

SCHOOL OF BUSINESS

The Fall 2022/Winter 2023 Registration window will open on April 5. Visit your Student Center in PAWS to view your enrollment appointment (see right side of screen). Review this newsletter for helpful tips, course highlights, and other important information.



NEW SUPPLY CHAIN MINOR!

The Supply Chain Management (SCM) minor is ideal for students who are willing to strengthen their knowledge and expertise in SCM for future professional growth in the dynamic workplace. The minor course offerings are a strong complement to business programs including marketing, accounting, finance, and economics. The minor will offer students a competitive advantage in the job market due to ample needs for SCM skills.

Students interested in this minor should contact Dr. Neves (Management Department Chair) or Dr. Wang (Associate Professor of Management).

MGT 365: Supply Chain Design & Logistics is being offered THIS fall. Prerequisite: MGT or MKT 360



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Registration Preparation

1. **Check** your enrollment appointment day/time (see right side of your Student Center, click on "details" for the time).
2. **Resolve** any advising/registration holds on your account. All business majors whose GPA is below 2.5, as well as new spring 2022 students, will have a hold placed on their account. You must meet with your advisor to have this hold released.
3. **Review** your Academic Requirements Report on PAWS alongside your Major Check sheet.
4. **Plan** your fall schedule keeping in mind future semesters. It's important that you are satisfying prerequisite(s) for additional coursework.
5. **Build** your shopping cart with potential courses (and plenty of backup options).
6. **Validate** the courses in your shopping cart to ensure you have satisfied all requisites for your selected courses.
7. **Connect** with your advisor to schedule an advising appointment.
8. **Register!** As soon as your enrollment appointment opens up, register as soon as possible.

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





Maximizing Your Advising Appointment

Tip 1: Reach out to your advisor well before the registration window. If you wait, you might not be able to meet with them prior to your enrollment appointment time. Also, it may take longer for responses to emails during peak advising season.

Tip 2: Be prepared! Prior to meeting with your advisor, you should have already reviewed your Academic Requirements Report and have planned potential courses (and have added them to your shopping cart). Write out your questions; it often helps to have a list.

Tip 3: Ask questions outside of your major requirements and course planning! Advising is more than preparing for registration. Ask questions about research opportunities, internships, adding a minor, concerns about any academic difficulties, getting involved on campus, study abroad, etc. If your advisor can't answer a question they will do their best to point you in the right direction.

Tip 4: If you have an advising hold on your account, be sure to let your advisor know. Also, if you are an EOF student, please alert your advisor so they can add an advising comment to your PAWS account so that your EOF advisor is aware of your meeting.

Tip 5: Stay in touch with your advisor and follow up as needed. Remember, advising isn't limited to registration preparation!

Advising Resources

[School of Business Advising Resources](#)

[School of Business Waitlist \(for Fall 2022 Business courses only\)](#)

[2021 - 2022 Advising Guide](#)

[Major Check Sheets & Suggested Four Year Sequences](#)

[Records & Registration Advising Resources](#)

[Center for Student Success Virtual Resources](#)

FALL COURSE HIGHLIGHTS



FINANCE

FIN 201: Fundamental Financial Methods (0.5 unit) Prerequisites: <ECO 101 or ECO 102> and <STA 115 or STA 215 or STA 216 or ECO105>

FIN 315: Real Estate Finance Fundamentals (1 unit w/Dr. S Choi; will satisfy FIN 300-level course requirement) Prerequisite: FIN 201

FIN 340: International Finance (1 unit w/Dr. S Hume; will satisfy the International Business requirement) Prerequisite: FIN 201 & ACC 201

FIN 380: Statistical Financial Analysis (1 unit w/Dr. S Hume; will satisfy FIN 300-level course or Finance QA requirement) Prerequisite: FIN 201 & ACC 201

FIN 385: Adv. Excel Applications in Finance (1 unit w/Prof. Singkamanand; will satisfy FIN 300-level course requirement, previous course number FIN 370) Prerequisite: FIN 201 & ACC 201

FIN 391 - 01: Student Investment Fund (Currently managing \$700k+; 0.5 unit w/Dr. S Choi; Full semester) Prerequisite: FIN 310
Note. If interested, email Dr. choi (choi@tcnj.edu)

***FIN 391 - 02: Independent Study/Research in Finance - Moody's Ratings w/Dr. T Patrick (.5 unit; Full semester) Prerequisite:** FIN 201

***FIN 391 - 03: Independent Study/Research in Finance - Private Placement w/Dr. T Patrick (0.5 unit; 2ND Quarter) Prerequisite:** FIN 201

***FIN 391 - 04: Independent Study/Research in Finance - Hedge funds/Private Equity w/Dr. T Patrick (0.5 unit; 1st Quarter) Prerequisite:** FIN 201

***Note for FIN 391-02/03/04.** Must fill out the independent study Google Form and forward the confirmation email to Dr. Patrick AFTER Dr. Patrick's approval

FIN 391 -05: Independent Study in Finance – FINRA's SIE Exam Prep (0.5 unit w/Dr. S Choi; Full semester)

Note. Must fill out the independent study Google Form and forward the confirmation email to Dr. Choi AFTER Dr. Choi's approval

MARKETING

(Prerequisite for below courses: MKT 201)

Special Topics: Channels of Distribution

MKT 370 02 Monday/Wednesday 5:30 to 6:50 PM, Professor William Keep

MKT 370 03 Monday/Wednesday 7:00 to 8:20 PM, Professor William Keep

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.

Special Topics: Digital Marketing Strategy & Analytics

MKT 370 04 Tuesday/Friday 9:30 AM to 10:50 AM, Professor Eddie Inyang

MKT 370 05 Tuesday/Friday 11:00 AM to 12:20 PM, Professor Eddie Inyang

The Internet is an essential part of marketing today for most firms, large and small. This course will cover the essential components of digital marketing, including search engine optimization, content marketing, display advertising, online reputation management, and paid search. The course will also discuss how to create an effective digital marketing strategy, and how to use analytics to improve the results of digital marketing campaigns.

PLEASE NOTE THAT MARKETING MAJORS AND MINORS WILL HAVE PREFERENCE FOR THE SECTIONS OF 04 AND 05 (DIGITAL MARKETING)



SUMMER 2022

ACC 201: Financial Accounting & Reporting

ACC 202: Managerial Accounting

ECO 101: Principles of Microeconomics

ECO 102: Principles of Macroeconomics

FIN 201: Fundamental Financial Methods

FIN 239: Personal Finance

FIN 320: Financial Management

FIN 330: Corporate Finance

FIN 335/INB 330: Capital Flows & Currency Crisis

FIN 430: Business Valuation

IST 201: Intro to Data & Info Science

IST 310: Business Info & Systems Technology

IST 350: Business Analytics for Decision Making

MGT 201: Management Principles & Practices

MGT 310: Cross Cultural Management

MGT 360: Operations Management

MGT 499: Strategic Management

MKT 310: Marketing Research

MKT 340: Marketing in an International Environment

SEE THE CLASS SCHEDULE FOR MORE INFO!

FOR DATES/TUITION, VISIT [SUMMER.TCNJ.EDU/](https://summer.tcnj.edu/)

