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LINCOLN UNIVERSITY
 COLLEGE OF GRADUATE AND UNDERGRADUATE STUDIES
 FALL SCHEDULE 2025

BUSINESS ADMINISTRATION - GRADUATE LEVEL COURSES

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

BA 316	<u>International Management</u> (Prerequisite: BA 302)	-3	W	9:00 am – 11:45 am Dr. Olmos
BA 318	<u>Import-Export Management</u> (Prerequisite: BA 110 or BA 302, BA 310 or BA 315)	-3	Th	9:00 am – 11:45 am Dr. Guerra
BA 320	<u>Organization Behavior and Administration</u>	-3	M	9:00 am – 11:45 am Dr. Himerfarb
BA 324	<u>Value-Driven Leadership</u>	-3	Th	12:30 pm – 3:15 pm Dr. Guerra
BA 326	<u>Value Chain Analyses and Design</u>	-3	M	3:30 pm – 6:15 pm Dr. Guerra
BA 330	<u>Entrepreneurship</u>	-3	T	3:30 pm – 6:15 pm Dr. Ashurov
BA 331	<u>Social Environment of Business</u> (Prerequisite: BA 309)	-3	M	9:00 am – 11:45 am Dr. J Stryker
BA 337	<u>Personnel Law</u> (Prerequisite: BA 308)	-3	T	3:30 pm – 6:15 pm Dr. Germann
BA 340	<u>Managerial Accounting and Financial Control</u> (Prerequisite: BA 42)	-3	Th	3:30 pm – 6:15 pm Prof. Sevall
BA 345	<u>Commercial Banking and Lending</u> (Prerequisite: BA 140 or BA 303)	-3	T	9:00 am – 11:45 am Dr. Pantos
BA 350	<u>Management Information Systems</u> (Prerequisite: BA 146)	-3	M	9:00 am – 11:45 am Mr. Vaidya
BA 351	<u>Digital Marketing</u> (Prerequisite: BA 304)	-3	T	3:30 pm – 6:15 pm Dr. Anokhin
BA 352	<u>Advanced Systems Analysis and Design</u> (Prerequisite: BA 160 or BA 350)	-3	W	9:00 am – 11:45 am Dr. Brudno
BA 353	<u>Information Systems Database Management</u> (Prerequisite: BA 160 or BA350)	-3	W	12:30 pm – 3:15 pm Dr. Kruz
BA 355 I	<u>Special Topics in Management Information Systems: Big Data</u> (Prerequisites: Instructor's permission and BA 160 or BA 350)	-3	W	3:30 pm – 6:15 pm Dr. Kruz

BA 355 II	Special Topics in Management Information Systems: Introduction to AI for Business Leaders (Prerequisites: Instructor's permission and BA 160 or BA 350)	-3	Th	3:30 pm – 6:15 pm Dr. Godar
BA 356	Introduction to AI for Business Leaders	-3	Th	3:30 pm – 6:15 pm Dr. Godar
BA 360	<u>Quantitative Methods for Business and Finance Management</u> (Prerequisite: BA 115)	-3	T	3:30 pm – 6:15 pm Dr. Himelfarb
BA 364	<u>Investments (Real Estate)</u> (Prerequisite: BA 303)	-3	M	12:30 pm – 3:15 pm Dr. Tailab
BA 365	Investments (Stock Market) (Prerequisite: BA 303)	-3	W	12:30 pm – 3:15 pm Dr. Tailab
BA 367	<u>Credit Risk Management</u> (Prerequisite: BA 303)	-3	Th	9:00 am – 11:45 am Prof. Loh
BA 370	<u>Business Communications</u> (Prerequisite: ENG 82)	-3	T	12:30 pm – 3:15 pm Dr. Guerra
BA 373	<u>Pricing Strategy for Value Creation</u> (Prerequisites: BA 301, BA 304)	-3	M	12:30 pm – 3:15 pm Dr. Hess
BA 374	<u>Sales Management</u> (Prerequisite: BA 304)	-3	Th	3:30 pm – 6:15 pm Dr. Ashurov
BA 376	<u>Business Proposal and Report Writing</u> (Prerequisite: ENG 82 or BA 370)	-3	W	9:00 am – 11:45 am Dr. S Stryker
BA 380	<u>MBA Special Topics in Business Administration</u> (Prerequisite: Instructor's permission)	-3	M	3:30 pm – 6:15 pm Dr. Guerra
BA 381	<u>*Graduate Internship in International Business</u>	(1-3)	ARR	ARR
BA 382	<u>*Graduate Internship in Finance Management and Investments</u>	(1-3)	ARR	ARR
BA 383	<u>*Graduate Internship in General Business</u>	(1-3)	ARR	ARR
BA 384	<u>*Graduate Internship in Human Resources Management</u>	(1-3)	ARR	ARR

BA 385	<u>*Graduate Internship in Management Information Systems</u>	(1-3)	ARR	ARR
BA 386	<u>*Graduate Internship in Marketing Management</u> *(Required Documents: A Job Offer Letter; Agreement for Internship signed by work supervisor, LU advisor, and approved by Director of Records.)	(1-3)	ARR	ARR
BA 390	<u>Business Strategy and Decision-Making</u> (Prerequisites: BA 301, BA 304, BA 307, BA 320, BA 340, and at least two concentration courses)	-3	W	12:30 pm – 3:15 pm Dr. Pantos
BA 391	<u>Seminar on Higher Education</u>	-3	W	9:00 am – 11:45 am Dr. Himelfarb
BA 397	<u>**MBA Case Study</u> (Requirements: last term of or after completion of the coursework, Dean's approval, and Registrar Office permission) **(Required Documents: Proposal for Case Study approved by LU advisor and the Dean of Business Studies or the President.)	-3	ARR	ARR
BA 398	<u>**MBA Internship Report</u> (Requirements: last term of or after completion of coursework, Dean's approval, and Registrar Office permission) **(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.)	-3	ARR	ARR
BA 399	<u>**MBA Research Project</u> (Requirements: GPA 3.2 or above, Dean's approval, Registrar Office permission, Completion of BA 311 or BA 312 and preferably BA 390) **(Required Document: Proposal for Research Project approved by the LU advisor and the Dean of Business Studies or the President.)	-3	ARR	ARR
BA 413	<u>International Marketing and Cross-Cultural Business Challenges</u> (Prerequisite: BA 150 or BA 304)	-4	M	12:30 pm – 3:15 pm Dr. Chen

BA 415	<u>International Business and Investment Strategy</u> (Prerequisite: BA 310)	-4	Th	12:30 pm – 3:15 pm Dr. Ghosh
BA 416	<u>International Management</u> (Prerequisite: BA 110 or BA 302)	-4	W	9:00 am – 11:45 am Dr. Olmos
BA 418	<u>Import-Export Management</u> (Prerequisite: BA 110 or BA 302, BA 310 or BA 315.)	-4	Th	9:00 am – 11:45 am Dr. Guerra
BA 424	<u>Value-Driven Leadership</u> (Prerequisite: BA 308)	-4	Th	12:30 pm – 3:15 pm Dr. Guerra
BA 431	Social Environment of Business (Prerequisite: BA 309)	-4	M	9:00 am – 11:45 am Dr. J Stryker
BA 437	<u>Personnel Law</u> (Prerequisite: BA 308)	-4	T	3:30 pm – 6:15 pm Dr. Germann
BA 445	<u>Commercial Banking and Lending</u> (Prerequisite: BA 140 or BA 303)	-4	T	9:00 am – 11:45 am Dr. Pantos
BA 460	Quantitative Methods for Business and FM (Prerequisite: BA 115)	-4	T	3:30 pm – 6:15 pm Dr. Himelfarb
BA 464	<u>Investments (Real Estate)</u> (Prerequisite: BA 303)	-4	M	12:30 pm – 3:15 pm Dr. Tailab
BA 465	Investments (Stock Market) (Prerequisite: BA 303)	-4	W	12:30 pm – 3:15 pm Dr. Tailab
BA 467	<u>Credit Risk Management</u> (Prerequisite: BA 303)	-4	Th	9:00 am – 11:45 am Prof. Loh
BA 481	<u>*Graduate Internship and Report in International Business</u> (Prerequisite: BA 310)	-4	ARR	ARR
BA 482	<u>*Graduate Internship and Report in Finance Management</u> (Prerequisite: BA 303)	-4	ARR	ARR
BA 484	<u>*Graduate Internship and Report in Human Resources Management</u> (Prerequisite: BA 308)	-4	ARR	ARR

*(Required Documents: A Job Offer Letter; Agreement for Internship signed by work supervisor, LU advisor, and approved by Director of Records.)

BA 490 B	<u>Business Strategy and Decision-Making for Finance Management</u> (Prerequisites: Completion of all required 300-level courses and at least three elective courses)	-4	W	12:30 pm – 3:15 pm Dr. Pantos
BA 597	<u>**DBA Dissertation I</u> **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. (Prerequisites: Completion of all DBA core courses, DBA candidacy standing, and BA 501, BA 502 or BA 504) **(Required Document: Proposal for Dissertation approved by LU advisor and the Dean of Business Studies or the President.)	-4	ARR	ARR
BA 598	<u>**DBA Dissertation II</u> **Scheduled meeting times will be arranged by each advisor. (Prerequisite: Completion of BA 597)	-4	ARR	ARR
BA 599	<u>**DBA Dissertation III</u> **Scheduled meeting times will be arranged by each advisor. (Prerequisite: Completion of BA 598)	-4	ARR	ARR

BUSINESS ADMINISTRATION - UNDERGRADUATE LEVEL COURSES

BA 10	<u>Business Foundations</u>	-3	T	12:30 pm – 3:15 pm Dr. Ashurov
BA 19	<u>Fundamentals of Ethics</u>	-3	W	3:30 pm – 6:15 pm Dr. Germann
BA 42	<u>Financial Accounting</u>	-3	T	3:30 pm – 6:15 pm Dr. Tailab
BA 110	<u>Management Principles</u> (Prerequisite: BA 10 or equivalent)	-3	T	12:30 pm – 3:15 pm Dr. Ghosh
BA 115	<u>Statistics</u> (Prerequisite: MATH 10 or MATH 15)	-3	M	12:30 pm – 3:15 pm Ms. Agafontseva

BA 130	<u>Introduction to International Business</u> (Prerequisite: BA 10)	-3	T	12:30 pm – 3:15 pm Dr. Germann
BA 135	<u>Legal Foundations of Business</u> (Prerequisite: BA 10 or equivalent)	-3	T	3:30 pm – 6:15 pm Dr. Germann
BA 140	<u>Fundamentals of Finance</u> (Prerequisite: MATH 10 or MATH 15)	-3	W	3:30 pm – 6:15 pm Dr. Tailab
BA 146	<u>Applications Software</u> (Prerequisite: CS 10)	-3	Th	12:30 pm – 3:15 pm Dr. Sevall
BA 150	<u>Marketing</u> (Prerequisite: BA 10 or equivalent)	-3	M	3:30 pm – 6:15 pm Dr. Chen
BA 160	<u>Information Systems Concept and Applications</u> (Prerequisite: CS 10)	-3	M	9:00 am – 11:45 am Mr. Vaidya
BA 171	<u>Business and Society</u> (Prerequisites: BA 10)	-3	M	9:00 am – 11:45 am Dr. J Stryker
BA 175	<u>Organizational Behavior</u> (Prerequisite: PSYCH 10, BA 10)	-3	M	9:00 am – 11:45 am Dr. Himerfarb
BA 215	<u>Production Management</u> (Prerequisites: BA 110, BA 115)	-3	Th	12:30 pm – 3:15 pm Dr. Ashurov
BA 217	<u>Personnel Management</u> (Prerequisite: BA 110)	-3	F	9:00 am – 11:45 am Dr. Olmos
BA 230	<u>Studies in International Business</u> (Prerequisite: BA 130)	-3	W	9:00 am – 11:45 am Dr. Olmos
BA 234	<u>Principles of Import and Export Management</u> (Prerequisite: BA 110, BA 130)	-3	Th	9:00 am – 11:45 am Dr. Guerra
BA 240	<u>Managerial Accounting</u> (Prerequisites: BA 42, BA 110)	-3	Th	3:30 pm – 6:15 pm Prof. Sevall
BA 241	<u>Quantitative Analysis</u> (Prerequisite: BA 115)	-3	T	3:30 pm – 6:15 pm Dr. Himelfarb
BA 245	<u>Real Estate Practices</u> (Prerequisite: BA 10, BA 140)	-3	M	12:30 pm – 3:15 pm Dr. Tailab

BA 250	<u>Entrepreneurial Management</u> (Prerequisite: BA 110)	-3	T	3:30 pm – 6:15 pm Dr. Ashurov
BA 256	<u>Sales Management</u> (Prerequisite: BA 150)	-3	Th	3:30 pm – 6:15 pm Dr. Ashurov
BA 259	<u>International Marketing</u> (Prerequisite: BA 130 and BA 150)	-3	M	12:30 pm – 3:15 pm Dr. Chen
BA 262	<u>Systems Analysis and Design</u> (Prerequisite: BA 160)	-3	W	9:00 am – 11:45 am Dr. Brudno
BA 263	Digital Marketing (Prerequisites: BA 150 and CS 10)	-3	T	3:30 pm – 6:15 pm Dr. Anokhin
BA 276	<u>Business Proposal And Report Writing</u> (Prerequisite: ENG 82)	-3	W	9:00 am – 11:45 am Dr. S. Stryker
BA 280 I	Special Topics in Business: Pricing Strategy for Value Creation (Prerequisite: Instructor's permission)	-3	M	12:30 pm – 3:15 pm Dr. Hess
BA 280 II	<u>Special Topics in Business: Value Chain Analyses and Design</u> (Prerequisite: Instructor's permission)	-3	M	3:30 pm – 6:15 pm Dr. Guerra
BA 280 III	Special Topics in Business: Business Research Methodology (Prerequisite: Instructor's permission)	-3	W	3:30 pm – 6:15 pm Dr. Talan
BA 280 IV	<u>Special Topics in Business: Big Data</u> (Prerequisite: Instructor's permission)	-3	W	3:30 pm – 6:15 pm Dr. Kruz
BA 280 V	<u>Special Topics in Business: Value-Driven Leadership</u> (Prerequisite: Instructor's permission)	-3	Th	12:30 pm – 3:15 pm Dr. Guerra
BA 280 VI	Special Topics in Business: Introduction to AI for Business Leaders (Prerequisite: Instructor's permission)	-3	Th	3:30 pm – 6:15 pm Dr. Goder
BA 289	<u>International Business Strategy</u> (Prerequisite: BA 110, BA 130, BA 150)	-3	Th	12:30 pm – 3:15 pm Dr. Ghosh
BA 290	<u>Strategic Business Management</u> (Prerequisite: Senior standing)	-3	W	12:30 pm – 3:15 pm Dr. Pantos

BA 298	<u>*Internship in Business</u> *(Requirements: Junior/Senior standing; Admissions and Records and Registrar Offices permission) *(Required Documents: A Job Offer Letter; Agreement for Internship signed by work supervisor, LU advisor, and Director of Records.)	-3	ARR	ARR
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BA 299	Research Project in Business (Prerequisite: Senior Standing)	-3	ARR	ARR
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COMPUTER SCIENCE

CS 10	<u>Introduction to Computer Science</u>	-3	M	12:30 pm – 3:15 pm Mr. Vaidya
CS 237	<u>Database</u> (Prerequisite: BA 160)	-3	W	12:30 pm – 3:15 pm Dr. Kruz

ECONOMICS

ECON 10	<u>Economic Geography</u>	-3	W	12:30 pm – 3:15 pm Dr. Kil
ECON 20B	<u>Principles of Economics II/Microeconomics</u> (Prerequisite: MATH 10)	-3	W	12:30 pm – 3:15 pm Dr. Tailab

ENGLISH

ENG 75	<u>Critical Thinking</u>	-3	M	3:30 pm – 6:15 pm Dr. Borukhov
ENG 82	<u>Written Communication</u>	-3	T	3:30 pm – 6:15 pm Dr. Kil
ENG 86	Survey of American Literature	-3	Th	3:30 pm – 6:15 pm Prof. Hyman
ENG 99	<u>Report Writing</u> (Prerequisite: ENG 82)	-3	W	9:00 am – 11:45 am Dr. S. Stryker
ENG 170	<u>Report Writing</u> (Prerequisite: ENG 75 or ENG 82)	-3	T	12:30 pm – 3:15 pm Dr. Guerra

HISTORY

HIST 10	<u>World History</u>	-3	Th	3:30 pm – 6:15 pm Dr. Bergerud
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HUMANITIES

HUM 10	Introduction to Humanities	-3	Th	3:30 pm – 6:15 pm Dr. Anokhin
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MATHEMATICS

MATH 10	<u>College Mathematics</u>	-3	Th	12:30 pm – 3:15 pm Ms. Agafontseva
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MATH 15	<u>Finite Mathematics</u>	-3	M	3:30 pm – 6:15 pm Ms. Agafontseva
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POLITICAL SCIENCE

POLSCI 10	<u>United States Government</u> (Room 406)	-3	Th	12:30 pm – 3:15 pm Dr. Bergerud
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PSYCHOLOGY

PSYCH 10	<u>Fundamentals of Psychology</u> (Room L-21)	-3	M	12:30 pm – 3:15 pm Prof. Stamatakis
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NATURAL SCIENCES

SCI 10	<u>Physical Science</u> (Online)	-3	M	3:30 pm – 6:15 pm Dr. Bune
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SCI 31	<u>Human Biology</u>	-3	W	12:30 pm – 3:15 pm
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***(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.)*

CANCELED COURSES

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 2025.)

ACADEMIC CALENDAR

Semester begins; placement tests	August 20
Academic advising and registration	August 21-22
Classes begin	August 25
Labor Day (Holiday)	September 1
Last day classes may be added/dropped without academic penalty	September 8
Veterans Day Observed (Holiday)	November 11
Fall recess	November 25-29
Classes resume	December 1
Final examinations	December 8-13
Fall semester ends	December 13