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Date	Topic #	Topic	Assignment / Case Study	Print Format/ PPT
January				
Past, Present and Future Practice of Pharmacy				
Jan. 9	1	Introduction and Terminology Review	Instructions for group presentations: Campus Web	Terminology
Jan. 11	2	Past & Present Pharmacy Practice		Past and Present
Jan. 16	3	Future Practice	Graded Discussion # 1 assigned	Future
Management Principles				
Jan. 18	4	Approaches to Management		Approaches to Mgt
Jan. 23	5	Managerial Decision Making		Mgt Decision Making
Jan. 25	6, 7	Planning and Organizing	Graded Discussion # 1 due	Planning Organizing
Jan. 30	8 (part 1)	Directing and Controlling	Graded Discussion # 2 assigned	Directing and Controlling
February				
Feb. 1	8 (part 2)	Authority and Supervision		Authority and Supervision
Feb. 6	EXAM 1	Topics 1 - 8		
Marketing Management				

Feb. 8	9	Introduction to Marketing Management	Graded Discussion # 2 due	Intro Mrkting Mgt
Feb. 13	10, 11	Marketing Channels & Article Reviews and Marketing Philosophies & Research		Mrkting Channels and Mrkting Philos
Feb. 15	12, 13	Marketing Strategy Part 1 and begin Marketing Strategy Part 2		Mrtkting Strategy 1 Mrtkting Strategy 2
Feb. 20	13, 14	Continue... Marketing Strategy Part 2 and Marketing Strategy Part 3		Mrkting Strategy 3
Feb. 22	15	Entrepreneurship Mr. Jerry Kohll, Guest Lecturer - AUDIO	Graded Discussion # 3 assigned	Entrepreneurship
Resource Management				
Feb. 27		Introduction and Expectations (Begin Dr. Siracuse Material)		campus web
Feb. 27	16, 17	Value Added Pharmacy Services Medicare Part D		campus web campus web
March				
Mar. 1	17, 18	Medicare Part D (continued) and Time Management: Survival Tips for the New Pharmacist	Graded Discussion # 3 due	campus web
SPRING BREAK				
Mar. 13	19	Leadership, Power, and Influence		campus web
Mar.	Presentations	Student		

15		Presentations Groups A1 - A6		
Mar. 20		No Class APhA Annual Meeting		
Mar. 22	Presentations	Student Presentations Groups B1 - B5		
Mar. 27	EXAM 2	Topics 9 - 19		
Mar. 29	21	Leadership, Power, and Influence Case Study	Graded Discussion #4: Delta Hospital or "12 Angry Men" Assignment (only campus students may choose this option)	web
April				
Apr. 3	20	Leadership, Power, and Influence - Theory	Ohio State Leadership Survey	campus web
Apr. 5	22	Human Motivation	Case Study: Job Performance	campus web
Apr. 10	23	The Pharmacist as Manager	Graded Discussion # 4 due	campus web
Apr. 12	24	The Income Statement and Balance Sheet	Graded Discussion #5: Those Pesky Rotations Graded Discussion #5: Answers (Available April 28) Practice Problem and Solution: Financial Ratio Analysis	campus web
Apr. 17		No Class --- Easter Monday		
Apr.	25	Inventory		campus web

19		Management		
Apr. 24	26, 27,28	Recruiting and Retaining Quality Employees and Legal Guidelines for Managerial Behavior and begin Orientation and Training in Pharmacy Practice		campus web campus web
Apr. 26	Presentations	Student Presentations Groups D1 - D5		campus web
May				
May 1	Presentations	Student Presentations Groups C1 - C6		
May 3	28, 29	Continue Orientation and Training in Pharmacy Practice and Performance Appraisal	Graded Discussion # 5 due	campus web
May 11	EXAM 3	Topics 20 - 29		