

**SPRING I & II, 2011**  
**GRADUATE REGISTRATION AND COURSE SCHEDULES**

*Last Updated on: November 10, 2010*

**Spring I, 2011**  
**REGISTRATION SCHEDULE**

**REGISTRATION PERIOD FOR SPRING I:**

**CURRENTLY ENROLLED STUDENTS** should register for courses as soon as possible with their academic advisor, but at the latest on Friday, January 7. After registering, students must pay their tuition through the Finance office. Payments for the Spring I term will be accepted until **Friday, January 7** 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 14** 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 10 and up to the date of the second class session.**

**DROP: January 10 – 21**

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, 2010 to Spring II, 2011:

<b>Application Fee</b>	<b>€ 40</b>
<b>Course Fee (3-credit course)</b>	<b>€1815</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 I, 2011**  
**COURSE SCHEDULE**

**FIRST DAY OF CLASSES: January 10**

**LAST DAY OF CLASSES: March 4**

**MIDTERM EXAM SESSIONS: February 5 – 6**

**FINAL EXAM SESSIONS: March 7 – 8**

*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: Friday, 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 5620/17 – CURRENT ECONOMIC ANALYSIS**

Instructor: Dr. Luba Habodaszova  
 Meeting Times: Friday, 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 5680/17 – ISSUES IN BUSINESS: MERGERS AND ACQUISITIONS**

Instructor: Dr. Christopher Kummer  
 Meeting Times: Friday, January 14, 5 – 10 p.m.; Saturday, January 15, 9 a.m. – 5 p.m.; Sunday, January 16, 9 a.m. – 1 p.m.; Friday, February 11, 5 – 10 p.m.; Saturday, February 12, 9 a.m. – 5 p.m.; Sunday, February 13, 9 a.m. – 1 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 5760/17 – APPLIED BUSINESS STATISTICS**

Instructor: Mr. Ibrahim Wazir, M.A.  
 Meeting Time: Tuesday, 6 – 10 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.

**FINC 5000/17 – FINANCE**

Instructor: Ms. Joy Chan, M.Com.  
 Meeting Time: Thursday, 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).

**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 5570/17 – COMPARATIVE FOREIGN POLICY**

Instructor: Dr. Jozef Batora  
 Meeting Times: Wednesday, 6 – 10 p.m.  
Class Limit: 20

The course is a graduate level introduction to comparative foreign policy, tracing patterns to better understand actions of state and non-state actors in foreign affairs. Linking the study of international relations to domestic politics, the course highlights the importance of both internal and external forces in policy making. The course focuses in particular on the EU and its member states, while the foreign policies of the U.S., Canada and Norway are introduced as points of comparison. The overall aim is to explore change dynamics in the international order in the early 21st Century.

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

Instructor: Dr. Gregory Weeks  
 Meeting Time: Monday, 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.

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*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*

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## Spring II, 2011

### REGISTRATION SCHEDULE

#### REGISTRATION PERIOD FOR SPRING II:

**CURRENTLY ENROLLED STUDENTS** should register for courses as soon as possible with their academic advisor, but at the latest on Friday, March 11. After registering, students must pay their tuition through the Finance office. Payments for the Spring II term will be accepted until **Friday, March 11** 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 18** 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: March 14 and up to the date of the second class session.**

**DROP: March 14 – 25**

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, 2010 to Spring II, 2011:

Application Fee	€ 40
Course Fee (3-credit course)	€1815
Late Registration Fee	€80
Graduation Fee	€100

#### Please Note...

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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, 2011

### COURSE SCHEDULE

**FIRST DAY OF CLASSES: March 14**

**LAST DAY OF CLASSES: May 8**

**MIDTERM EXAM SESSIONS: April 9 – 10**

**FINAL EXAM SESSIONS: May 9 – 10**

*Courses are listed alphabetically by course number*

## BUSINESS & MANAGEMENT

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

Instructor: Dr. Maria Madlberger

Meeting Time: Tuesday, 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 6120/18 – MANAGERIAL ECONOMICS**

Instructor: Mr. Gordon van der Veen

Meeting Time: Wednesday, 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. Prerequisite: BUSN 5620.

#### **BUSN 6140/18 – BUSINESS RESEARCH ANALYSIS**

Instructor: Dr. Maria Madlberger

Meeting Time: Friday, 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: Dr. Hanno Poeschl, M.S.c., M.B.A.  
Meeting Time: Monday, 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: Wednesday, 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: Thursday, 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: Dr. Hanno Poeschl, M.S.c., M.B.A.  
Meeting Time: Tuesday, 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: Friday, 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: Friday, 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: Friday, 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 5400/18 – INTERNATIONAL POLITICAL ECONOMY**

Instructor: Dr. Eric Frey

Meeting Time: Monday, 6 – 10 p.m.

Class Limit: 20

The course offers an overview of theory and practice of international political economy and analyse the interplay between politics and economics on a global level. It is designed to give students a conceptual understanding. After covering some basic theoretical and historical ground, the course will use a practical case-study approach to the main economic policy issues in today's world, such as trade liberalization and trade conflicts, financial crises and the fallout from globalization.

## **INTL 5500/18 – 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.

## **INTL 5580/18 – POLITICS OF DEVELOPMENT**

Instructor: Dr. Petra Purkarthofer

Meeting Time: Tuesday, 6 – 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 5800/18 – GLOBALIZATION**

Instructor: TBA

Meeting Time: TBA

Class Limit: 20

TBA.

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