

# BUSINESS ADMINISTRATION (BUS)

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## Courses and Descriptions

### **BUS 150 The Business of Cannabis 1.5 Credits**

In this online course, you will learn about trends and best practices in the business operations of the cannabis industry. Emphasis will be placed on financial strategies, marketing, customer service, and the regulatory environment.

### **BUS 210 Intro to Law: Contracts 3 Credits**

An introduction to the origin of current law, with emphasis on the development of business law, students are exposed to legal terminology and acquainted with the system of application of rules of law to actual situations. The laws of contracts, particularly common-law developments, are considered in great detail.

### **BUS 211 Commercial Law 3 Credits**

The law as related to the sale of goods, commercial paper, and secured transactions as promulgated by the Uniform Commercial Code is considered in depth. Warranties, guarantees, remedies, and product liability are explored. The laws of bankruptcy and insurance are also considered.

**Prerequisite(s):** BUS 210.

### **BUS 214 Advanced Business Law 3 Credits**

This course provides students with an introduction to the fundamentals of individual and organizational forms of doing business. The laws governing agency, partnerships, corporations, and the purchase and sale of securities will be explored. The legal consequences of the relationships, and the rights and duties of the parties and entities will be discussed, as will the rules of law governing real, personal, and intellectual property, including the transfer of title to real property, the various types of bailments, the landlord-tenant relationship, and the laws concerning wills, trusts, and estates. The concerns of businesses that compete in the global environment through the study of international law will also be discussed. This course replaces the property (BUS 213) and business associations (BUS 212) courses; you may not take this course if you have taken either of these courses.

**Prerequisite(s):** BUS 210.

### **BUS 300 The Legal and Ethical Environment of Business 3 Credits**

The strategies by which organizations in the private as well as the public sectors interact with, adapt to, and attempt to influence their external environments are explored. The primary emphasis is on evaluating the effect of business and governmental decisions on the quality of life. The role of regulatory agencies and the impact of local and national legislation on organizational behavior are considered.

**Prerequisite(s):** 54 credits.

### **BUS 315 Health Care Law, Ethics & Policy 3 Credits**

This course analyzes the role of the law in promoting the quality of health care, organizing the delivery of health care, assuring adequate access to health care, and protecting the rights of those who are provided care within the health care system. It will also examine the public policy, economic, and ethical issues raised by the health care system.

**Prerequisite(s):** 24 credits.

### **BUS 375 International Business Law 3 Credits**

This course considers the impact of international organizations and treaties on global business and examines the various methods of international dispute resolution. Important legal and ethical issues related to conducting business overseas are discussed including the topics of labor and employment rights, environmental law, and intellectual property.

**Prerequisite(s):** 54 credits.

### **BUS 400 Strategic Management and Policy 3 Credits**

This capstone course for seniors in business administration provides a framework for problem identification, analysis, and decision making within the organization. Students are given the opportunity to integrate and apply previously acquired knowledge of accounting, decision sciences, economics, finance, marketing, management, and statistics. Case studies, critical incidents, and other appropriate techniques are utilized.

**Prerequisite(s):** 84 credits and ACC 210, ACC 220, BUS 300, CIS 185, FIN 220, MGT 201, MKT 200, MSD 301, and (CIS 385 or GSC 385).

### **BUS 410 New Venture Planning 3 Credits**

This course will require students to select a business and prepare a complete new venture plan for it. This plan would identify the product and its target market, analyze its market potential, choose the location, scale of operation, layout, staffing, type of financing, estimate the revenues and profits, and present the income statement, balance sheet, and the cash flow projections.

**Prerequisite(s):** ENT 348 or permission of instructor.

### **BUS 444 Selected Topics Business Policy 3 Credits**

The study of a selected topic of contemporary interest related to one or more of the following: strategic management, business law, business ethics, social responsibility, legal environment of business. Readings, research, lectures, discussions, and other methods will be used.

**Prerequisite(s):** to be determined by instructor.

### **BUS 490 Independent Research and Study 3 Credits**

### **BUS 491 Business Admin Internship 1-4 Credits**

### **BUS 492 Global Business Internship 3 Credits**