Instructor: Dr. Andrew Manikas
Office: Clow Faculty 210 (424-7401) Email: manikasa@uwosh.edu
Office Hours: T R 10:30-11:30am; and by appointment
Program Assistant: Ms. Donna Molus, Clow Faculty 127 (424-3027)

Required Texts
Text 2: Asking the Right Questions (8th or 9th Edition) M. Neil Browne and Stuart M. Keeley
Text 3: Selected Operations Management Cases (you can buy one per group) Publisher: McGraw-Hill – Primis, Custom book for BUS 445, Dr. Manikas

Course Description
This course explores a variety of topics related to making decisions in the business world. A review of statistical methods to analyze “facts” presented to you will be explored. Negotiating methods with examples will be covered that can be applied in business or a personal situation. Game theoretic models will be used to analyze strategic decision making. Critical thinking skills will be honed by looking at how to analyze and structure arguments. Finally, cases will allow students to demonstrate a mastery of analysis, argumentation, and advanced thought processes.

Course Objectives
1. To review statistical methods to analyze numerical data
2. To learn some common negotiating techniques and counters to some methods that have been or will be used on you
3. To understand concepts and terminology related to game theory and to be able to apply said methods to solve strategic scenarios optimally
4. To become familiar with critical thinking and argumentation
Use of Email and Desire2Learn

Email will be used in this class, both for communications from me to the entire class and for you to ask me questions. The web-based system Desire2Learn will also be used for communication from me to the entire class. You are expected to check your email and Desire2Learn on a regular basis. My email address on campus is manikasa@uwosh.edu.

Any emails sent to the class will be sent to your UW Oshkosh email address using Desire2Learn. I will also post announcements and course documents on Desire2Learn.

Special Needs

Students must self identify with Project Success. All other requests for special consideration (e.g. extra time for taking exams) will be denied.

Course Evaluation

Grades will be determined based on the following distribution of points:

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<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Cases</td>
<td>130</td>
</tr>
<tr>
<td>Exam 1</td>
<td>100</td>
</tr>
<tr>
<td>Final Exam</td>
<td>100</td>
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<td>Pop Attendance</td>
<td>20</td>
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350

Makeup exams will only be allowed with valid, documented excuse and are entirely at the discretion of the professor.
Cases

Students are to form groups of 3-6 students to work on a case – there are 6 cases total, so I’d like each covered if possible. A case consists of:

- A case write up 40 points
- In class presentation 30 points
- Team evaluation 35 points
- Bulleted questions for others 25 points

Note: The team evaluation scores can affect other scores; e.g. your team can have a 40 point case write up, but if you are rated as barely contributing, you will not get those points. Likewise, not everyone on the team needs to present, but you must be in attendance for all presentations.

Grading Scale

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<thead>
<tr>
<th>Grade</th>
<th>Percentage</th>
<th>Points</th>
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<tbody>
<tr>
<td>A</td>
<td>93%</td>
<td>325</td>
</tr>
<tr>
<td>A-</td>
<td>90%</td>
<td>315</td>
</tr>
<tr>
<td>B+</td>
<td>86%</td>
<td>301</td>
</tr>
<tr>
<td>B</td>
<td>83%</td>
<td>290</td>
</tr>
<tr>
<td>B-</td>
<td>80%</td>
<td>280</td>
</tr>
<tr>
<td>C+</td>
<td>76%</td>
<td>266</td>
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<tr>
<td>C</td>
<td>73%</td>
<td>255</td>
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<td>less than 210</td>
<td>210</td>
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Unprofessional communication conduct via email, phone, text, in-class, D2L, etc. will result in a minimum subtraction of 25 points from your point total. Please be courteous and respectful of all fellow students, the professor, and the educational experience.
**BUS 445 – TOPIC ORDER**

- Chapter 1 – Seeing the Real Story
- Chapter 2 – Summarizing and Displaying Data
- Chapter 3 – The Normal Curve
- Chapter 5 - Correlation
- Chapter 6 – Probability
- Chapter 7 – Sampling Variability and Standard Error
- Chapter 8 – Confidence Intervals
- Chapter 9 – Hypothesis Testing

**Thinking Strategically (no text)**

**Negotiation (no text)**

**Text 2: Asking the Right Questions**
- M. Neil Browne and Stuart M. Keeley

**Text 3: Selected Operations Management Cases**
- Publisher: McGraw-Hill – Primis, Custom book for BUS 445, Dr. Manikas

These will be used for the case write-ups and in-class presentations.

**Important Dates:**
- February 2, First Day of Class
- March 15, Exam 1 on Text 1
- March 21-25, SPRING BREAK
- May 10, Final Exam