

# BUSINESS ADMINISTRATION (BUAD)

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## **BUAD 1211. PGA/PGM Professional Development Seminar. 2 Hours.**

This course is designed to guide students through the completion of the Level 1 materials of the PGA of America Professional Golf Management Program. This course is only available to students enrolled in the PGA/PGM program. The course may be repeated for a maximum of 8 academic credit hours. Course Equivalents: BUAD 1011, BUAD 1111 .

## **BUAD 1301. Introduction to Business Careers. 3 Hours. [TCCN: BUSI 1301]**

Students are provided a survey of all the major business disciplines with an emphasis on helping define career objectives and supporting academic interest areas as well as an overview of what is involved in accounting, marketing, management, legal aspects of business, economics and finance. This course is an ideal choice for any students wanting to learn of opportunities in business and how to pursue them. The course is not open to business majors with junior or senior standing.

## **BUAD 2189. Pga/Pgm Internship. 1 Hour.**

A course is designed to provide the student with an initial opportunity to apply academic skills in a practical work environment as required to complete the PGA/PGM Program. (See Internship Coordinator prior to enrolling.) All internships must be approved in advance in order to receive credit. The course may be repeated for a maximum of 2 hours of academic credit and is only available to students enrolled in PGA/PGM program.

## **BUAD 2321. Design and Presentation of Business Projects. 3 Hours.**

The focus of this course is designing and delivering effective business presentations. Topics may include planning, developing, organizing, and delivering business presentations. Students will design/develop effective visual aids that will be used in their business presentations using computer-assisted software.

**Prerequisite:** 30 hours.

## **BUAD 3189. Pga/Pgm Internship III. 1 Hour.**

A course designed to provide the student with additional opportunity to apply academic skills in a practical work environment as required to complete the PGA/PGM Program. (See Internship Coordinator prior to enrolling.) All internships must be approved in advance in order to receive credit. The course is only available to students enrolled in PGA/PGM program.

## **BUAD 3269. Advanced PGA/PGM Professional Development Seminar. 2 Hours.**

This course is designed to guide students through the completion of the Levels 2 and 3 materials of the PGA of America's Professional Golf Management Program. This course is only available to students enrolled in the PGA/PGM program. The course may be repeated for a maximum of 6 academic credit hours. Course Equivalents: BUAD 3069, BUAD 3169 .

## **BUAD 3301. Business Legal Environment. 3 Hours.**

Students cover legal environment from a "preventive law", practical perspective. Specific subjects may include: Litigation, Alternative Dispute Resolution, Torts, Business Organizations, Real and Personal Property Law. Students are provide an introduction to Environmental Law, Consumer Law, Securities Law, Human Resources Management Law (Labor Law), and Marketing Law (Anti-Trust). Course Equivalents: BUAD 2301 .

## **BUAD 3335. Business Communication. 3 Hours.**

Students develop skills required to use communications as a business tool and a personal skill with emphasis on the logical development of routine, written messages, and reports.

**Prerequisite:** ENGL 1302 and 42 hours.

## **BUAD 3336. Successful Workplace Relations. 3 Hours.**

This course is designed to provide the foundation for the development of successful workplace relationships. The course includes an overview of social and emotional intelligence skills that are most commonly used by successful business professionals. Skills are introduced for managing personal ethics, conflict, and trust, which are essential for managing and leading in the business environment. Credit: 3. Course Equivalents: BUAD 4348 .

## **BUAD 3337. Artificial Intelligence for Business Communication. 3 Hours.**

Students apply artificial intelligence (AI) tools for communicating in business situations and explore the ethical and practical considerations of using these technologies.

**Prerequisite:** BUAD 3335 and 42 Credit Hours.

## **BUAD 3338. Entrepreneurial Law. 3 Hours.**

Students examine the major legal issues confronting entrepreneurs and owners of small businesses. The course presents an overview of the legal issues, strategies and documents required to start a new business, raise capital and manage legal and civil liability. An assortment of legal documents, such as employment contracts, sales contracts, insurance contracts, and shareholder agreements will be examined. Procedures to protect intellectual property will also be addressed.

## **BUAD 3345. Entrepreneurship I - Startup. 3 Hours.**

Students are provided an overview of theories of entrepreneurship, the process of creating wealth, and public policies that encourage new venture formation and economic growth.

**BUAD 3355. Business Law. 3 Hours.**

The focus of this course is on areas of modern commercial law as needed by business professionals in conducting business transactions in buying and selling goods and services. Common Law Contracts and negotiation strategies are presented. Students exam the Uniform Commercial Code includes Sales Law, Leasing, Commercial Paper - Negotiable Instruments, Commercial Storage and Distribution of Goods, and Transfer of Securities. Creditor?s rights and U.S. Federal Bankruptcy Code are also covered.

**BUAD 3357. Financial Compliance and Regulations. 3 Hours.**

Students explore current financial and banking industry regulations critical to effective financial and banking management with an emphasis placed on how to create a compliance program that is in accordance with both state and federal regulatory agencies.

**Prerequisite:** Junior standing.

**BUAD 3360. Human Resources Management Law. 3 Hours.**

This course is designed for students who are seeking management positions and human resource management specialists. Students study employment law with particular emphasis on Federal Laws on discrimination, compensation and promotion issues, worker safety, and employment benefits. Taught from a ?preventive law? perspective, students acquire skills needed to keep abreast of the changing legal environment for employers and employees. Sexual harassment, affirmative action, workers compensation, worker safety and practical overview of employment manuals and procedures provide valuable information for future employees, managers or business owners.

**Prerequisite:** 42 credit hours.

**BUAD 3365. Real Estate Law. 3 Hours.**

Students examine the legal aspects of real estate, including the legal principles and legal instruments used in real estate transactions.

**Prerequisite:** 42 credit hours.

**BUAD 3370. Cyberlaw & E-Commerce Regulation. 3 Hours.**

Students explore the legal aspects and regulation of content creation, social and digital marketing, e-commerce, intellectual property, online communication, digital privacy, and legal obligations and liability stemming from cybersecurity risk and compliance. Students apply these concepts to the complete business life cycle - from idea ot operation to dissolution - while examining the legal and ethical issues affecting the online presence of businesses.

**Prerequisite:** 42 Credit Hours.

**BUAD 3375. Entrepreneurial Sales. 3 Hours.**

In this dynamic course, students delve into the practical and tactical aspects of a business founder - selling their vision to investors, prospective employees, and strategic partners within a sophisticated marketplace. Students engage in project-driven fieldwork both on and off campus, simulating the uncertainty inherent in entrepreneurship. Students think creatively, collaborate, and hone their sales prowess.

**Prerequisite:** 42 Credit Hours.

**BUAD 3380. Ethics for Business Executives. 3 Hours.**

Students examine ethical problems in business and the foundations for decisions involving ethical issues. Students identify ethical decision making with regard to fiduciary obligations, use of corporate resources, organizational culture, insider trading prohibitions, legal compliance obligations, whistleblowers, plant closures and leveraged buyouts, company loyalty and conflicts of interest as they impact the decision process in the functional areas of business.

**Prerequisite:** 42 Credit Hours.

**BUAD 4080. Independent Study. 1-3 Hours.**

An opportunity for the student to design a course, perhaps on a topic not offered or to more deeply investigate a subject of personal interest. A faculty member will be teamed up on a one-to-one basis to customize a project. Variable Credit (1 to 3). Course Equivalents: BUAD 4380

**Prerequisite:** Consent of the department chair.

**BUAD 4085. Special Topic. 1-3 Hours.**

This course of faculty-led study is designed to provide undergraduate students exposure to new General Business topics and concepts in a course setting. Variable Credit (1 to 3). Course Equivalents: BUAD 4385 .

**BUAD 4289. Pga/Pgm Internship IV. 2 Hours.**

A course designed to provide the student with an opportunity to apply advanced academic skills in a practical work environment as required to complete the PGA/PGM Program. (See Internship Coordinator prior to enrolling.) The course is only available to students enrolled in PGA/PGM program.

**BUAD 4300. Social Entrepreneurship: A Practice-Based Approach. 3 Hours.**

Students examine the diverse field of social entrepreneurship, where individuals and organizations use the marketplace to solve social problems in a creative and sustainable manner. Students practice the skills and mindset needed to succeed as a social entrepreneur and to impact the lives of others.

**Prerequisite:** BUAD 3345 and 42 Credit Hours.

**BUAD 4325. Negotiation in Business. 3 Hours.**

The focus of this course is effective business negotiation. Students plan and execute negotiations in and outside the classroom. The course includes an overview of theoretical and tactical skills used to make professional business negotiations, and other elements that are essential for managing and leading in the business environment.

**Prerequisite:** None.

**BUAD 4335. Intercultural Business Communication. 3 Hours.**

This course prepares students for the complex leadership roles and communication tasks they will encounter in an increasingly multicultural, global work environment. The course familiarizes students with the cultural impacts on global business, managing culturally diverse work forces, transitions, relocations, diversity and performance; and explores cultural specifics of various countries.

**BUAD 4340. International Business Law. 3 Hours.**

An overview of the international legal environment from a commercial and entrepreneurial perspective. This course examines the implications of international laws on foreign investment, intellectual property, sales contracts, money and banking, financing of enterprises, labor regulation and hiring, taxation, and dispute settlement.

**BUAD 4345. Entrepreneurship II - Growth. 3 Hours.**

This course covers the growth and harvest/exit phases of an entrepreneurial business. It focuses on the challenges faced by such businesses as they move beyond startup. Students learn how to create value by growing a profitable business, and how to harvest the value through an appropriate exit strategy.

**Prerequisite:** BUAD 3345.

**BUAD 4348. Entrepreneurship III - Cases. 3 Hours.**

Designed for the aspiring entrepreneur or for those who are curious as to how wealth is created in a free market economy, this course provides a practical experience of how to evaluate business opportunities, how ventures are started with little or no capital, how wealth is realized, and how to develop innovative entrepreneurial skills and planning techniques to minimize the cost of experience. By the end of the course, students develop their own Personal Entrepreneurs Plan useful in focusing the direction of their personal careers. Course Equivalents: BUAD 3336

**Prerequisite:** BUAD 3345.

**BUAD 4389. Internship. 3 Hours.**

A course designed to provide the student with an opportunity to apply academic skills in a practical work environment. (See Internship Coordinator prior to enrolling.) All internships must be approved in advance in order to receive credit. The course may be repeated one time for a maximum of 6 hours.