

BUSINESS (BUS)

BUS 1900 Integrated Business and Value Creation (3 credits)

Explores the environment of business and the management of business systems to understand how an organization turns opportunity into value. This course uses an integrated, cross-disciplinary perspective including working in teams. Includes international and ethical issues. May involve evening exams.

BUS 2000 (s) Seminar (1-16 credits, max 99)

Credit arranged

BUS 2040 (s) Special Topics (1-16 credits, max 99)

Credit arranged

BUS 2100 Business Career Readiness (1 credit)

This course is intended to provide business majors with a framework to plan and execute their professional and academic journey through experiential learning and career development activities. Students will engage in career exploration, networking, and personal reflection to prepare for internships and future careers through activities that deepen their understanding of themselves, including their interests and values, which play a key role in selecting a major/minor/certificate and an ultimate career path. Students will learn essential skills, including resume writing, networking, interviewing, and job search strategies to help them secure professional opportunities. Typically Offered: Fall and Spring.

Prereqs: BUS 1900

BUS 2200 Business Foundations of Excel (1 credit)

This course provides students with fundamental skills in using the Microsoft Excel program. Students will learn how to import and manage data, format worksheets and tables, properly utilize functions and formulas, and create and modify charts. Skills learned in this course will be utilized throughout the business curriculum. Students successfully completing the course should be able to pass the Microsoft Office Specialist (MOS) Excel associate level certification test. Typically Offered: Fall and Spring.

BUS 2300 Business Professionalism (1 credit)

Competence in professional skills (e. g. writing, speaking, presenting, timeliness, polish, and listening) is key to success in a business career. This course will enable students to practice and receive coaching on professional skills, which will assist them in their future coursework and help them stand out from their peers during internships and future jobs. In a business context, students will practice pitching products, writing technical memos, and evaluating presentations. Typically Offered: Fall and Spring.

BUS 2530 Business Statistics (3 credits)

This course offers an introductory survey of descriptive and inferential statistics through the framework of business problems and applications. Emphasis is placed on the interpretation and critical evaluation of statistical analytics output in the context of business problem solving. Additionally, students will gain experience in using Excel to perform data analysis tasks, enhancing their ability to manage data, conduct statistical calculations, and create visual representations. Typically Offered: Fall and Spring.

BUS 2980 (s) Internship (1-3 credits, max 6)

Student shall complete internship contract in consultation with area internship coordinator prior to enrolling for internship credit. Graded Pass/Fail.

Prereqs: Major in the Department of Business and Permission

BUS 2990 (s) Directed Study (1-16 credits, max 99)

Credit arranged

BUS 3030 Business Negotiations (3 credits)

Business negotiations is an applied course that develops bargaining skills required to obtain maximum value and excellent outcomes. Topics include traditional bargaining (distributive negotiation), interest-based negotiation (integrative negotiation), persuasion, developing a system for preparing for professional negotiations, applications to compensation, selling, and sales, negotiations in dyadic, group, and online situations. Typically Offered: Fall.

BUS 3390 Spreadsheet Modeling (1 credit)

The course is focused on developing students' detailed understanding of modeling and managing data in a business environment. Hands-on material is presented in this course making use of spreadsheets to model and manage data.

Coreqs: ECON 3400

BUS 3540 Business Analytics (3 credits)

Introduction to business analytics including modeling and sensitivity analysis. Topics include psychology of problem solving, optimization, decision theory, simulation, regression, and related issues. May involve evening exams. Typically Offered: Fall, Spring and Summer.

Prereqs: STAT 2510 or STAT 3010; and MATH 1143 or MATH 1160 or MATH 1170 or MATH 1750 or MATH 2750; ACCT 2010; and ECON 2201 and ECON 2202, or ECON 2720

BUS 3900 (s) Integrated Topics in Business (3 credits, max 6)

Each section of the course will offer an in depth study of an integrating topic spanning the business functions. International and ethical issues related to the topic will be explored. May be repeated once with a different topic for credit. See the current course schedule for specific section titles.

Prereqs: BLAW 2650 and FIN 3010 and MKTG 3210 and BIA 3500 and OM 3700 and; ECON 2201 or ECON 2720

BUS 3980 (s) Internship (1-3 credits, max 6)

Student shall complete internship contract in consultation with area internship coordinator prior to enrolling for internship credit. Graded Pass/Fail.

Prereqs: Major in the Department of Business and Permission

BUS 4000 (s) Seminar (1-16 credits, max 99)

Credit arranged

BUS 4040 (s) Special Topics (1-16 credits, max 99)

Credit arranged

BUS 4290 Vandal Solutions (1-3 credits, max 10)

In this class, students learn business by doing business. Students will run a business that provides, for a fee, market research products to clients (both external and internal to the UI). Students will apply concepts learned in the business curriculum such as the selling process, the market research process, integrated marketing communications, marketing and business plans, human resource management, financial management, and cross-functional collaboration. Members of Vandal Solutions decide how profits generated are dispersed with the general guideline being that funds should be used to support student activities such as club activities, field trips, career planning, and scholarships. May involve field trips. Recommended Preparation: Junior standing. Typically Offered: Varies.

Prereqs: Permission

BUS 4900 Strategic Management (3 credits)

General Education: Capstone Experience

Capstone, integrative senior experience course focusing on the formulation and implementation of competitive strategy in both domestic and international contexts. Emphasizes approaches that executives take to provide ethical and strategic leadership to an organization as well as approaches used to achieve alignment of strategy with action across the various functional areas of the business. Application of strategy concepts in practice will be stressed. May involve evening exams.

Prereqs: MGT 3100, FIN 3010, MKTG 3210, BIA 3500, OM 3700; and ENGL 2070 or ENGL 2080 or ENGL 3130 or ENGL 3170 or PHIL 2010; and senior standing

BUS 4980 (s) Internship (1-16 credits, max 99)

Credit arranged

BUS 4990 (s) Directed Study (1-16 credits, max 99)

Credit arranged

BUS 5020 (s) Directed Study (1-16 credits, max 99)

Credit arranged

BUS 5040 (s) Special Topics (1-16 credits, max 99)

Credit arranged

BUS 5050 (s) Workshop (1-16 credits, max 99)

Credit arranged

BUS 5510 Managing Scientific Projects (3 credits)

Study of business principles needed to manage scientific projects with emphasis on accounting, financial, and scheduling concepts. Course topics include revenue and cost analysis, analysis of financial return, assessing project impact on financial statements, budgeting, project scheduling and capacity planning, risk management, and project control. Typically Offered: Summer.

BUS 5520 Management of Scientific Innovation (3 credits)

Study of business and economic principles needed to manage scientific innovation with emphasis on strategy, organizational leadership, and marketing concepts. Course topics include the role of innovation in strategy, the development of systems and processes that support innovation, the management of technical teams, the commercialization and regulation of scientific innovation, and the protection of intellectual property. Typically Offered: Spring.

BUS 5990 (s) Non-thesis Master's Research (1-16 credits, max 99)

Credit arranged. Research not directly related to a thesis or dissertation.

Prereqs: Permission