

Information in Browse Course Catalog is subject to change. Information is term specific. Please refer to the appropriate term when searching for course content. Key to Course Descriptions may be found at: http://rcs.registrar.arizona.edu/course_descriptions_key.

BNAD 100: Language and Context of Business (1 unit)

Grading basis: Regular Grades

Career: Undergraduate

Course Components:	Lecture	Required
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Enrollment requirement: Major: ACCT, BMGT, BNAD, BNEC, FIN, MIS, MKTG, or PRBN.

Description: This course is designed to assist students to develop the strategies, skills, confidence, and organization necessary to be a successful student at the collegiate level and as a business-intended student. Topics discussed include current academic challenges, learning strategies, time management, communication skills, and problem solving.

Grading basis: Developmental No GPA: ABCDE

Career: Undergraduate

Course Components: Lecture Required

Enrollment requirement: Major: PRBN.

Success Course: Success Course

Description: Career Management in Business is a course based on the Cognitive Information Processing (CIP) theory for career problem solving and decision-making. The course is designed to inform students about career planning and management interventions and to accommodate students at difference levels of career decidedness. Career management involves more than just choosing and entering an occupation. It also includes a self-assessment of values, interests, and skills; an understanding of the steps in the career decision-making process; and knowledge of the necessary employable skills to obtain and retain a job. This purpose may be broken down into the following outcomes for the course.

Grading basis: Pass/Fail

Career: Undergraduate

Course Components:	Lecture	Required
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Success Course: Success Course

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 201: Topics and Careers in the Global Environment (3 units)

Description: The objective for this course is to introduce students to the field of international business, and provide background and skills necessary to pursue an international career, develop business relationships across cultures, and broaden the students' knowledge base in global issues.

Grading basis: Regular Grades

Career: Undergraduate

Course Components: Lecture Required

Recommendations and additional information: Must take before participating in International Business Certificate Program.

BNAD 203H: Special Topics in Honors Research (1 - 3 units)

Description: This course will provide students with introductory principles of research design and methodology within the management and social science fields. Students will be required to complete a research-based project on a topic related to an area in which they wish to conduct further research. Each student will present his or her project to the class. The basic research methodology covered will assist students in the preparation of a research prospectus for the honors senior capstone project.

Grading basis: Regular Grades

Career: Undergraduate

Course Components: Lecture Required

Equivalent to: BAD 203H

Enrollment requirement: Student must be active in the Honors College.

Honors Course: Honors Course

Honors Course: Honors Course

BNAD 211: Introduction to Digital Business (3 units)

Description: The knowledge workers of the 21st century must not only understand domain-centric information but also must be able to create actionable knowledge using analytical skills focused on creatively applying their problem solving and critical thinking.

Grading basis: Regular Grades

Career: Undergraduate

Course Components: Lecture Required

Course typically offered:

Main Campus: Fall, Spring

Field trip: none

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

Description: The purpose of this course is to expose students to the consulting industry and the career options in that field. The focus of the class is to familiarize students with the specific terminology used by actual practitioners, as well as give an opportunity to network with successful U of A alumni employed in consulting. Initially, the short-term goal of the course is to prepare students for an internship opportunity, while long-term goals should be to obtain a permanent position. The knowledge of the various invited speakers will be instrumental in making students competitive candidates. This course will help students develop the tools and skills needed to succeed in the Consulting industry.

Career: Undergraduate

BNAD 276: Statistical Inference in Management (3 units)

Description: This is a first course in business statistics, with an emphasis on techniques for data analysis and inference in management. Students are assumed to be familiar with basic descriptive statistics, probability theory, and probability distributions. Presentation of technical material is combined with hands-on analysis of data to aid managerial decision making. Meeting will be a mix of lecture and problem-solving. There are two objectives for the course. First, to develop a conceptual understanding of statistics and the role of data analysis in management. Second, to master the mechanics of applied statistics.

Career: Undergraduate

Equivalent to: ECON 276, MAP 276

Enrollment requirement: Pre-Requisite of MATH 113 or MATH 116 or MATH 122B, or MATH 125

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 277: Analytical Methods for Business (4 units)

Description: Corporations today are said to be data rich but information poor. For example, retailers can easily process and capture millions of transactions every day. In addition, the widespread proliferation of social and economic activity on the Internet leaves behind a rich trail of micro-level data on consumers, their purchases, interactions, retailers and their offerings, auction bidding, music sharing, so on and so forth. The business press, recruiters, and the companies that hire our students constantly tell us of the need for business people to manage very large data sets and use analytical modeling to achieve business results. This course will provide foundations of quantitative analyses to equip students with the necessary background to further develop their analytical skills in their business majors. It will focus on analysis of real business datasets in the context of business-related decision making. This course introduces and reinforces the concepts, methods, and applications of quantitative and statistical tools that are used by business decision makers. It will be taught as a sequel to BNAD 276, reviewing Statistics concepts and Single Linear Regression and moving to Multiple Linear Regression and other concepts that are useful to business analytics, such as visualization techniques and software. The course will have a heavy focus on hands-on analysis of real business datasets. It will use Excel and another business-relevant statistical package, such as SPSS or SAS.

Grading basis: Regular Grades

Career: Undergraduate

Course Components:	Laboratory	Required
	Lecture	Required

Enrollment requirement: BNAD 276

BNAD 291: Preceptorship (1 - 6 units)

Description: Specialized work on an individual basis, consisting of instruction and practice in actual service in a department, program, or discipline. Teaching formats may include seminars, in-depth studies, laboratory work and patient study.

Grading basis: Alternative Grading: S, P, F

Career: Undergraduate

Course Components:	Independent Study	Required
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Repeatable: Course can be repeated for a maximum of 6 units.

Equivalent to: BAD 291

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 293A: Business Administration Internship (1 - 3 units)

Description: Internship credit for students in the pre-professional phase of their BSBA/BSPA degree. Students must be business or public administration majors and have a 2.75 cumulative GPA or greater. Internships must be approved in advance by the Eller College Undergraduate Programs Office to qualify for BNAD293A credit. Credit does not fulfill any major requirements. Internship requirements include academic assignments and evaluation by supervisor and internship coordinator. Not open to Business Minors or students pursuing degrees other than BSBA/BSPA.

Grading basis: Alternative Grading: S, P, F

Career: Undergraduate

Course Components: Independent Study Required

Repeatable: Course can be repeated for a maximum of 6 units.

Equivalent to: BAD 293A

Recommendations and additional information: Consent of instructor only.

BNAD 301: Global and Financial Economics and Strategies (3 units)

Description: This is one of three upper division courses that is required to complete a business minor in the Eller College of Management under the Business Administration category. This is an applications based course which looks at the financial and economic operations of domestic and world markets. This course can not be used towards any business major degree.

Grading basis: Regular Grades

Career: Undergraduate

Course Components: Lecture Required

Equivalent to: BAD 301

Recommendations and additional information: ECON 200.

Enrollment requirement: Econ 200.

BNAD 302: Human Side of Organizations (3 units)

Description: This is one of three upper division courses that is required to complete a business minor in the Eller College of Management under the Business Administration category. This course is intended to provide an overview of organizational behavior, effective management skills, law and ethics in the workplace, and human relations. This course can not be used towards any business major degree.

Grading basis: Regular Grades

Career: Undergraduate

Course Components: Lecture Required

Equivalent to: BAD 302

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 303: Marketing Principles, Concepts and Tools (3 units)

Description: This is one of three upper division courses that is required to complete a business minor in the Eller College of Management under the Business Administration category. This course is intended to provide an overview of marketing concepts with attention to consumer behavior, ethics, international and nonprofit components. This course can not be used towards any business major degree

Grading basis: Regular Grades

Career: Undergraduate

Course Components:	Lecture	Required
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Equivalent to: BAD 303

BNAD 304: Survey of Finance (3 units)

Description: An introduction to finance which provides an overview of the different areas of finance, introduces students to career options in finance, and provides a foundation in the basic tools and techniques of finance. It also covers the impact of markets and institutions on businesses. This course is simply an introduction to financial topics. This is a web-based course, which means that students must be self-directed to be successful in mastering course requirements.

Grading basis: Regular Grades

Career: Undergraduate

Course Components:	Lecture	Required
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Equivalent to: BAD 304

BNAD 336: Leadership in Organizations (3 units)

Description: The objective of this class is to enhance students' understanding of what makes leaders effective in organizational settings. Most definitions of leadership suggest that effective leaders are those that: influence a group of individuals to achieve a common goal; improve the performance and attitudes of employees; motivate people to perform above and beyond the call of duty; and enhance organizational effectiveness. In this class, we will define leadership and leader effectiveness; explore the characteristics that influence leaders to emerge and be more effective; and identify the leader behaviors that research has found to be the most effective.

Grading basis: Regular Grades

Career: Undergraduate

Course Components:	Lecture	Required
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Also offered as: HNRS 336, MGMT 336, SGPP 336, SOC 336

Home department: Honors College

Enrollment requirement: Student must be active in the Honors College.

Honors Course: Honors Course

Honors Course: Honors Course

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 350: Global Business in Emerging Region (3 units)

Description: This course deals with the cultural, economic, political, legal, commercial, and social context in which multinational corporations, especially American businesses, operate in Emerging Regions. This includes consideration of factors that shape or reflect the operational realities of management and marketing in Emerging Regions.

Grading basis: Regular Grades

Career: Undergraduate

Course Components: Lecture Required

Enrollment requirement: Adv Stdg: Accounting, Business Management, Business Economics, Finance, Marketing, MIS, Ops Management, General Business or Entrepreneurship.

BNAD 391: Preceptorship (1 - 6 units)

Description: Specialized work on an individual basis, consisting of instruction and practice in actual service in a department, program, or discipline. Teaching formats may include seminars, in-depth studies, laboratory work and patient study.

Grading basis: Alternative Grading: S, P, F

Career: Undergraduate

Course Components: Independent Study Required

Repeatable: Course can be repeated for a maximum of 6 units.

Equivalent to: BAD 391

Enrollment requirement: Adv Stdg: Accounting, Business Management, Economics, Finance, Marketing, General Business, Management Information Systems, Operations Management, Criminal Justice, Entrepreneurship.

BNAD 393A: Internship in Business Administration (1 - 3 units)

Description: Internship credit for students who have achieved professional admission to the Eller College for their BSBA/BSPA degree. Students must be business or public administration majors and have a 2.75 cumulative GPA or greater. Internships must be approved in advance by the Eller College Professional Undergraduate Programs Office to qualify for BNAD393A credit. Credit does not fulfill any major requirements. Internship requirements include academic assignments and evaluation by supervisor and internship coordinator. Not open to Business Minors or students pursuing degrees other than BSBA/BSPA.

Grading basis: Alternative Grading: S, P, F

Career: Undergraduate

Course Components: Independent Study Required

Repeatable: Course can be repeated for a maximum of 6 units.

Equivalent to: BAD 393A

Enrollment requirement: Adv Stdg: Accounting, Business Management, Business Economics, Finance, Marketing, MIS, Ops Management, General Business or Entrepreneurship.

Student Engagement Activity: Professional Development

Student Engagement Competency: Professionalism

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 399: Independent Study (1 - 6 units)

Description: Qualified students working on an individual basis with professors who have agreed to supervise such work.

Grading basis: Alternative Grading: S, P, F

Career: Undergraduate

Course Components: Independent Study Required

Equivalent to: BAD 399

Enrollment requirement: Adv Stdg: Accounting, Business Management, Business Economics, Finance, Marketing, MIS, Ops Management, General Business or Entrepreneurship.

BNAD 449: International Business Environments (3 units)

Description: Study of the widely-varying social, political, cultural and economic factors which make up different countries' unique business environments.

Grading basis: Regular Grades

Career: Undergraduate

Flat Fee: \$1200

Other Fee: This course is pending a course fee review from ABOR and the fee is subject to change if approved.

Course Components: Lecture Required

Equivalent to: BAD 449, ECON 449

Recommendations and additional information: ECON 300 or ECON 361.

Enrollment requirement: Adv Stdg: International Business.

Student Engagement Activity: Intercultural Exploration

Student Engagement Competency: Global and Intercultural

BNAD 450: Principles of International Business (3 units)

Description: Study of corporate interactions in an international business environment. Involves practical experience in actual business settings.

Grading basis: Regular Grades

Career: Undergraduate

Course Components: Lecture Required

Equivalent to: BAD 450

Enrollment requirement: Adv Stdg: Accounting, Business Management, Business Economics, Finance, Marketing, MIS, Ops Management, General Business or Entrepreneurship.

Student Engagement Activity: Intercultural Exploration

Student Engagement Competency: Global and Intercultural

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 451: Emerging Market Connections (3 units)

Description: The objective of this course is to study global emerging markets and familiarize students with cultural aspects of these emerging economies and their relation to business. Study will include a combination of on-campus classes and lectures and a study tour to a foreign country.

Grading basis: Regular Grades

Career: Undergraduate

Course Components: Lecture Required

Repeatable: Course can be repeated a maximum of 2 times.

Co-convened with: BNAD 551

Recommendations and additional information: ECON 200. All students should have a valid passport before classes begin.

Field trip: 2 1/2 week trip to India or China.

Enrollment requirement: Adv Stdg: Accounting, Business Management, Economics, Finance, Marketing, General Business, MIS, Operations Management, International Business, Entrepreneurship.

BNAD 493L: Legislative Internship (1 - 12 units)

Description: Working experience at the Arizona State Legislature; responsibilities draw upon student's area of major expertise and include preparing written and oral reports, summarizing legislative proposals, and providing information to legislators and legislative committees.

Grading basis: Alternative Grading: S, P, F

Career: Undergraduate

Course Components: Independent Study Required

Repeatable: Course can be repeated a maximum of 99 times.

Equivalent to: BAD 493L

Enrollment requirement: Adv Stdg: Accounting, Business Management, Economics, Finance, Marketing, General Business, Management Information Systems, Operations Management, Criminal Justice, Entrepreneurship.

BNAD 496H: Honors Seminar (1 - 3 units)

Description: The development and exchange of scholarly information, usually in a small group setting. The scope of work shall consist of research by course registrants, with the exchange of the results of such research through discussion, reports, and/or papers.

Grading basis: Regular Grades

Career: Undergraduate

Course Components: Seminar Required

Equivalent to: BAD 496H

Enrollment requirement: Adv Stdg: Accounting, Bus Management, Bus Economics, Finance, Marketing, MIS, Ops Management, Gen Business, or Entrepreneur. Honors active.

Honors Course: Honors Course

Honors Course: Honors Course

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 496Z: University Management (3 units)

Description: This is an applied consulting class. This course will be provided to give students an insight into the inner-workings of the university, while demonstrating methods of improvement applicable to individual colleges. Course may count as a Business Management Major Elective. Please see the Business Management Advisor for substitution.

Grading basis: Regular Grades

Career: Undergraduate

Course Components: Seminar Required

Repeatable: Course can be repeated a maximum of 3 times.

Equivalent to: BAD 496Z, MAP 496Z, MGMT 496Z

Also offered as: MGMT 496Z

Enrollment requirement: Adv Stdg: Accounting, Business Management, Business Economics, Finance, Marketing, MIS, Ops Management, General Business or Entrepreneurship.

Student Engagement Activity: Leadership

Student Engagement Competency: Innovation and Creativity

BNAD 498: Senior Capstone (1 - 3 units)

Description: A culminating experience for majors involving a substantive project that demonstrates a synthesis of learning accumulated in the major, including broadly comprehensive knowledge of the discipline and its methodologies. Senior standing required.

Grading basis: Regular Grades

Career: Undergraduate

Course Components: Independent Study Required

Equivalent to: BAD 498

Enrollment requirement: Adv Stdg: Accounting, Business Management, Business Economics, Finance, Marketing, MIS, Ops Management, General Business or Entrepreneurship.

BNAD 500A: Eller Employment Strategies (1 unit)

Description: First course of 2 course series designed to support students with internship and career development activities.

Grading basis: Regular Grades

Career: Graduate

Course Components: Lecture Required

Repeatable: Course can be repeated a maximum of 2 times.

BNAD 500B: Advanced Eller Employment Strategies (1 unit)

Description: To introduce the student to the basic elements of career development and how to conduct a successful job search. Students are expected to develop and apply the knowledge and skills useful for a job search. The course will involved class discussion, individual and group exercises and some lecture.

Grading basis: Regular Grades

Career: Graduate

Course Components: Lecture Required

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 501: Leadership and Teams (4 units)

Description: Success requires much more than expertise in your field. Leadership in the 21st century requires developing a vision and driving your organization to excel through clear strategic goal-setting and execution. This module provides an integrated leadership framework for organizational success, combining leadership and team building strategies to provide the participants with actionable ideas they can implement immediately.

Grading basis: Regular Grades

Career: Graduate

Course Components:	Lecture	Required
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Course typically offered: Phoenix Campus: Fall

BNAD 502: Performance of the Firm (4 units)

Description: This module examines financial statements within a conceptual framework of accounting with attention to the inherent strengths and limitations of reported financial information and its use as input to business decisions. Participants gain exposure to the fundamentals of capital structure alternatives, reporting and disclosure issues, liability identification, equity development and key measures for managing organizational performance as they relate to competitive strategy.

Grading basis: Regular Grades

Career: Graduate

Course Components: Lecture Required

Course typically offered: Phoenix Campus: Fall

BNAD 503: Customer Value Proposition (4 units)

Description: Course focuses on growing a profitable enterprise by understanding how to identify, evaluate, and manage key components of the Customer Value Proposition.

Grading basis: Regular Grades

Career: Graduate

Course Components: Lecture Required

Course typically offered: Phoenix Campus: Fall

BNAD 504: The Competitive Landscape (4 units)

Description: Modern businesses face a range of strategic imperatives: exploit evolving technologies, implement new combinations of virtual and physical activities, and optimize value chains. In this module, executives examine the critical strategic and economic issues inherent in today's traditional and electronic marketplaces, identifying barriers to success, learning techniques for distilling complex business challenges, and exploring methods for combining economic principles with current research for sound corporate strategies.

Grading basis: Regular Grades

Career: Graduate

Course Components: Lecture Required

Course typically offered: Phoenix Campus: Spring

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 505: Strategic Innovation (4 units)

Description: This module will examine the innovation process including the development of the business case necessary for achieving success in the market. In the course of the module students either individually or in teams will be expected to define the scope, timelines and milestones for completing their project during the remaining modules of the program. In addition, they will apply the learning from this module to plan a product or service introduction from their assigned company.

Grading basis: Regular Grades

Career: Graduate

Course Components:	Lecture	Required
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Course typically offered: Phoenix Campus: Fall

BNAD 507A: Strategic Operations and Technology (4 units)

Description: For most enterprises, Information Technology (IT) is a core component, even strategic, in its operation. It is imperative that the global manager, regardless of role, understand the vocabulary and key concepts of IT, the IT value proposition, and how to effectively align IT with the overall enterprise. The course is targeted to the executives that, as part of their career, will interact with information technology and be involved in its use and selection. They may also have information technology functions as part of their current and future organizations. This course takes the point of view of these executives. To be successful, these managers have to also understand the point of view of those managing the IT operations. This course therefore provides insights into the role of IT managers.

Grading basis: Regular Grades

Career: Graduate

Course Components: Lecture Required

Course typically offered: Phoenix Campus: Summer

BNAD 509A: Business Law, Governance, and Corporate Ethics (3 units)

Description: Organizational leaders must be able to navigate the complex legal environment and fully understand the role of corporate governance in stakeholder relationships, strategic planning, and corporate performance. At the same time, today's attention to the social impact of business has made ethics more important to organizational success than at any time in recent history. Module 11 combines these topics to explore the interplay of law, stakeholder interests, corporate ethics, financial performance, and social return on investment.

Grading basis: Regular Grades

Career: Graduate

Course Components: Independent Study May Be Offered

Lecture	Required
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Course typically offered: Phoenix Campus: Summer

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 510: Foundations of Business for Scientists (3 units)

Description: Foundation of Business for Scientists course will focus on topics of fundamental macro-economics, project development and management, business and organizational modeling, decision analysis and communication/presentation skills.

Grading basis: Regular Grades

Career: Graduate

Course Components: Lecture Required

Course typically offered:

Main Campus: Fall

BNAD 511: Global Business Perspectives (6 units)

Description: The permeability of geographic boundaries, migration of labor and capital, and unprecedented access to information has created a global market that is increasingly competitive. Today's leaders face a multitude of opportunities and challenges in the international landscape: fluctuating exchange rates, evolving demands in new markets, and consumer trends in transitioning economies around the globe. Combining an international trip to a dynamic part of the world with varied class activities, this module delivers immediate skills for leadership in international markets.

Grading basis: Regular Grades

Career: Graduate

Course Components: Lecture Required

Course typically offered:

Main Campus: Spring

Phoenix Campus: Fall

BNAD 512A: Managing Human Capital in Changing Organizations (3 units)

Description: An organization's success relies on continually assessing current capabilities and identifying gaps in key areas. This module covers methods for managing people in an organization during times of organizational change to create a high-performance work system and sustained culture of innovation. Additionally, executives explore means for developing people, leveraging diversity, managing talent, and aligning the organization.

Grading basis: Regular Grades

Career: Graduate

Course Components: Lecture Required

Course typically offered: Phoenix Campus: Fall

-SA represents a Student Abroad & Student Exchange offering

-**CC** represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

Description: This course will focus exclusively on key economic and competitive factors impacting national and industrial sector performance in an increasingly global and volatile marketplace. We will consider concepts and discuss examples that will assist students in grasping the complexities and dynamism of the global business environment. These concepts will include, but will not be limited to, the impact of foreign exchange markets on global transactions, the critical role played by international trade, effective management in the volatile environments of emerging markets, and managing across geographical, cultural, and ethical distance. This course seeks to globalize the lens through which students view business. We will consider a variety of perspectives and we will focus on various geographic regions, including the BRIC countries and Europe.

Career: Graduate

Course typically offered:

Main Campus: Spring

Online Campus: Spring

Phoenix Campus: Spring

Description: Career Management is designed to provide MBA students with the knowledge, resources, and tools needed to navigate and manage their MBA-level career search. This course applies career management theories, methods, and best practices to empower students to successfully manage their career now and in the future. Focus will be given to resume and cover letter writing, personal branding, networking, interview skills, and job search techniques.

Career: Graduate

Course typically offered:

Main Campus: Fall, Spring, Summer

Online Campus: Fall, Spring, Summer

Phoenix Campus: Fall, Spring, Summer

Description: Quantitative skills and Microsoft Excel basics.

Career: Graduate

Course typically offered:

Main Campus: Fall, Spring

Phoenix Campus: Fall, Spring

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 520E: Project Management (1 unit)

Description: This MBA course emphasizes the importance of applying project management (PM) concepts, techniques, and tools designed to improve the success of projects and organizational endeavors across a variety of disciplines and industries. The course will address the 9 project management (PM) "body of knowledge" (BOK) areas with particular emphasis on project SCOPE management, project TIME management, project COST management, and project QUALITY management. The 5 PM "process" phases of project initiation, planning, execution, monitoring and closure are interweaved with the 9 PM BOK areas of knowledge. Course requirements include a team-based PM Project assessment of a past or ongoing organizational project using MS Project software. This PMI (Project Management Institute) certified course will qualify for project management educational units for eligibility towards the PMP certification exam.

Grading basis: Regular Grades

Career: Graduate

Course Components:	Lecture	Required
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Repeatable: Course can be repeated a maximum of 2 times.

Course typically offered:

Main Campus: Spring

Phoenix Campus: Spring

BNAD 523: Business Law (2 units)

Description: Law permeates virtually all aspects of business, and thus a basic understanding of business law is critical for managers. In that regard, this course introduces students to the fundamentals of contract law, corporate law, securities regulation, employment law, mergers and acquisitions law, and property law. We will cover the principal legal rules and issues in these areas and discuss how they impact business operations and transactions.

Grading basis: Regular Grades

Career: Graduate

Course Components:	Lecture	Required
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Course typically offered:

Main Campus: Spring

Online Campus: Spring

Phoenix Campus: Spring

-SA represents a Student Abroad & Student Exchange offering

-**CC** represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 551: Emerging Market Connections (3 units)

Description: The objective of this course is to study global emerging markets and familiarize students with cultural aspects of these emerging economies and their relation to business. Study will include a combination of on-campus classes and lectures and a 2 1/2 week study tour to a foreign country. Proposed countries: India, China. Graduate-level requirements include additional research and submission of an exhaustive paper on 'The impact of Business with the Country of Focus on the United States'. Particular emphasis should be on the following: jobs in the IT sector, outsourcing, changing landscape of the American labor market in terms of skills needed.

Grading basis: Regular Grades

Career: Graduate

Course Components: Lecture Required

Repeatable: Course can be repeated for a maximum of 6 units.

Co-convened with: BNAD 451

Course typically offered:

Main Campus: Fall, Spring, Summer

Recommendations and additional information: ECON 200. All students should have a valid passport before classes begin.

Field trip: 2 1/2 week trip to India or China.

BNAD 565: Health Care Law (2 units)

Description: This course is intended to introduce graduate students in business to current and foundational issues in law and ethics that impact businesses and nonprofit organizations in the healthcare sector. The course will introduce principles and theories of law as they relate to the delivery, management, administration, and regulation of health care, in order to assist students in sound clinical and business decision making.

Grading basis: Regular Grades

Career: Graduate

Course Components: Lecture Required

Course typically offered:

Main Campus: Fall, Spring, Summer

Online Campus: Fall, Spring, Summer

Phoenix Campus: Fall, Spring, Summer

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 566: Health Care Technology (2 units)

Description: This IT survey course will provide the MBA candidate with an overview of the technology issues and challenges within health care. Inclusive will be discussions around electronic medical records, the impacts around CMS policies and regulations on the health care technology environment, understanding the impacts of security, compliance, privacy and cybersecurity, the 'Internet of things' as it is related to medical devices in the caregiving environment, as well as the significant challenges in managing large quantities of data. The course will also be 'modern' and provide extra emphasis on the consumerization of health care as well as a bigger focus on ambulatory clinical care and wellness.

Grading basis: Regular Grades

Career: Graduate

Course Components: Lecture Required

BNAD 593A: Internship (1 - 3 units)

Description: Specialized work on an individual basis, consisting of training and practice in actual service in a technical, business, or governmental establishment.

Grading basis: Alternative Grading: S, P, F

Career: Graduate

Course Components: Independent Study Required

Repeatable: Course can be repeated for a maximum of 3 units.

Course typically offered:

Main Campus: Fall, Spring, Summer

BNAD 593B: International Internship (1 - 3 units)

Description: This is a 1-3 credit course that involves MBA students engaging companies in Mexico with assistance from the Mexican Government.

Grading basis: Alternative Grading: S, P, F

Career: Graduate

Course Components: Independent Study Required

Repeatable: Course can be repeated for a maximum of 3 units.

BNAD 594A: Business Simulation (2 units)

Description: Students participate in a multi-semester computerized simulation of a business enterprise. This involves forming teams which then become the companies that operate in the simulated business industry. Each team must identify market opportunities, competitive threats, and resource requirements. The teams then design, produce, and market simulated products which best serve the market needs in a manner that surpasses competitive offerings. Students learn strategy analysis and development techniques, team building and leadership skills, and effective communication practices.

Grading basis: Alternative Grading: S, P, F

Career: Graduate

Course Components: Independent Study Required

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 594B: Applied Research Project (1 - 5 units)

Description: Under direct supervision of a faculty member, students must design and complete a project that integrates their masters level coursework with an existing business problem to produce an effective solution. The project can take up to 3 semesters to complete and involves the following stages: problem definition; project design; project implementation. The net result is a project which utilizes the student's coursework acquired knowledge in developing a solution to a problem with a real business application. Students must enroll for 2 units of credit for fall and spring semesters and 1 unit for summer, for a total of 5 credit hours. Grade will be given after all 5 units are completed. In addition to direct supervision by a faculty member, students will meet regularly with the dean of the MBA program regarding the status of their project.

Grading basis: Alternative Grading: S, P, F

Career: Graduate

Course Components: Independent Study Required

BNAD 596A: Topics in Business and Leadership (1 - 3 units)

Description: Module 12 introduces participants to advanced topics in management and organizational leadership as well as current, relevant research from a range of disciplines and domains. Guest experts will share information, answer questions, and moderate class discussions in two- to four-hour seminars. The course will be offered in Executive and Evening MBA programs, with units varying by the contact hours per program.

Grading basis: Regular Grades

Career: Graduate

Course Components: Seminar Required

Course typically offered:

Main Campus: Summer

Phoenix Campus: Summer

BNAD 596C: Global Business Experience (2 units)

Description: This course will expose students to a variety of international business perspectives, including, economic, social, political and cultural, through a 7-10 day trip to a particular world region. Students will pay the travel expenses with the special course fee.

Grading basis: Regular Grades

Career: Graduate

Flat Fee: \$4800

Course Components: Seminar Required

Repeatable: Course can be repeated a maximum of 2 times.

Course typically offered:

Main Campus: Fall

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 596E: Global Business Perspectives (2 - 3 units)

Description: This course will provide students exposure on some of the economic, political, competitive and financial conditions impacting national and industrial sector performance in an increasingly global and volatile marketplace. The course will illustrate business concepts using an experiential model in which students travel to a particular region of the world for a 10-day trip.

Grading basis: Regular Grades

Career: Graduate

Flat Fee: \$3100

Course Components: Seminar Required

Repeatable: Course can be repeated a maximum of 2 times.

Course typically offered:

Main Campus: Fall

BNAD 597A: Eller Business Consulting (3 units)

Description: This course aims to give students the chance to apply curriculum skills acquired in their graduate program to consulting projects with a live client. Teams of several graduate students will finalize scope, plan and execute a project for an organization to deliver value to them. Teams will have support from the Eller Business Consulting department, the BCOM department, and a faculty member who is a relevant subject matter expert. The learning objectives include (a) learning how companies make decisions in real, time-constrained, often politically charged environments, (b) applying skills and knowledge gained from the classroom to a business situation or problem, (c) learning and using project and client management skills and (d) communicating findings and recommendations in a professional manner.

Grading basis: Regular Grades

Career: Graduate

Course Components: Workshop Required

Course typically offered:

Main Campus: Spring

Recommendations and additional information: This course is available to Eller Graduate students.

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 597B: MBA Advanced Field Projects (3 - 4 units)

Description: The goal of this course is to provide second year MBA students, along with M.S. and Ph.D. students from colleges of science and engineering, with an advanced, multi-disciplinary consulting experience that utilizes and builds upon the skills acquired in BNAD 597A. This advanced field project enriches the Eller MBA experiential learning component, providing students with the opportunity to engage in an advanced consulting project as part of the 2nd year curriculum. An inter-disciplinary approach will be taken with regard to team formation, combining 2nd year MBA students with M.S. and Ph.D. students from colleges of science and engineering, whose interests and expertise are directly applicable to the project scope.

Grading basis: Regular Grades

Career: Graduate

Course Components: Workshop Required

Repeatable: Course can be repeated a maximum of 4 times.

Course typically offered:

Main Campus: Fall

Recommendations and additional information: Consent of instructor. Graduate students only.

Field trip: One or more field trips will be required

BNAD 597C: Communication for Consultants (1 - 2 units)

Description: Students participating in the Field Work Project will have the ability to attend a series of workshops, lectures and individual feedback sessions designed to maximize the success of the deliverables associated with their Field Work Projects. This course will be a dual offering, a required one unit credit for the traditional MBA student who has indicated the need for additional soft skills support based on exit measures from MGMT 510. Additionally, the course will be offered as a 2 unit course for Evening MBA students who wish to take a Business Communication elective OR who are dually enrolled in Field Work Projects (BNAD 597A) and have not taken MGMT 510.

Grading basis: Regular Grades

Career: Graduate

Course Components: Workshop Required

Course typically offered:

Main Campus: Fall, Spring

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.

BNAD 599: Independent Study (1 - 6 units)

Description: Qualified students working on an individual basis with professors who have agreed to supervise such work. Graduate students doing independent work which cannot be classified as actual research will register for credit under course number 599, 699, or 799.

Grading basis: Alternative Grading: S, P, F

Career: Graduate

Course Components: Independent Study Required

Course typically offered:

Main Campus: Fall, Spring

Online Campus: Fall, Spring

Phoenix Campus: Fall, Spring

BNAD 699: Independent Study (1 - 3 units)

Description: Qualified students working on an individual basis with professors who have agreed to supervise such work. Graduate students doing independent work which cannot be classified as actual research will register for credit under course number 599, 699, or 799.

Grading basis: Alternative Grading: S, P, F

Career: Graduate

Course Components: Independent Study Required

Repeatable: Course can be repeated a maximum of 99 times.

BNAD 900: Research (1 - 4 units)

Description: Individual research, not related to thesis or dissertation preparation, by graduate students.

Grading basis: Alternative Grading: S, P, F

Career: Graduate

Course Components: Independent Study Required

Repeatable: Course can be repeated a maximum of 99 times.

BNAD 920: Dissertation (1 - 9 units)

Description: Research for the doctoral dissertation (whether library research, laboratory or field observation or research, artistic creation, or dissertation writing).

Grading basis: Alternative Grading: S, P, F

Career: Graduate

Course Components: Independent Study Required

Repeatable: Course can be repeated a maximum of 99 times.

-SA represents a Student Abroad & Student Exchange offering

-CC represents a Correspondence Course offering

May Be Offered Departments may offer this component in some semesters. See the Schedule of Classes for term-specific offerings.