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Suffolk

UNIVERSITY



Summer 2010

Sawyer Business School

Graduate Course Offerings

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 2010, MUST take MBA 600 in Fall 2010.

In the Fall semester, MBA 600 will occur on two weekends: MBA 600 section AE meets September 17th and 18th third class TBA (see explanation below) ; and MBA 600 section BE meets September 24th and 25th third class TBA (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 MBA 600.

Because of the nature of this course, students dropping MBA 600 AE after September 8th 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 15th will be charged a \$200 MBA 600 cancellation fee.

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/Dates & Notes
MBA 610 AE	Organizational Behavior	TTH	5:00 p.m.	7:40 p.m.	Staff, M	
MBA 622 AE	Operations & Data Analysis	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.	Beliaeva, N	
MBA 640 AE	Corp Fin Report. & Cont.	TTH	7:50 p.m.	10:30 p.m.	Staff	
MBA 650 AE	Value Based Fin. Mgmt	MW	7:50 p.m.	10:30 p.m.	Staff	MBA 622, 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.	Riveras, J	MBA 600 & all MBA core except 680
MBA 800 AE	Strategic Management	TH	5:00 p.m.	7:40 p.m.	Aylward	MBA 600 & all MBA core courses incl 780

Electives

Course Section	Course Title	Days	Start Time	End Time	Faculty	Prereqs & Notes
Accounting						
ACCT 801 AE	Grad Fin Accounting I	TTH	5:00 p.m.	7:40 p.m.	Pelletier, M	MBA 640
ACCT 805 AE	Auditing & Assur. Svcs	TTH	5:00 p.m.	7:40 p.m.		MBA 640 or ACCT 802
ACCT 861 AE	Leadership, Fin Profession	MW	5:00 p.m.	7:40 p.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; and MBA 650
Finance						
FIN 805 AE	Capital Management	MW	5:00 p.m.	7:40 p.m.	Staff	MBA 650
FIN 810 AE	Investment Analysis	TTH	5:00 p.m.	7:40 p.m.	Staff	MBA 650
Health Care Administration						
HLTH 911 AE	Healthcare Internship	TBA	TBA		Gregg, R	
International Business						
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
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	Mee, J	
Legal & Social Environment						
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
Organizational Behavior						
MGOB 860	Leadership and Team Building	MW	5:00 p.m.	7:40 p.m.	Staff	
Management						
MGSM 834 A	Mergers and Acquisitions	FS	9:00 p.m.	10:30 p.m.	Ashour, A	

Marketing

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MKT 900 AE	Special Topics	TTH	7:50 p.m.	10:30 p.m.	Hartstein, D
MKT 920 A	Marketing Internship	TBA		TBA	

Public Administration

P.AD 811 AE	Politics of Fed Bureauc.	MW	5:00 p.m.	7:40 p.m.	Staff
P.AD 827 AE	Financing State & Local Gov.	TTH	5:00 p.m.	7:40 p.m.	Gianakis, G
P.AD 834 AE	Disability & Public Policy	MW	5:00 p.m.	7:40 p.m.	Spinetto, S

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.	MacNeil, P	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 868 AE	Estate Planning Techniques	MW	5:00 p.m.	7:40 p.m.		

MERRIMACK CAMPUS – SUMMER I

Contact Heather Hewitt to confirm course offerings, time and place of meetings: hhewitt@suffolk.edu

IMPORTANT INFORMATION CONCERNING MBA 600

All full-time and part-time MBAs starting their program of study in Summer 2010, MUST take MBA 600 in Fall 2010.

In the Fall semester, MBA 600 will occur on two weekends: MBA 600 section AE meets September 17th and 18th third class TBA (see explanation below) ; and MBA 600 section BE meets September 24th and 25th third class TBA (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 MBA 600.

Because of the nature of this course, students dropping MBA 600 AE after September 8th 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 15th will be charged a \$200 MBA 600 cancellation fee.

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 670 MC	Info systems for Compet Advantage	TTH	6:00 p.m.	8:45 p.m.	Kamis	

Electives

Course Section	Course Title	Days	Start Time	End Time	Faculty	Prereqs & Notes
MGOB 860 MC	Leadership and Team Building	F/S			Ornstein, S	MBA 610 Dates: Friday 5/21, 6/4, 6/18 from 5:00pm - 8:00pm Saturday 5/22, 6/5, 6/19 from 8:30am - 4:30pm

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Entrepreneurship

MGES 905 MC Corporate Entrepreneurship **Blended Delivery** W 7:00 p.m. 8:30 p.m. Moker, G
(3 on campus class meetings in North Andover combined with 5 online chat meetings)
Prof.: George Moker

- (1) Wednesday Evening Class Meeting at Merrimack College, 6-8:45pm – Dates: 5/19
- (5) Wednesday Evening Online Chat Sessions, 6:00pm-7:30pm – Dates: 5/26-6/23
- (2) Saturday Class Meetings at Merrimack College, 9:00am-5:00pm - Dates: 6/12 and 6/26

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 2010, MUST take MBA 600 and GMBA 601 in Fall 2010. 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.	Staff, M	
MBA 622 AE	Operations & Data Analysis	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.	Beliaeva, N	
MBA 640 AE	Corp Fin Report. & Cont.	TTH	7:50 p.m.	10:30 p.m.	Staff	
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 780 AE	Managing in Global Env	MW	7:50 p.m.	10:30 p.m.	Riveras, J	MBA 600 & all MBA core except 680
MBA 800 AE	Strategic Management	TH	5:00 p.m.	7:40 p.m.	Aylward	MBA 600 & all MBA core courses incl 780
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 slibby@suffolk.edu
GMBA 800 AE	Global MBA Internship		TBA	TBA	Defillippi, R	6 credits; By Dean Hallberg's permission Only
GMBA 902 A	Global Exper. Research Proj		TBA	TBA	DeFillippi, R	By Dean Hallberg's permission Only

Electives

Course Section	Course Title	Days	Start Time	End Time	Faculty	Prereqs & Notes
Accounting						
ACIB 872 AE	Int'l Fin Anal & Ctrl	TTH	5:00 p.m.	7:40 p.m.	Mistry, J	MBA 640 or ACCT 802;

MBA ONLINE

**There is only one 10-week summer session in the MBA Online Program:
May 17 – July 24. Grades are due with Summer II grades.**

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.**

EMAIL

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

ACCESS TO COURSES

Log on to 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/mabaonline.

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/mabaonline; under 'Current Students' click on 'Schedules'.

TUITION AND FEES

Standard tuition applies to the MBA Online courses.

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

Go to 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

For up-to-date course information go to www.suffolk.edu/offices/996.html and click on 'Search for Classes'.

at 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 2010 MBA Online admits **MUST register for MBA 600 W1 in Fall 2010.**

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 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.

Summer II 2010 Calendar

Boston Campus Summer II 2010

IMPORTANT INFORMATION CONCERNING MBA 600

All full-time and part-time MBAs starting their program of study in Summer 2010, MUST take MBA 600 in Fall 2010.

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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 MBA 600.

Because of the nature of this course, students dropping MBA 600 AE after September 8th 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 15th will be charged a \$200 MBA 600 cancellation fee.

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 AE	Economic Anal. For Mgrs	MW	7:50 p.m.	10:30 p.m.	Muzere, M	
MBA 640 AE	Corp Fin Report. & Cont.	MW	5:00 p.m.	7:40 p.m.	Wojdak, J	
MBA 650 AE	Value Based Fin. Mgmt	TTH	5:00 p.m.	7:40 p.m.	Han	MBA 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.	Torrisi, R	MBA 600 and all MBA core except MBA 670 and MBA 680

Electives

Course Section	Course Title	Days	Start Time	End Time	Faculty	Prereqs & Notes
Accounting						
ACCT 802 AE	Grad. Fin Acct II	MW	5:00 p.m.	7:40 p.m.	Bawn, D	ACCT 801
ACCT 803 AE	Graduate Fin ACCT III	TTH	5:00 p.m.	7:40 p.m.	Gould, A	ACCT 801
ACCT 804 AE	Cost Info, Dec & Control	TTH	7:50 p.m.	10:30 p.m.	Staff	MBA 640 or ACCT 802 or MBA 720
ACCT 824 AE	Corp. Fin Reporting & Analy	MW	7:50 p.m.	10:30 p.m.	Bawn, D	
ACCT 871 AE	Not For Profit Acct & Con	MW	5:00 p.m.	7:40 p.m.	White, J.	MBA 640 or ACCT 801
Finance						
FIN 801 AE	Money & Capital Mkts	MW	7:50 p.m.	10:30 p.m.	Donovan, J	
FIN 814 AE	Options and Futures	TTH	5:00 p.m.	7:40 p.m.	Eisenstein, M	

International Business

Please check SAIL for updated Course Information

Management

Please check SAIL for updated Course Information

Marketing

MKIB 817 AE	International Mkting	MW	5:00 p.m.	7:40 p.m.	Curran-Kelly, C	MBA 660 or MBA 710
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Organizational Behavior

Please check SAIL for updated Course Information

Public Administration

P.AD 840 AE	Comparative Public Pol	F	5:30 p.m.	7:30 p.m.	Burke	
P.AD 847 AE	Non-profit Fin Managmt	MW	5:00 p.m.	7:40 p.m.	Staff, P	

Taxation

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.	Staff	TAX 861 and TAX 801
TAX 866 AE	State & Local Tax	TTH	5:00 p.m.	7:40 p.m.	Staff	
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

MERRIMACK CAMPUS – SUMMER II

Contact Heather Hewitt to confirm course offerings, time and place of meetings: hhewitt@suffolk.edu

IMPORTANT INFORMATION CONCERNING MBA 600

All full-time and part-time MBAs starting their program of study in Summer 2010, MUST take MBA 600 in Fall 2010.

In the Fall semester, MBA 600 will occur on two weekends: MBA 600 section AE meets September 17th and 18th third class TBA (see explanation below) ; and MBA 600 section BE meets September 24th and 25th third class TBA (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 MBA 600.

Because of the nature of this course, students dropping MBA 600 AE after September 8th 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 15th will be charged a \$200 MBA 600 cancellation fee.

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
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Please check SAIL for updated course information

Electives

Course Section	Course Title	Days	Start Time	End Time	Faculty	Prereqs & Notes
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Please check SAIL for updated course information

Global MBA Summer II 2010

IMPORTANT INFORMATION CONCERNING MBA 600 and GMBA 601

All full-time and part-time MBAs starting their program of study in Summer 2010, MUST take MBA 600 in Fall 2010.

In the Fall semester, MBA 600 will occur on two weekends: MBA 600 section AE meets September 17th and 18th third class TBA (see explanation below) ; and MBA 600 section BE meets September 24th and 25th third class TBA (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 MBA 600.

Because of the nature of this course, students dropping MBA 600 AE after September 8th 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 15th will be charged a \$200 MBA 600 cancellation fee.

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 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
International Marketing	International Marketing	MW	5:00 p.m.	7:40 p.m.	Curran-Kelly, C	MKIB 817 AE MBA 660 or MBA 710