

B. COURSE EVALUATION GUIDE

AT&T SCHOOL OF BUSINESS AND TECHNOLOGY

Course Number	Course Title	Year	Clock Hours	Transfer Yes/No	UOP LD/UD Semester Credits	GE
AA5200	Human Dynamics Workshop - Part I Individual Empowerment: Fundamental Understandings	96-97	16	Y	0.5 LD	SS
AA5201	Human Dynamics Workshop - Part II Team Empowerment: How Do We Work Together	96-97	16	Y	0.5 LD	SS
AA5300	Valuing Diversity: No Potential Lost® Series	96-97	-	N		
AA5400	Managing Across Differences	96-97	-	N		
AA5500	Working With Differences: Decision Making in a Diverse Workplace	96-97	16	Y	0.5 LD	SS
AA5600	Coaching & Communicating with a Diverse Workplace	96-97	16	Y	0.5 LD	SS
AA5800	Challenges & Opportunities for White Men in a Diverse Workforce	96-97	8		LD	SS
AA6100	Women & Men in the Work Environment	96-97	24	Y	1.0 LD	SS
AA6300	Understanding Gay, Lesbian, & Bisexual Issues in the Workplace	96-97	8		LD	SS
AC101	Accounting Game, The	93-96	8		LD	
AC201	Enhancing AT&T Financial Performance: The Management Accounting Game	93-96	16	Y	0.5 LD	
ATT2005	AT&T Strategy Workshop	97	8	N		
BM0103 ^{ACE}	Business Planning	5/89-10/94	16	Y	1.0 UD	
BM0114 ^{ACE}	Integrated Business & Financial Strategies	12/91-12/93	32	Y	2.0 UD	
BM2001 ^{ACE}	Fire Safety for Building Managers (also see FE0803 & MF2803)	11/89-6/96	16	Y	1.0 UD	
BM2005	Electrical Systems in Buildings	94	24	N		
BS1010	Business Solutions Engineering	97	24	Y	1.0 LD	S/T
BS2020	IT Requirements Framework	97	32	Y	1.5 LD	S/T
CC1000	Introduction to Wireless Communications	97	16	Y	0.5 LD	S/T
CC1001	Overview of Wireless Communications	97	8		LD	S/T
CC1050	Personal Communications Service (PCS)	97	16	Y	0.5 LD	S/T
CC1300	Principles of Digital Wireless Access Radio Communications	97	24	Y	1.0 LD	S/T
CC1350	The North American TDMA Digital Cellular System	97	16	Y	0.5 LD	S/T
CC1360	The IS-95 CDMA Digital Cellular Communications System	97	16	Y	0.5 LD	S/T
CQ1004 ^{ACE}	Managing & Improving Process with Quality version 1	6/89-6/94	16	Y	1.0 UD	
CQ1004 ^{ACE}	Process Quality Management & Improvement version 2	7/94-Pres	16	Y	2.0 UD	

LEGEND

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CQ1006 ^{ACE}	Accelerating Quality Through Leadership	10/88-12/94	16	Y	1.0 UD	
CQ1008 ^{ACE}	Cost of Quality (Quality Control Techniques I)	10/90-12/94	8	Y	1.0 UD	
CQ1009 ^{ACE}	Statistical Process Control (SPC) for Process Management	5/90-Pres	36	Y	2.0 UD	
CQ1011 ^{ACE}	Quality Leadership Workshop	12/89-12/93	20	Y	2.0 UD	
CQ1012 ^{ACE}	Team Leader Training (Total Quality Management (TQM) Team Leader Training)	5/89-12/94	40	Y	3.0 UD	
CQ1015 ^{ACE}	Tools & Process Overview (Quality Control Techniques II)	10/89-12/94	16	Y	1.0 UD	
CQ1016 ^{ACE}	Benchmarking Workshop	2/91-Pres	16	Y	1.0 UD	
CQ1020 ^{ACE}	Voice of the Customer	4/93-Pres	16	Y	2.0 UD	
CQ8056 ^{ACE}	Managing Policy Deployment	5/91-Pres	16	Y	1.0 UD	
CQ8057 ^{ACE}	Policy Deployment Tools (Seminar in Planning)	5/91-Pres	16	Y	1.0 UD	
CQ8058 ^{ACE}	Leading Policy Development	12/91-12/93	8	Y	1.0 UD	
CQ8060	Strategic Quality Planning	96-7/97	8		LD	
CQ9000	Quality in Sales: Shared Expectations	93-96	8		LD	
CQ9000	Developing Shared Expectations	97	8		LD	
CQ9001 ^{ACE}	Supplier Quality Management	2/94-Pres	16	Y	1.0 UD	
CQ9018 ^{ACE}	AT&T CQA Examiner Workshop	4/90-Pres	18	Y	4.0 UD	
CS3000	Consulting With Your Client	96-97	32	Y	1.5 LD	
CS3010	Problem Solving for Consultants	96-97	24	Y	1.0 UD	
CS3020	Advanced Consulting Skills	96-97	32	Y	1.0 UD	
CS3030	Advanced Influencing Skills	96-97	24	Y	1.0 UD	
CS3040	Managing Organizational Change	96-97	24	Y	1.0 UD	
CS5610	FOCUS Reporting for End Users	97	16	Y	0.5 LD	S/T
CS6380	MVS Job Control Language (JCL)	97	36	Y	1.5 LD	S/T
DC1115	Introduction to Data Networking	97	24	Y	1.0 LD	S/T
DC1750	Telecommunications Trends in 2000	97	16	Y	0.5 LD	
DC2115	High-Speed Networking	97	24	Y	1.0 LD	S/T
DC2225	ITU-T (CCITT) Recommendation X.25	97	16	Y	0.5 LD	S/T
DC2232	Overview of Wireless Data Communications	97	16	Y	0.5 LD	S/T
DC2244	TCP/IP	97	16	Y	0.5 LD	S/T
DC2248	LANs: Architectures, Protocols, & Applications	97	24	Y	1.0 LD	S/T
DC2249	Internetworking	97	16	Y	0.5 LD	S/T
DC2250	ISDN	97	16	Y	0.5 LD	S/T
DC2255	Simple Network Management Protocol (SNMP)	97	16	Y	0.5 LD	S/T
DC3248	Frame Relay	97	16	Y	0.5 LD	S/T
DC3254	Signaling System No. 7	97	16	Y	0.5 LD	S/T

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EO9000	Electronic Organization Using a Sharp Electronic Organizer	95-97	8	N		
FE0100 ^{ACE}	Introduction to Accounting	1/88-Pres	24	Y	1.0 UD	
FE0101 ^{ACE}	Introduction to Finance	12/88-Pres	16	Y	1.0 UD	
FE0103 ^{ACE}	Finance & Accounting for Business Managers	4/91-12/92	16	Y	2.0 UD	
FE0104 ^{ACE}	Cost Analysis & Cost Reduction	4/92-12/92	16	Y	2.0 UD	
FE0108 ^{ACE}	Introduction to Budgeting Workshop	5/95-Pres	16	Y	1.0 UD	
FE0120 ^{ACE}	Finance for Non-Finance Managers Series Series of three courses below: exited Financial Results Analysis, Management Accounting, Project Analysis/Capital Budgeting	7/94-12/96	24	Y	2.0 UD	
FE0120 ^{ACE}	Finance for the Non-Finance Manager	7/96-Pres	24	Y	2.0 UD	
FE0200 ^{ACE}	Financial Statement Analysis version 1	3/87-4/94	16	Y	1.0 UD	
FE0200 ^{ACE}	Financial Statement Analysis version 2	4/94-97	16	Y	1.0 UD	
FE0203 ^{ACE}	Activity Based Management: Fundamentals & Applications	3/95-97	16	Y	1.0 UD	
FE0300 ^{ACE}	Financial Awareness - version 1	1/88-6/95	16	Y	1.0 UD	
FE0300 ^{ACE}	Financial Awareness: Understanding AT&T Finances - version 2	7/95-6/96	16	Y	1.0 UD	
FE0350	Overview of the AT&T Business Case Process	92-97	8		UD	
FE0380	AT&T Business Case Development	92-97	24	Y	1.0 UD	
FE0400 ^{ACE}	Business Case: Decision Making & Financial Analysis - version 1	3/90-2/93	24	Y	1.0 UD	
FE0400 ^{ACE}	Business Case: Decision Making & Financial Analysis - version 2	3/93-Pres	24	Y	2.0 UD	
FE0410	Using the AT&T Investment Modeling (Aim) System	89-97	16	Y	0.5 UD	
FE0419	Introduction to Business Planning & Strategy Development	96-97	16	Y	0.5 UD	
FE0445 ^{ACE}	Business Case: Business Strategy & Risk Analysis	3/90-Pres	16	Y	1.0 UD	
FE0450 ^{ACE}	Business Case: Advanced Decision Making & Risk Analysis	7/90-Pres	40	Y	2.0 UD	
FE0455 ^{ACE}	Using the Business Case Process in Sales	4/94-Pres	16	Y	1.0 UD	
FE0460 ^{ACE}	Lease Versus Buy Decision	12/98-10/93	8	Y	1.0 UD	
FE0490	Business Case Application Workshop	93-96	16	Y	0.5 UD	
FE0495	Business Case: Economic Value-Added	93-96	8		UD	
FE0601 ^{ACE}	Auditing Standards & Principles Seminar	1/86-Pres	80	Y	6.0 UD	
FE0604 ^{ACE}	Auditing Internal Controls	9/93-Pres	24	Y	2.0 UD	
FE0606 ^{ACE}	Statistical Sampling Seminar	12/89-Pres	24	Y	2.0 UD	
FE0612	Writing Process for Auditors, The	92	16	Y	1.0 UD	

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FE0615	AT&T Internal Controls Policy Workshop	94	8	Y	0.5 UD	
FE0630	Certified Management Accountant Review	93	72	Y	3.0 UD	
FE0631	CMA Review Part I	97	8	N		
FE0632	CMA Review Part II	97	8	N		
FE0632A	CMA Review Part II	97	8	N		
FE0633	CAM Review Part III	97	8	N		
FE0634	CMA Review Part IV	97	8	N		
FE0660 ^{ACE}	Auditing Standards & Principles Overview	4/94-Pres	40	Y	3.0 UD	
FE0670	Accounting & Auditing Update Forum	91	8	Y	0.5 UD	
FE0701	Basic Investigative Techniques	92-96	40	Y	2.0 LD	
FE0702 ^{ACE}	Applied Physical Security Plus	11/88-6/94	24	Y	1.0 LD	
FE0706 ^{ACE}	International Travel Security	5/91-96	8	Y	1.0 UD	
FE0803 ^{ACE}	Fire Safety for Building Managers (also see BM2001 & MF2803)	11/89-6/96	16	Y	1.0 UD	
FE0804 ^{ACE}	Managing Your Building Service Contract (also see MF2804 & NW2002)	5/91-Pres	16	Y	1.0 UD	
FE0807 ^{ACE}	Support Services Strategies for the 90's	2/90-12/93	8	Y	1.0 UD	
FE0808 ^{ACE}	Support Services Strategies for the 90's – Occupational	2/90-12/93	8	Y	1.0 UD	
FE0895 ^{ACE}	Managing Product Profitability	6/86-Pres	16	Y	1.0 UD	
FE2005	The Balanced Scorecard: Developing & Implementing This Measurement Tool in Your Work Team	97	16	N		
FE2010	Creating Shareholder Value for the 1990's: A Financial Perspective on EVA exited	94-96	8		LD	
FE2015	CVA: Measuring Customer Satisfaction	96	16	Y	0.5 UD	
FE2020 ^{ACE}	Creating Business Value in AT&T: A Workshop on CVA, PVA, EVA exited	9/93-12/96	16	Y	1.0 UD	
FE2023	Activity Based Management (exited)	96	16	Y	0.5 LD	
FE8000	Executive Overview of AT&T is Business Case Process	92-96	8		UD	
FE8002 ^{ACE}	R&D Business Cases to Improve R&D Productivity	11/94-Pres	16	Y	1.0 UD	
FE9000 ^{ACE}	Management Workshop on AT&T's Business Case Process (Business Case & Risk Analysis: An Executive Workshop)	6/90-Pres	24	Y	1.0 UD	
FM1000 ^{ACE}	Advanced Finance Concepts (Fundamental Concepts in Financial Management)	3/94-7/97	24	Y	2.0 UD	
FM2010	Organizing Financial Transactions Using Quicken	94-96	8	N		
FM2030	Advanced Finance Applications Using Excel exited	94-96	16	N		
FM2030 ^{ACE}	Finance Applications Using Excel	8/95-Pres	16	Y	1.0 UD	
FM3000 ^{ACE}	Mini-MBA in Finance	6/94-Pres	64	Y	6.0 UD	
FM9001	Financial Code Consultant Training	97	24	N		

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FM9002	Financial Code Consultant Recertification – FML	97	8	N		
FM9003	METER Time & Data Earnings Code Procedures	97	16	N		
FM9004	Meter On-line Time Reporting	97	16	N		
GB1000	One AT&T Synergy	95-7/97	16	Y	0.5 LD	
GB1020 ^{ACE}	Fundamental Marketing Concepts & Practices in Emerging Economies	11/93-Pres	24	Y	2.0 UD	
GB1045	The Global Proposal: Planning & Tools	96-7/97	24	Y	1.0 UD	
GB1060	The Advantage of Global Teamwork	96-7/97	8-24	*		
GB2010	Global Business Simulation	96-7/97	24	Y	1.0 UD	
GM1000 ^{ACE}	Global Business Fundamentals (Elements of Global Business) - version 1	1/89-2/95	24	Y	2.0 UD	
GM1000 ^{ACE}	Global Business Fundamentals - version 2	3/95-7/97	16	Y	1.0 UD	
GM1010 ^{ACE}	Managing a Global Business: Money & Results	10/88-7/97	30	Y	1.0 UD	
GM1020 ^{ACE}	Strategies in Competing Globally - version 1	4/90-1/95	24	Y	2.0 UD	
GM1020 ^{ACE}	Strategies in Competing Globally - version 2	2/95-7/97	16	Y	1.0 UD	
GM1025 ^{ACE}	Doing Business in Developing Countries	11/92-12/94	24	Y	2.0 UD	
GM1030 ^{ACE}	Tactics for Competing Globally	8/90-10/92	24	Y	2.0 UD	
GM1035 ^{ACE}	International Business Ethics	10/92-7/97	16	Y	1.0 UD	HU
GM1040 ^{ACE}	Overview of Global Finance (Finance in the Global Marketplace)	11/89-Pres	24	Y	2.0 UD	
GM1050 ^{ACE}	Global Management: An Advanced Business Simulation - version 1 & 2	12/89-10/92 11/92-12/94	40	Y	3.0 UD	
GM1060 ^{ACE}	Product Management in Global Markets	5/90-12/92	24	Y	2.0 UD	
GM1065 ^{ACE}	Strategic Global Marketing (Product Management for Global Markets)	12/91-12/93	36	Y	3.0 UD	
GM1070 ^{ACE}	Negotiating Across Borders (Cross Cultural Business Negotiations & Communications)	1/89-7/97	16	Y	1.0 UD	
GM1072XX ^{ACE}	Doing Business with...Country/Region specific	5/91-Pres	16	Y	1.0 LD	
GM1075 ^{ACE}	Intercultural Training Seminar - version 1	1/90-9/92	16	Y	1.0 UD	
GM1075 ^{ACE}	Cross-Cultural Effectiveness - version 2	10/92-Pres	16	Y	1.0 UD	
GM1090 ^{ACE}	The Global Leader: Leadership Skills for Managers in a Global Corporation	4/93-Pres	24	Y	2.0 UD	
GM1100	Accelerating Globalization	95-96	16	Y	0.5 UD	
GM3000 ^{ACE}	Mini-MBA in Global Business	11/94-Pres	64	Y	4.0 UD	
GM637	Management Research	93-96	40	Y	3.0 UD	
GM640	Global Information Systems	93-96	40	Y	3.0 UD	
GM643	International Business Policy & Strategy	93-96	40	Y	3.0 UD	
GM650	Structure of the World Economy	93-96	40	Y	2.0 UD	

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GM656	International Financial Management	94-96	40	Y	3.0 UD	
GM710	Intermediate Accounting for Multinational Corporations	93-96	40	Y	3.0 UD	
GP1010	Introduction to Global Procurement Legal Issues	96-97	8		UD	
GP1020 ^{ACE}	Fundamental Legal Concepts of Global Procurement	6/94-Pres	16	Y	1.0 UD	
GP2010	Intellectual Property	96-97	8		UD	
GP2020	Advanced Legal Issues of Global Procurement	96-97	8		UD	
HP3405	Data Gathering Methods	96-97	24	Y	1.0 UD	
IE1001ACE	Human Factors Usability Design Strategies	1/88-Pres	24	Y	1.0 UD	
IE1002ACE	User Interface Specialist Training	7/82-Pres	90	Y	3.0 UD	
IE1005L	User Interface Update	97	24	Y	1.0 UD	
IE1008	Fundamentals of Graphical User Interfaces (GUI's)	97	16	Y	0.5 LD	S/T
IE1009	Fundamentals of Multimedia	97	24	Y	1.0 LD	
IE1011	Designing Object-Oriented Graphical User Interfaces	97	24	Y	1.0 UD	S/T
IE1013	Guidelines for Effective Character-Based Screen Design	97	24	Y	1.0 UD	
IE1202ACE	Information Mapping® Structured Writing	6/80-Pres	32	Y	2.0 LD	CA
IE1207	Designing Information for the Web	97	16	Y	0.5 UD	S/T
IE1500ACE	Technical Consulting Skills Workshop	12/79-Pres	32	Y	2.0 UD	
IE1602ACE	Project Management Essentials version 2	1/94-Pres	24	Y	1.0 UD	
IE1604ACE	Project Management Workshop version 2	1/94-Pres	40	Y	2.0 UD	
IE1620ACE	Project Team Leadership: Human Resources & Communications	1/94-Pres	40	Y	2.0 UD	
IE1621ACE	Project Cost Management: Estimating, Budgeting, & Controlling	1/94-Pres	32	Y	2.0 UD	
IE1622ACE	Project Contract-Procurement Management	1/94-Pres	32	Y	2.0 UD	
IE1623ACE	Managing Emerging Technologies (must complete IE1620)	1/94-Pres	16	Y	1.0 UD	
IE1624ACE	Project Quality Management	1/94-Pres	40	Y	2.0 UD	
IE1625ACE	Project Risk Management	1/94-Pres	40	Y	2.0 UD	
IE1627	Project Management Professional (PMP) Exam Preparation Class	97	16	Y	0.5 UD	
IE1660ACE	Function Point Workshop	2/88-Pres	16	Y	1.0 UD	
IE1661	Inspection Process Workshop	97	12	Y	0.5 UD	
IE1670	Function Point Analysis for New Technologies	97	8		UD	
IE1691ACE	Project Management Using Microsoft Project for Windows	7/95-Pres	16	Y	1.0 UD	
IE1692ACE	Advanced Microsoft Project for Windows	7/95-Pres	16	Y	1.0 UD	
IE1800ACE	Interpersonal Managing Skills for Information Systems	6/79-Pres	24	Y	1.0 UD	
IE2533ACE	Data Requirements Analysis & Modeling	6/93-Pres	40	Y	2.0 UD	

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IE2535ACE	Function Analysis Workshop	6/91-Pres	40	Y	2.0 UD	
IE2700	System & Integration Testing	97	40	Y	2.0 UD	S/T
IE3002	UNIX System/C Programming Production Workshop	97	152	Y	6.0 UD	S/T
IE3100	Notes Basic & Beyond	97	8		LD	
IE3101	Advanced Notes	97	8		LD	
IE3102	Notes Application Development I	97	24	Y	1.0 LD	
IE3103	Notes System Administration I	97	32	Y	1.5 LD	
IE3104	Notes Application Development II	97	32	Y	1.5 LD	
IE3112	COBOL II for Programmers	97	40	Y	2.0 LD	S/T
IE3136	Basic SAS for Programmers	97	24	Y	1.0 LD	S/T
IE3179	Windows 95 Overview for Programmers	97	8		LD	
IE3180ACE	Microsoft Windows Programming	6/93-Pres	40	Y	2.0 UD	S/T
IE3182	Windows NT Overview for Programmers	97	8		LD	S/T
IE3184	Windows NT Facilities & Architecture	97	24	Y	1.0 LD	S/T
IE3189	Application Development Using Delphi	97	32	Y	1.5 LD	S/T
IE3190ACE	Visual Basic Programming	6/93-Pres	40	Y	2.0 LD	S/T
IE3192	Visual Basic Programming for Users	97	24	Y	1.0 LD	S/T
IE3193	Visual C++ Programming	97	40	Y	2.0 UD	S/T
IE3194	PowerBuilder Workshop	97	40	Y	2.0 LD	
IE3196	Advanced PowerBuilder Workshop	97	40	Y	2.0 LD	
IE3197	PowerBuilder Release 5 - New Features	97	8		LD	
IE3198	ODBC & OLE for Visual Basic	97	32	Y	1.5 LD	S/T
IE3200	IMS/ESA Overview	97	16	Y	0.5 LD	
IE3602	Relational Concepts	97	8		LD	
IE3608	DB2 Design, Implementation & Administration	97	40	Y	2.0 UD	S/T
IE3622	SQL (Structured Query Language) for Users	97	16	Y	0.5 LD	S/T
IE4001	Supporting Microsoft Windows 95	97	40	Y	2.0 LD	S/T
IE4003	Windows NT Administration - Accelerated Training	97	40	Y	2.0 UD	S/T
IE4005	Internetworking with Microsoft TCP/IP Using Microsoft Windows NT	97	32	Y	1.5 LD	S/T
IE4007	Supporting Microsoft Systems Management Server	97	40	Y	2.0 UD	S/T
IE4008	Supporting Microsoft Internet Information Server	97	24	Y	1.5 UD	S/T
IE4011	Microsoft Exchange Server Core Technologies	97	40	Y	2.0 UD	S/T
IE4013	Microsoft Exchange for Help Desk Personnel	97	4		LD	
IE4101	MVS Select Topics	97	56	Y	2.5 LD	
IE4102	MVS Overview	97	16	Y	0.5 LD	
IE4106	SyncSort OS	97	16	Y	0.5 LD	
IE4107	EASYTRIEVE PLUS	97	24	Y	1.0 LD	

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AT&T SCHOOL OF BUSINESS AND TECHNOLOGY

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IE4116	TSO CLISTs	97	20	Y	1.0 LD	
IE4118	Introduction to SPF (ISPF/PDF)	97	24	Y	1.0 LD	
IE4119	DIALOG MANAGER	97	32	Y	1.5 LD	
IE4124	FILE-AID	97	16	Y	0.5 LD	
IE4214	TSO REXX Programming	97	24	Y	1.0 LD	S/T
IE4812	CICS Command Level	97	40	Y	2.0 LD	
IE5004 ^{ACE}	Understanding UNIX System Files & Processes	12/87-Pres	36	Y	1.0 LD	S/T
IE5063	Administer the ORACLE7 Database I	97	40	Y	2.0 UD	
IE5064	ORACLE Developer 2000 Forms I (V4.5)	97	32	Y	1.5 UD	
IE5065	ORACLE Developer 2000 Reports (V2.5)	97	32	Y	1.5 UD	
IE5066	ORACLE7 for Application Developers	97	16	Y	0.5 UD	
IE5069	ORACLE7 Backup & Recovery Workshop	97	24	Y	1.0 UD	
IE5076	Develop Applications Using PL/SQL (V2)	97	16	Y	0.5 UD	
IE5079	Introduction to ORACLE	97	40	Y	2.0 LD	
IE5086	Tune ORACLE7 Applications	97	16	Y	0.5 LD	
IE5097	Develop Applications With ORACLE 3GL Precompilers	97	24	Y	1.0 LD	
ID5098	Advanced SQL & SQL Plus	97	16	Y	0.5 LD	S/T
IE5143	C Language Structure & Pointer Workshop	97	24	Y	1.0 UD	S/T
IE5270	ORACLE7 Performance Tuning Workshop	97	32	Y	1.5 UD	
IE5271	Develop Applications Using Database Procedures	97	24	Y	1.0 UD	
IE5277	Developer/2000 Foundation	97	8		LD	
IE5281	SQL for End Users	97	16	Y	1.5 LD	S/T
IE5302	Introduction to SQL-SYBASE	97	8		LD	S/T
IE5305	Fast Track to SQL Server	97	32	Y	1.5 UD	S/T
IE5310	SYBASE Open Client	97	24	Y	1.0 LD	S/T
IE5315	SYBASE Open Server	97	16	Y	0.5 LD	S/T
IE5320	SYBASE SQL Server Administration for System 11	97	40	Y	2.0 UD	S/T
IE5330	SYBASE Performance & Tuning for System 11	97	40	Y	2.0 UD	S/T
IM2025 ^{ACE}	Mini-MBA in Management of Information	5/94-7/97	64	Y	6.0 UD	
IN1100	Internet Concepts & Terminology	97	8		LD	
IN1250	Getting on the Internet & Using Netscape	97	16	Y	0.5 LD	
IN1270	Internet Search Techniques & Tools	97	16	Y	0.5 LD	
IN1290	JAVA Issues & Technology	97	8		UD	S/T
IN1300	Become an Advanced Internet Power User	97	16	Y	0.5 LD	
MD2020 ^{ACE}	Managing Development & Diversity	11/90-4/94	16	Y	1.0 LD	SS
MD6411 ^{ACE}	Active Communicating: Professional Presence & Creativity	7/90-Pres	24	Y	1.0 LD	CA
MD6412	Active Communicating: Focus on Team Building	96-97	24	Y	1.0 UD	CA

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MD7314	Putting Innovation to Work for Individuals, Teams & Organizations	93-96	24	Y	1.0 LD	
MD7601 ^{ACE}	Managing People & Performance - version 1	1/88-6/94	32	Y	1.0 LD	SS
MD7601 ^{ACE}	Managing People & Performance - version 2	7/94-Pres	32	Y	2.0 LD	SS
MD7602	The Interactive Manager	96-97	15	Y	0.5 UD	
MD7603 ^{ACE}	Leadership for the Future (Duplicates MD7701)	3/89-Pres	32	Y	2.0 UD	
MD7604 ^{ACE}	Leadership for the Future (Occupational) (formerly [MD7613])	6/90-12/96	24	Y	2.0 LD	
MD7610	Leading the Remote Workforce: Leadership Skills for Managing People & Performance from a Distance	93-7/97	16	Y	0.5 UD	
MD7625	Managing in a Changing Environment	96-97	16	Y	0.5 UD	
MD7630	Mastering Change: Unleashing Competitive Advantage	96-97	16	Y	0.5 UD	
MD7650	Influencing Others (Influencing for Results)	92-97	24	Y	1.0 LD	
MD7681	Get Out of the Box: Unleashing Your Personal Creativity	92-97	16	Y	0.5 LD	
MD7701 ^{ACE}	Principle-Centered Leadership (Duplicates MD7603)	3/89-7/97	32	Y	2.0 UD	
MD7704	Leading for Results	96-97	16	Y	0.5 UD	
MD7705	Powerfully Speaking – Preparing & Delivering the Motivational Speech	96	24	Y	1.0 LD	CA
MD7734 ^{ACE}	Business Ethics	6/90-12/94	16	Y	1.0 UD	HU
MD7785 ^{ACE}	Resolving Conflict & Differences	6/89-12/93	16	Y	1.0 UD	
MD7790 ^{ACE}	Negotiating Collaboratively	4/90-12/93	16	Y	1.0 UD	
MD7795 ^{ACE}	Write to the Top	8/91-12/94	12	Y	1.0 UD	CA
MD7800	Maximizing Individual Effectiveness	91-97	24	Y	1.0 LD	
MD7805	Sexual Harassment Workshop	96-97	8		LD	SS
MD7830A	Diversity in the Workplace: Living Our Common Bond	96-97	16	Y	0.5 LD	SS
MD7840	Open Minds Open Doors	95-97	8		LD	
ME0872 ^{ACE}	Strategic Marketing for Maximum Profitability	9/90-Pres	24	Y	3.0 UD	
ME0875	Marketing Principles Overview	94-7/97	8		LD	
ME0879	Direct Mail Marketing	96-97	16	Y	0.5 LD	
ME0880 ^{ACE}	Marketing Principles in a High-Tech Environment	6/88-12/93	16	Y	2.0 UD	
ME0885 ^{ACE}	Marketing Communications	3/95-Pres	16	Y	1.0 UD	
ME0891 ^{ACE}	Concepts in Industrial Marketing	1/86-12/91	40	Y	3.0 UD	
ME0894 ^{ACE}	Consumer Marketing Strategies	7/86-12/89	24	Y	2.0 UD	
ME0897 ^{ACE}	Direct Mail Marketing in Business Markets (Business/Consumer Direct Marketing Applications)	9/86-12/94	16	Y	1.0 UD	
ME0899 ^{ACE}	Concepts of Promotional Strategy	12/86-12/92	16	Y	3.0 UD	
ME0954 ^{ACE}	Marketing Decision Making	8/86-12/90	32	Y	2.0 UD	
ME0955 ^{ACE}	Fundamentals of Marketing Research-version 1	1/86-4/93	40	Y	3.0 UD	

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ME0955 ^{ACE}	Fundamentals of Marketing Research-version 2	5/93-Pres	24	Y	2.0 UD	
ME0956	Questionnaire Design	94	16	Y	0.5 LD	CA
ME0958 ^{ACE}	Focus Group Workshop (Industrial Interviewing & Focus Group Techniques) - version 1	10/86-6/89	32	Y	2.0 UD	CA
ME0958 ^{ACE}	Focus Group Techniques version 2	6/89-6/96	24	Y	2.0 UD	CA
ME0960	Interpreting Market Research & Writing Actionable Reports	94-96	16	Y	0.5 UD	
ME0962	Marketing Research Analysis Techniques	94-7/97	16	Y	0.5 LD	
ME0964	Effective Strategies for Measuring Customer Satisfaction	94-96	24	Y	1.0 LD	
ME0990 ^{ACE}	The Entrepreneurial Manager (Marketing Entre/Intrapreneurship)	8/86-1/94	34	Y	2.0 UD	
ME0997	Managing Print Projects	91-96	16	Y	1.0 LD	
ME1010	Professional Client Development (Duplicates SM0160)	93-96	16	Y	0.5 UD	SS
ME1020	Selling Principles	93-7/97	16	Y	0.5 UD	
ME1030	Strategic Account Planning	93-97	16	Y	0.5 UD	
ME1040	Sales Negotiation Skills	93-97	16	Y	0.5 LD	
ME1050 ^{ACE}	Sales Skills Application Workshop	6/93-Pres	24	Y	1.0 LD	
ME1100	The Versatile Salesperson	91-97	16	Y	0.5 UD	
ME1212 ^{ACE}	Global Marketing Overview must be combined with the following: SM0150 Global Account Management	12/93-Pres	16	Y	3.0 UD	
ME1277 ^{ACE}	Writing Winning Sales Proposals	3/93-6/96	16	Y	1.0 LD	CA
ME1288	Strategic Sales Writing	93-97	16	Y	0.5 LD	CA
ME1993	Advanced Information Management Workshop Featuring Wizard Oz-8600 Electronic Organizer	94-96	8	N		
ME1994	PC Link & AT&T Mail Access Card Tools Featuring the Wizard Oz-8600 Electronic Organizer	94-96	8	N		
ME1996	Financial Applications to Support the Wizard Oz-8600	94-96	8	N		
ME1997	Using Portable Vouchriter Cost Tracking Featuring the Oz 8600-II Electronic Organizer	94-96	8	N		
ME2001 ^{ACE}	Product Management Concepts (formerly ME0896)	7/86-Pres	40	Y	3.0 UD	
ME2002	Offer Management	96-97	24	Y	1.0 LD	
ME2004 ^{ACE}	Product Exit Planning	9/90-12/91	8	Y	1.0 UD	
ME2006 ^{ACE}	Strategic Pricing for Profitability (formerly ME0898)	1/86-12/89	16	Y	1.0 UD	
ME2007 ^{ACE}	Product Logistics Management (formerly Strategic Physical Distribution Management [ME0960])	7/86-6/96	32	Y	2.0 UD	
ME2009 ^{ACE}	Pricing Your Products or Services	5/93-Pres	16	Y	2.0 UD	
ME2010 ^{ACE}	Effective Strategies for Launching New Products/Services (formerly Fundamentals of New Product Development ME2003)	6/89-Pres	16	Y	2.0 UD	

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ME2018 ^{ACE}	Developing & Implementing Successful Product Strategies (Product Management Strategy)	9/90-12/95	24	Y	1.0 UD	
ME2022 ^{ACE}	Competitive Intelligence: Analyzing & Collecting Competitive Information	3/94-Pres	24	Y	2.0 UD	
ME2025 ^{ACE}	The Mini-MBA in General Management	1/93-Pres	64	Y	8.0 UD	
ME2030 ^{ACE}	Global Product Management (Applications in Global Product Management)	1/94-6/96	24	Y	1.0 UD	
ME2035 ^{ACE}	Mini-MBA in Global Technology	3/95-7/97	64	Y	4.0 UD	
ME2050 ^{ACE}	Mini-MBA in Competitive Advantage: Proven Tools for Business Success	4/95-Pres	64	Y	4.0 UD	
ME2055	Time Based Competition	96-97	16	Y	0.5 LD	
ME9010 ^{ACE}	Sales Calling Skills Workshop exited must be combined with the following: ME9020 Customer Service Calling Skills Workshop	3/94-96	8	Y	1.0 UD	
ME9020 ^{ACE}	Customer Service Calling Skills Workshop exited must be combined with the following: ME9010 Sales Calling Skills Workshop	3/94-96	8	Y	1.0 UD	
ME9030	Collection Calling Skills Workshop exited	93-96	8		LD	
ME9100 ^{ACE}	Call Center Implementation & Management Workshop exited	11/93-96	16	Y	1.0 UD	
ME9120	Motivating & Coaching the Call Center Representatives exited	94-96	8		LD	
ME9130	Bridging From Service to Sales	96	8		LD	
MF2803 ^{ACE}	Fire Safety for Building Managers (also see BM2001 & FE0803)	11/89-6/96	16	Y	1.0 UD	
MF2804 ^{ACE}	Managing Your Building Service Contract (also see FE0804 & NW2002)	5/91-Pres	16	Y	1.0 UD	
MF3000 ^{ACE}	Manufacturing Leadership Program	4/87-Pres	168	Y	5.0 UD	
MF3400 ^{ACE}	Manufacturing Process Optimization	8/90-Pres	24	Y	2.0 UD	
MF3401 ^{ACE}	Improving Quality & Productivity By Industrial Experimentation	6/89-Pres	40	Y	3.0 UD	
MF3404	Data Analysis Using STATGRAPHICS PLUS for Windows	96	24	Y	1.0 UD	
MF3405 ^{ACE}	Introduction to Statistical Process Control (SPC)	6/88-Pres	40	Y	3.0 UD	
MF3412 ^{ACE}	Malcolm Baldrige National Quality Award-A Guide to Quality Improvement	6/90-Pres	16	Y	1.0 UD	
MF3449 ^{ACE}	Applying SQC Troubleshooter to Improve Quality	3/90-Pres	16	Y	1.0 UD	
MM1000	Introduction to Multimedia	96-97	8		LD	
MM1001	Overview of Multimedia Hardware & Software	96-97	8		LD	S/T

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MM1002	Digital Video Editing Using Adobe Premiere	97	16	Y	0.5 LD	S/T
MM1003	Demographics & Design (formerly Audience Analysis & Storyboard Production)	96-97	8		LD	CA
MM1004	Cultural Issues in Multimedia Design (formerly Legal & Cultural Issues in Multimedia Production)	96-97	16	Y	0.5 LD	SS
MM1005	Design & Integration of Audio Elements	96-97	8		LD	
MM1006	Design & Integration of Graphic Elements	96-97	8		LD	
MM1007	Interactivity, Navigation, & Interface Design	96-97	16	Y	0.5 LD	
MM1008	Director 5 with Shockwave: Level I (formerly Beginning Macromedia Director)	96-97	16	Y	0.5 LD	
MM1009	Director 5 with Shockwave: Level II (formerly Advanced Macromedia Director)	96-97	16	Y	0.5 LD	
MM1010	Exploring Authorware: Fundamentals I (formerly Beginning Authorware Professional)	96-97	24	Y	1.0 LD	
MM1011	Authorware Solutions: Fundamentals II (formerly Advanced Authorware Professional)	96-97	16	Y	0.5 LD	
MM1012	Using the Internet as a Business Tool	96	8		LD	
MM1013	Graphic Production Using Adobe Photoshop	97	8		LD	
MM1014	Use of Multimedia in Marketing	96	8		LD	
MM1015	Creating Multimedia Kiosks	96-97	8		LD	
MM1020	Multimedia Production Workshop	96-97	40	Y	2.0 LD	
MM2001	Overview of Multimedia Production for Managers	97	8		LD	
MM2002	Legal Issues in Multimedia & Internet Production	97	8		LD	
MM2003	International & Policy Issues in Internet Use	97	8		LD	SS
MM2005	Multimedia Project Management	97	16	Y	0.5 LD	
MM2006	Use of Multimedia in Training	97	8		LD	
MM2007	Accessing Information Resources	97	8		LD	S/T
MM2012	Commercial Use of the Internet	97	8		LD	
MM2014	Use of Multimedia in Marketing	97	8		LD	
MM2020	Developing a Multimedia Business Plan	97	16	Y	0.5 LD	
MQ1001 ^{ACE}	Dynamic Tools Workshop	11/91-12/93	16	Y	1.0 UD	
MQ1002 ^{ACE}	Data Display Tools Workshop	11/91-12/93	16	Y	1.0 UD	
MQ1003 ^{ACE}	Methods Workshop - Process Quality Management Improvement/Quality Improvement C (PQMI/IQ)	11/91-12/93	16	Y	1.0 UD	
MQ1005	Quality for Project Managers	96-97	36	Y	1.5 UD	
MQ3001	People & Organizations in Transition	97	16	Y	0.5 LD	
MQ3002	TQM & Global Communication	97	16	Y	0.5 LD	
MQ3004	Leadership & Strategic Communication	97	16	Y	0.5 LD	

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MQ3005	Communication with Stakeholders	97	16	Y	0.5 LD	CA
MQ4006	Process Quality Management Independent Study Project	97	--	N		
MQ6012 ^{ACE}	Leading Performance Improvement Teams (Quality Improvement Team Leader Workshop)	2/92-Pres	24	Y	2.0 UD	
MQ7015 ^{ACE}	Quality Improvement Story (QIS) Overview (Quality Improvement Story (QIS) for Team Members)	1/92-12/94	8	Y	1.0 UD	
MQ7016 ^{ACE}	Quality Improvement Story (QIS) Tools & Process	1/92-7/97	16	Y	2.0 UD	
MQ7017	AT&T Problem Solving Method	96-97	16	Y	0.5 LD	
MS2011 ^{ACE}	Managing Projects in Organizations (Duplicates MS2020 & 2021)	10/87-Pres	36	Y	2.0 UD	
MS2012 ^{ACE}	Contracting for Project Managers	6/94-Pres	36	Y	1.0 UD	
MS2013 ^{ACE}	Project Leadership & Management Skills	11/90-Pres	36	Y	2.0 UD	
MS2014 ^{ACE}	Risk Management in a Project Environment	7/90-Pres	36	Y	2.0 UD	
MS2015 ^{ACE}	Project Scheduling & Cost Control	4/90-Pres	36	Y	2.0 UD	
MS2016 ^{ACE}	Project Management Applications	4/90-Pres	36	Y	2.0 UD	
MS2017	PMI Certification Exam Preparation	95-97	16	Y	0.5 UD	
MS2020	Advanced Project Scheduling Techniques	94-7/97	24	Y	1.0 UD	
MS2021	Advanced Project Cost Estimating	94-7/97	24	Y	1.0 UD	
MS2022	ISO 9000 for Managers in Service Organizations	95	16	Y	0.5 LD	
MS2030 ^{ACE}	International Business & Project Management - version 1	2/95-12/95	24	Y	1.0 UD	
MS2030 ^{ACE}	Global Business Environment - version 2	1/96-Pres	24	Y	1.0 LD	
MS2031 ^{ACE}	International Contracting	5/91-Pres	36	Y	1.0 UD	
MS2032 ^{ACE}	International Financial Management	2/94-Pres	36	Y	1.0 UD	
MS2033 ^{ACE}	Global Marketing (International Marketing)	6/94-Pres	24	Y	1.0 UD	
MS2034 ^{ACE}	Developing International Business & Financial Plans	3/94-12/95	24	Y	1.0 UD	
MS2035	Managing in a Multicultural Environment (International Negotiation & Culture)	96-7/97	24	Y	1.0 LD	
MS2036 ^{ACE}	Contracting with Foreign Governments	94-Pres	24	Y	1.0 UD	
MS2037	Export Controls & Licensing	95-97	16	Y	0.5 LD	
MS2038	Global Strategic Planning	96-7/97	36	Y	1.5 UD	
MS2039	Global Negotiation	96-97	24	Y	1.0 UD	
MS6310 ^{ACE}	Introduction to Project Management – version 1	1/88-12/92	24	Y	1.0 UD	
MS6310 ^{ACE}	Introduction to Project Management – version 2	1/93-Pres	24	Y	2.0 UD	
MS6315 ^{ACE}	Problem Solving & Decision Making	2/91-Pres	24	Y	2.0 UD	
MS6331	Highgain Listening	92-97	16	Y	0.5 LD	CA
MS6332	Highgain Mind Mapping	92	8		LD	
MS6403	Coaching Skills for Working With Others	96-97	16	Y	0.5 UD	
MS6410 ^{ACE}	Communications Workshop	1/90-97	24	Y	1.0 UD	CA

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MS6417	Managing Emotions	96	8	N		
MS6420ACE	Negotiating to Yes	4/90-Pres	16	Y	1.0 UD	
MS6422	Getting Past No exited	95-96	16	Y	0.5 UD	
MS6430 ^{ACE}	Managing Conflict	1/86-6/92	24	Y	1.0 UD	SS
MS6431 ^{ACE}	Managing Conflict (Managing Conflict & Differences)	1/92-Pres	16	Y	1.0 UD	SS
MS6433	Social Styles: Building Productive Business Relationships	93-97	16	Y	0.5 LD	SS
MS6441	Risk & Empowerment exited	93-96	16	Y	0.5 LD	CA
MS6443	Helping Others Succeed - The Leader as Coach	93	16	Y	0.5 LD	
MS6449	Social Styles: The Contributing Team Member	96-97	8		LD	SS
MS6452	AT&T Performance Management Skills Workshop exited	93-96	16	Y	0.5 LD	
MS6453	How to Develop "S.M.A.R.T." Objectives exited	93-96	8		LD	
MS6460 ^{ACE}	Facilitation Workshop	6/88-Pres	24	Y	2.0 UD	
MS6465	Advanced Facilitation Workshop	96-97	24	Y	1.0 UD	
MS6477	Collaborating Across Organizational Boundaries	96-97	16	Y	0.5 UD	
MS6480 ^{ACE}	Team Collaboration Skills	6/93-Pres	16	Y	1.0 LD	
MS6482	Accomplishment Through Teamwork	95	16	Y	0.5 LD	
MS6486	Pumping the Colors exited	92-96	8		LD	
MS6491	Teams That Work	97	-	*		
MS6492	Building Teams That Work: Open Enrollment	97	8		UD	
MS6493	Building Teams That Work: For Intact Teams/Workgroups	97	8		UD	
MS6503	Time Management Using the Franklin Quest Time Systems Planner (formerly Time Management - Time Systems™)	92-97	8		LD	
MS6512	Take Charge of Your Career	93-97	8		LD	
MS6513	Take Charge of your Career for Supervisors	93-97	16	N		
MS6515 ^{ACE}	Presentation Techniques	1/90-Pres	24	Y	1.0 LD	CA
MS6520 ^{ACE}	Business Writing	1/85-Pres	24	Y	2.0 LD	CA
MS6521 ^{ACE}	Business Writing/Support Staff (Duplicates MS6520)	1/87-6/94	16	Y	1.0 LD	CA
MS6522 ^{ACE}	Written Communication	1/83-Pres	32	Y	3.0 UD	CA
MS6541	Degrees of Success	94-97	8	N		
MS6542	Valuing Diversity	96-97	8		LD	SS
MS6600	Effective Job Search Techniques for the 90's	96	8		LD	
MS6650	First Things First™: Managing Competing Priorities	95-97	8		UD	
NM2000	Overview of Network Management	97	16	Y	0.5 LD	S/T
NT5611	TCP/IP Administration	97	24	Y	1.0 LD	S/T
NT5612	TCP/IP Advanced Administration – II	97	16	Y	0.5 UD	S/T

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NW0702 ^{ACE}	Applied Physical Security - Plus (also see FE0702)	11/88-6/94	24	Y	1.0 LD	
NW2002 ^{ACE}	Managing Your Building Service Contracts (also see FE0804 & MF2804)	5/91-Pres	16	Y	1.0 UD	
NW2003	Basic Building Management Fundamentals	94	24	Y	1.0 LD	
NW2004	Heating, Ventilating & Air Conditioning	94	16	Y	0.5 LD	
NW2006	Introduction to Blueprints & Building Drawings	94	16	N		
NW2007	Introduction to Blueprints & Drawings for Marketers & Salespeople	94	16	N		
NW2008	Introduction to Blueprints & Drawings for Engineers	94	16	N		
NW2010	Everybody is a Reviewer	96	40	Y	2.0 LD	
NW2500	Streetsmarts in Risks, Contracts & Life Cycles	94	16	Y	0.5 LD	
NW2501 ^{ACE}	Annoyance Calls & Bomb Threat Tactics	7/91-Pres	16	Y	1.0 LD	
NW2521	Air Pollution Control	94	24	Y	1.0 LD	
NW2522 ^{ACE}	Network Building Operations – 101	6/93-Pres	41	Y	3.0 LD	
NW2523	Virtual Office Opportunities for Building Managers	94	16	Y	0.5 LD	
OC1000	Understanding Fiber Optics	97	16	Y	0.5 LD	S/T
OC1500	Understanding SONET/SDH	97	16	Y	0.5 LD	S/T
OC1600	Synchronous Optical Network (SONET)	97	16	Y	0.5 LD	S/T
OC1800	Optical Communication Principles	97	24	Y	1.0 LD	S/T
OC2005	Next Generation Lightwave Networking: Technologies & Applications	97	16	Y	0.5 LD	S/T
OL1000	Introduction to AT&T's Internet & Online Services	96	8	N		
OL1000	Internet Business Basics: Trends & Strategies in the Emerging Online Industries	97	8	N		
OL1200	The Business of Doing Business on the Internet	96-97	16	Y	0.5 LD	
OS2420	Software Construction With nmake	97	16	Y	0.5 LD	S/T
OS3410	Understanding Client/Server Architecture	97	24	Y	1.0 LD	S/T
OS3413	Client/Server Design	97	16	Y	0.5 UD	S/T
OS3414	Client/Server Implementation	97	24	Y	1.0 UD	S/T
OS3415	Client/Server Networks: Performance Considerations	97	24	Y	1.0 UD	S/T
OS3416	Client/Server Middleware	97	24	Y	1.0 UD	S/T
OS3417	Migrating to a Client/Server Environment	97	8		UD	S/T
OS3418	Distributed Databases in a Client/Server Environment	97	24	Y	1.0 UD	S/T
OS3419	Data Management for Client/Server Systems	97	32	Y	1.5 UD	S/T
OS3610	Technical Introduction to MQ Series	97	16	Y	0.5 UD	S/T
OS3620	MQ Series MQM Application Programming	97	24	Y	1.0 UD	S/T
OS3640	MQ Series Technical Workshop for UNIX Systems Administration	97	24	Y	1.0 UD	S/T

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OS3650	MQ Series TUXEDO/Client Server Support for AT&T	97	8		UD	S/T
OS7020	Internet Security Administration	97	8		LD	
OS9710	Web Presence Fundamentals	97	8		LD	
OS9720	Hands-On Web Service Administration	97	8		UD	
OS9730	CGI Programming with PERL	97	16	Y	0.5 LD	S/T
OT6000	Object-Oriented Technology Overview	97	16	Y	0.5 UD	S/T
OT6001	Object-Oriented Technology Overview for Developers	97	24	Y	1.0 UD	S/T
OT6010	Object-Oriented Analysis	97	24	Y	1.0 UD	S/T
OT6020	Object-Oriented Design	97	32	Y	1.5 UD	S/T
OT6030	Object-Oriented Architecture Definition	97	16	Y	0.5 UD	S/T
OT6050	Object-Oriented Component Testing	97	24	Y	1.0 UD	S/T
PC1996	Exchange for Windows 96	97	8	N		
PC3605	Excel: Focus on Macros	97	8		LD	
PC3610	Microsoft Excel	97	16	Y	0.5 LD	
PC3630	Intermediate Excel	97	8		LD	
PC3640	Excel 7.0 For Windows 95	97	8		LD	
PC3645	Excel 7 for Windows 95 Intermediate	97	8		LD	
PC3650	Advanced Excel	97	8		LD	
PC3660	Excel 7 for Windows 95 Advanced	97	8		LD	
PC4310	Microsoft Access for Windows 2.0	97	16	Y	0.5 LD	
PC4320	Access for Windows 95 Introduction	97	16	Y	0.5 LD	
PC4330	Advanced Microsoft Access for Windows 2.0	97	8		LD	
PC4335	Access for Windows 95 Introduction	97	8		LD	
PC4340	Microsoft Access 2.0: Focus on Macros	97	8		LD	
PC4345	Access 7 for Windows 95 Macros	97			LD	
PC6625	Microsoft Word for Windows	97	8	N		
PC6630	Windows	97	8		LD	
PC6635	Word 7.0 for Windows 95 Intermediate	97	8	N		
PC6640	Introduction to Windows 95	97	8		LD	
PC6644	Mobile Computing	97	8		LD	
PC6645	Intermediate Windows 95	97	8		LD	
PC6651	Intermediate Word for Windows	97	8	N		
PC6660	Word 7.0 for Windows 95	97	8	N		
PC6670	Word 7.0 for Windows 95 Advanced	97	8	N		
PC6690	Advanced Word for Windows	97	8	N		
PC6820	Power Point	97	8		LD	
PC6825	Advanced Power Point	97	8		LD	
PC6840	PowerPoint 7.0 for Windows 95	97	8		LD	

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PC6845	PowerPoint 7.0 for Windows 95 Advanced	97	8		LD	
PC7658	Microsoft Office	97	24	Y	1.0 LD	
PC7660	Microsoft Office 95 New Features	97	8		LD	
PL3200	C Language Development Tools: ar, SCCS, make	97	16	Y	0.5 UD	S/T
PL3420	C++ Reusable Library Components	97	16	Y	0.5 LD	S/T
PL3430	Using IO Streams With C++ Programs	97	8		UD	S/T
PL3440	The Standards Template Library	97	16	Y	0.5 UD	S/T
PL3450	Exception Handling, Memory Management & Other Advanced C++ Topics	97	24	Y	1.0 UD	S/T
PL4000	HTML Hypertext -Hypermedia Markup Language for the World Wide Web	97	16	Y	0.5 UD	S/T
PL4500	Introduction to PERL	97	24	Y	1.0 LD	S/T
PL4610	PERL Master Class: Socket/Network Programming	97	8		LD	S/T
PL4700	JAVA Programming, Basics & Beyond	97	40	Y	2.0 LD	S/T
PL4800	JAVA Script	97	24	Y	1.0 LD	S/T
PL5000	Introduction to Programming in Tcl	97	16	Y	0.5 LD	S/T
PL5100	Building Graphical User Interfaces in Tk	97	16	Y	0.5 LD	S/T
PL5300	Extending Tcl via C	97	8		LD	S/T
PR5001 ^{ACE}	The Scheuing Method - Parts 1-4	6/95-Pres	40	Y	3.0 UD	
PR5011	Procurement Excellence Survey Course	96-97	48	Y	2.0 LD	
PR5051 ^{ACE}	Fundamentals of Procurement	10/95-Pres	24	Y	2.0 UD	
PR5052	Market Knowledge/Economics	96-97	24	Y	1.0 UD	
PR5053	Analytical Tools for Purchasers	96-97	24	Y	1.0 UD	
PR5054	Operations/Process Knowledge for Purchasers	96-97	24	Y	1.0 UD	
PR5055	Transportation Strategies for the Year 2000	96-97	24	Y	1.0 UD	
PR5101	Procurement Leadership	96-97	24	Y	1.0 UD	
PR5102 ^{ACE}	Supply Chain Management	10/95-Pres	24	Y	2.0 UD	
PR5103	Global Sourcing	96-7/97	24	Y	1.0 UD	
PR5104	World-Class Procurement	96-7/97	24	Y	1.0 UD	
PR5105	Strategic Sourcing: Issues & Practices	96-97	24	Y	1.0 LD	
PS1100	Enhanced Reading Skills	93	16	N		
PS1105	Vocabulary Power	94	16	N		
PS1120	Power Spelling	93	8	N		
PS1205	Introduction to Writing: Writing for Effect	93	16	N		
QS1803	Statistical Data Analysis Using Excel 5.0	96	24	Y	1.0 UD	
QS2000	Root Cause Analysis (RCA) as a Best Current Practice	96-97	8		UD	
QU1135	Statistics I - Introduction to Statistics & Probability	96	24	Y	1.0 UD	M
QU1220	Introduction to S & Data Analysis for Quality Analysis	96	32	Y	1.5 UD	

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QU1280	Quality Control With S-PLUS	96	24	Y	1.0 UD	
RB1011 ^{ACE}	Understanding Your Customers, Markets & Competitors (Dealing Your Customers a Winning Hand) version 1	11/90-12/93	32	Y	3.0 UD	
RB1011 ^{ACE}	Understanding Your Customers, Markets & Competitors version 2	1/94-Pres	24	Y	2.0 UD	
RB1012 ^{ACE}	Establishing Your Business Focus (Making Your Move: Establishing Business Focus)	9/91-Pres	32	Y	3.0 UD	
RB1013 ^{ACE}	Maximizing the Value of Your Resources	2/92-Pres	24	Y	3.0 UD	
RB1014 ^{ACE}	Ensuring Business Results	4/92-Pres	24	Y	3.0 UD	
RC2330	Expanding Your Horizons: Introduction to Career Self-Reliance	97	4		LD	
RC2331	Charting Your Course: Career Assessment	97	8		LD	
RC2332	Benchmarking: Surveying The Territory	97	4		LD	
RC2333	Crossing Boundaries & Creating Alliances	97	8		LD	
RC2334	Preparing for Tomorrow's Workplace Today	97	16	Y	0.5 LD	
RC2335	Expanding Your Horizons for Supervisors: Introduction to Career Self-Reliance	97	8		LD	
RC2336	Building a Resilient Workforce for Supervisors	97	4		LD	
RC2337	Leading the New Workforce	97	8		LD	
SA0005	An Overview of the Telecommunications Industry	94-97	16	N		
SA0008	Introduction to Telecommunications Technology	94-97	16	Y	0.5 LD	
SA0010	Introduction to AT&T's Global Services	93-97	16	N		
SA0015	Introduction to AT&T's Products	93	8	N		
SA0030	Introduction to AT&T's International Services	94	8	N		
SA0035	Introduction to Wireless Products, Services & Technology	93-97	8	N		
SA0040	An Overview of AT&T's Competition exited	92-96	8	N		
SA1000	AT&T Explorer, The	95	--	N		
SA1090	Access Costs & Ratemaking	94	16	Y	0.5 LD	
SA2000	The Information Superhighway: Envisioneering with Technologies	97	--	N		
SA2030 ^{ACE}	Witness Preparation (AT&T204/PUB203)	1/82-Pres	40	Y	2.0 UD	
SA2040 ^{ACE}	Witness Support (AT&T205/PUB203)	1/83-Pres	40	Y	3.0 UD	
SA4040 ^{ACE}	Service Marketing (Concepts of Service & Segment Management [AT&T504])	1/84-12/89	24	Y	2.0 UD	
SA4060 ^{ACE}	Fundamentals of Modern Marketing - version 1	1/83-12/90	36	Y	2.0 UD	
SA4060 ^{ACE}	Fundamentals of Modern Marketing - version 2	1/91-Pres	24	Y	2.0 UD	
SA4065 ^{ACE}	Marketing Strategy	1/80-12/90	32	Y	2.0 UD	
SA4070 ^{ACE}	Market Segmentation for Customer Value - version 1	1/80-12/90	34	Y	2.0 UD	

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SA4070 ^{ACE}	Targeting Your Markets for Today's Changing Environment - version 2	1/91-Pres	16	Y	2.0 UD	
SA4080 ^{ACE}	International Marketing (AT&T411)	11/83-12/93	24	Y	2.0 UD	
SA4085 ^{ACE}	Business Statistics: Application (Analysis of Marketing Data for Management Decision Making & Quantitative Analysis of Marketing Data) - version 1	1/80-5/90	32	Y	2.0 UD	
SA4085 ^{ACE}	Business Statistics: Application - version 2	6/90-7/97	32	Y	2.0 UD	
SA4090 ^{ACE}	Applied Business Forecasting	8/90-7/97	24	Y	3.0 UD	
SA4100 ^{ACE}	Consumer Marketing (Applied Consumer Behavior)	1/85-7/97	24	Y	1.0 UD	
SA4110 ^{ACE}	Direct Marketing for Consumer Markets (Direct Marketing)	6/85-Pres	24	Y	1.0 UD	
SA4500 ^{ACE}	Integrated Marketing & Financial Strategies (Financial Applications in Marketing Achieving Customer & Investor Satisfaction) - version 1	10/85-2/93	24	Y	1.0 UD	
SA4500 ^{ACE}	Integrated Marketing & Financial Strategies - version 2	3/93-Pres	24	Y	1.0 UD	
SA4600 ^{ACE}	Marketing & Business Plans: Design & Implementation	6/89-Pres	24	Y	2.0 UD	
SA5100 ^{ACE}	Managing a Strategic Business Unit	9/88-10/92	24	Y	3.0 UD	
SA6010 ^{ACE}	Competitive Pricing Strategy & Tactics (Competitive Pricing Strategy & Planning)	1/84-9/92	32	Y	2.0 UD	
SA6040 ^{ACE}	Acquisitions & Joint Ventures: A Strategic Marketing Approach to New Business Growth - version 1	12/89-3/94	24	Y	3.0 UD	
SA6040 ^{ACE}	Global Joint Ventures & Strategic Alliances - version 2	4/94-Pres	16	Y	1.0 UD	
SA9001 ^{ACE}	Financial Awareness Plus Seminar	11/84-10/87	18	Y	1.0 UD	
SE0010	Wall Street View: A Regulatory & Financial Look at the Telecommunications Industry, The	93	16	N		
SE1030 ^{ACE}	Principles of Marketing Management (Marketing Management Program)	1/84-12/87	24	Y	1.0 UD	
SE1214	Selling Value Over Price	93-97	16	Y	0.5 UD	
SE2000 ^{ACE}	Fundamentals of Finance & Accounting	1/84-12/87	24	Y	1.0 UD	
SE2010 ^{ACE}	Strategy Analysis for Finance & Marketing	1/84-10/87	24	Y	1.0 UD	
SE3000 ^{ACE}	Financial Management in Telecommunications	1/85-10/87	24	Y	1.0 UD	
SE6000 ^{ACE}	Basic Statistics	1/83-7/97	24	Y	2.0 UD	M
SE7000 ^{ACE}	Get to the Point Sales Presentation Techniques version 1	1/84-10/85	16	Y	1.0 UD	CA
SE7000 ^{ACE}	Sales Presentation Techniques - version 2	11/85-6/96	24	Y	1.0 UD	CA
SE9000 ^{ACE}	Data Gathering, System Analysis, & Design	10/80-10/87	32	Y	1.0 LD	
SL1000	Leadership Values Feedback Process (LVFP) Facilitator Workshop	96-97	16	Y	0.5 UD	
SM0100	Sales Management: The Fundamentals	92	16	Y	0.5 LD	
SM0130 ^{ACE}	Advanced Field Management	12/93-Pres	16	Y	1.0 UD	

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SM0140	Selling to the Internal Client	92	8		LD	
SM0150 ^{ACE}	Global Account Management must be combined with the following: ME1212 Global Marketing Overview	12/93-Pres	24	Y	3.0 UD	
SM0160	Consultative Selling Skills (Duplicates ME1010)	94	16	Y	0.5 UD	SS
TC1200	Understanding AT&T Services	97	16	Y	0.5 LD	
TC1300	Local Access for Telecommunications	97	16	Y	0.5 LD	
TC1500	SDH Global Standards	97	16	Y	0.5 LD	
TC2000	Understanding ATM: Technology & Applications	97	16	Y	0.5 LD	
TC2100	Understanding Telecommunications Management Network (TMN)	97	8		LD	
TC2200	SONET/ATM Network Management	97	16	Y	0.5 UD	
TC6179	Telecommunications: Principles, Networks, Engineering & Services	97	36	Y	1.5 LD	
TC6182	Understanding Telecommunications Fundamentals	97	16	Y	0.5 LD	
TD0909	Skill Kit for Instructors	97	-	N		
TD0910 ^{ACE}	Instructor Skills Practicum	2/91-Pres	24	Y	2.0 UD	
TD0911 ^{ACE}	Instructor Training Workshop version 2	7/88-Pres	40	Y	3.0 UD	
TD0923	Job Aid Analysis & Design (JADD)	97	16	Y	0.5 UD	
TD0930 ^{ACE}	Instructional Design & Development Workshop (IDDW) version 2	7/88-Pres	32	Y	3.0 UD	
TD0931	Performance & Training Needs Analysis	97	32	Y	1.5 UD	
TD0941	Advanced Instructor Strategies	97	24	Y	1.0 UD	
UC1001	C for Programmers	97	40	Y	2.0 UD	S/T
UC1004	Shell Command Language for Programmers	97	40	Y	2.0 LD	S/T
UC1009	Mastering the Shell Toolkit	97	16	Y	0.5 LD	S/T
UC1056	UNIX System V Release 4 Device Drivers	97	40	Y	2.0 LD	S/T
UC1057	UNIX System V Release 4 Internals UNIX System	97	40	Y	2.0 LD	S/T
UC1058	C Programming with UNIX System Calls & Libraries	97	40	Y	2.0 UD	S/T
UC1059	UNIX Interprocess Communications	97	28	Y	1.0 LD	S/T
UC1060	Object-Oriented Programming in C++	97	40	Y	2.0 UD	S/T
UC1062	UNIX System Security for Standalone & Networked Systems	97	16	Y	0.5 UD	S/T
UC1070 ^{ACE}	Fundamentals of the UNIX System for Users	1/87-Pres	40	Y	2.0 LD	S/T
UC1078	Shell Command Language for Users	97	32	Y	1.5 LD	S/T
UC1080	UNIX System for Programmers	97	32	Y	1.5 LD	S/T
UC1097	UNIX System V Release 4 Administration	97	36	Y	1.5 UD	S/T
UC1109	The awk Programming Language	97	20	Y	1.0 LD	S/T
UC1202	UNIX System V Release 4 Advanced Administration	97	36	Y	1.5 UD	S/T

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UC1212	SOLARIS 2.X System Administration	97	36	Y	1.5 UD	S/T
UC1213	SOLARIS 2.X Advanced System Administration	97	36	Y	1.5 UD	S/T
UC1214	SOLARIS 2.X System Security	97	16	Y	0.5 UD	S/T
UC1220	HP-UX System 10.X System Administration	97	36	Y	1.5 UD	S/T
UC1221	HP-UX System 10.X System Performance & Tuning	97	24	Y	1.0 UD	S/T
UC1222	HP-UX System 10.X Network Administration	97	16	Y	0.5 UD	S/T
UC1223	HP-UX System 9.X to 10.X System Administration Differences	97	16	Y	0.5 UD	S/T
UC1260	Introduction to C++ & OOP for Non-C Programmers	97	40	Y	2.0 LD	S/T
UC1261	C++ Programmers Workshop	97	40	Y	2.0 UD	S/T
UC1262	UNIX System V Release 4 Network Application Programming	97	40	Y	2.0 UD	S/T
UC1290	X Window & MOTIF Programming	97	40	Y	2.0 UD	S/T
UC1633	C for New Programmers	97	80	Y	4.0 LD	S/T
UC5220	TUXEDO for Application Developers	97	40	Y	2.0 UD	S/T
VO2000 ^{ACE}	The Telecommuting & Virtual Workplace Seminar if combined with: VO2005 or VO2006	9/95-Pres	8	Y	1.0 LD	
VO2000	Virtual Workplace: Today's Opportunity & Tomorrow's Competitive Advantage, The	93-95	4		LD	
VO2001	Defining & Designing the Virtual Workplace	93-97	8		LD	
VO2003	Building a Business Case for Your Virtual Workplace	93-97	8		LD	
VO2004	Implementing a Virtual Workplace	93-97	8		LD	
VO2005 ^{ACE}	Working in a Virtual Workplace if combined with: VO2000 or VO2006	9/95-Pres	8	Y	1.0 LD	
VO2006 ^{ACE}	Managing in a Virtual Workplace if combined with: VO2000 or VO2005	9/95-Pres	8	Y	1.0 LD	
VO2010	Virtual Workplace Technology: Making it Work for You	93-95	16	Y	0.5 LD	

LEGEND

LD = Lower Division	GE = General Education	CA = Comm. Arts	HU = Humanities	SS = Social Science
UD = Upper Division	M = Mathematics	P/B = Physical & Biological Science	S/T = Science & Technology	PE = Physical Education

* = Detailed course syllabus and/or number of clock hours required.

♦ = Credit is awarded only when combined with a similar course(s). *The standard formula for determining credit value is 0.5 semester credits per each 10 hours. Courses may only be combined once. Combined courses of differing levels will be awarded lower division credit. Combined courses of differing general education areas will not be awarded a general education area.*

^{ACE} = The University of Phoenix recognizes the American Council of Education (ACE) Program on Noncollegiate Sponsored Instruction (PONSI) credit recommendations as a guide.

Students attending the University's California campuses must comply with the California Education Code. Please see the job aid or campus representative for further information.