

BUSA 3500: Culture & International Business

3 Credit Hours

Prerequisite: 60 credit hours with a minimum GPA of 2.0, and Admission to the Coles College Undergraduate Professional Program OR student in a Coles College Partner Program that includes this course.

This course explores the cultural challenges of doing business in another country. It will focus on how to communicate, manage and lead individuals, conduct operations, and market products in countries with different languages, characteristics, customs, values and attitudes. Because this course is offered as a part of an education abroad program, special emphasis will also be placed on the culture of the designated country(ies).

BUSA 4150: Professionalism III: Post-Graduate Success

0 Credit Hours

Prerequisite: BUSA 3150 and Admission to the Coles College Undergraduate Professional Program.

This course is part of a program in Coles College, designed to introduce students to professionalism skills, knowledge, and attitudes necessary to succeed in the current business environment. In this course, students will fine-tune the skills required for post-graduation success.

BUSA 4490: Special Topics in Business Administration

1-3 Credit Hours

Prerequisite: 60 credit hours with a minimum GPA of 2.0, (Admission to the Coles College Undergraduate Professional Program or student in a Coles College Partner Program that includes this course), and approval of instructor and the Associate Dean for Undergraduate Business Programs.

Selected special topics of interest to faculty and students

BLAW 2200: Legal and Ethical Environment of Business

3 Credit Hours

Prerequisite: ENGL 1101

Covers torts, contracts, government regulation of business and the legal system. Also addresses ethical issues arising in business internal and external relationships.

BLAW 3400: Negotiation

3 Credit Hours

Prerequisite: BLAW 2200 with minimum grade of "C", 60 credit hours with a minimum GPA of 2.0, and (Admission to the Coles College Undergraduate Professional Program or student in a Coles College Partner Program that includes this course).

An examination of the theory and practice of negotiation. In addition to reviewing readings, students will participate in simulations and discuss negotiation cases to broaden their negotiating techniques.