Finance 300 - Introduction to Finance  
Session 1: May 26 – June 12
*Course Description:* Concepts and techniques in corporate finance and investments. Topics include the financial environment, securities markets, financial markets, financial statements and analysis, working capital management, capital budgeting, cost of capital, dividend policy, asset valuation, investments, decision making under uncertainty, mergers, options, and futures.
Pre-requisites: Equivalent of [Economics 101](http://continuingstudies.wisc.edu/visp/Economics101) or [Agricultural and Applied Economics 215](http://continuingstudies.wisc.edu/visp/AgriculturalandAppliedEconomics215); [Accounting and Information Systems 100](http://continuingstudies.wisc.edu/visp/AccountingandInformationSystems100) or [300](http://continuingstudies.wisc.edu/visp/300); [General Business 303](http://continuingstudies.wisc.edu/visp/GeneralBusiness303)

Marketing 300 - Marketing Management  
Session 1: May 26 – June 12
*Course Description:* Planning and controlling the elements of the marketing program; marketing organization, product and service, packaging, pricing, promotion and physical distribution.
Pre-requisites: Equivalent of [Economics 101](http://continuingstudies.wisc.edu/visp/Economics101)

Operations and Technology 300 - Operations Management  
Session 1: May 26 – June 12
*Course Description:* Managing operations is about people, information, equipment, and materials and how these are combined to produce and/or deliver goods and services to customers. Emphasis is on how systems and processes can be designed, managed, and improved to achieve operations excellence and competitive advantage.
Pre-requisites: None

Risk Management and Insurance 300 - Principles of Risk Management  
Session 2: June 15 – July 10
*Course Description:* Precedes advanced work in insurance; the nature of risk, principal techniques of risk management and the bases for decision making in management of business and personal risks.
Pre-requisites: Equivalent of [Economics 101](http://continuingstudies.wisc.edu/visp/Economics101)

International Business 200 - International Business  
Session 2: June 15 – July 10
*Course Description:* A survey of the interrelationships of world business operations; an introduction to current conceptual perspectives; cultural, educational, political and economic constraints, the international financial and trade frameworks, and the problems and challenges facing the multinational corporation.
Pre-requisites: Equivalent of [Economics 101](http://continuingstudies.wisc.edu/visp/Economics101) or [102](http://continuingstudies.wisc.edu/visp/102)

International Business/General Business 320 - Intercultural Communication in Business  
Session 3: July 13 – Aug. 9
*Course Description:* Develops awareness and knowledge of cultural influences on business. Focuses on various attitudes toward work, time, material possession, business, and the relationship of these attitudes to different social, religious, philosophical, and educational backgrounds of business people from cultures around the world.
Pre-requisites: None

Management & Human Resources 365 – Leadership Development I  
Session 3: July 13 – Aug. 9
*Course Description:* Develop a leadership vision and skills through self-assessment and teamwork. Learn how to translate vision into action and manage uncertainty, communications, and stakeholder expectations. Make a positive impact in the community by developing and implementing a project that addresses a critical need.
Pre-requisites: None

Please contact the [VISP Coordinators](http://continuingstudies.wisc.edu/visp/VISP-Coordinators) if you have questions about whether or not a course you have taken at your home university would meet a listed course pre-requisite.

For more information, please visit: [http://continuingstudies.wisc.edu/visp/WSB.htm](http://continuingstudies.wisc.edu/visp/WSB.htm)