

# SPRING II, 2012 GRADUATE REGISTRATION AND COURSE SCHEDULES

Last Updated on: January 12, 2012

## Spring II, 2012 REGISTRATION SCHEDULE

REGISTRATION PERIOD FOR SPRING II:  
ends on Friday, March 16.

CURRENTLY ENROLLED STUDENTS should register for courses as soon as possible with their academic advisor, but at the latest on Friday, March 9. After registering, students must pay their tuition through the Finance office. Payments for the Spring II term will be accepted until **Friday, March 16** 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 II term in order to avoid a late registration fee. Payments made after **Friday, March 23** 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: **From March 19 and up to the date of the second class session.**

DROP: **March 19 – 30**

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, 2011 to Spring II, 2012:

<b>Application Fee</b>	<b>€ 40</b>
<b>Course Fee (3-credit course)</b>	<b>€1845</b>
<b>Late Registration Fee</b>	<b>€80</b>
<b>Graduation Fee</b>	<b>€100</b>

### 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 II, 2012 COURSE SCHEDULE

FIRST DAY OF CLASSES: **March 19**

LAST DAY OF CLASSES: **May 11**

MIDTERM EXAM SESSIONS: **April 14-15**

FINAL EXAM SESSIONS: **May 14-15**

*Courses are listed alphabetically by course number*

## BUSINESS & MANAGEMENT

### BUSN 5620/18 – CURRENT ECONOMIC ANALYSIS

Instructor: Dr. Luba Habodaszova

Meeting Times: Friday, 6 p.m. – 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 5680/18 – ISSUES IN BUSINESS: NEGOTIATIONS

Instructor: Mr. Gordon van der Veen

Meeting Time: Wednesday, 6 p.m. – 10 p.m.

Class Limit: 20

Current and significant issues in business are examined. The course focuses on existing theories and practices as well as on new and emerging topics in the field. Course may be repeated for credit if content differs.

### BUSN 6110/18 – OPERATIONS AND PROJECT MANAGEMENT

Instructor: Dr. Maria Madlberger

Meeting Time: Monday, 6 p.m. – 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 6140/18 – BUSINESS RESEARCH ANALYSIS**

Instructor: Dr. Maria Madlberger

Meeting Time: Tuesday, 6 p.m. – 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

In this capstone course, the student is expected to synthesize and integrate the conceptual and theoretical knowledge and understanding acquired in the curriculum by use of a research project. The course will:

- Assist students in the development of their ability to do graduate-level research. This includes such issues as empirical and desk research techniques, argumentation, source documentation, bibliographic entries, selecting, interpreting and organizing information, formatting, and editing.
- Provide students with experience in using electronic databases as well as empirical techniques for research.
- Complete general MBA requirements of a solid research paper.
- Give students the opportunity to participate in Webster's research program and the following publication process.
- Give students the opportunity to participate in the C-Quadrat sponsored extended research paper competition.

Students can choose their topic from a given list of topics at the beginning of the course. N.B.: This is not a traditional class with classroom teaching and class presence. A certain amount of class time will be devoted for doing the actual research work ("library time") and for the individual discussion and revision of your research papers ("coaching"). 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: Dr. Hanno Poeschl, M.S.c., M.B.A.

Meeting Time: Wednesday, 6 p.m. – 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.

#### **FINC 5840/18 – INTERNATIONAL FINANCE**

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

Meeting Time: Wednesday, 6 p.m. – 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: Dr. Peter Gumpel

Meeting Time: Thursday, 6 p.m. – 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: Dr. Hanno Poeschl, M.S.c., M.B.A.

Meeting Time: Monday, 6 p.m. – 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 M.S. in finance.

#### **HRMG 5920/18 – COMPENSATION**

Instructor: Dr. Arno Haslberger

Meeting Time: Monday, 6 p.m. – 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.

#### **HRMG 6000/18 – INTEGRATED STUDIES IN HUMAN RESOURCES MANAGEMENT**

Instructor: Dr. Maria Madlberger

Meeting Time: Tuesday, 6 p.m. – 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: Tuesday, 6 p.m. – 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.

#### **MRKT 5970/18 – MARKETING RESEARCH**

Instructor: Dr. Claus Ebster

Meeting Time: Tuesday, 6 p.m. – 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: Tuesday, 6 p.m. – 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 5580/18 – POLITICS OF DEVELOPMENT**

Instructor: Dr. Monika Mokre

Meeting Time: Wednesday, 6 p.m. – 10 p.m.

Class Limit: 20

This course will explore development theories and the politics of development from a gender perspective. The participants will become familiar with development debates, international political economy and feminist economics. We will discuss central topics like women's human rights, the relevance of reproduction and care economy, feminization of labor in order to understand the importance of gender equality to international development.

#### **INTL 5685/18 – LATIN AMERICAN AREA STUDIES**

Instructor: Dr. Petra Purkarthofer

Meeting Time:

Class Limit: 20

This course will explore development strategies pursued by specific Latin countries. We begin with an outline of the political and economic changes during the 19th and 20th century in Latin America. How did the paradigms in political economy shift from export expansion to import substitution industrialization and back to export-orientation again? Did state organization change over the course of time? We will also examine the political systems. We look at the main political actors and the power relations within the political systems as well as gender as one determining factor in politics. The characteristics of the presidential systems will be the concluding part of this section. We will then explore different theoretical approaches to development in Latin America: modernization, corporatism, dependency, socialism, and bureaucratic authoritarianism. We will analyze these models of development and more recently applied strategies since the rise of left governments by looking at specific countries. Social movements have become important political actors shaping the political landscape and the route to development. We will explore the relation between social movements and the state and more specifically their relation to the left governments in the ongoing transformation processes.

#### **INTL 5900/17 – ADVANCED RESEARCH METHODS**

Instructor: Dr. Guido Tiemann

Meeting Time: Monday, 6 p.m. – 10 p.m.

Class Limit: 20

This course builds upon INTL 5100 by providing additional analytical and theoretical background relating to research methods, data analysis, qualitative techniques, and statistical theory. Prerequisite: INTL 5100.

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*