



LINCOLN UNIVERSITY

COLLEGE OF GRADUATE AND UNDERGRADUATE STUDIES

F A L L S C H E D U L E 2 0 2 4

Date: 8/5/2024

BUSINESS ADMINISTRATION - GRADUATE LEVEL COURSES

BA 301	Managerial Economics	(3)	Th	3:30 pm – 6:15 pm Dr. Pantos
BA 302	Principles of Management	(3)	T	9:00 am – 11:45 am Dr. J. Stryker
BA 303	Finance Management	(3)	T	12:30 pm – 3:15 pm Dr. Pantos
BA 304	Marketing Management	(3)	M	3:30 pm – 6:15 pm Dr. Chen
BA 305	Project Management	(3)	W	12:30 pm – 3:15 pm Dr. Kruz
BA 307	Operations Management <i>(Prerequisite: MATH 15 or BA 115)</i>	(3)	W	12:30 pm – 3:15 pm Dr. Ashurov
BA 308	Human Resources Management <i>(Online)</i>	(3)	F	9:00 am – 11:45 am Dr. Olmos
BA 309	Ethics of Business Management	(3)	M	12:30 pm – 3:15 pm Dr. Kil
BA 310	International Economics <i>(Prerequisite: ECON 20A)</i> <i>(Online)</i>	(3)	M	3:30 pm – 6:15 pm Dr. Anokhin
BA 311	Marketing Research <i>(Prerequisites: BA 115, BA 304)</i> <i>(Online)</i>	(3)	T	3:30 pm – 6:15 pm Dr. Himelfarb
BA 312	Business Research Methodology <i>(Prerequisites: BA 115, BA 301)</i>	(3)	W	3:30 pm – 6:15 pm Dr. Talan
BA 313	International Marketing <i>(Prerequisite: BA 150 or BA 304)</i>	(3)	M	12:30 pm – 3:15 pm Dr. Chen
BA 315	International Business and Investment Strategy <i>(Prerequisite: ECON 20A)</i>	(3)	Th	9:00 am – 11:45 am Dr. Ahanotu
BA 316	International Management <i>(Prerequisite: BA 302)</i>	(3)	T	9:00 am – 11:45 am Dr. Ahanotu

BA 318	Import-Export Management <i>(Prerequisites: BA 110 or BA 302, BA 310 or BA 315)</i>	(3)	Th	9:00 am – 11:45 am Dr. Guerra
BA 320	Organization Behavior and Administration <i>(Online)</i>	(3)	S	9:00 am – 11:45 am Dr. Olmos
BA 323	Organizational Development <i>(Prerequisite: BA 110 or BA 302)</i>	(3)	Th	12:30 pm – 3:15 pm Dr. Guerra
BA 330	Entrepreneurship	(3)	T	3:30 pm – 6:15 pm Dr. Ashurov
BA 331	Social Environment of Business <i>(Prerequisite: BA 309)</i>	(3)	M	9:00 am – 11:45 am Dr. Oguntuase
BA 337	Personnel Law <i>(Prerequisite: BA 308)</i>	(3)	T	12:30 pm – 3:15 pm Dr. Germann
BA 340	Managerial Accounting and Financial Control <i>(Prerequisite: BA 42)</i>	(3)	Th	3:30 pm – 6:15 pm Prof. Sevall
BA 344	International Securities and Foreign Exchange <i>(Prerequisite: BA 140 or BA 303)</i>	(3)	Th	9:00 am – 11:45 am Dr. Tailab
BA 345	Commercial Banking and Lending <i>(Prerequisite: BA 140 or BA 303)</i>	(3)	T	3:30 pm – 6:15 pm Dr. Pantos
BA 350	Management Information Systems <i>(Prerequisite: BA 146)</i>	(3)	M	9:00 am – 11:45 am Mr. Vaidya
BA 351	Digital Marketing <i>(Prerequisite: BA 304)</i> <i>(Online)</i>	(3)	W	9:00 am – 11:45 am Dr. Brudno
BA 352	Advanced Systems Analysis and Design <i>(Prerequisite: BA 160 or BA 350)</i> <i>(Online)</i>	(3)	W	12:30 pm – 3:15 pm Dr. Brudno
BA 353	Information Systems Database Management <i>(Prerequisite: BA 160 or BA350)</i>	(3)	W	9:00 am – 11:45 am Dr. Kruz
BA 360	Quantitative Methods for Business and FM <i>(Prerequisite: BA 115)</i> <i>(Online)</i>	(3)	W	3:30 pm – 6:15 pm Dr. Himelfarb
BA 365	Investments (The Stock Market) <i>(Prerequisite: BA 303)</i>	(3)	Th	3:30 pm – 6:15 pm Dr. Talan
BA 367	Credit Risk Management <i>(Prerequisite: BA 303)</i>	(3)	W	9:00 am – 11:45 am Prof. Loh
BA 370	Business Communications <i>(Prerequisite: ENG 82)</i>	(3)	T	12:30 pm – 3:15 pm Mr. Frasca
BA 374	Sales Management <i>(Prerequisite: BA 304)</i>	(3)	W	3:30 pm – 6:15 pm Dr. Ashurov
BA 375	Services Marketing <i>(Prerequisite: BA 304)</i>	(3)	W	12:30 pm – 3:15 pm Dr. Hess

BA 381	*Graduate Internship in International Business	(1-3)	ARR	ARR
BA 382	*Graduate Internship in Finance Management and Investments	(1-3)	ARR	ARR
BA 383	*Graduate Internship in General Business	(1-3)	ARR	ARR
BA 384	*Graduate Internship in Human Resources Management	(1-3)	ARR	ARR
BA 385	*Graduate Internship in Management Information Systems	(1-3)	ARR	ARR
BA 386	*Graduate Internship in Marketing Management	(1-3)	ARR	ARR
	<i>*(Required Documents: A Job Offer Letter; Agreement for Internship signed by work supervisor, LU advisor, and approved by Director of Records.)</i>			
BA 388	Seminar on Higher Education <i>(Online)</i>	(3)	Th	3:30 pm – 6:15 pm Dr. Himelfarb
BA 390	Business Strategy and Decision-Making <i>(Prerequisites: BA 301, BA 304, BA 307, BA 320, BA 340, and at least two concentration courses)</i>	(3)	Th	12:30 pm – 3:15 pm Dr. Pantos
BA 397	**MBA Case Study <i>(Requirements: last term of or after completion of the coursework, Dean's approval, and Registrar Office permission)</i> <i>** (Required Documents: Proposal for Case Study approved by LU advisor and the Dean of Business Studies or the President.)</i>	(3)	ARR	ARR
BA 398	**MBA Internship Report <i>(Requirements: last term of or after completion of coursework, Dean's approval, and Registrar Office permission)</i> <i>** (Required Documents: Proposal for Internship approved by LU advisor and the Dean of Business Studies or the President; a Job Offer Letter; Agreement for Internship signed by work supervisor, LU advisor, and approved by Director of Records.)</i>	(3)	ARR	ARR
BA 399	**MBA Research Project <i>(Requirements: GPA 3.2 or above, Dean's approval, Registrar Office permission, Completion of BA 311 or BA 312 and preferably BA 390)</i> <i>** (Required Document: Proposal for Research Project approved by the LU advisor and the Dean of Business Studies or the President.)</i>	(3)	ARR	ARR
BA 413	International Marketing <i>(Prerequisite: BA 150 or BA 304)</i>	(4)	M	12:30 pm – 3:15 pm Dr. Chen
BA 415	International Business and Investment Strategy <i>(Prerequisite: BA 310)</i>	(4)	Th	9:00 am – 11:45 am Dr. Ahanotu
BA 416	International Management <i>(Prerequisite: BA 110 or BA 302)</i>	(4)	T	9:00 am – 11:45 am Dr. Ahanotu
BA 418	Import-Export Management <i>(Prerequisite: BA 110 or BA 302, BA 310 or BA 315)</i>	(4)	Th	9:00 am – 11:45 am Dr. Guerra
BA 423	Organizational Development <i>(Prerequisite: BA 302)</i>	(4)	Th	12:30 pm – 3:15 pm Dr. Guerra
BA 437	Personnel Law <i>(Prerequisite: BA 308)</i>	(4)	T	12:30 pm – 3:15 pm Dr. Germann

BA 444	International Securities and Foreign Exchange <i>(Prerequisite: BA 303)</i>	(4)	Th	9:00 am – 11:45 am Dr. Tailab
BA 445	Commercial Banking and Lending <i>(Prerequisite: BA 140 or BA 303)</i>	(4)	T	3:30 pm – 6:15 pm Dr. Pantos
BA 465	Investments (The Stock Market) <i>(Prerequisite: BA 303)</i>	(4)	Th	3:30 pm – 6:15 pm Dr. Talan
BA 467	Credit Risk Management <i>(Prerequisite: BA 303)</i>	(4)	W	9:00 am – 11:45 am Prof. Loh
BA 481	*Graduate Internship and Report in International Business <i>(Prerequisite: BA 310)</i>	(4)	ARR	ARR
BA 482	*Graduate Internship and Report in Finance Management <i>(Prerequisite: BA 303)</i>	(4)	ARR	ARR
BA 484	*Graduate Internship and Report in Human Resources Management <i>(Prerequisite: BA 308)</i>	(4)	ARR	ARR
	<i>*(Required Documents: A Job Offer Letter; Agreement for Internship signed by work supervisor, LU advisor, and approved by Director of Records.)</i>			
BA 490 B	Business Strategy and Decision-Making for Finance Management <i>(Prerequisites: Completion of all required 300-level courses and at least three elective courses)</i>	(4)	Th	12:30 pm – 3:15 pm Dr. Pantos
BA 597	**DBA Dissertation I **DBA Dissertation advisors and topics need to be approved by the Dean of Business Studies or the President. Scheduled meeting times will be arranged by each advisor. <i>(Prerequisites: Completion of all DBA core courses, DBA candidacy standing, and BA 501, BA 502 or BA 504)</i> <i>** (Required Document: Proposal for Dissertation approved by LU advisor and the Dean of Business Studies or the President.)</i>	(4)	ARR	ARR
BA 598	**DBA Dissertation II **Scheduled meeting times will be arranged by each advisor. <i>(Prerequisite: Completion of BA 597)</i>	(4)	ARR	ARR
BA 599	**DBA Dissertation III **Scheduled meeting times will be arranged by each advisor. <i>(Prerequisite: Completion of BA 598)</i>	(4)	ARR	ARR

BUSINESS ADMINISTRATION - UNDERGRADUATE LEVEL COURSES

BA 10 I	Business Foundations	(3)	T	12:30 pm – 3:15 pm Dr. Ashurov
BA 10 II	Business Foundations	(3)	T	12:30 pm – 3:15 pm Dr. Ghosh
BA 19	Fundamentals of Ethics	(3)	M	12:30 pm – 3:15 pm Dr. Germann
BA 42	Financial Accounting	(3)	T	3:30 pm – 6:15 pm Dr. Tailab

BA 110	Management Principles <i>(Prerequisite: BA 10 or equivalent)</i>	(3)	W	3:30 pm – 6:15 pm Dr. Ghosh
BA 115	Statistics <i>(Prerequisite: MATH 10 or MATH 15)</i>	(3)	M	3:30 pm – 6:15 pm Ms. Agafontseva
BA 130	Introduction to International Business <i>(Prerequisite: BA 10)</i>	(3)	T	9:00 am – 11:45 am Dr. Ahanotu
BA 135	LEGAL FOUNDATIONS OF BUSINESS <i>(Prerequisite: BA 10 or equivalent)</i>	(3)	T	12:30 pm – 3:15 pm Dr. Germann
BA 140	Fundamentals of Finance <i>(Prerequisite: MATH 10 or MATH 15)</i>	(3)	W	3:30 pm – 6:15 pm Dr. Tailab
BA 146	Applications Software <i>(Prerequisite: CS 10)</i>	(3)	Th	12:30 pm – 3:15 pm Dr. Ghosh
BA 150	Marketing <i>(Prerequisite: BA 10 or equivalent)</i>	(3)	W	3:30 pm – 6:15 pm Dr. Hess
BA 160	Information Systems Concept and Applications <i>(Prerequisite: CS 10)</i>	(3)	M	9:00 am – 11:45 am Mr. Vaidya
BA 171	Business and Society <i>(Prerequisites: BA 10)</i>	(3)	M	9:00 am – 11:45 am Dr. Oguntuase
BA 175	Organizational Behavior <i>(Prerequisite: PSYCH 10, BA 10)</i>	(3)	T	12:30 pm – 3:15 pm Dr. Guerra
BA 215	Production Management <i>(Prerequisites: BA 110, BA 115)</i>	(3)	W	12:30 pm – 3:15 pm Dr. Ashurov
BA 217	Personnel Management <i>(Prerequisite: BA 110)</i> <i>(Online)</i>	(3)	F	9:00 am – 11:45 am Dr. Olmos
BA 223	Organizational Development <i>(Prerequisite: BA 110)</i>	(3)	Th	12:30 pm – 3:15 pm Dr. Guerra
BA 234	Principles of Import and Export Management <i>(Prerequisite: BA 110, BA 130)</i>	(3)	Th	9:00 am – 11:45 am Dr. Guerra
BA 240	Managerial Accounting <i>(Prerequisites: BA 42, BA 110)</i>	(3)	Th	3:30 pm – 6:15 pm Prof. Sevall
BA 241	Quantitative Analysis <i>(Prerequisite: BA 115)</i> <i>(Online)</i>	(3)	W	3:30 pm – 6:15 pm Dr. Himelfarb
BA 250	Entrepreneurial Management <i>(Prerequisite: BA 110)</i>	(3)	T	3:30 pm – 6:15 pm Dr. Ashurov
BA 256	Sales Management <i>(Prerequisite: BA 150)</i>	(3)	W	3:30 pm – 6:15 pm Dr. Ashurov
BA 259	International Marketing <i>(Prerequisite: BA 130 and BA 150)</i>	(3)	M	12:30 pm – 3:15 pm Dr. Chen
BA 262	Systems Analysis and Design <i>(Prerequisite: BA 160)</i> <i>(Online)</i>	(3)	W	12:30 pm – 3:15 pm Dr. Brudno

BA 263	Digital Marketing <i>(Prerequisites: BA 150 and CS 10)</i> <i>(Online)</i>	(3)	W	9:00 am – 11:45 am Dr. Brudno
BA 276	Business Proposal And Report Writing <i>(Prerequisite: ENG 82)</i>	(3)	T	3:30 pm – 6:15 pm Dr. Oguntuase
BA 280	Special Topics in Business: Services Marketing <i>(Prerequisite: Instructor's permission)</i>	(3)	W	12:30 pm – 3:15 pm Dr. Hess
BA 289	International Business Strategy <i>(Prerequisite: BA 110, BA 130, BA 150)</i>	(3)	Th	9:00 am – 11:45 am Dr. Ahanotu
BA 290	Strategic Business Management <i>(Prerequisite: Senior standing)</i>	(3)	Th	12:30 pm – 3:15 pm Dr. Pantos
BA 298	*Internship in Business <i>*(Requirements: Junior/Senior standing; Admissions and Records and Registrar Offices permission)</i> <i>*(Required Documents: A Job Offer Letter; Agreement for Internship signed by work supervisor, LU advisor, and Director of Records.)</i>	(3)	ARR	ARR
BA 299	Research Project in Business <i>(Prerequisite: Senior Standing)</i>	(3)	ARR	ARR

COMPUTER SCIENCE

CS 10	Introduction to Computer Science	(3)	M	12:30 pm – 3:15 pm Mr. Vaidya
CS 237	Database <i>(Prerequisite: BA 160)</i>	(3)	W	9:00 am – 11:45 am Dr. Kruz

ECONOMICS

ECON 10	Economic Geography	(3)	M	3:30 pm – 6:15 pm Dr. Kil
ECON 20A	Principles of Economics I (Macroeconomics)	(3)	T	12:30 pm – 3:15 pm Dr. S. Stryker
ECON 20B	Principles of Economics II (Microeconomics) <i>(Prerequisite: MATH 10)</i>	(3)	Th	12:30 pm – 3:15 pm Dr. Tailab
ECON 220	International Economics <i>(Prerequisite: ECON 20A, BA 130)</i> <i>(Online)</i>	(3)	M	3:30 pm – 6:15 pm Dr. Anokhin

ENGLISH

ENG 75	Critical Thinking	(3)	M	3:30 pm – 6:15 pm Dr. Borukhov
ENG 82	Written Communication	(3)	T	3:30 pm – 6:15 pm Mr. Frasca
ENG 86	Survey of American Literature	(3)	Th	3:30 pm – 6:15 pm Prof. Hyman

ENG 99	Report Writing <i>(Prerequisite: ENG 82)</i>	(3)	T	3:30 pm – 6:15 pm Dr. Oguntuase
<u>HISTORY</u>				
HIST 10	World History	(3)	Th	3:30 pm – 6:15 pm Dr. Bergerud
<u>HUMANITIES</u>				
HUM 10	Introduction to Humanities	(3)	W	12:30 pm – 3:15 pm Dr. J. Stryker
<u>MATHEMATICS</u>				
MATH 10	College Mathematics	(3)	W	12:30 pm – 3:15 pm Ms. Agafontseva
MATH 15	Finite Mathematics	(3)	M	12:30 pm – 3:15 pm Ms. Agafontseva
<u>POLITICAL SCIENCE</u>				
POLSCI 10	United States Government	(3)	Th	12:30 pm – 3:15 pm Dr. Bergerud
<u>PSYCHOLOGY</u>				
PSYCH 10	Fundamentals of Psychology	(3)	M	12:30 pm – 3:15 pm Prof. Stamatakis
<u>NATURAL SCIENCES</u>				
SCI 10	Physical Science <i>(Online)</i>	(3)	M	3:30 pm – 6:15 pm Dr. Bune
SCI 31	Human Biology	(3)	Th	12:30 pm – 3:15 pm Dr. Mania
<u>DIAGNOSTIC IMAGING</u>				
DI 20	Medical Terminology	(3)	Th	9:00 am – 11:45 am Dr. Mania
DI 110	Ultrasound Principles and Protocols 3 Units of Lecture 1 Unit of Lab (09/17/2024 - 11/19/2024) <i>(Prerequisites: DI 10, DI 20, DI 30)</i>	(4)	W T	9:00 am – 11:45 am Dr. Mania 9:00 am – 11:45 am Dr. Smolyarchuk
DI 115	ECG and Arrhythmias Interpretation 2 Units of Lecture 1 Unit of Lab (09/17/2024 - 11/19/2024) <i>(Prerequisite: DI 30)</i>	(3)	W T	12:30 pm – 3:15 pm Dr. Mania 12:30 pm – 3:15 pm Dr. Smolyarchuk

Fall Schedule 2024

DI 140	OB/GYN Ultrasound (Lab) <i>(Prerequisite: DI 130)</i>	(3)	W Th	12:30 pm – 3:15 pm Dr. Smolyarchuk 9:00 am – 11:45 am Dr. Smolyarchuk
DI 170	Abdomen and Small Parts Scanning (Lab) <i>(Prerequisite: DI 160)</i>	(3)	M & W	9:00 am – 11:50 am Dr. Smolyarchuk
DI 234	Abdominal Vascular 3 Units of Lecture 1 Unit of Lab (08/30/2024 - 11/01/2024) <i>(Prerequisite: DI 124)</i>	(4)	T F	9:00 am – 11:45 am Dr. Paredes 9:00 am – 11:45 am Dr. Smolyarchuk
DI 241	Advanced OB/GYN Scanning (Lab) <i>(Prerequisite: DI 231)</i>	(3)	M & Th	12:30 pm – 3:20 pm Dr. Smolyarchuk
DI 291A	**Practicum/Externship I in Sonography	(3)	ARR	ARR Dr. Zakasovskaya
DI 291B	***Practicum/Externship II in Sonography	(3)	ARR	ARR Dr. Zakasovskaya
DI 295A	**Practicum/Externship I in Echocardiography	(3)	ARR	ARR Dr. Zakasovskaya
DI 295B	***Practicum/Externship II in Echocardiography	(3)	ARR	ARR Dr. Zakasovskaya

*** (Prerequisites: Senior standing; Permission of the Externship Coordinator and the Program Director)*

*** (Required Document: An Agreement for Externship signed by work supervisor and LU advisor.)*

**** (Prerequisites: Last term of the program, DI 291 A or DI 295 A, Permission of the Externship Coordinator and the Program Director)*

**** (Required Document: An Agreement for Externship signed by work supervisor and LU advisor.)*

THE ABOVE SCHEDULE IS SUBJECT TO CHANGE.

FINAL EXAMINATION SCHEDULE

Final examinations are held in the classroom in which the class has met during the semester, unless designated otherwise by the instructors. Students with conflicting test schedules should make arrangements with instructors.

(A detailed final examination schedule will be published in December 2024.)

ACADEMIC CALENDAR

Semester begins; placement tests	August 21
Academic advising and registration	August 22-23
Classes begin	August 26
Labor Day (Holiday)	September 2
Last day classes may be added/dropped without academic penalty	September 9
Veterans Day Observed (Holiday)	November 11
Fall recess	November 26-30
Classes resume	December 2
Final examinations	December 9-14
Fall semester ends	December 14