Business BA Program Summary

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BUSN 499 Senior Seminar

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June 8th 2025

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The purpose of this paper is to detail four courses that I've taken as part of my Bachelor of Business (ACQB) program at AMU, which have directly impacted and further refined my own personal tool bag of skills and knowledge that I will apply to my career aspirations within government contracting and business development. I aim to become adept at negotiating contracts with government institutions and handling the tasks related to procurement and teams. The following courses illustrate my dedication to the principles of data-informed decision making, strategic vision, financial analysis, and successful team management—all critical abilities for achievement in this challenging industry.

MATH 302: Statistics

This program gave a strong grounding in descriptive and inferential statistics, probability, and other analyses. Though it has been tough in the beginning, once I conquered the topics, they became very beneficial in my future career. Use of MS Excel for statistical analysis further honed my knowledge of an   essential business application.

Course Objectives: Fulfilled and Application

Implement linear regression to model the relationship between two variables:** Demonstrated my capability in plying linear regression to infer the relationship among marketing spend and success rate for contract award, in a case study. This obviously goes hand in hand with my skill to see the key drivers that affect contract wins and maximize the use of resources in contracting and in the government. With my current (or new job), I can use this approach to assess past bid data and make an informed guess on the odds for future bids.

Predict a response for a level of the explanatory variable using linear regression:** Based on what I learned in CO13, I got to predict what the future value of a contract would be given variables like contract size and agency! This predictive capability is essential for planning budgets, allocating resources, and devising strategies. This will allow me to bid and manage resources financially responsibly.

Apply the Chi-Square test for goodness of fit to data, independence of variables, and homogeneity of population proportions: This helped me judge the reasonableness of assumptions and recognize statistically meaningful patterns in contract data. For instance, I might determine whether there is a significant difference in the time it takes to award a contract across the type of government agency.

Additional Objective Met: I became fluent in the concepts of averages and variances, which enabled me to analyze pricing data from contracts, in addition to identifying variances, outliers, and constructing a more competitive and accurate cost proposal. It's important when it comes to contracts and knowing what the market rates are

BUSN 410: Critical Thinking Strategies for Business Decisions:

This module has really improved my analytical and problem solving skills. The emphasis on logical decision-making, together with real-life case studies for analysis, gave me the necessary tools to address complex business problems. Analyze the process by which problems become formulated: I have become proficient at clearly defining problems, not just allowing the superficial issues to be solved, but identify root causes. This is essential to assess risk and to develop sound risk mitigation strategies during contract negotiations, particularly in government contracting. This is also helpful in the project planning process.

Implement critical thinking in problem solving: I gained the ability to see complicated issues, cut through confusion to identify the key elements relevant for decision, and recognize personal bias and potential conflicts. This ability is key when analyzing potential government offers, assessing the risks and building appropriate mitigation for these risks.

Utilize decision-making skill: I developed a level of proficiency in utilizing diversity of decision-making models e.g. cost-benefit analysis, decision trees etc. I can easily apply that skill to contract negotiation balancing cost, risk and potential reward to make informed decisions. Another objective was to Assess the ethical aspects of the decision:** This is particularly a critical factor in government contracting where ethical behavior is not an option. The training hammered home the necessity of transparency, impartiality and adherence to any and all relevant laws.

BUSN 235: Personal Finance: This course, although seemingly unrelated to government contracting, laid the financial ground work for my career. Not only is understanding personal finance principles the linchpin to managing budgets, evaluating risks and making wise choices financially --both personally and professionally, getting paid to write about such concepts is a form of rub. This is a crucial factor in terms of my career plan.

Financial Goal Setting and Personal Wealth Management Course set me up to outline and arrange financial goals, which are important for long-term career planning and making mature decisions in my own life and business. Credit Management: It is essential to grasp credit scores and managing the credit process during business transactions. Responsible credit use builds trust and trust is paramount when it comes government contracting. Buying Insurance: was another objective, Breaking down the different type of insurances and why we use them gives me the tools, knowledge and skill to understand risks for risk management on a bid or project.

nvesting Basics: This helps me in making better decisions when it comes to my personal life (and professional acquisitions), funnelling, for example, learnings in financial strategy to, amongst other things, evaluating long-term investments and contracts.

MGMT 101: Introduction to Supervision:

This class gave me a great foundation and leadership skills to manage employees at a business) I tend to work with multidisciplinary teams when working with government contracts, and the knowledge gained from this class will directly benefit me in my caree

Goal 1 Implementation was to identify on-duty personnel who have mastered key elements of positive and proactive communication skills for supervisors. I created communication techniques that enable people to feel motivated, learn from feedback, and solve conflicts in the workplace. In my position, negotiation, project management and staff management are vital to fruitful results. Another objective was to Identify potential resolution for different conflict situations: I learned how to manage team conflicts, negotiations, and managing the clients through the conflicts. Then our next objective was to emorize the difference between leading and managing leaders versus managers: This one was an eye opener about how to effectively balance both leadership and management. I recognize the balance between inspirational leadership and practical management in leading my team toward the goals we both share. Then we were asked ti Compare and contrast, using a case study-based approach of examination, when both leadership and managerial skills are necessary to be an effective supervisor: The course work application gave me the opportunity to apply leadership and managerial skills in a real-world environment which has allowed me to manage projects and teams in the challenging government contracting environment more effectively. Being able to modify leadership and management to

fit the occasion is priceless.

In summary, my studies at AMU gave me a well-rounded skill-set that directly intersects with my professional goals in government contracting. Now all that I have learned from these four courses, Statistics, Critical Thinking, Personal Finance, and Supervision, act as the strong footing upon which I will base my successful and empowering career. I believe that those skills combined with my work ethic and drive, will make me an invaluable contribution to your team