSUES IN INTERNATIONAL POLITICS: THE COMING PLAGUE—EPIDEMICS IN HISTORY AND THE FUTURE

Instructor: Dr. Michael Salevouris

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

Class Limit: 20

Certain things in life are so commonplace that we rarely think about them as critical formative influences in global history and in current international affairs. Disease is one such phenomenon. This course will examine the role of disease as an agent of historical change. We will also look at the contemporary impact of infectious epidemic diseases on societies around the globe, and ask to what extent a possible "coming plague" may force people in the twenty-first century to experience anew some of the pestilences that harrowed our ancestors in the recent and distant past. And, if so, what are the human implications for both rich and poor countries.

Visiting Professor from St. Louis

We are very pleased to have **Dr. Michael Salevouris** return to Vienna for a second time after visiting us long ago, in 1992.

Dr. Salevouris is a professor in the History, Politics, & International Relations department in St. Louis. He is a historian, and among his areas of interest and specialization is the history of disease and medicine. He will teach a very topical course for us in this area in Spring II, "The Coming Plague—Epidemics in History and the Future." See the course description above for details.

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