

BUSINESS (BUS)

BUS 190 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 200 (s) Seminar (1-16 credits)

Credit arranged

BUS 204 (s) Special Topics (1-16 credits)

Credit arranged

BUS 298 (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 P/F.

Prereqs: Major in the Department of Business and Permission

BUS 299 (s) Directed Study (1-16 credits)

Credit arranged

BUS 303 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 354 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, Summer, Spring.

Prereqs: STAT 251 or STAT 301; and MATH 143 or MATH 160 or MATH 170 or MATH 175 or MATH 275; ACCT 201; and ECON 201 and ECON 202, or ECON 272

BUS 398 (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 P/F.

Prereqs: Major in the Department of Business and Permission

BUS 400 (s) Seminar (1-16 credits)

Credit arranged

BUS 404 (s) Special Topics (1-16 credits)

Credit arranged

BUS 429 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.

Prereqs: Permission

BUS 490 Strategic Management (3 credits)

General Education: Senior 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 310, FIN 301, MKTG 321, MIS 350, OM 370; and ENGL 207 or ENGL 208 or ENGL 313 or ENGL 317 or PHIL 201; and senior standing

BUS 498 (s) Internship (1-16 credits)

Credit arranged

BUS 499 (s) Directed Study (1-16 credits)

Credit arranged

BUS 502 (s) Directed Study (1-16 credits)

Credit arranged

BUS 504 (s) Special Topics (1-16 credits)

Credit arranged

BUS 505 (s) Workshop (1-16 credits)

Credit arranged

BUS 551 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 552 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 599 (s) Non-thesis Master's Research (1-16 credits)

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

Prereqs: Permission