ACCOUNTING ADVISING SESSIONS

Pin numbers and summer/fall registration information will be covered at these sessions.

<table>
<thead>
<tr>
<th>Monday</th>
<th>March 13</th>
<th>4:30 p.m.</th>
<th>Seniors</th>
<th>3400 Nelson</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wednesday</td>
<td>March 15</td>
<td>4:30 p.m.</td>
<td>Juniors</td>
<td>3400 Nelson</td>
</tr>
<tr>
<td>Monday</td>
<td>March 20</td>
<td>4:30 p.m.</td>
<td>Sophomores</td>
<td>3400 Nelson</td>
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<tr>
<td>Wednesday</td>
<td>March 27</td>
<td>4:30 p.m.</td>
<td>Freshmen</td>
<td>3400 Nelson</td>
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All accounting majors must attend one of the above advising sessions to acquire their PIN. **NOTE:** Undergraduate students must bring their degree audit and academic totals to the sessions. Totals and degree audit may be printed from TRACS online. Each session begins promptly at the appointed time. For undergraduate sessions, please arrive five minutes early to collect registration information. You must attend the entire session in order to receive your PIN. Sessions generally last an hour or less. If you have a specific reason why you need an individual appointment, talk to your faculty advisor before deciding to miss an advising session.

**NOTE:** Students enrolled in ACC 200 must also sign up for ACC 200P – Problem Session.

HOW TO OBTAIN DEGREE AUDIT/ ACADEMIC TOTALS

It is the responsibility of the student to make sure all degree requirements are met. You can view your status on-line:

1. Go to TRACS Link at: www2.ncsu.edu/ncsu/reg_records/tracs.html
2. Click on TRACS Link
3. Enter your unity ID and password
4. Click on “Degree Audit” and “Academic Totals”

Students taking summer classes at another college/university need to receive prior approval. The approval form is located in 2100B Nelson.
ADVISORY AND PIN PICK UP DATES  
Monday, March 13 – Friday, March 24

Students must come to the Academic Affairs office (2100B Nelson) between the hours of 9:00 a.m. and 4:00 p.m. Please bring your Degree Audit, Academic Totals and your tentative Summer/Fall 2006 class schedule. Faculty and academic advising staff will be available to assist you. Students who do not wish to be advised may acquire their PIN by signing an advising waiver form during the advising period. To acquire waivers, students must also bring their degree audit, academic totals, and tentative schedule(s). March 24 is the last day to obtain a waiver.

Ms Herget’s freshmen will receive an email from her about instructions to receive advising and pin. Dr Hankins students will receive their information in class or by appointment. Undeclared - call 515-5565 for an appointment with Ms Herget.

NOTE: Freshmen and students with a GPA below 2.0 will not be permitted to sign a waiver. Students with a GPA below 2.0 will need to make an appointment with the academic advising staff in 2100B Nelson. Students may call 515-5565 to make an appointment.

Freshmen are not permitted to sign a waiver.
The University requires all new students entering the University to pass at least 24 hours by the end of their spring semester. These students are also required to have an approved electronic plan on file with the University.

BUSINESS MANAGEMENT Sophomores

PLEASE CHECK YOUR EMAIL!

You will receive directions outlining how to obtain your PIN for the summer/fall 2006 registration period via email. If you have questions, please visit Academic Affairs, Nelson Hall Suite 2100B.

To find out when you are eligible to register, check the registrar’s website http://www.ncsu.edu/registrar/calendars/registrationfall.html Eligibility is based on the number of hours you have completed to date (this does not include the number of hours you are currently enrolled in).

IMPORTANT:
- Note: Business Management faculty advisors do not provide students with their pins.

BUSINESS MANAGEMENT FRESHMEN AND UNDECLARED

Ms Herget’s freshmen will receive an email from her about instructions to receive advising and pin. Dr Hankins students will receive their information in class or by appointment. Undeclared - call 515-5565 for an appointment with Ms Herget.

NOTE: Freshmen and students with a GPA below 2.0 will not be permitted to sign a waiver. Students with a GPA below 2.0 will need to make an appointment with the academic advising staff in 2100B Nelson. Students may call 515-5565 to make an appointment.
Freshmen are not permitted to sign a waiver.
The University requires all new students entering the University to pass at least 24 hours by the end of their spring semester. These students are also required to have an approved electronic plan on file with the University.

<table>
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<tr>
<th>ECONOMICS</th>
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<td>ADVISING AND PIN PICKUP DATES</td>
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<td>March 13 – March 24</td>
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There are two ways to be advised and obtain PINs.
1. Schedule an appointment with your academic advisor.
2. See one of the advisors in Nelson 2100B.

**495 COURSES**

**BUS 495B--- Business Ethics - G Young.** Prerequisite: jr or sr standing. Will meet the Ethics requirement for ACC and BUS students. Offered this summer.
This class focuses on management and leadership skills to define, communicate, and implement ethical decision making in business organizations. Specific topics include Business Ethics and Reputation, Ethics and Audits and Performance; Building Business Integrity Inside and Outside the Organization; Managing Business Ethics in a Multicultural Context; and Corporate Social Responsibility in a Global Free Market. Students develop skills to persuasively communicate their own personal perspective to manage ethics, to network with business managers with reputations for ethics excellence, and to participate in a sponsored Ethics Management Case Competition. Topics addressed by guest speakers and in case studies include managing the Genetic Revolution, Sarbanes-Oxley, the Triple Bottom Line, Personal Data Chains, E-commerce Ethics, Whistle Blowers, and Global Ethics in Local Communications.

**BUS 495C- Product Brand Management. Sirdeshmukh.** Prerequisite: BUS 360. Will count for the marketing concentration.
Successful product management is an important factor in maintaining a competitive position in the marketplace. The focus of this course is on the principles and tools of Product Lifecycle Management (PLM), a complex activity that requires planning, developing and managing multiple products/services over time. By taking this course, students will: (1) Understand the new product management process; (2) Know how to apply the appropriate analytic methods in all stages of product planning, development, launch, and control; (3) Understand effective internal structures for implementing product management processes; (4) Be able to assess product development and product management performance in the context of cases and a business simulation, including making decisions related to new product design, branding, pricing, distribution, and promotion.

**BUS 495D – B2B Marketing. P Reuschle.** Prerequisite: BUS 360. Will count in the marketing concentration.
The business to business (B2B) market is huge, involving many more items and dollars spent than the consumer market (B2C). This course introduces the concepts of marketing to businesses and stresses the significance of building long term relationships with business customers. From a managerial perspective it also explores the process of evaluating, creating, and delivering value to targeted business markets and business customers including actionable marketing strategies and programs. This course provides the theoretical and practical foundation needed for successful business marketers.
Retirement plans, health insurance, social security, Medicare, stock options and other forms of noncash compensation. Importance of government regulation, economic conditions, and worker preferences. Strategies for determining the mix between cash and benefits.

BUS 495G--- Supply Chain Practicum- Prerequisite: BUS 370. Will count in the Operations Concentration. D Favre.
This course is comprised of a team-based project working on a Supply Chain Resource Consortium (SCRC) partner company’s supply chain management issues. We anticipate a mix of projects that will generally center, or focus, on SC Relationships, SC Physical Flows and/or SC Information Flows, yet remain integrated across the supply chain issue that faces the company. Students should expect to learn at two levels in the Practicum: first, they will study technical supply chain issues particular to each project; and second, they will learn the team-based, deadline-driven nature of supply chain initiatives in a real company setting.

Direct compensation philosophy, strategy, and policy. Merit pay, individual, and group incentive plans. Legal, regulatory, economic, and strategic issues affecting direct compensation. Strategies for developing an internally consistent and market competitive pay structure to enhance organizational performance.

BUS 495K---Supply Chain Purchasing- Prerequisite: BUS 370. Will count in the Operations Concentration. D Favre
This course will focus on developing knowledge of basic principles in purchasing and supply chain management through primarily case study methods. The course will provide students with specific skills that will be directly applicable to a purchasing and/or supply chain position in industry, including insource vs. outsource decisions, supplier evaluation (including financial analysis) and negotiation. In addition, the course will provide students with comprehension of relevant concepts including: supplier quality, global/worldwide sourcing, law and ethics, and eProcurement/eCommerce.

NEW COURSES – FALL 2006

BUS 310 Introduction to Entrepreneurship (formerly BUS 495S)- counts as free elective for BUS majors. See online course catalog for prereqs and course description.

BUS 311 Entrepreneurship Skills (formerly BUS 495Y)- counts as a free elective for BUS majors. See online course catalog for prereqs and description.

BUS 419 Entrepreneurship Practicum (formerly BUS 495A)- counts as a free elective for BUS majors. See online course catalog for prereqs and description.
HONORS COURSES – FALL 2006
Take advantage of this opportunity to be well prepared for graduate school or the job market with an edge over the competition! The honors program in the College of Management is designed for academically talented and motivated students to develop the opportunity for interaction with classmates and faculty. For more information, call the designated faculty member.

<table>
<thead>
<tr>
<th>COURSE</th>
<th>NAME OF COURSE</th>
<th>INSTRUCTOR</th>
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<tbody>
<tr>
<td>EC 201H</td>
<td>Principles of Microeconomics</td>
<td>Lee Craig</td>
</tr>
<tr>
<td>EC 205H</td>
<td>Fundamentals of Economics</td>
<td>Chuck Knoeber</td>
</tr>
<tr>
<td>EC 301H</td>
<td>Intermediate Microeconomic</td>
<td>Thomas Grennes</td>
</tr>
<tr>
<td>EC 490H</td>
<td>Research Seminar in Economics</td>
<td>Chuck Knoeber</td>
</tr>
<tr>
<td>BUS 330</td>
<td>Human Resource Management</td>
<td>Shannon Davis</td>
</tr>
</tbody>
</table>

SENIORS GRADUATION SPRING 2006
APPLICATION FOR DEGREE (BLUE CARD)

GRADUATING SENIORS! YOU MUST APPLY FOR YOUR DIPLOMA. If you are planning on graduating this spring or summer session and have not completed an Application for Degree (blue card), please see Ms. Terry Price, 2100B Nelson Hall as soon as possible to complete your blue card and senior surveys. Seniors who plan to finish second summer session can begin completing their blue cards July 1, 2006 and fall graduates can begin August 1, 2006.

Please check your degree audit and academic totals to make sure that all courses are in place. NOTE: If there are any discrepancies concerning requirements, and have not been cleared within 30 days of marching date, your diploma will be dated for the following semester or summer session when all requirements have been met.

COMMENCEMENT
May 13, 2006

College of Management Commencement ceremonies for May and Summer graduates will take place Saturday, May 13, 2006 at the RBC Center. The College ceremony will begin at 11:30 a.m. following the University ceremony. Family and friends are invited. The program will include awards, an address by one of our highest-ranking graduates of the College of Management, and presentations of diplomas.

Access the graduation web page for caps and gowns and additional university information: www.ncsu.edu/registrar/graduation/index/html