# Marketing and Logistics

## LGAV/Aviation Logistics

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Section</th>
<th>Credits</th>
<th>Day(s)</th>
<th>Time</th>
<th>Room</th>
<th>Instructor</th>
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<tbody>
<tr>
<td>LGAV 3100</td>
<td>AV INTRO</td>
<td>001</td>
<td>3.0</td>
<td>TR</td>
<td>02:00 pm-03:20 pm</td>
<td>BLB 250</td>
<td>Joiner J</td>
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<tr>
<td>LGAV 3110</td>
<td>AV MAINT</td>
<td>001</td>
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<tr>
<td>LGAV 3120</td>
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<tr>
<td>LGAV 3130</td>
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<td>12:59 pm-01:50 pm</td>
<td>BLB 075</td>
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<tr>
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<td>AIR PASS</td>
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<td>3.0</td>
<td>T</td>
<td>06:30 pm-09:20 pm</td>
<td>BLB 075</td>
<td>Kincaid T</td>
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<td>LGAV 3150</td>
<td>TRANSPORTATION LAW</td>
<td>001</td>
<td>3.0</td>
<td>W</td>
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<td>BLB 040</td>
<td>Welch R</td>
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<tr>
<td>LGAV 4100</td>
<td>AIRPORT INFRA</td>
<td>001</td>
<td>3.0</td>
<td>MW</td>
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<td>LGAV 4900</td>
<td>SPECIAL PROBLEMS</td>
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<td>Joiner J</td>
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**RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.**

## LSCM/Logistics, Supply Chain MGMT

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Section</th>
<th>Credits</th>
<th>Day(s)</th>
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<th>Room</th>
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<tr>
<td>LSCM 3960</td>
<td>LOGISTICS SPLY CHN MGMT</td>
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<td>TR</td>
<td>12:30 pm-01:50 pm</td>
<td>BLB 080</td>
<td>Farris II M</td>
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<td>THIS CLASS MEETS TUESDAY AND THURSDAY. YOU WILL MEET AS A WHOLE CLASS ON TUESDAY. ON THURSDAY, YOU WILL ATTEND A BREAK OUT SESSION IN AN ASSIGNED ROOM. Also meets: R 12:30 pm-01:50 pm LIFE A204 1/16/18-5/11/18</td>
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<td>002</td>
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<td>CLASS MEETS AT COLLIN HIGHER EDUCATION CENTER, 3452 SPUR 399, MCKINNEY, TX 75096</td>
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<td>11:00 am-12:20 pm</td>
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<td>Hanebeck H</td>
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<td>THIS COURSE MEETS AT THE FRISCO CAMPUS 2811 INTERNET BLVD., FRISCO TX 75034.</td>
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<td>BLB 140</td>
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<td>S</td>
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<td>Hanebeck H</td>
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<td>LSCM 4560</td>
<td>TRANSPORTATION MGMT</td>
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</table>
LSCM 4800 LOGISTICS INTERNSHIP
759 (1615) CRE 3.0 Nowicki D
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

LSCM 4860 ADV LOGISTICS MGMT
001 (1792) CRE 3.0 R 06:30 pm-09:20 pm BLB 080 Sauser B
THIS CLASS MEETS FOR 3 HOURS ON THURSDAYS. STUDENTS WILL MEET AS A WHOLE CLASS AT 6:30 PM IN THE ASSIGNED CLASSROOM. STUDENTS WILL THEN ATTEND A BREAK-OUT SESSION DURING THE LAST HALF OF CLASS EVERY WEEK.
Also meets: R 06:30 pm-09:20 pm WH 222 1/16/18-5/11/18
002 (16857) CRE 3.0 TR 12:30 pm-01:50 pm BLB 015 Sauser B
THIS CLASS MEETS TUESDAY AND THURSDAY. YOU WILL MEET AS A WHOLE ON TUESDAY. ON THURSDAY, YOU WILL ATTEND A BREAK-OUT SESSION IN AN ASSIGNED CLASSROOM.
Also meets: R 12:30 pm-01:50 pm GAB 114 1/16/18-5/11/18

LSCM 4900 SPECIAL PROBLEMS
701 (1946) CRE V

702 (14765) CRE V T 12:59 pm-03:59 pm BLB 277 Sauser B
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

LSCM 5300 STRATEGIC SUPPLY CHAIN
001 (1944) CRE 3.0 M 02:00 pm-04:50 pm BLB 155 Bryant A

LSCM 5800 LSCM INTERNSHIP
750 (1812) CRE V Nowicki D
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

LSCM 5860 SCM PROBLEMS
001 (1446) CRE 3.0 T 06:30 pm-09:20 pm BLB 065 Nowicki D

LSCM 5900 SPEC PROBS
701 (1806) CRE 3.0 Manuj I
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

LSCM 5910 SPECIAL PROBLEMS
701 (1846) CRE V Farris II M
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

751 (1847) CRE V Farris II M
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

LSCM 6900 SPECIAL PROBLEMS
703 (1919) CRE V Nowicki D
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

705 (1920) CRE V Kidwell B
Course Topic: GREEN WORKSHOP
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

706 (1921) CRE V Randall W
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

707 (1922) CRE V Sauser B
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

LSCM 6940 INDIVIDUAL RESEARCH
700 (1952) CRE V NO ASSGN Pohlen T
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

705 (1950) CRE V Randall W
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

LSCM 6950 DOCTORAL DISSERTATION
703 (1948) CRE V Pohlen T
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.
### MKTG/Marketing

#### MKTG 2650  
**CULTURE & CONSUMPTION**
- **001** (1679) CRE 3.0  T  11:00 am-12:20 pm  BLB 170  Pelton L  
  This is a blended learning course.  
  This class will meet face-to-face on Tuesdays.  Students will have a mandatory lab on Thursdays.  
  Also meets: R  11:00 am-12:20 pm  BLB 170  1/16/18-5/11/18

#### MKTG 3010  
**PROFESSIONAL SELLING**
- **001** (1447) CRE 3.0  TR  11:00 am-12:20 pm  BLB 080  Houser J  
- **002** (1824) CRE 3.0  MW  03:30 pm-04:50 pm  BLB 180  Suber T  
- **003** (1914) CRE 3.0  MWF  09:59 am-10:50 am  BLB 225  Suber T  
- **070** (16988) CRE 3.0  M  07:30 pm-08:50 pm  CHEC  Orosy G  
  Class meets at Collin Higher Education Center, 3452 Spur 399, McKinney, TX 75096  
  This is a blended class that meets as scheduled with some course content delivered online.  Visit www.untecampus.com for more information.

#### MKTG 3650  
**MARKETING FOUNDATIONS**
- **001** (1448) CRE 3.0  TR  09:30 am-10:50 am  LYCM  Thompson K  
  This is a blended class that meets as scheduled with some course content delivered online.  Visit www.untecampus.com for more information.

#### MKTG 3660  
**ADVERTISING MGT**
- **001** (1823) CRE 3.0  T  02:00 pm-04:50 pm  BLB 140  
- **007** (1680) CRE 3.0  INET  
  Web-based instruction.
  This is an internet course.  Course enrollment is restricted and non-Texas resident students residing outside of the state are not eligible to enroll in this section.  Contact the department for enrollment assistance in an appropriate section of the course if applicable.

#### MKTG 3700  
**MARKETING METRICS**
- **001** (1729) CRE 3.0  TR  11:00 am-12:20 pm  BLB 155  Ganesh G  
- **002** (1854) CRE 3.0  W  06:30 pm-09:20 pm  BLB 015  Ganesh G

#### MKTG 3710  
**MKTG RES AND ANALYTICS**
- **001** (1451) CRE 3.0  TR  12:30 pm-01:50 pm  BLB 250  
- **002** (1687) CRE 3.0  T  06:30 pm-09:20 pm  BLB 010  Paswan A

#### MKTG 3720  
**INTERNET MKTG**
- **001** (1859) CRE 3.0  TR  03:30 pm-04:50 pm  BLB 010  Chowdhury J
MKTG 3881  PERSONAL DEVELOPMENT
001 (1682)  CRE 1.0  M  05:00 pm-05:50 pm  BLB 155  Suber T

MKTG 4120  CONSUMER BEHAVIOR
001 (1610)  CRE 3.0  TR  09:30 am-10:50 am  BLB 055
002 (1825)  CRE 3.0  MWF  12:00 pm-12:50 pm  BLB 140

MKTG 4280  GLOBAL MARKETING
001 (1452)  CRE 3.0  TR  12:30 pm-01:50 pm  BLB 055  Chowdhury J
002 (1453)  CRE 3.0  M  06:30 pm-09:20 pm  BLB 010  Chowdhury J

MKTG 4330  PROD PLNG BRND MGMT
001 (1730)  CRE 3.0  R  02:00 pm-04:50 pm  BLB 245  Guzman F
002 (1731)  CRE 3.0  MW  02:00 pm-03:20 pm  BLB 250  Guzman F
003 (16888)  CRE 3.0  R  02:00 pm-04:50 pm  BLB 301

MKTG 4470  BUSINESS MARKETING
001 (1931)  CRE 3.0  TR  09:30 am-10:50 am  BLB 075  Houser J

MKTG 4520  MARKETING CHANNELS
001 (1826)  CRE 3.0  MWF  11:00 am-11:50 am  BLB 140
007 (1743)  CRE 3.0  INET  11:00 am-11:50 am  INET 777  Pelton L
WEB-BASED INSTRUCTION.
THIS IS AN INTERNET COURSE. COURSE ENROLLMENT IS RESTRICTED AND NON-TEXAS RESIDENT STUDENTS RESIDING OUTSIDE OF THE STATE ARE NOT ELIGIBLE TO ENROLL IN THIS SECTION. CONTACT THE DEPARTMENT FOR ENROLLMENT ASSISTANCE IN AN APPROPRIATE SECTION OF THE COURSE IF APPLICABLE.

777 (1732)  CRE 3.0  INET  11:00 am-11:50 am  INET 777  Pelton L
WEB-BASED INSTRUCTION.
THIS COURSE RESTRICTED. LIMITED TO STUDENTS RESIDING OUT-OF-STATE ONLY. CONTACT DEPARTMENT.

MKTG 4570  SALES ANALYTICS
001 (1932)  CRE 3.0  TR  12:30 pm-01:50 pm  BLB 065  Lewin J

MKTG 4600  RETAILING
001 (1871)  CRE 3.0  TR  12:30 pm-01:50 pm  BLB 140
007 (1454)  CRE 3.0  INET  12:30 pm-01:50 pm  INET 777  Pelton L
WEB-BASED INSTRUCTION.
THIS IS AN INTERNET COURSE. COURSE ENROLLMENT IS RESTRICTED AND NON-TEXAS RESIDENT STUDENTS RESIDING OUTSIDE OF THE STATE ARE NOT ELIGIBLE TO ENROLL IN THIS SECTION. CONTACT THE DEPARTMENT FOR ENROLLMENT ASSISTANCE IN AN APPROPRIATE SECTION OF THE COURSE IF APPLICABLE.

777 (1609)  CRE 3.0  INET  12:30 pm-01:50 pm  INET 777  Pelton L
WEB-BASED INSTRUCTION.

MKTG 4630  E-TAILING
001 (15067)  CRE 3.0  TR  09:30 am-10:50 am  BLB 250

MKTG 4670  ADVANCED SALES
001 (1933)  CRE 3.0  TR  11:00 am-12:20 pm  BLB 075  Lewin J

MKTG 4770  SALES MANAGEMENT
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

MKTG 4800  INTERNSHIP IN M OR L
751  (1455)  CRE 3.0  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

MKTG 4805  SALES INTERNSHIP
700  (1934)  CRE V  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

MKTG 4890  MARKETING PROBLEMS
001  (1456)  CRE 3.0  R  06:30 pm-09:20 pm  BLB 080  Sauser B
THIS CLASS MEETS FOR 3 HOURS ON THURSDAYS. STUDENTS WILL MEET AS A WHOLE CLASS AT 6:30PM IN THE ASSIGNED CLASSROOM. STUDENTS WILL THEN ATTEND A BREAK-OUT SESSION DURING THE LAST HALF OF CLASS EVERY WEEK.
Also meets: R 06:30 pm-09:20 pm WH  222  1/16/18-5/11/18

002  (1457)  CRE 3.0  TR  12:30 pm-01:50 pm  BLB 015  Sauser B
THIS CLASS MEETS TUESDAY AND THURSDAY. YOU WILL MEET AS A WHOLE ON TUESDAY. ON THURSDAY, YOU WILL ATTEND A BREAK-OUT SESSION IN AN ASSIGNED CLASSROOM.
Also meets: R 12:30 pm-01:50 pm GAB 114  1/16/18-5/11/18

MKTG 5260  MKTG METRICS FOR MGRS
501  (17205)  CRE 3.0  R  06:00 pm-08:50 pm  FRSC 121  Ganesh G
THIS COURSE MEETS AT THE FRISCO CAMPUS
2811 INTERNET BLVD., FRISCO TX 75034.

MKTG 5550  GLOBAL MARKETING
007  (1612)  CRE 3.0  INET  Blankson C
WEB-BASED INSTRUCTION.
THIS IS AN INTERNET COURSE. COURSE ENROLLMENT IS RESTRICTED AND NON-TEXAS RESIDENT STUDENTS RESIDING OUTSIDE OF THE STATE ARE NOT ELIGIBLE TO ENROLL IN THIS SECTION. CONTACT THE DEPARTMENT FOR ENROLLMENT ASSISTANCE IN AN APPROPRIATE SECTION OF THE COURSE IF APPLICABLE.

777  (1733)  CRE 3.0  INET  Blankson C
THIS COURSE RESTRICTED. LIMITED TO STUDENTS RESIDING OUT-OF-STATE ONLY. CONTACT DEPARTMENT.
WEB-BASED INSTRUCTION.
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

MKTG 5800  MKTG INTERNSHIP
751  (1689)  CRE V  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

MKTG 5850  STRATEGIC MARKETING
007  (1683)  CRE 3.0  INET  Blankson C
WEB-BASED INSTRUCTION.
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RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

777  (1734)  CRE 3.0  INET  Blankson C
THIS COURSE RESTRICTED. LIMITED TO STUDENTS RESIDING OUT-OF-STATE ONLY. CONTACT DEPARTMENT.
WEB-BASED INSTRUCTION.
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

MKTG 5910  SPEC PROBS
001  (1684)  CRE V  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

MKTG 6010  MARKETING THOUGHT
001  (16434)  CRE 3.0  T  02:00 pm-04:50 pm  BLB 075  Strutton H
MKTG 6020  CONSUMER BEHAVIOR SEM  
001 (16889)  CRE 3.0  T  02:00 pm-04:50 pm  BLB 281  Spears N

MKTG 6030  MARKETING STRATEGY SEM  
001 (16887)  CRE 3.0  R  02:00 pm-04:50 pm  BLB 285  Blankson C

MKTG 6900  SPECIAL PROBLEMS  
700  (1472)  CRE  V  BLANKSON C  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.
701  (1473)  CRE V  W  06:30 pm-09:20 pm  NO ASIGN  Paswan A  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.
718  (1479)  CRE V  Pelton L  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

MKTG 6940  INDIVIDUAL RES  
751  (1482)  CRE V  Pelton L  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.
752  (1483)  CRE V  Paswan A  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.
754  (1484)  CRE V  Spears N  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.
758  (1485)  CRE V  Kidwell B  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.
764  (1486)  CRE V  Strutton H  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

MKTG 6950  DISSERTATION  
701  (1487)  CRE V  Paswan A  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.
707  (1488)  CRE V  Spears N  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.
708  (1489)  CRE V  Guzman F  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.
717  (1490)  CRE V  Strutton H  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.
718  (1491)  CRE V  Pelton L  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.
719  (1954)  CRE V  Pelton L  
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

Eight Week Session One

MKTG 5000  MKTG CONCEPTS  
007  (14033)  CRE 1.5  INET  Thompson K  
THIS CLASS MEETS FROM JANUARY 16TH - MARCH 9TH. AN EXPERIENTIAL COMPONENT IS AVAILABLE TO F-1 VISA HOLDERS UPON REQUEST. 
WEB-BASED INSTRUCTION. 
THIS IS AN INTERNET COURSE. COURSE ENROLLMENT IS RESTRICTED AND NON-TEXAS RESIDENT STUDENTS RESIDING OUTSIDE OF THE STATE ARE NOT ELIGIBLE TO ENROLL IN THIS SECTION. CONTACT THE DEPARTMENT FOR ENROLLMENT ASSISTANCE IN AN APPROPRIATE SECTION OF THE COURSE IF APPLICABLE.
WEB-BASED INSTRUCTION.
THIS IS AN INTERNET COURSE. COURSE ENROLLMENT IS RESTRICTED AND NON-Texas RESIDENT STUDENTS RESIDING OUTSIDE OF THE STATE ARE NOT ELIGIBLE TO ENROLL IN THIS SECTION. CONTACT THE DEPARTMENT FOR ENROLLMENT ASSISTANCE IN AN APPROPRIATE SECTION OF THE COURSE IF APPLICABLE.
THIS CLASS MEETS FROM JANUARY 16TH - MARCH 9TH. AN ON-CAMPUS COMPONENT IS AVAILABLE TO F-1 VISA HOLDERS UPON REQUEST. F-1 STUDENTS MUST COMMUNICATE WITH THE COURSE INSTRUCTOR DURING THE FIRST WEEK OF THE COURSE TO MAKE THE REQUEST. THIS COURSE REQUIRES DEPARTMENT CONSENT. IF YOU ARE IN THE ACCELERATED ONLINE MBA PLEASE CONTACT THE GRADUATE PROGRAMS OFFICE IN THE COLLEGE OF BUSINESS AT 940.369.8977.
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.
RESTRICTED TO STUDENTS IN THE ACCELERATED ONLINE PROGRAM ONLY.

WEB-BASED INSTRUCTION.
THIS COURSE RESTRICTED. LIMITED TO STUDENTS RESIDING OUT-OF-STATE ONLY. CONTACT DEPARTMENT.
THIS CLASS MEETS FROM JANUARY 16TH - MARCH 9TH. AN ON-CAMPUS COMPONENT IS AVAILABLE TO F-1 VISA HOLDERS UPON REQUEST. F-1 STUDENTS MUST COMMUNICATE WITH THE COURSE INSTRUCTOR DURING THE FIRST WEEK OF THE COURSE TO MAKE THE REQUEST. THIS COURSE REQUIRES DEPARTMENT CONSENT. IF YOU ARE IN THE ACCELERATED ONLINE MBA PLEASE CONTACT THE GRADUATE PROGRAMS OFFICE IN THE COLLEGE OF BUSINESS AT 940.369.8977.
RESTRICTED TO STUDENTS IN THE ACCELERATED ONLINE PROGRAM ONLY.

WEB-BASED INSTRUCTION.
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THIS CLASS MEETS FROM JANUARY 16TH - MARCH 9TH. AN EXPERIENTIAL COMPONENT IS AVAILABLE TO F-1 VISA HOLDERS UPON REQUEST.
WEB-BASED INSTRUCTION.
RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT.

MKTG 5150 MKTG MANAGEMENT
WEB-BASED INSTRUCTION.
THIS IS AN INTERNET COURSE. COURSE ENROLLMENT IS RESTRICTED AND NON-Texas RESIDENT STUDENTS RESIDING OUTSIDE OF THE STATE ARE NOT ELIGIBLE TO ENROLL IN THIS SECTION. CONTACT THE DEPARTMENT FOR ENROLLMENT ASSISTANCE IN AN APPROPRIATE SECTION OF THE COURSE IF APPLICABLE.

WEB-BASED INSTRUCTION.
THIS COURSE RESTRICTED. LIMITED TO STUDENTS RESIDING OUT-OF-STATE ONLY. CONTACT DEPARTMENT.

Eight Week Session Two

MKTG 5150 MKTG MANAGEMENT
WEB-BASED INSTRUCTION.
THIS IS AN INTERNET COURSE. COURSE ENROLLMENT IS RESTRICTED AND NON-Texas RESIDENT STUDENTS RESIDING OUTSIDE OF THE STATE ARE NOT ELIGIBLE TO ENROLL IN THIS SECTION. CONTACT THE DEPARTMENT FOR ENROLLMENT ASSISTANCE IN AN APPROPRIATE SECTION OF THE COURSE IF APPLICABLE.
THIS IS AN 8 WEEK COURSE AND MEETS FROM MARCH 19 TO MAY 11. AN ON-CAMPUS COMPONENT IS AVAILABLE TO F-1 VISA HOLDERS UPON REQUEST. F-1 STUDENTS MUST COMMUNICATE WITH THE COURSE INSTRUCTOR DURING THE FIRST WEEK OF THE COURSE TO MAKE THE REQUEST.
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RESTRICTED COURSE. APPROVAL REQUIRED. CONTACT DEPARTMENT. RESTRICTED TO STUDENTS IN THE ACCELERATED ONLINE PROGRAM ONLY.

WEB-BASED INSTRUCTION.

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OPS/M/Operations and Supply Management

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<th>Course Code</th>
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<th>Section</th>
<th>Instructor</th>
<th>Days</th>
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<td>PLEASE CONTACT APRIL KUYKENDALL AT <a href="mailto:JONATHON.FITE@UNT.EDU">JONATHON.FITE@UNT.EDU</a> FOR MORE INFORMATION.</td>
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