The Fall 2021/Winter 2022 Registration window will open on April 6th. Please see your Student Center in PAWS to find out when your Enrollment Appointment is scheduled. To assist with your registration process, please review this newsletter for helpful tips, course highlights, and other important information. While your academic advisor is there to support you in this process, it is your responsibility to prepare and reach out to your advisor for help.
- **Enrollment Appointment Time:** See the right side of your Student Center in PAWS. Click on your Enrollment Appointment date to find out the time of your Enrollment Appointment. **REGISTER AT YOUR ENROLLMENT APPOINTMENT TIME.**

- **Advising Holds:** Check your PAWS account for any registration holds. All School of Business majors/pre-majors whose GPA is below 2.5 must meet with their advisor to have their advising hold released. **ALL OTHER HOLDS MUST BE RESOLVED WITH THE RESPECTIVE DEPARTMENT.**

- **Academic Requirements (AR) Report:** Review your AR Report on PAWS, and begin planning your next semester's coursework. Map out future semesters to plan for prerequisite coursework. It's okay if some courses change, but it helps to plan ahead!

- **Review the Class Schedule:**
  - **Build Your Shopping Cart.** Add back-up courses/sections in case your first choice classes become unavailable.
  - **Validate Your Shopping Cart.** This ensures you're eligible to register for your chosen courses.

- **Academic Advisement:** Your advisor is listed on the right side of your PAWS Student Center. After you've reviewed your AR Report and planned for potential courses, reach out to your advisor to schedule a meeting. Discuss your course selection plans, academic & career goals, questions about internships and research, exploring opportunities to expand upon your skillsets and experiences, etc.

- **REGISTER!** Register as soon as your Enrollment Appointment Time rolls around! Do not wait to register.

“Academic advising is a developmental process which assists students in the clarification of their life/career goals and in the development of educational plans for the realization of these goals. It is a decision-making process by which students realize their maximum educational potential through communication and information exchanges with an advisor; it is ongoing, multifaceted, and the responsibility of both student and advisor. The advisor serves as a facilitator of communication, a coordinator of learning experiences through courses and career planning and academic progress review, and an agent of referral to other campus agencies as necessary.”

Davis S. Crockett, Models for Designing and Implementing a Successful Program

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**Department Chairs**

**Accounting & Information Systems (ACC, IST)**
- Dr. Bea Chiang

**Economics (ECO, INB)**
- Dr. Bozena Leven

**Finance (FIN)**
- Dr. Seung Hee Choi

**Management (MGT)**
- Dr. Joao Neves

**Marketing & Interdisciplinary Business (MKT, BUS)**
- Dr. John McCarty
Summer Session

All summer offerings are remote. Please visit summer.tcnj.edu for more information.

SESSION I: May 24th - June 11th
- ACC 202: Managerial Accounting
- BUS 200: Legal & Regulatory Environment
- ECO 101: Microeconomics
- FIN 201: Fundamental Financial Methods
- IST 201: Intro to Data & Information
- IST 310: Business Information Systems

SESSION II: June 14th - July 15th
- ACC 201: Financial Accounting
- FIN 239: Personal Finance
- FIN 330: Corporate Finance
- FIN 335: Capital Flows & Currency Crisis
- FIN 430: Business Valuation
- INB 330: Capital Flows & Currency Crisis
- IST 320: Database Management for Business
- IST 350: Business Analytics for Decision Making
- MGT 201: Management Principles
- MGT 310: Cross-Cultural Management

SESSION III: July 19th - August 19th
- ECO 102: Macroeconomics

SESSION S (Please visit PAWS for specific dates)
- MGT 360: Operations Management
- MGT 499: Strategic Management
- MKT 310: Marketing Research
Fall 2021 Course Highlights

FIN 340: International Finance (1 unit, Professor Susan Hume, will satisfy International requirements) Prerequisite: FIN 201

FIN 380: Statistical Financial Analysis (1 unit, Professor Susan Hume, will satisfy FIN 300-level course or Finance QA requirement) Prerequisite: FIN 201

FIN 391-01: Student Investment Fund (0.5 unit, Professor Seung Hee Choi; Full semester) Prerequisite: FIN 310 & GPA 2.5 or higher; If interested, email Dr. Choi (choi@tcnj.edu)

FIN 391 -03*: Special Topics in Finance: Private Placement (0.5 unit, Professor Thomas Patrick; 1st Quarter) Prerequisite: FIN 201

FIN 391 -04*: Special Topics in Finance Hedge funds/Private Equity (0.5 unit, T Patrick; 2ND Quarter) Prerequisite: FIN 201

*Combination of 2 half-unit courses (i.e. FIN 391-03/04) will make up for 1-full unit finance course for finance majors/minors.

FIN 391-05: SIE Exam Prep (0.5 unit with S Choi; Full semester) Prerequisite: FIN 310

Finance capstone course options: FIN 410 or FIN 430 or FIN 495

MKT 370 01 Special Topics: Channels of Distribution (1 unit, Professor William Keep)
Description: Marketing brings together sellers and buyers. This simple concept, however, is made possible by an ever-evolving web of producers, retailers, wholesalers, and other intermediaries known as “channels of distribution.” This course studies the role of channel members, the actions that tie them together, and the forces that drive change. What buyers want, when and where they want it, under what conditions, and at what price changes over time. Channel members play varied and critical roles in a web of activities. We will examine how these actions satisfy consumers and the power and conflict of channel members as they compete and cooperate to earn profits. This course may be of particular interest to those who want to pursue a career in supply chain and it complements the MKT 360 (Supply Chain) course. It would be an excellent course for those who are engaged in a supply chain co-op. This course can count as a Breadth course in MKT for students in finance, management, or IDB, as well as a course for marketing majors. It can also count in the MKT minor.

MKT 370 02/BUS 370 02: Special Topics - MKT Strategy & Sustainable Value (1 unit, Professor Karen Becker)
Description: This special topics course will revolve around a guiding question: How can firms serve as critical partners in meeting the Sustainable Development Goals? To this end we will examine how firms can design projects, processes and products which help to meet one or more of the 17 UN Sustainable Development Goals. Although the focus will be on marketing strategy, it will involve other functional areas of an organization as well. This course can count as a Breadth course in MKT for students in finance, management, or IDB, as well as a course for marketing majors and IDB majors. It can also count in the MKT minor and the Business & Society Minor.

Please see the Class Schedule on PAWS for the full list of fall courses.
Winter 2022

Additional courses will be added. Please see the Class Schedule on PAWS.

FIN 201: Fundamental Financial Methods (0.5 unit)

FIN 239: Personal Finance (Will count as a finance minor requirement in addition to other FIN 300/400-level courses.)

FIN 310: Investments

FIN 335/INB 330: Capital Flows & Currency Crisis