

# SPRING I, 2012 GRADUATE REGISTRATION AND COURSE SCHEDULES

*Last Updated on: January 18, 2012*

## Spring I, 2012 REGISTRATION SCHEDULE

**REGISTRATION PERIOD FOR SPRING I:**  
ends on Friday, January 13.

**CURRENTLY ENROLLED STUDENTS** should register for courses as soon as possible with their academic advisor, but at the latest on Friday, January 13. After registering, students must pay their tuition through the Finance office. Payments for the Spring I term will be accepted until **Friday, January 13** 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 20** 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 January 16 and up to the date of the second class session.**

**DROP: January 16 – 27**

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 I, 2012 COURSE SCHEDULE

**FIRST DAY OF CLASSES: January 16**

**LAST DAY OF CLASSES: March 9**

**MIDTERM EXAM SESSIONS: February 11-12**

**FINAL EXAM SESSIONS: March 12-13**

*Courses are listed alphabetically by course number*

## BUSINESS & MANAGEMENT

### **BUSN 5200/17 – BASIC FINANCE FOR MANAGERS**

Instructor: Dr. Christian Kreuzer

Meeting Times: Thursday, 6 p.m. – 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 5760/17 – APPLIED BUSINESS STATISTICS**

Instructor: Mr. Ibrahim Wazir, M.A.

Meeting Time: Tuesday and Thursday, 6 p.m. – 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 6120/17 – MANAGERIAL ECONOMICS**

Instructor: Mr. Gordon van der Veen

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

Class Limit:

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.

**FINC 5000/17 – FINANCE**

Instructor: Dr. Christian Kreuzer

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

Note: The first class meeting will be on Wednesday, January 25. Make-up class will be arranged in the class.

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 (BUSN 5200 cannot be substituted for FINC 5000).

**HRMG 5700/17 – EMPLOYMENT LAW**

Instructor: Dr. Claudia Wendrich

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

Class Limit: 20

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

**INTB 5600/17 – INTERNATIONAL ACCOUNTING**

Instructor: Dr. Martin Schweiger

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

Class Limit: 20

International Accounting will navigate the student through the dry and mostly technical world of International Financial Reporting Standards as promulgated by the International Accounting Standards Board and currently in use in the European Union and beyond. As such the organizational set-up and the legal background of International Accounting will be discussed – as well as its relevance for the financial markets. US GAAP will be taught along with IFRS in a comparative form. Auditing standards as well as accounting fraud and fraud prevention will be covered during the lessons on consolidated financial statements. The first part of each unit will be dedicated to develop an understanding of the theoretical knowledge required to master the subject, the second part of each unit follows the approach of case studies building on each other and evolving in complexity as the students' knowledge of the subject increases. Individual lessons will cover several topics which initially will be coherent (e.g. accounting for property plant and equipment, investment properties) and closely related but in later lessons the diversity of the topics taught will increase to get a sound coverage of what is meant by 'international accounting' (e.g. deferred taxation, financial instruments). The course will culminate in student tackling

consolidation topics and being able to work on complicated and lengthy practical examples (e.g. business combinations, consolidating multi-layer corporate structures with and without non-controlling interest as well as impairment testing of goodwill). Last but not least will the course be dealing with accounting implications resulting from the financial crisis and the reaction of standard setters and regulators to cope with the current situation.

**MNGT 5590/17 – ORGANIZATIONAL BEHAVIOUR**

Instructor: Dr. Arno Haslberger

Meeting Time: Monday, 6 p.m. – 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 5920/17 – MARKETING CHANNEL MANAGEMENT**

Instructor: Dr. Maria Madlberger

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

Class Limit: 20

The student studies distribution processes and institutional structures as subsystems of marketing strategy. The framework to this issue is the concept of marketing channel. A marketing channel is a set of interdependent organizations involved in the process of making a product or service available for use or consumption. Students are made familiar with marketing channel design and analysis, marketing channel coordination mechanisms, and the concept of supply chain management. Prerequisite: MRKT 5000.

**MRKT 5960/17 – MARKETING MANAGEMENT**

Instructor: Dr. Maria Madlberger

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

Class Limit: 20

The students approach the marketing function from the strategic point of view. They learn to take the position of a marketing manager and are therefore involved in decision-making. The basic framework of considerations is an organization's market orientation as the central paradigm of all activities. Students are familiarized with the concept of the product-market and apply it for conducting analyses and making strategic marketing decisions. Specific emphasis is further put on identifying marketing problems, investigating alternative solutions, and rendering appropriate strategies and decisions. Prerequisite: MRKT 5000.

## INTERNATIONAL RELATIONS

**INTL 5000/17 – INTRODUCTION TO INTERNATIONAL RELATIONS**

Instructor: Ms. Elina Brutschin

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

Class Limit: 20

Students are introduced to the discipline of international relations through an overview of international security, foreign policy, international organizations, international law, and international political economy. Students examine the basic structure, processes, and issues relating to international affairs.

**INTL 5400/17 – INTERNATIONAL POLITICAL ECONOMY**

Instructor: Dr. Eric Frey

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

Class Limit: 20

Students explore, historically and conceptually, the interplay of economics and politics at the global level. They examine such phenomena as: the clash of the market and state, the north-

south conflict, and the worldwide impact of technological change, transnational corporations, and the competition for accumulation.

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

Instructor: Dr. Gregory Weeks

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

Class Limit: 20

This course will cover the following humanitarian issues in international politics: child soldiering, human trafficking, refugee protection, and active humanitarian intervention. Students will critically analyze conceptual frameworks and thinking about human rights and humanitarian intervention including the UN Development Program's 1994 concept of Human Security and the International Commission on Intervention and State Sovereignty's Responsibility to Protect (R2P) doctrine from the year 2001. In addition, fundamental differences between traditional and human security will be juxtaposed to show the difficulties encountered by those who take humanitarian action and the risks faced as a result.

In each of the four sections, covering approximately two weeks, students will examine these topics from both political and human rights' perspectives. The challenges of state and non-state actors as well as human rights NGOs and the failure of the international community to intervene effectively in preventing mass crimes and ending human rights' violations will be assessed and strategies for intervention, prosecution, and activism at the grass roots, state, and international levels critically examined.

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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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