

*For up-to-date course information go to [www.suffolk.edu/offices/996.html](http://www.suffolk.edu/offices/996.html) and click on 'Search for Classes'.*

# Suffolk

## UNIVERSITY



### **Summer 2008**

## **Sawyer Business School**

## **Graduate Course Offerings**

# Summer I 2008 Calendar

|                 |              |              |   |
|-----------------|--------------|--------------|---|
| Mon-Fri         | <b>March</b> | <b>10-28</b> | Faculty Advising for Current Students for Summer and Fall 2008              |
| Monday          | <b>March</b> | <b>31</b>    | Graduate Student Priority Registration for Summer and Fall 2008             |
| Tuesday         | <b>April</b> | <b>1</b>     | Senior Priority Registration for Summer and Fall 2008                       |
| Wednesday       | <b>April</b> | <b>2</b>     | Junior Priority Registration for Summer and Fall 2008                       |
| Thursday        | <b>April</b> | <b>3</b>     | Sophomore Priority Registration for Summer and Fall 2008                    |
| Friday          | <b>April</b> | <b>4</b>     | Freshman Priority Registration for Summer and Fall 2008                     |
| Monday          | <b>April</b> | <b>7</b>     | Non-Degree Web Registration for Summer and Fall 2008                        |
| Monday          | April        | 21           | Last Day for Summer I 2008 Registration without Payment                     |
| Monday          | May          | 5            | Summer I 2008 Tuition Due   |
| Saturday        | May          | 10           | Executive MBA Summer Term Convenes  |
| Monday          | May          | 12           | Summer I 2008 DAY and EVENING Classes Convene (except NESADSU)              |
| Saturday        | May          | 17           | Summer 2008 Online MBA Classes Convene                                      |
| Monday          | May          | 19           | MSF/MSFSB Third Quarter Second Saturday Session                             |
| Tuesday         | May          | 20           | Last Day for Summer I 2008 Course Adds and Late Registration                |
| <b>Monday</b>   | <b>May</b>   | <b>26</b>    | 50% Tuition Liability for Summer I 2008 Begins                              |
| Tuesday         | May          | 27           | <b>Memorial Day Holiday - University Closed</b>                             |
| Wednesday       | May          | 28           | Last Day to Drop Summer I 2008 Courses without a Grade of "W"               |
| Sunday          | June         | 1            | Summer I 2008 100% Tuition Liability Begins                                 |
| Monday          | June         | 2            | Last Day for Summer II 2008 Registration without Payment                    |
| Thursday        | June         | 5            | NESADSU Summer Session 2008 Convenes  |
| Friday          | June         | 6            | MSF/MSFSB Third Quarter Classes End   |
| Monday          | June         | 9            | Last Day to Drop Summer I 2008 Courses without Penalty of a "F" Grade       |
| Tuesday         | June         | 10           | NESADSU Summer Session 2008 Last Day for Course Adds and Late Registration  |
| Monday          | June         | 16           | NESADSU Summer Session 2008 50% Tuition Liability Begins                    |
| Tuesday         | June         | 17           | NESADSU Summer Session 2008 Last Day to Drop Courses without a Grade of "W" |
| Wednesday       | June         | 18           | NESADSU Summer Session 2008 100% Tuition Liability Begins                   |
| Thursday-Friday | June         | 19-20        | Last Day of Summer Session I 2008 DAY Classes (Except NESADSU)              |
| Friday          | June         | 20           | Final Exams for Summer Session I 2008 DAY Classes                           |
| Wednesday       | June         | 25           | Summer Session I 2008 Deferred Tuition Payment Due                          |
| Thursday        | June         | 26           | Summer Session II 2008 Tuition Due  |
| Friday          | June         | 27           | Last Day of Summer Session I 2008 EVENING Classes (Except NESADSU)          |
| Friday          | June         | 27           | Final Exams for Summer Session I 2008 TTH EVENING Classes (Except NESADSU)  |
| Friday          | June         | 27           | Final Exams for Summer Session I 2008 MW EVENING Classes (Except NESADSU)   |

**Note: Dates are subject to change. Please check Campus Cruiser for the most up-to-date information.**

## Summer II 2008 Calendar

|                     |             |          |   |
|---------------------|-------------|----------|---|
| Monday              | June        | 30       | Summer Session II 2008 DAY and EVENING Classes Convene (except NESADSU)   |
| Wednesday           | July        | 2        | Summer Session I 2008 Grades Due to Registrar   |
| <b>Friday</b>       | <b>July</b> | <b>4</b> | <b>Independence Day Holiday - University Closed</b><br>NESADSU Summer Session 2008 Last Day to Drop Courses without Penalty of a "F" Grade      |
| Thursday            | July        | 3        | Penalty of a "F" Grade  |
| Tuesday             | July        | 8        | MSF/MSFSB Fourth Quarter Convenes<br>Last Day for Summer II 2008 Course Adds and Late Registration  |
| Friday              | July        | 9        | 50% Tuition Liability for Summer II 2008 Begins   |
| Tuesday             | July        | 15       | MSF/MSFSB Fourth Quarter 50% Tuition Liability Begins<br>Last Day to Drop Summer II 2008 Courses without a Grade of "W"                         |
| Wednesday           | July        | 16       | Summer II 2008 100% Tuition Liability Begins  |
| Saturday            | July        | 19       | Summer 2008 Online MBA Classes End<br>Last Day to Drop Summer II 2008 Courses without Penalty of a "F" Grade                                    |
| Friday              | July        | 25       | Grade   |
| Saturday            | July        | 26       | MSF/MSFSB Fourth Quarter First Saturday Session Meets   |
| Tuesday             | July        | 29       | MSF/MSFSB 100% Tuition Liability Begins   |
| Wednesday           | August      | 1        | Summer Session II 2008 Deferred Tuition Payment Due<br>Fall 2008 Tuition Due<br>Last Day of Summer Session II 2008 DAY Classes (Except NESADSU) |
| Wednesday           | August      | 6        | NESADSU   |
| Thursday            | August      | 7        | Last Day of NESADSU Summer Session 2008 Classes   |
| Thursday-<br>Friday | August      | 7-8      | Final Exams for Summer Session II 2008 DAY Classes<br>Last Day of Summer Session II 2008 EVENING Classes (Except NESADSU)                       |
| Wednesday           | August      | 13       | Final Exams for Summer Session II 2008 TTH EVENING Classes (Except NESADSU)   |
| Thursday            | August      | 14       | Final Exams for Summer Session II 2008 MW EVENING Classes (Except NESADSU)  |
| Friday              | August      | 15       | (Except NESADSU)  |
| Saturday            | August      | 16       | MSF/MSFSB Fourth Quarter Second Saturday Session Meets<br>Summer Session II 2008 and NESADSU Summer Session 2007 Grades Due to Registrar        |
| Wednesday           | August      | 20       |   |

**Note: Dates are subject to change. Please check Campus Cruiser for the most up-to-date information.**

# Summer I Course Offerings

## BOSTON CAMPUS

### IMPORTANT INFORMATION CONCERNING MBA 600

**All full-time and part-time MBAs starting their program of study in Summer 2008, MUST take MBA 600 in Fall 2008.** Because of the nature of this course, it is not offered in Summer sessions.

**In the Fall semester, MBA 600 will occur on two weekends: MBA 600 section AE meets September 12<sup>th</sup> and 13<sup>th</sup> + October 17<sup>th</sup> (see explanation below) ; and MBA 600 section BE meets September 19<sup>th</sup> and 20<sup>th</sup> + October 17<sup>th</sup> (see explanation below).**

In each section, Friday begins at 3:30 pm, concludes at about 8:00 pm, and includes dinner; Saturday begins at 8:30 am, concludes at 6 pm, and includes breakfast and lunch. It is best to register early to insure the weekend of your choice.

Students will receive a syllabus with assignments, directions etc. approximately two weeks prior to the weekend their section meets.

**Because of the nature of this course, students dropping MBA 600 AE after September 8<sup>th</sup> will be charged a \$200 MBA 600 cancellation fee. This also refers to students dropping MBA 600 AE and adding MBA 600 BE.**

**Students dropping MBA 600 BE after September 15<sup>th</sup> will be charged a \$200 MBA 600 cancellation fee.**

**MBA Networking & Career Strategy Day is September 28<sup>th</sup> and is considered a part of MBA 600 in both sections AE and BE.**

- **Full-Time AND Part-time MBA students are required to attend the 5:30 pm to 7:45 pm session as part of their MBA 600 grade.**

**Note: Tuition liability typically begins after the first two weeks of the semester. If you withdraw from MBA 600 after the tuition liability date you may incur some costs in addition to the \$200 cancellation fee.**

### ADVISING

All new full-time MBAs must have an advising appointment prior to registration.

It is highly recommended that new part-time MBAs have an advising appointment.

Contact the Boston MBA Programs Office at 617-573-8306 to make an advising appointment. Or call 1-800-6-SUFFOLK and ask for Amanda Hines, the MBA Program Assistant. Appointments may be by telephone and may be in the day and early evening.

---

## MBA Core/Required Courses

| Course Section | Course Title             | Days | Start Time | End Time   | Faculty   | Prereqs & Notes   |
|----------------|--------------------------|------|------------|------------|-----------|---|
| MBA 610 AE     | Organizational Behavior  | TTH  | 5:00 p.m.  | 7:40 p.m.  | Webber, S |   |
| MBA 620 AE     | Statistical Methods      | MW   | 7:50 p.m.  | 10:30 p.m. | Staff     | <b>Check SAIL for dates<br/>MBA 620; Check SAIL<br/>for dates</b> |
| MBA 625 AE     | Operations Management    | MW   | 7:50 p.m.  | 10:30 p.m. | Staff     |   |
| MBA 630 AE     | Economic Anal. For Mgrs  | MW   | 5:00 p.m.  | 7:40 p.m.  | Staff     |   |
| MBA 640 AE     | Corp Fin Report. & Cont. | TTH  | 7:50 p.m.  | 10:30 p.m. | Whalen, T |   |
| MBA 650 AE     | Value Based Fin. Mgmt    | MW   | 7:50 p.m.  | 10:30 p.m. | Staff     | MBA 620, 630 & 640  |
| MBA 670 AE     | Info Mgt for Comp. Adv   | MW   | 5:00 p.m.  | 7:40 p.m.  | Staff     |   |
| MBA 680 AE     | Mgmt Ethical & Leg Env   | MW   | 5:00 p.m.  | 7:40 p.m.  | Staff     |   |
| MBA 780 AE     | Managing in Global Env   | MW   | 7:50 p.m.  | 10:30 p.m. | Staff     | MBA 600 & all MBA<br>core except 680                              |
| MBA 800 AE     | Strategic Management     | TH   | 5:00 p.m.  | 7:40 p.m.  | Cass, L   | MBA 600 & all MBA<br>core courses incl 780                        |

## Electives

| Course Section                        | Course Title               | Days | Start Time | End Time   | Faculty      | Prereqs & Notes                     |
|---------------------------------------|----------------------------|------|------------|------------|--------------|-------------------------------------|
| <b>Accounting</b>                     |                            |      |            |            |              |                                     |
| ACCT 801 AE                           | Grad Fin Accounting I      | TTH  | 5:00 p.m.  | 7:40 p.m.  | Pelletier, M | MBA 640 or MBA 720                  |
| ACCT 802 AE                           | Grad Fin Accounting II     | MW   | 5:00 p.m.  | 7:40 p.m.  | Bawn, D      | ACCT 801                            |
| ACCT 805 AE                           | Auditing & Assur. Svcs     | MW   | 7:50 p.m.  | 10:30 p.m. | May, D       | MBA 640 or ACCT 802<br>or MBA 720   |
| ACCT 824 AE                           | Corp Fin Report & Analy    | TTH  | 5:00 p.m.  | 7:40 p.m.  | Bawn, D      | MBA 640 or ACCT 802;<br>and MBA 650 |
| ACCT 861 AE                           | Leadership, Fin Profession | MW   | 5:00 p.m.  | 7:40 p.m.  | Kraten, M    | MBA 640 or ACCT 802                 |
| ACCT 865 AE                           | Technology & Fin Info      | TTH  | 5:00 p.m.  | 7:40 p.m.  | Gomaa, M     | MBA 640 or ACCT 802                 |
| ACIB 872 AE                           | Int'l Fin Anal & Ctrl      | TTH  | 5:00 p.m.  | 7:40 p.m.  | Mistry, J    | MBA 640 or ACCT 802;<br>and MBA 650 |
| <b>Finance</b>                        |                            |      |            |            |              |                                     |
| FIN 805 AE                            | Capital Management         | MW   | 5:00 p.m.  | 7:40 p.m.  | Staff        | MBA 650 or MBA 750                  |
| FIN 810 AE                            | Investment Analysis        | TTH  | 5:00 p.m.  | 7:40 p.m.  | Staff        | MBA 650 or MBA 750                  |
| <b>Health Care Administration</b>     |                            |      |            |            |              |                                     |
| HLTH 900 AE                           | Advanced Hlth Fin Mgmt     | MW   | 5:00 p.m.  | 7:40 p.m.  | Carroll, T   |                                     |
| HLTH 900 BE                           | Adv Hlth Mkt & Comm        | TTH  | 5:00 p.m.  | 7:40 p.m.  | Gregg, R     |                                     |
| HLTH 900 C                            | Best Prac in Clinic Mgmt   | TBA  | TBA        | TBA        | Williams, L  |                                     |
| <b>International Business</b>         |                            |      |            |            |              |                                     |
| ACIB 872 AE                           | Int'l Fin Anal & Ctrl      | TTH  | 5:00 p.m.  | 7:40 p.m.  | Mistry, J    | MBA 640 or ACCT 802;<br>and MBA 650 |
| MKIB 900 AE                           | Special Top: Mkt in Japan  | TTH  | 5:00 p.m.  | 7:40 p.m.  | Staff        |                                     |
| MKIB 920 AE                           | Marketing Internship       | TBA  | TBA        | TBA        | TBA          |                                     |
| <b>Legal &amp; Social Environment</b> |                            |      |            |            |              |                                     |
| BLLS 800 AE                           | Business Law               | MW   | 5:00 p.m.  | 7:40 p.m.  | McCoy, J     |                                     |
| BLLS 830 AE                           | Mgmt in Int'l Legal Env    | TTH  | 7:50 p.m.  | 10:30 p.m. | Blodgett, M  | MBA 680 or MBA 730                  |

For up-to-date course information go to [www.suffolk.edu/offices/996.html](http://www.suffolk.edu/offices/996.html) and click on 'Search for Classes'.

### Organizational Behavior

|             |                           |   |           |           |               |                             |
|-------------|---------------------------|---|-----------|-----------|---------------|-----------------------------|
| MGOB 900 AE | Persuasive Comm           | M | 5:00 p.m. | 7:40 p.m. | Burnheim, T   | This is a 1.5 credit course |
| MGOB 900 BE | Managing Difficult People | W | 5:00 p.m. | 7:40 p.m. | Flaxington, B | This is a 1.5 credit course |

### Management

|             |                    |     |           |            |          |
|-------------|--------------------|-----|-----------|------------|----------|
| MGES 901 AE | Business Start-Ups | TTH | 7:50 p.m. | 10:30 p.m. | Kraft, W |
|-------------|--------------------|-----|-----------|------------|----------|

### Marketing

|             |                           |     |           |           |           |
|-------------|---------------------------|-----|-----------|-----------|-----------|
| MKIB 900 AE | Special Top: Mkt in Japan | TTH | 5:00 p.m. | 7:40 p.m. | Grossberg |
| MKIB 920 AE | Marketing Internship      | TBA | TBA       | TBA       | TBA       |

### Public Administration

|             |                          |    |           |            |              |
|-------------|--------------------------|----|-----------|------------|--------------|
| P.AD 811 AE | Politics of Fed Bureauc. | MW | 5:00 p.m. | 7:40 p.m.  | Melconian, L |
| P.AD 819 AE | Grants In-Aid & Mgt      | TH | 6:00 p.m. | 10:00 p.m. | Lavin, M     |

### Taxation

|            |                        |     |           |            |               |                     |
|------------|------------------------|-----|-----------|------------|---------------|---------------------|
| TAX 861 AE | Tax Research           | MW  | 5:00 p.m. | 7:40 p.m.  | McNeil, C     |                     |
| TAX 864 AE | Tax Practice & Proced. | TTH | 5:00 p.m. | 7:40 p.m.  | O'Sullivan, J | TAX 861 and TAX 801 |
| TAX 865 AE | Tax of Transnt'l Trans | TTH | 7:50 p.m. | 10:30 p.m. | MacNeil, P    | TAX 862             |
| TAX 872 AE | Tax Exempt Orgs        | MW  | 5:00 p.m. | 7:40 p.m.  | Schuster, J   | TAX 801             |

## CAPE COD CAMPUS – SUMMER I

Contact Andrea Ponte at the Cape Cod campus to confirm course offerings, times, and place of meetings:  
[aponte@suffolk.edu](mailto:aponte@suffolk.edu)

### MBA Core/Required Courses

| Course Section | Course Title   | Days | Start Time | End Time  | Faculty | Prereqs & Notes                         |
|----------------|----------------|------|------------|-----------|---------|---|
| MBA 800 CC     | Strategic Mgmt | M    | 6:30 p.m.  | 9:10 p.m. | Staff   | MBA 600 & all MBA core courses incl 780 |

### Electives

| Course Section           | Course Title           | Days | Start Time | End Time   | Faculty      | Prereqs & Notes |
|--------------------------|------------------------|------|------------|------------|--------------|-----------------|
| <b>Public Management</b> |                        |      |            |            |              |                 |
| P.AD 811 CCDL            | Pol of Fed Bureaucracy | MW   | 5:00 p.m.  | 7:40 p.m.  | Melconian, L |                 |
| P.AD 819 CCDL            | Grants-in-Aid & Mgmt   | TH   | 6:00 p.m.  | 10:00 p.m. | Lavin, M     |                 |

## DEAN CAMPUS – SUMMER I

Contact Susan Bonvouloir on the Dean campus to confirm course offerings, times and place of meetings:  
[sbonvouloir@dean.edu](mailto:sbonvouloir@dean.edu)

### MBA Core/Required Courses

| Course Section | Course Title   | Days | Start Time | End Time | Faculty | Prereqs & Notes                         |
|----------------|----------------|------|------------|----------|---------|---|
| MBA 800 DC     | Strategic Mgmt | TBA  | TBA        | TBA      | Shaw, G | MBA 600 & all MBA core courses incl 780 |

### Electives

| Course Section                 | Course Title   | Days | Start Time | End Time | Faculty    | Prereqs & Notes |
|--------------------------------|----------------|------|------------|----------|------------|-----------------|
| <b>Organizational Behavior</b> |                |      |            |          |            |                 |
| MGOB 865 DC                    | Leading Change | TBA  | TBA        | TBA      | O'Brien, W |                 |

## MERRIMACK CAMPUS – SUMMER I

Contact Heather Hewitt to confirm course offerings, time and place of meetings: [hhewitt@suffolk.edu](mailto:hhewitt@suffolk.edu)

### IMPORTANT INFORMATION CONCERNING MBA 600

**All full-time and part-time MBAs starting their program of study in Summer 2008, MUST take MBA 600 in Fall 2008.** Because of the nature of this course, it is not offered in Summer sessions. This is the only course North Andover students are required to take in Boston

**In the Fall semester, MBA 600 will occur on two weekends: MBA 600 section AE meets September 12<sup>h</sup> and 13<sup>th</sup> + October 17<sup>th</sup> (see explanation below) ; and MBA 600 section BE meets September 19<sup>th</sup> and 20<sup>th</sup> + October 17<sup>th</sup> (see explanation below).**

In each section, Friday begins at 3:30 pm, concludes at about 8:00 pm, and includes dinner; Saturday begins at 8:30 am, concludes at 6 pm, and includes breakfast and lunch. It is best to register early to insure the weekend of your choice.

Students will receive a syllabus with assignments, directions etc. approximately two weeks prior to the weekend their section meets.

**Because of the nature of this course, students dropping MBA 600 AE after September 8<sup>th</sup> will be charged a \$200 MBA 600 cancellation fee.** This also refers to students dropping MBA 600 AE and adding MBA 600 BE.

**Students dropping MBA 600 BE after September 15<sup>th</sup> will be charged a \$200 MBA 600 cancellation fee.**

MBA Networking & Career Strategy Day is September 28<sup>th</sup> and is considered a part of MBA 600 in both sections AE and BE.

- **Full-Time AND Part-time MBA students are required to attend the 5:30 pm to 7:45 pm session as part of their MBA 600 grade.**

**Note: Tuition liability typically begins after the first two weeks of the semester. If you withdraw from MBA 600 after the tuition liability date you may incur some costs in addition to the \$200 cancellation fee.**

### ADVISING

All new full-time MBAs must have an advising appointment prior to registration.

It is highly recommended that new part-time MBAs have an advising appointment.

Contact the Boston MBA Programs Office at 617-573-8306 to make an advising appointment. Or call 1-800-6-SUFFOLK and ask for Amanda Hines, the MBA Program Assistant. Appointments may be by telephone and may be in the day and early evening.

## MBA Core/Required Courses

| Course Section | Course Title           | Days | Start Time | End Time  | Faculty  | Prereqs & Notes |
|----------------|------------------------|------|------------|-----------|----------|-----------------|
| MBA 630 MC     | Econ Analysis for Mgrs | TTH  | 6:00 p.m.  | 8:45 p.m. | Cohen, C |                 |

For up-to-date course information go to [www.suffolk.edu/offices/996.html](http://www.suffolk.edu/offices/996.html) and click on 'Search for Classes'.

## **Electives**

| <b>Course<br/>Section</b>                     | <b>Course Title</b>    | <b>Days</b> | <b>Start Time</b> | <b>End Time</b> | <b>Faculty</b> | <b>Prereqs &amp; Notes</b> |
|---|------------------------|-------------|-------------------|-----------------|----------------|----------------------------|
| <b>Organizational Behavior</b><br>MGOB 855 MC | Conflict & Negotiation | FS          | 9:00 a.m.         | 6:00 p.m.       | Mazen, A       | 5/2, 5/3, 5/9, 5/10        |

## GLOBAL MBA – SUMMER I

### IMPORTANT INFORMATION CONCERNING MBA 600 and GMBA 601

**All full-time and part-time Global MBAs starting their program of study in Summer 2008, MUST take MBA 600 and GMBA 601 in Fall 2008.** Because of the nature of these courses, they are not offered in Summer sessions. See the Fall Course Bulletin for information, course times, etc.

### ADVISING

All new full-time and part-time Global MBAs must have an advising appointment with Dean Hallberg prior to registration. Contact the Boston MBA Programs Office at 617-573-8306 to make an advising appointment. Or call 1-800-6-SUFFOLK and ask for Amanda Hines, the MBA Program Assistant. Be sure to identify yourself as a Global MBA and ask for an advising appointment with Dean Hallberg. Appointments may be by telephone or in person, and may be in the day and early evening.

## GMBA / MBA Core/Required Courses

| Course Section | Course Title             | Days | Start Time | End Time   | Faculty     | Prereqs & Notes  |
|----------------|--------------------------|------|------------|------------|-------------|--|
| MBA 610 AE     | Organizational Behavior  | TTH  | 5:00 p.m.  | 7:40 p.m.  | Webber, S   |  |
| MBA 620 AE     | Statistical Methods      | MW   | 7:50 p.m.  | 10:30 p.m. | Staff       | Be sure to look at the dates this class meets as listed on SAIL. This class only meets for 7 sessions because it is 1.5 credits  |
| MBA 625 AE     | Operations Management    | MW   | 7:50 p.m.  | 10:30 p.m. | Staff       | corequisite: MBA 620<br>Be sure to look at the dates this class meets as listed on SAIL. This class only meets for 7 sessions because it is 1.5 credits. It immediately follows MBA 620. |
| MBA 630 AE     | Economic Anal. For Mgrs  | MW   | 5:00 p.m.  | 7:40 p.m.  | Staff       |  |
| MBA 640 AE     | Corp Fin Report. & Cont. | TTH  | 7:50 p.m.  | 10:30 p.m. | Whalen, T   |  |
| MBA 650 AE     | Value Based Fin. Mgmt    | MW   | 7:50 p.m.  | 10:30 p.m. | Staff       | MBA 620, 630 & 640   |
| MBA 670 AE     | Info Mgt for Comp. Adv   | MW   | 5:00 p.m.  | 7:40 p.m.  | Staff       |  |
| BLLS 830 AE    | Mgmt in Int'l Legal Env  | TTH  | 7:50 p.m.  | 10:30 p.m. | Blodgett, M | GMBA's SUBSTITUTE BLLS 830 for MBA 680. If you have problems with registration, contact the MBA Programs Office at 617-573-8306 or ahines@suffolk.edu                                    |
| MBA 780 AE     | Managing in Global Env   | MW   | 7:50 p.m.  | 10:30 p.m. | Staff       | MBA 600 & all MBA core except 680  |
| MBA 800 AE     | Strategic Management     | TH   | 5:00 p.m.  | 7:40 p.m.  | Cass, L     | MBA 600 & all MBA core courses incl 780  |

For up-to-date course information go to [www.suffolk.edu/offices/996.html](http://www.suffolk.edu/offices/996.html) and click on 'Search for Classes'.

|             |                       |     |     |               |   |
|-------------|-----------------------|-----|-----|---------------|---|
| GMBA 800 AE | Global MBA Internship | TBA | TBA | Defillippi, R | 6 credits; By Dean Hallberg's permission only |
|-------------|-----------------------|-----|-----|---------------|---|

## **Electives**

| <b>Course Section</b>            | <b>Course Title</b>   | <b>Days</b> | <b>Start Time</b> | <b>End Time</b> | <b>Faculty</b> | <b>Prereqs &amp; Notes</b>       |
|----------------------------------|-----------------------|-------------|-------------------|-----------------|----------------|----------------------------------|
| <b>Accounting</b><br>ACIB 872 AE | Int'l Fin Anal & Ctrl | TTH         | 5:00 p.m.         | 7:40 p.m.       | Mistry, J      | MBA 640 or ACCT 802; and MBA 650 |

## **MBA ONLINE**

**There is only one 10-week summer session in the MBA Online Program:  
May 12 – July 19**

### **FOR ALL STUDENTS REGISTERING FOR AN MBA ONLINE COURSE**

It is IMPORTANT to read all registration information below. Please contact Ana Perez, Assistant Director, MBA Online Programs with any questions, concerns and/or for more information at [aperez@suffolk.edu](mailto:aperez@suffolk.edu).

#### **EMAIL**

Please be sure to access your Suffolk email address at [sumail.suffolk.edu](mailto:sumail.suffolk.edu) to receive your online course(s) login information.

#### **ACCESS TO COURSES**

Log on to [www.suffolk.edu/mabaonline](http://www.suffolk.edu/mabaonline).

Under Current Students, click on **Access to Courses**

### **FIRST TIME MBA ONLINE COURSE USERS**

If this is the first MBA Online course you are taking, you **MUST register for MBA 001 W1 – NSO First Time MBA Online Users**. This is a 0-credit, 0-fee introductory session that will provide you with an at-a-glance experience of the online course tools. It will also provide you with the opportunity to insure your system is adequately prepared to participate in online course(s).

To download the NSO agenda, go to [www.suffolk.edu/mbaonline](http://www.suffolk.edu/mbaonline).

Under Current Students, click on New Student Orientation.

#### **CHAT**

A 90- minute weekly chat is **required** for each Suffolk MBA Online course.

Chat provides real-time access to your instructors, classmates and group members.

To get the most updated information on scheduled chat sessions, log on to [www.suffolk.edu/mbaonline](http://www.suffolk.edu/mbaonline); under 'Current Students' click on 'Schedules'.

#### **TUITION AND FEES**

Standard tuition applies to the MBA Online courses.

*For up-to-date course information go to [www.suffolk.edu/offices/996.html](http://www.suffolk.edu/offices/996.html) and click on 'Search for Classes'.*

**There is an additional tech fee for each MBA Online course.**

Go to [www.suffolk.edu/stdact](http://www.suffolk.edu/stdact) for specific information.

**FOR MBA ONLINE STUDENTS**

All MBA Online students may also register for Suffolk MBA courses at our main campus in Boston and at our off site locations in Franklin, North Andover, and West Barnstable.

**GLOBAL BUSINESS TRAVEL COURSES**

All MBA Online students may register for Suffolk 3-credit one-week global business travel seminars. Contact Michael Brown at [mcbrown@suffolk.edu](mailto:mcbrown@suffolk.edu) for more information. Recent global seminars have included one week trips to China, Germany, France, Chile, Brazil, and India.

**CORE AND REQUIRED COURSES - MBA 600**

All new Summer 2008 MBA Online admits **MUST register for MBA 600 W1 in Fall 2008.**

It is **ONLY** offered in Fall semesters.

**ADVISING**

All new full-time MBA Online students must have an advising appointment prior to registration.

It is highly recommended that new MBA Online part-time students have an advising appointment prior to registration.

Contact the Boston MBA Programs Office at 617-573-8306 to make an advising appointment. Or call 1-800-6-SUFFOLK and ask for Amanda Hines, the MBA Program Assistant. Advising appointments may be by telephone during the day and/or early evening hours.

**Note: For an up-to-date listing of course offerings please visit [www.suffolk.edu/mbaonline](http://www.suffolk.edu/mbaonline) and click on Program Calendar.**

**Please contact Ana Perez, Assistant Director, MBA Online Programs with any questions, concerns and/or for more information at [aperez@suffolk.edu](mailto:aperez@suffolk.edu).**

# Summer II 2008 Calendar

## Boston Campus Summer II 2008

### IMPORTANT INFORMATION CONCERNING MBA 600

**All full-time and part-time MBAs starting their program of study in Summer 2008, MUST take MBA 600 in Fall 2008.** Because of the nature of this course, it is not offered in Summer sessions.

In the Fall semester, MBA 600 will occur on two weekends: MBA 600 section AE meets September 12<sup>th</sup> and 13<sup>th</sup> + October 17<sup>th</sup> (see explanation below) ; and MBA 600 section BE meets September 19<sup>th</sup> and 20<sup>th</sup> + October 17<sup>th</sup> (see explanation below).

In each section, Friday begins at 3:30 pm, concludes at about 8:00 pm, and includes dinner; Saturday begins at 8:30 am, concludes at 6 pm, and includes breakfast and lunch. It is best to register early to insure the weekend of your choice.

Students will receive a syllabus with assignments, directions etc. approximately two weeks prior to the weekend their section meets.

**Because of the nature of this course, students dropping MBA 600 AE after September 8<sup>th</sup> will be charged a \$200 MBA 600 cancellation fee. This also refers to students dropping MBA 600 AE and adding MBA 600 BE.**

**Students dropping MBA 600 BE after September 15<sup>th</sup> will be charged a \$200 MBA 600 cancellation fee.**

MBA Networking & Career Strategy Day is September 28<sup>th</sup> and is considered a part of MBA 600 in both sections AE and BE.

- **Full-Time AND Part-time MBA students are required to attend the 5:30 pm to 7:45 pm session as part of their MBA 600 grade.**

**Note: Tuition liability typically begins after the first two weeks of the semester. If you withdraw from MBA 600 after the tuition liability date you may incur some costs in addition to the \$200 cancellation fee.**

### ADVISING

All new full-time MBAs must have an advising appointment prior to registration.

It is highly recommended that new part-time MBAs have an advising appointment.

Contact the Boston MBA Programs Office at 617-573-8306 to make an advising appointment. Or call 1-800-6-SUFFOLK and ask for Amanda Hines, the MBA Program Assistant. Appointments may be by telephone and may be in the day and early evening.

---

## **MBA Core/Required Courses**

| <b>Course Section</b> | <b>Course Title</b>      | <b>Days</b> | <b>Start Time</b> | <b>End Time</b> | <b>Faculty</b>  | <b>Prereqs &amp; Notes</b>                          |
|-----------------------|--------------------------|-------------|-------------------|-----------------|-----------------|---|
| MBA 630 AE            | Economic Anal. For Mgrs  | MW          | 7:50 p.m.         | 10:30 p.m.      | Staff           |   |
| MBA 640 AE            | Corp Fin Report. & Cont. | MW          | 5:00 p.m.         | 7:40 p.m.       | Bawn, D         |   |
| MBA 650 AE            | Value Based Fin. Mgmt    | TTH         | 5:00 p.m.         | 7:40 p.m.       | Staff           | MBA 620, 630, & 640                                 |
| MBA 660 AE            | Mkting: Mnging Value     | MW          | 7:50 p.m.         | 10:30 p.m.      | Curren-Kelly, C |   |
| MBA 680 AE            | Mgmt Ethical & Leg Env   | TTH         | 7:50 p.m.         | 10:30 p.m.      | Blodgett, M.    |   |
| MBA 780 AE            | Managing in Global Env   | TTH         | 5:00 p.m.         | 7:40 p.m.       | Staff           | MBA 600 and all MBA core except MBA 670 and MBA 680 |

## **Electives**

| <b>Course Section</b>          | <b>Course Title</b>       | <b>Days</b> | <b>Start Time</b> | <b>End Time</b> | <b>Faculty</b>  | <b>Prereqs &amp; Notes</b>     |
|--------------------------------|---------------------------|-------------|-------------------|-----------------|-----------------|--------------------------------|
| <b>Accounting</b>              |                           |             |                   |                 |                 |                                |
| ACCT 803 AE                    | Graduate Fin ACCT III     | MW          | 5:00 p.m.         | 7:40 p.m.       | Weist, D        | ACCT 801                       |
| ACCT 804 AE                    | Cost Info, Dec & Control  | TTH         | 7:50 p.m.         | 10:30 p.m.      | Hogan, J        | MBA 640 or ACCT 802 or MBA 720 |
| ACCT 871 AE                    | Not For Profit Acct & Con | MW          | 5:00 p.m.         | 7:40 p.m.       | White, J.       | MBA 640 or ACCT 801            |
| <b>Finance</b>                 |                           |             |                   |                 |                 |                                |
| FIN 801 AE                     | Money & Capital Mkts      | MW          | 7:50 p.m.         | 10:30 p.m.      | Staff           |                                |
| FIN 814 AE                     | Options and Futures       | TTH         | 5:00 p.m.         | 7:40 p.m.       | Staff           |                                |
| <b>International Business</b>  |                           |             |                   |                 |                 |                                |
| MKIB 817 AE                    | International Mkting      | MW          | 5:00 p.m.         | 7:40 p.m.       | Curran-Kelly, C | MBA 660 or MBA 710             |
| <b>Management</b>              |                           |             |                   |                 |                 |                                |
| MGSM 834 AE                    | Mergers and Acquisitions  | TWTH        | 9:00 a.m.         | 5:00 p.m.       | Ashour, A       |                                |
| <b>Marketing</b>               |                           |             |                   |                 |                 |                                |
| MKT 825 AE                     | Strategic Brand Mgmt      | TTH         | 5:00 p.m.         | 7:40 p.m.       | Mee, J          |                                |
| MKIB 817 AE                    | International Mkting      | MW          | 5:00 p.m.         | 7:40 p.m.       | Curran-Kelly, C | MBA 660 or MBA 710             |
| <b>Organizational Behavior</b> |                           |             |                   |                 |                 |                                |
| MGOB 855                       | Conflict & Negotiation    | FSU         | 9:00 a.m.         | 6:00 p.m.       | Mazen, A        |                                |
| <b>Public Administration</b>   |                           |             |                   |                 |                 |                                |
| P.AD 840 AE                    | Comparative Public Pol    | F           | 5:30 p.m.         | 7:30 p.m.       | Burke           |                                |
| P.AD 900 AE                    | Spec Top: Robert Moses    | TTH         | 5:00 p.m.         | 7:40 p.m.       | Gianakis, G     |                                |
| P.AD 900 BE                    | Spec Top: Dynm Loc Gvt    | M           | 6:00 p.m.         | 10:00 p.m.      | Gutro, D        |                                |
| <b>Taxation</b>                |                           |             |                   |                 |                 |                                |
| TAX 801 AE                     | Issues in Fed Taxation    | MW          | 7:50 p.m.         | 10:30 p.m.      | Miller, S       |                                |
| TAX 863 AE                     | Tax of Pass-Entities      | MW          | 5:00 p.m.         | 7:40 p.m.       | Kaufman, P      | TAX 861 and TAX 801            |
| TAX 870 AE                     | Fed Incom Tax Est & Trust | TTH         | 5:00 p.m.         | 7:40 p.m.       | Burt, J         | TAX 801 and TAX 861            |
| TAX 874 AE                     | U.S. Int'l Tax II         | TTH         | 5:00 p.m.         | 7:40 p.m.       | MacNeil, P      | TAX 861 and TAX 801            |
| TAX 879 AE                     | Personal Financial Plann. | MW          | 7:50 p.m.         | 10:30 p.m.      | Kaufman, P      | TAX 801 and TAX 861            |

## MERRIMACK CAMPUS – SUMMER II

Contact Heather Hewitt to confirm course offerings, time and place of meetings: [hhewitt@suffolk.edu](mailto:hhewitt@suffolk.edu)

### IMPORTANT INFORMATION CONCERNING MBA 600

**All full-time and part-time MBAs starting their program of study in Summer 2008, MUST take MBA 600 in Fall 2008.** Because of the nature of this course, it is not offered in Summer sessions. This is the only course North Andover students are required to take in Boston

**In the Fall semester, MBA 600 will occur on two weekends: MBA 600 section AE meets September 12<sup>h</sup> and 13<sup>th</sup> + October 17<sup>th</sup> (see explanation below) ; and MBA 600 section BE meets September 19<sup>th</sup> and 20<sup>th</sup> + October 17<sup>th</sup> (see explanation below).**

In each section, Friday begins at 3:30 pm, concludes at about 8:00 pm, and includes dinner; Saturday begins at 8:30 am, concludes at 6 pm, and includes breakfast and lunch. It is best to register early to insure the weekend of your choice.

Students will receive a syllabus with assignments, directions etc. approximately two weeks prior to the weekend their section meets.

**Because of the nature of this course, students dropping MBA 600 AE after September 8<sup>th</sup> will be charged a \$200 MBA 600 cancellation fee. This also refers to students dropping MBA 600 AE and adding MBA 600 BE.**

**Students dropping MBA 600 BE after September 15<sup>th</sup> will be charged a \$200 MBA 600 cancellation fee.**

MBA Networking & Career Strategy Day is September 28<sup>th</sup> and is considered a part of MBA 600 in both sections AE and BE.

- **Full-Time AND Part-time MBA students are required to attend the 5:30 pm to 7:45 pm session as part of their MBA 600 grade.**

**Note: Tuition liability typically begins after the first two weeks of the semester. If you withdraw from MBA 600 after the tuition liability date you may incur some costs in addition to the \$200 cancellation fee.**

### ADVISING

All new full-time MBAs must have an advising appointment prior to registration.

It is highly recommended that new part-time MBAs have an advising appointment.

Contact the Boston MBA Programs Office at 617-573-8306 to make an advising appointment. Or call 1-800-6-SUFFOLK and ask for Amanda Hines, the MBA Program Assistant. Appointments may be by telephone and may be in the day and early evening.

### Electives

| Course Section                 | Course Title        | Days | Start Time | End Time  | Faculty  | Prereqs & Notes |
|--------------------------------|---------------------|------|------------|-----------|----------|-----------------|
| <b>Organizational Behavior</b> |                     |      |            |           |          |                 |
| MGOB 825 MC                    | Human Resource Mgmt | MW   | 6:00 p.m.  | 8:45 p.m. | Hirsh, K | 6/30-8/13       |
|                                |                     | F    | 5:30 p.m.  | 8:10 p.m. |          | 8/14            |

## Cape Cod Campus Summer II 2008

No courses are currently being offered in Cape Cod for Summer II 2008.

*For up-to-date course information go to [www.suffolk.edu/offices/996.html](http://www.suffolk.edu/offices/996.html) and click on 'Search for Classes'.*

## **Dean Campus Summer II 2008**

**No courses are currently being offered at Dean for Summer II 2008.**

---

## Global MBA Summer II 2008

### IMPORTANT INFORMATION CONCERNING MBA 600 and GMBA 601

**All full-time and part-time GMBAs starting their program of study in Summer 2008, MUST take MBA 600 and GMBA 601 in Fall 2008.** Because of the nature of this course, it is not offered in Summer sessions. See the Fall Course Bulletin for information, class times etc.

### ADVISING

All new full-time and part-time Global MBAs must have an advising appointment with Dean Hallberg prior to registration. Contact the Boston MBA Programs Office at 617-573-8306 to make an advising appointment. Or call 1-800-6-SUFFOLK and ask for Amanda Hines, the MBA Program Assistant. Be sure to identify yourself as a Global MBA and indicate you need an appointment with Dean Hallberg. Appointments may be by telephone or in person, and may be in the day and early evening.

## GMBA / MBA Core/Required Courses

| Course Section | Course Title                | Days | Start Time | End Time   | Faculty         | Prereqs & Notes                                     |
|----------------|-----------------------------|------|------------|------------|-----------------|---|
| MBA 630 AE     | Economic Anal. For Mgrs     | MW   | 7:50 p.m.  | 10:30 p.m. | Staff           |   |
| MBA 640 AE     | Corp Fin Report. & Cont.    | MW   | 5:00 p.m.  | 7:40 p.m.  | Bawn, D         |   |
| MBA 650 AE     | Value Based Fin. Mgmt       | TTH  | 5:00 p.m.  | 7:40 p.m.  | Staff           | MBA 620, 630, & 640                                 |
| MBA 660 AE     | Mkting: Mnging Value        | MW   | 7:50 p.m.  | 10:30 p.m. | Curren-Kelly, C |   |
| MBA 780 AE     | Managing in Global Env      | TTH  | 5:00 p.m.  | 7:40 p.m.  | Staff           | MBA 600 and all MBA core except MBA 670 and MBA 680 |
| GMBA 850 AE    | Global MBA Capstone Seminar | TBA  | TBA        | TBA        | Defillippi, R   | By permission of Dean Hallberg only                 |

## Electives

| Course Section                               | Course Title         | Days | Start Time | End Time  | Faculty         | Prereqs & Notes    |
|--|----------------------|------|------------|-----------|-----------------|--------------------|
| <b>International Marketing Concentration</b> |                      |      |            |           |                 |                    |
| MKT 825 AE                                   | Strategic Brand Mgmt | TTH  | 5:00 p.m.  | 7:40 p.m. | Mee, J          |                    |
| MKIB 817 AE                                  | International Mkting | MW   | 5:00 p.m.  | 7:40 p.m. | Curran-Kelly, C | MBA 660 or MBA 710 |