

# BUSINESS (BUS)

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## **BUS 1000 Special Problems** (IND 0.0-6.0)

Problems or readings on specific subjects or projects in the department. Consent of instructor required.

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## **BUS 1001 Special Topics** (IND 0.0-6.0)

This is designed to give the department an opportunity to test a new course. Variable title.

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## **BUS 1110 Introduction to Management and Entrepreneurship** (LEC 3.0)

The course provides an introduction to the basic concepts of management and entrepreneurship to provide an awareness of what functions and challenges are faced by managers and entrepreneurs in today's global environment. Applications of the concepts to the organization, operations, and resources are discussed. Appropriate for all majors.

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## **BUS 1210 Financial Accounting** (LEC 3.0)

This course is an introduction to financial accounting and its significant role in making sound business decisions. Emphasis is on what accounting information is, why it is important, and how it is used to make strategic economic decisions.

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## **BUS 1414 The Inclusive Workplace** (LEC 3.0)

This course will cover topics such as corporate social responsibility, ethics, diversity and inclusion (i.e. national culture, race, religion, age, gender, sexual orientation, and ability). Students will learn to recognize their own biases, understand the benefits of inclusion, and be exposed to a few strategies utilized to achieve an inclusive workplace.

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## **BUS 1810 Introduction to College Success** (LEC 1.0)

This course teaches essential skills for success in Business and Information Technology and a student's future career. The course creates a sense of community in the department and prepares the student for the business world.

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## **BUS 1811 Introduction to College Success II** (LAB 0.50)

A continuation of BUS 10. Students learn essential skills for success in Business and Information Technology. The course creates a sense of community in the department and prepares the students for the business world.

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## **BUS 2000 Special Problems** (IND 0.0-6.0)

Problems or readings on specific subjects or projects in the department. Consent of instructor required.

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## **BUS 2001 Special Topics** (LEC 0.0-6.0)

This is designed to give the department an opportunity to test a new course. Variable title.

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## **BUS 2002 Cooperative Training in Business** (IND 0.0-6.0)

On-the-job experience gained through cooperative education with industry with credit arranged through departmental co-op advisor. Grade received depends on quality of reports submitted and work supervisors's evaluation. Prerequisite: Completed 30 hours toward degree.

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## **BUS 2910 Business Law** (LEC 3.0)

This course is an introduction to the nature and meaning of law and the legal environment of business. Topics include the legal process, sources of law, and institutions.

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## **BUS 3000 Special Problems** (IND 0.0-6.0)

Problems or readings on specific subjects or projects in the department. Consent of instructor required.

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## **BUS 3105 Management and Business Law Essentials** (LEC 1.5)

This course is an introduction to the essentials of management and business law for running a business. It is designed for students planning to enter the MBA program who need this area and for non-business students who want some business background. Credit in this course cannot be applied to any major or minor in Business, IS&T, or Economics. Prerequisite: Senior or Junior Standing; 3.0 GPA required.

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## **BUS 3115 Introduction to Teambuilding and Leadership** (LEC 3.0)

This course covers an introduction to leadership styles, principles, models, issues, and applications through analytical and intellectual examination. Key components of teams are introduced, with opportunities to practice and develop both leadership and teambuilding skills.

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## **BUS 3205 Accounting Essentials** (LEC 1.5)

This course is an introduction to the essentials of financial and managerial accounting for running a business. It is designed for students planning to enter the MBA program who need this area and for non-business students who want some business background. Credit in this course cannot be applied to any major or minor in Business, IS&T, or Economics. Prerequisite: Senior or Junior standing; 3.0 GPA required.

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## **BUS 3220 Managerial Accounting** (LEC 3.0)

Emphasizes internal use of accounting information in establishing plans and objectives, controlling operations, and making decisions involved with management of an enterprise (the determination of costs relevant to a specific purpose such as inventory valuation, control of current operation, or special decisions). Prerequisites: Bus 1210 or Eng Mgt 2211.

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## **BUS 3305 Operations Management Essentials** (LEC 1.5)

This course is an introduction to the essentials of operations management for running a business. It is designed for students planning to enter the MBA program who need this area and for non-business students who want some business background. Credit in this course cannot be applied to any major or minor in Business, IS&T, or Economics. Prerequisite: Senior or Junior Standing; 3.0 GPA required.

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## **BUS 3705 Management Information Systems Essentials** (LEC 1.5)

This course is an introduction to the essentials of management information systems for running a business. It is designed for students planning to enter the MBA program who need this area and for non-business students who want some business background. Credit in this course cannot be applied to any major or minor in Business, IS&T, or Economics. Prerequisite: Senior or Junior Standing; 3.0 GPA required.

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**BUS 3805 Mathematics and Statistics Essentials** (LEC 1.5)

This course is an introduction to the essentials of mathematics and statistics for running a business. It is designed for students planning to enter the MBA program who need this area and for non-business students who want some business background. Credit in this course cannot be applied to any major or minor in Business, IS&T, or Economics. Prerequisite: Senior or Junior Standing; 3.0 GPA required.

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**BUS 4000 Special Problems** (IND 0.0-6.0)

Problems or readings on specific subjects or projects in the department. Consent of instructor required.

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**BUS 4001 Special Topics** (LEC 0.0-6.0)

This is designed to give the department an opportunity to test a new course. Variable title.

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**BUS 4099 Undergraduate Research** (IND 0.0-6.0)

Designed for the undergraduate student who wishes to engage in research. Not for graduate credit. Not more than six credit hours allowed for graduation credit. Subject and credit to be arranged with the instructor.

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**BUS 4675 International Business** (LEC 3.0)

This survey course will deal with business concepts, analytical processes and philosophical bases for international business operations. Emphasis is on environmental dynamics, multinational business organizations, cultural and economic constraints, unique international business practices and international operations, strategy and policy.

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**BUS 4970 Senior Business Design I** (LEC 1.0)

In this course, students will become familiar with the principles of entrepreneurship; learn about the basic purpose, content and structure of business plans; and develop business presentation skills through practice. At the end of the semester, student teams will give presentations to a bank in an attempt to secure a loan to run the business the following semester. Prerequisite: Senior Standing.

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**BUS 4980 Senior Business Design II** (LEC 2.0)

In this course, students will be expected to carry out the business plans created in Bus 4970. Progress reports are submitted roughly every 3 weeks during the semester. At the end of the semester, students terminate the business organization and profits are donated to a non-profit organization in the team's name. Prerequisite: Bus 4970.

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**BUS 5000 Special Problems** (IND 0.0-6.0)

Problems or readings on specific subjects or projects in the department. Prerequisite: Admission to the MBA program.

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**BUS 5001 Special Topics** (LEC 0.0-6.0)

This is designed to give the department an opportunity to test a new course. Variable title.

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**BUS 5040 Oral Examination** (IND 0.0)

After completion of all other requirements, oral examinations for on-campus M.B.A./Ph.D. students may be processed during intersession. Off-campus M.B.A. students must be enrolled in oral examination and must have paid an oral examination fee at the time defense/oral examination (oral/written). All other students must enroll for credit commensurate with uses made of facilities and/or faculties. In no case shall this be for less than three (3) semester hours for resident students.

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**BUS 5080 Practicum** (IND 0.0-6.0)

This course is similar to the Bus 5085 Internship course. The difference is that this course is intended for students who are already employed by an organization for whom they wish to continue working. Prerequisite: Bus Core.

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**BUS 5085 Internship** (IND 0.0-6.0)

Students apply critical thinking skills and discipline specific knowledge in a work setting based on a project designed by the advisor and employer. Activities will vary depending on the student's background and the setting. Requires major report and formal presentation to sponsoring organization. Prerequisite: Graduate standing.

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**BUS 5099 Research** (IND 0.0-9.0)

Research investigation of an advanced nature leading to a major report suitable for publication in a journal or in a conference proceedings. Prerequisite: Permission of the instructor.

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**BUS 5105 Graduate Management and Business Law Essentials** (LEC 1.5)

This course is an introduction to the essentials of management and business law for running a business. It's designed for students planning to enter the MBA program who need this area and for non-business students who want some business background. Credit cannot be applied to any major or minor in Business, IS&T, or Economics. Additional case study or report required. Prerequisite: Bachelor Degree.

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**BUS 5111 Business Negotiations** (LEC 3.0)

The purpose of this course is to understand the practices and processes of negotiation for negotiating successfully in a variety of settings. The course is designed to be relevant to the broad spectrum of negotiation problems faced by managers, consultants, etc. Because almost everyone negotiates all the time, this course is relevant to almost any student. Prerequisites: Junior standing or above.

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**BUS 5115 Introduction to Individual and Group Dynamics in Business** (LEC 3.0)

This course will cover contemporary theories of business leadership styles and group dynamics. Leadership theories, group dysfunction/function, positive group interactions, change impacts, the importance of business ethics as well as the role of gender and culture on the group will be examined.

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**BUS 5150 Customer Focus and Satisfaction** (LEC 3.0)

Major emphasis is given to the concept of customer focus, with coverage of techniques for obtaining customer needs, measuring customer satisfaction, developing products and services to satisfy customers, and maximizing the benefits of customer feedback. A semester long HoQ project will be done. Prerequisites: Mkt 3110 or Mkt 3105 or Eng Mgt 3510. (Co-listed MKT 5150).

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**BUS 5205 Graduate Accounting Essentials** (LEC 1.5)

This course is an introduction to the essentials of financial and managerial accounting for running a business. It's designed for students planning to enter the MBA program who need this area and for non-business students who want some business background. Credit cannot be applied to any major or minor in Business, IS&T, or Economics. Additional case or report required. Prerequisite: Bachelor Degree.

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**BUS 5230 Financial Statement Analysis** (LEC 3.0)

Analysis and interpretation of financial statements for profitability analysis, credit analysis, and other business analyses that rely on financial data. Introduces emerging roles of accounting analytics. Illustrates data analytics concepts and techniques to detect earning management, predict fraud, and to provide insights into other business strategies. Prerequisite: BUS 1210 or graduate standing and financial accounting knowledge.

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**BUS 5305 Graduate Operations Management Essentials** (LEC 1.5)

This course is an introduction to the essentials of operations management for running a business. It is designed for students planning to enter the MBA program who need this area and for non-business students who want some business background. Credit cannot be applied to any major or minor in Business, IS&T, or Economics. Additional case study or report required. Prerequisite: Bachelor Degree.

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**BUS 5360 Business Operations** (LEC 3.0)

This course examines the concepts, processes, and institutions that are fundamental to an understanding of business operations within organizations. Emphasis is on the management and organization of manufacturing and service operations and the application of quantitative methods to the solution of strategic, tactical and operational problems. Prerequisites: BUS 1210 or ENG MGT 2211; at least Junior standing; and one of the following: STAT 1111, STAT 1115, STAT 3111, STAT 3113, STAT 3115, or STAT 3117.

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**BUS 5470 Human Resource Management** (LEC 3.0)

The course examines employee selection, performance appraisal, training and development, compensation, legal issues, and labor relations. Prerequisite: Bus 1110.

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**BUS 5580 Strategic Management** (LEC 3.0)

Study of the formulation and implementation of corporative, business and functional strategies designed to achieve organizational objectives. Case studies and research reports may be used extensively. Prerequisites: MKT 3110 or Eng Mgt 3510; Finance 2150 or Eng Mgt 3200; Senior standing.

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**BUS 5705 Graduate Management Information Systems Essentials** (LEC 1.5)

This course is an introduction to the essentials of management information systems for running a business. It is designed for students planning to enter the MBA program. Credit in this course cannot be applied to any major or minor in Business, IS&T, or Economics. Additional case or report required. Prerequisite: Bachelor Degree.

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**BUS 5730 Machine Learning and Artificial Intelligence for Business** (LEC 3.0)

Explores various approaches to machine learning and artificial intelligence, along with their numerous applications in business. Describes some of the many technological approaches to business problems that are considered part of machine learning and artificial intelligence, such as neural networks and deep learning. Prerequisites: IS&T 1750; or Graduate Standing, understanding of management information systems.

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**BUS 5805 Graduate Mathematics and Statistics Essentials** (LEC 1.5)

This course is an introduction to the essentials of mathematics and statistics for running a business. It is designed for students planning to enter the MBA program who need this area and for non-business students who want some business background. Credit cannot be applied to any major or minor in Business, IS&T, or Economics. Additional case study or report required. Prerequisite: Bachelor Degree.

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**BUS 5896 Project Research** (IND 0.0-9.0)

The research project will involve students applying research techniques and discipline specific knowledge working on a project designed by the advisor, often working with a business organization. Requires major report and formal presentation to sponsoring organization. Prerequisite: Permission of the instructor.

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**BUS 5910 Privacy and Information Security** (LEC 3.0)

Explores issues concerning the use, disclosure, and protection of information (personal, organizational, health, and financial) from a legal perspective. A focus on understanding, planning, protecting, and responding to data breaches and other information risk and threats. Case studies based on litigation are reviewed and analyzed. Assumes MIS familiarity.

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**BUS 5980 Business Models for Entrepreneurship and Innovation** (LEC 3.0)

This course uses problem based learning to expand student insight into the nature, development, and application of business models. It increases the practical skills and knowledge required to generate original models of value creation for both entrepreneurial start-ups and corporate innovation. Prerequisite: Senior or graduate standing.

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**BUS 6000 Special Problems** (IND 0.0-6.0)

Problems or readings on specific subjects or projects in the department. Prerequisite: Admission to the MBA program.

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**BUS 6001 Special Topics** (IND 0.0-6.0)

This is designed to give the department an opportunity to test a new course. Variable title.

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**BUS 6099 Research** (IND 0.0-9.0)

Research investigation of an advanced nature leading to a major report suitable for publication in a journal or in a conference proceedings. Prerequisite: Permission of the instructor.

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**BUS 6111 Advanced Business Negotiations** (LEC 3.0)

The purpose of this course is to understand the practices and processes of negotiation for negotiating successfully in a variety of settings. The course is designed to be relevant to the broad spectrum of negotiation problems faced by managers, consultants, etc. A negotiation project is also required. Prerequisite: Graduate status.

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**BUS 6121 Leadership** (LEC 3.0)

This class will explore leadership challenges, tactics, and strategies for working within, and leading, teams and organizations. Management, networking, presentation skills, and sustainable business practices will be covered. MBA core. Prerequisites: Graduate standing.

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**BUS 6150 Advanced Customer Focus and Satisfaction** (LEC 3.0)

Major emphasis is given to the concept of customer focus, with coverage of techniques for obtaining customer needs, measuring customer satisfaction, developing products and services to satisfy customers, and maximizing the benefits of customer feedback. Individual focused research is included. Prerequisites: MKT 3110 or MKT 3105 or ENG MGT 3510. (Co-listed MKT 6150).

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**BUS 6224 Managerial Accounting and Control** (LEC 3.0)

This course covers managerial accounting and its critical role in decision making, monitoring, and controlling business processes. MBA core. Prerequisite: Graduate standing.

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**BUS 6425 Supply Chain and Project Management** (LEC 3.0)

This course covers supply chain management and its critical role in developing and maintaining effective and efficient processes in the organization, including operations and project management processes and principles. MBA core. Prerequisite: Graduate standing.

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**BUS 6426 Integration of Business Areas** (LEC 3.0)

Students will acquire knowledge to integrate the business functions to maximize performance efficiency and effectiveness. It will be covered through case studies and readings. MBA core. Prerequisite: Graduate standing.

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**BUS 6622 International Marketing** (LEC 3.0)

This course focuses on the challenges faced by business managers as they deal with a competitive global market. The course will examine various topics related to international marketing such as cultural differences, economic differences, differences in product and technical standards, global advertising, and international pricing and segmentation. MBA core. Prerequisite: Graduate standing.

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**BUS 6675 Advanced International Business** (LEC 3.0)

Business concepts, analytical processes and philosophical bases for international business operations. Emphasis is on environmental dynamics, multinational business organizations, cultural and economic constraints, unique international business practices and international operations, strategy and policy. Research project required. Prerequisites: MKT 3110 or MKT 5105 or Eng Mgt 3510.

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**BUS 6723 Artificial Intelligence, Robotics, and Information Systems Management** (LEC 3.0)

The course, designed for business executives, covers management of information to revitalize business processes, improve business decision-making, embrace emerging and disruptive technologies, and gain competitive advantages. The course also covers implications of AI, automation, machine learning, and robotics on business and society. MBA core. Prerequisite: Graduate standing. (Co-listed with IS&T 6723).

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**BUS 6827 Managerial Finance** (LEC 3.0)

This course covers the use of financial tools to manage the organization. The main focus is the strategic decision-making process of modern managers responsible for major financial decisions. Topics include financial policy, capital investment analysis, dividend policy, capital structure, and other contemporary corporate finance issues. MBA core. Prerequisite: Graduate standing.

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**BUS 6887 Research Methods in Business and IS&T** (LEC 3.0)

This course covers quantitative and qualitative research methods for exploring the interaction between people and information technologies. The course covers techniques and tools for carrying out literature reviews, forming research goals, designing research, conducting data analyses; and preparing manuscripts and live presentations. (Co-listed with IS&T 6887).

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