

**Two-Year Academic Course Schedule -
Fall 2009 through Summer 2011**

Program: Marketing and Management

Program Chair: Ellen Swieter

Campus Phone Ext. # : 6522

Date Completed: 3/24/09

Note to students: This schedule is only a guide to the minimum planned course offerings for each program so that you can plan your course of study. These courses will be offered as indicated, but they are not guaranteed to make unless minimum enrollments are met. Please check the current Aims class schedule for class times and additional offerings.

Due to planned construction on the Greeley campus, Summer 2007 and Fall 2007 schedules may change.

Campus (Cmp)	
GR	Greeley
FL	Fort Lupton
LV	Loveland
DC	Downtown Center
O	Other

Times	
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A	Afternoon (Noon - 5:00 pm)
D	Day (Time Unspecified)
E	Evening (Time Unspecified)
S	Self-directed
ARR	Individually arranged (internship, practicum, etc.)
CC	Contact Program Chair (above). Course will be offered when there is sufficient interest to meet class minimum.
WK	Weekend (varies)
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Prefix	Course Number	Course Title	Credits	Fall 2009		Spring 2009		Summer 2010		Fall 2010		Spring 2010		Summer 2011	
				Cmp	Times	Cmp	Times	Cmp	Times	Cmp	Times	Cmp	Times	Cmp	Times
MAN	116	Principles of Supervision	3.00	GR	E	GR	E			GR	D	GR	E		
MAN	125	Teambuilding	1.00	GR	A		CC		CC		CC		CC		CC
MAN	126	Total Quality Management	3.00		CC		CC		CC		CC		CC		CC
MAN	156	Problem Solving and Decision Making in a Business Environment	3.00		Z		Z		Z		Z		Z		Z
MAN	165	Managing Systems	2.00		Z		Z		Z		Z		Z		Z
MAN	166	Project Team Building	1.00		Z		Z		Z		Z		Z		Z
MAN	167	Reasoning, Problem Solving, Critical Thinking	2.00		Z		Z		Z		Z		Z		Z
MAN	168	Basic Process Controls	2.00		Z		Z		Z		Z		Z		Z
MAN	200	Human Resource Management I	3.00	GR	M	GR	E	GR	CC	GR	M	GR	E	GR	CC
MAN	212	Negotiations & Conflict Resolutions	3.00	GR	E	GR	D			GR	DE				
MAN	215	Organizational Behavior	3.00	GR	E	GR	D			GR	E	GR	D		
MAN	216	Small Business Management	3.00			GR	CC			GR	CC				

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				Cmp	Times	Cmp	Times	Cmp	Times	Cmp	Times	Cmp	Times	Cmp	Times
MAN	224	Leadership	3.00	GR	A		CC			GR	CC	GR	CC		
MAN	226	Principles of Management	3.00	GR	MZ	GR	DZ			GR	MZ	GR	DZ		
MAN	240	Strategic Management	3.00			GR	DE					GR	DE		
MAN	241	Project Management in Organizations	3.00		Z		Z		Z		Z		Z		Z
MAN	246	Critical Issues in Marketing and Management	3.00	GR	ME					GR/FL LV	DE DE				
MAN	255	Flow, Fast Cycle, and Value-oriented Project Management	3.00		Z		Z		Z		Z		Z		Z
MAN	256	Critical Chain Project Management	2.00		Z		Z		Z		Z		Z		Z
MAN	265	Sales and Customer Service for Telecommunications	3.00		Z		Z		Z		Z		Z		Z
MAN	267	Process Control for Project Management	3.00		Z		Z		Z		Z		Z		Z
MAN	275	Special Topics	1-6		CC		CC		CC		CC		CC		CC
MAN	278	Management Seminar	1-3		CC		CC		CC		CC		CC		CC

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MAN	287	Cooperative Education/ Internship	1-6			GR	ARR					GR	ARR		
MAR	111	Principles of Sales	3.00	GR	D	GR	E			GR	D	GR	E		
MAR	117	Principles of Retailing	3.00		CC		CC		CC		CC		CC		CC
MAR	125	Marketing Resource Systems	3.00			GR	DE					GR	DE		
MAR	185	Independent Study	1-6		CC		CC		CC		CC		CC		CC
MAR	216	Principles of Marketing	3.00	GR	DZ	GR	EZ			GR	DZ	GR	EZ		
MAR	220	Principles of Advertising	3.00	GR	M		CC		CC		CC		CC		CC
MAR	235	Consumer Behavior	3.00			GR	CC		CC		CC		CC		CC
MAR	240	International Marketing	3.00			GR	CC	Gr	CC			GR	CC		CC
MAR	258	Marketing Research	3.00	GR	M		CC		CC		CC		CC		CC
MAR	275	Special Topics	1-6		CC		CC		CC		CC		CC		CC
MAR	278	Marketing Seminar	1-6		CC		CC		CC		CC		CC		CC

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REE	275	Real Estate Brokers I	6.00	GR	E	GR	E			GR	E	GR	E		
REE	248	Registered Appraiser to Licensed Appraiser	1.00		CC		CC		CC		CC		CC		CC
REE	275	Special Topics	1-6		CC		CC		CC		CC		CC		CC