Business Administration Courses

BUAD 1001. Business Day 1. 3 cr. hrs.
An overview of the functions of a for-profit business concern. Students are exposed to the basic concepts of business such as accounting, economics, finance and budgeting, marketing and promotion, operations and the management of human resources. Students manage a simulated business concern and make decisions on issues such as pricing, employment, operations, promotions and ethical situations. Exploration of self-awareness, character development and leadership and how those elements factor into personal development as well as the performance of the business operation. Prereq: Admitted to the College of Business after January 2015.

Application of spreadsheets to identify, define and solve business problems to help support decision making. Students enhance analytical skills primarily through spreadsheet applications (formatting, logical functions, statistical functions and data analysis, charting, goal seek, etc.) Other business tools may be introduced. NOTE: Course should be taken during the first two semesters in the College of Business Administration. Prereq: Enrolled in the College of Business or declared business minor.

BUAD 1560. Introduction to Statistics and Business Analytics. 4 cr. hrs.
Introduction to statistical and business analytic methods used in the analysis of business decisions. Covers issues involving data and data collection, descriptive statistics and data visualization issues. Reviews the use of probability and probability distributions in business decisions. Introduction to sampling and sampling distributions, development of statistical estimation and statistical inference, including confidence intervals for means and proportions, analysis of variance, and various hypothesis tests. Develops correlation, simple linear regression and introduces simple time series analysis and decision analysis methods Prereq: MATH 1400 or MATH 1450; BUAD 1060, which may be taken concurrently or exemption.

SNC/UNC grade assessment; course does not fulfill requirements of any major in the College of Business Administration. Prereq: Enrolled in the College of Business Administration, cons. of progr. dir., cons. of Business Career Center.

SNC/UNC grade assessment; course does not fulfill requirements of any major in the College of Business Administration. Prereq: Soph. stndg., and enrolled in the College of Business Administration, cons. of progr. dir., cons. of Business Career Center, and cons. of Executive Assoc. Dean.

Introduces students to basic business concepts and practises with the goal of developing an understanding of the relationship between communication and the various business functions of corporations. Emphasizes the relationship between key corporate functions such as finance, marketing, sales, production, management, and information technology. Available only to students not enrolled in Business Administration. Prereq: Corporate Communications major.

BUAD 2100. Accounting and Finance Fundamentals for Non-Business Majors. 3 cr. hrs.
Fundamentals of accounting and finance for non-business students including how financial decisions affect the outcome of the business. Students become familiar with business terms and procedures including what constitutes revenues, expenses, assets, liabilities and owner’s equity. Students also learn the basics of financial statement analysis, cost structures including fixed, variable, breakeven analysis and overhead. Prereq: Not enrolled in the College of Business.

BUAD 2160. Foundations of Personal Finance: College Years and Beyond. 3 cr. hrs.
Introduction to the framework and tools for managing personal finance in college as well as post-graduation through retirement. Topics include financial values, budgeting, career choice and income, risk management and insurance, credit usage and major asset purchases. Includes discussions on investment portfolios, taxes, retirement plans and estate planning as well as ethical standards in financial decision-making. Emphasis is placed on the framework and methods to make personal financial decisions. Prereq: Not enrolled in the College of Business Administration.

BUAD 2986. Applied Business Learning Experience-Grading Period. 1 cr. hr.
S/U grade assessment; course does not fulfill requirements of any major in the College of Business Administration. Prereq: BUAD 1986, and enrolled in the College of Business Administration, cons. of progr. dir., cons. of Business Career Center.

BUAD 2987. Applied Business Learning Experience-Grading Period. 1 cr. hr.
S/U grade assessment; course does not fulfill requirements of any major in the College of Business Administration. Prereq: BUAD 1987, Soph. stndg. and enrolled in the College of Business Administration, cons. of progr. dir., cons. of Business Career Center, and cons. of Executive Assoc. Dean.

BUAD 2989. Applied Business Learning Experience - Work and Grading Period. 1 cr. hr.
S/U grade assessment. Does not fulfill requirements of any major in the College of Business Administration. Prereq: Enrolled in the College of Business Administration, cons. of progr. dir., cons. of Business Career Center.

BUAD 3089. Business and the Non-Profit Sector. 1-3 cr. hrs.
This course involves business service to a community non-profit organization and benefits the student by supplying direct sustained involvement with non-profit and social service organizations. Students will be expected to apply their business education, especially in their majors, to community and social issues. S/U grade assessment. Prereq: Enrolled in Business Administration and Jr. stndg; and cons. of instr.
**Other Business Courses**

**BUAD 3399. Applied Business Communication. 1-3 cr. hrs.**
Students apply written and oral communication skills in discipline-based competitions. Preparation includes analysis of the domestic and global financial markets. Presentation requires real-time application of critical thinking and problem solving skills. Prereq: Jr. stndg. and cons. of dept. ch.

**BUAD 3986. Internship Work Period. 0 cr. hrs.**
SNC/UNC grade assessment. Prereq: Soph. stndg., cons. of prog. dir. and cons. of internship dir.

**BUAD 3987. Internship Work Period. 0 cr. hrs.**
For students completing a full-time internship, with no other enrollment, during the fall or spring term. Allows students to remain in full-time status for deferment purposes, while completing the internship; however, there is no financial aid provided for this class. SNC/UNC grade assessment. Prereq: Cons. of prog. dir. and cons. of internship dir.

**BUAD 3988. Internship Work Period. 0 cr. hrs.**
For students completing a full-time internship during the spring or fall semesters, who enroll in no other courses that semester and who will enroll in courses in the subsequent semester, excluding summer. Allows students to maintain full-time student status for loan deferment and to qualify for full-time financial aid while completing the internship. Students completing a full-time Accounting internship should enroll in ACCO 3988. SNC/UNC grade assessment. Prereq: Jr. stndg.; cons. of prog. dir.; and cons. of internship dir.

**BUAD 4931. Topics in Business Administration. 1-3 cr. hrs.**
Topics vary. Prereq: Jr. stndg.

**BUAD 4953. Seminar in Business Administration. 3 cr. hrs.**
Prereq: Jr. stndg.

**BUAD 4986. Business Administration Internship - Grading Period. 3 cr. hrs.**
S/U grade assessment. Prereq: BUAD 3986, cons. of prog. dir. and cons. of internship dir.

**BUAD 4987. Business Administration Internship - Grading Period. 3 cr. hrs.**
S/U grade assessment. Prereq: Jr. stndg., cons. of prog. dir. and cons. of internship dir.

**BUAD 4988. Internship-Grading Period. 3 cr. hrs.**
For students who completed a full-time internship in the previous semester, excluding summer, and received full-time financial aid for the internship. The grading period is not financial aid eligible, but does count toward the full-time status for tuition and loan deferment purposes. S/U grade assessment. Prereq: BUAD 3988; cons. of prog. dir.; and cons. of internship dir.

**BUAD 4989. Internship - Work and Grading Period. 3 cr. hrs.**

**BUAD 4995. Independent Study in Business Administration. 1-4 cr. hrs.**
Prereq: Consent of Assistant Dean.

**Business Law Courses**

**BULA 3001. Legal and Ethical Environment of Business. 3 cr. hrs.**
A review of the legal and related ethical issues that commonly arise in the business environment, with emphasis on the American legal system and litigation, corporate responsibility, the changing nature of contracts and employment, torts and products liability, consumer law and business crimes. Prereq: Jr. stndg.

**BULA 3040. The Legal and Regulatory Environment of International Business. 3 cr. hrs.**
A review of the legal environment of international business and a comparative analysis of the legal principles, issues, conventions and competitive influences affecting international business activities as conducted by U.S. multinational enterprises when operating outside of the United States and by foreign multi-national enterprises when operating within the United States. Emphasizes legal aspects of international business transactions, jurisdictional issues, international trade law and agreements, international sales contracts, letters of credit and the Foreign Corrupt Practices Act. Prereq: Jr. stndg.

**BULA 4001. Business Law for Accounting. 3 cr. hrs.**
A review of the principles of law related to business organizations, with emphasis upon agency and employment, property law related to personal and real property, bailments, wills, trusts, estates, insurance, administrative law, corporate governance, legal compliance, professional responsibility, agency, contract law and UCC contract concepts, creditor-debtor law, bankruptcy, secured transactions, securities regulation, and creation, formation, and operation of business associations such as corporations and partnerships. Prereq: Jr. stndg.

**BULA 4931. Topics in Business Law. 3 cr. hrs.**
Prereq: BULA 3001.

**BULA 4953. Seminar in Business Law. 3 cr. hrs.**
Prereq: BULA 3001.

**BULA 4995. Independent Study in Business Law. 1-4 cr. hrs.**
Prereq: Consent of department chair.
Leadership Education Develop Courses

LEAD 1050. Foundations for Academic and Career Success. 0 cr. hrs.
Offers students the opportunity to develop business skills to enter into and excel within the business community. Students receive information on how to integrate business etiquette and introductory networking skills in their professional career. Students begin the process of creating a professional resume and receive information to better understand systems and resources available to them as students in the College of Business Administration and Marquette University as a whole. Prereq: Enrolled in the College of Business.

LEAD 2000. Career Planning and Application Strategies. 1 cr. hr.
Career readiness includes reflective self-knowledge, effective research strategies, targeted application materials and comprehensive search strategies. Students are presented with opportunities to learn and practice the skills needed to explore and identify career goals and pursue a job or internship search. Topics include resume and cover letter writing, interviewing, job/internship search strategies, informational interviews and networking. Prereq: Enrolled in Business Administration, Soph. stndg. and LEAD 1050 or exemption; BUAD 1060 or exemption, which may be taken concurrently; BUAD 1001, which may be taken concurrently.

LEAD 3000. Strategies for Entering the Business World. 1 cr. hr.
Strategies for entering the business world starts with first impressions. Preparing students to present themselves as professionals and how to network effectively is just the beginning. Students are required to participate in a practice interview with employers from the business field. Additional information is presented regarding graduate school opportunities (MS, MBA, Law, etc.); legal considerations for all business people; transitioning between jobs; company benefits; dressing for success; and budgeting with their first annual salary. Prereq: Enrolled in the College of Business Administration; Jr. stndg.; LEAD 2000; ACCO 1031 and CMST 2300 or COMM 1100 or COMM 1300, both of which may be taken concurrently.

Management Courses

MANA 3001. Behavior and Organization. 3 cr. hrs.
Behavior of people individually and in groups. Emphasizes organization environment, communication, motivation, supervision and productivity. Develops fundamentals of organization theory, structure and administration. Prereq: Soph. stndg.

MANA 3002. Business and Its Environment. 3 cr. hrs.
Overview of social, political and legal opportunities and constraints influencing business decision-making; social trends and underlying causes, including changes in population and income distribution and their business significance; patterns of change in political strength of identifiable groups on social, geographic and economic interest bases; antitrust, trade regulation and the legal system. Prereq: Jr. stndg.

MANA 3020. Introduction to Sport. 3 cr. hrs.
Examines leadership and management functions within various levels of sport organizations. Among other elements, examines leadership theory; organization types; governance; revenue streams; operational management; decision-making; and constituent relations. Students gain an understanding of sport as a business and its role within society. Includes readings, case studies, research and discussions.

MANA 3034. Negotiation. 3 cr. hrs.
Examines the art and science of negotiations with the aim of developing student's negotiation abilities. This development is achieved through readings, discussion, and active participation in negotiation exercises. Designed to complement the skills learned in other business courses. Representative negotiations to be completed in the course include salary negotiations, car and home purchases, customer contracts, vendor contracts, venture capital arrangements, and partnership agreements among others. Prereq: Jr. stndg.

MANA 3035. Diversity in Organizations. 3 cr. hrs.
Addresses the personal and managerial implications of diversity in organizations. The course will incorporate both a cognitive and experiential understanding of diversity and group differences. We examine demographic trends in the workforce, differentiate cultural practices and values among diverse groups, explore the concepts of social identity and privilege, and discuss strategies for dealing with discrimination and stereotyping. Prereq: Jr. stndg.

MANA 4010. Leadership, Motivation and Change. 3 cr. hrs.
Central issues in motivation and leadership at work, and applying theories and concepts of organizational behavior will be addressed. Specific issues may include theories of motivation, the impact of various reward structures, employee participation programs, the management of poor performers, and approaches to leadership. These topics are addressed from both theoretical and applied perspectives.

MANA 4040. International Management. 3 cr. hrs.

MANA 4100. Ethics in Sport Leadership. 3 cr. hrs.
Examines ethics in sports from the perspective of the individual, athletic administrator and sport industry as a whole. Issues addressed include sport as tool for peacemaking; competition and fair play; cheating; social aspects of sport; and other trending topics. Learn to examine and reflect upon multiple sides of ethical dilemmas and build capabilities for ethical decision making. Prereq: Jr. stndg. or dept. cons.

MANA 4101. Strategic Management. 3 cr. hrs.
Requires a knowledge of all functional areas. Broad involvement in management decision-making process. Integrates functional areas through analysis of actual business case histories and related readings. Class discussion and written reports. Management game used when appropriate. Prereq: Sr stndg. and FINA 3001, MANA 3001, OSCM 3001 and MARK 3001.
MANA 4931. Topics in Organizational Management. 3 cr. hrs.
Topics vary. Prereq: Jr. stndg.

MANA 4953. Seminar in Management. 3 cr. hrs.
Prereq: Jr. stndg.

MANA 4995. Independent Study in Management. 1-4 cr. hrs.
Prereq: Cons. of dept. ch.