

# SCHOOL OF BUSINESS ADMINISTRATION

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## Courses

### SCHOOL OF BUSINESS ADMINISTRATION

- [Bus 220: Starting and Building Your Business](#)
- [Bus 230: Economic Statistics I](#)
- [Bus 250: Legal Environment of Business](#)
- [Bus 271: Business Communication](#)
- [Bus 301: Introduction To Petroleum Land Mgmt](#)
- [Bus 302: Business Statistics II](#)
- [Bus 308: Operations Research](#)
- [Bus 310: Oil and Gas Law](#)
- [Bus 320: Personal Business Management](#)
- [Bus 321: International Business](#)
- [Bus 322: Negotiation and Dispute Resolution](#)
- [Bus 380: Topics In Business Abroad](#)
- [Bus 390: Business Career Planning](#)
- [Bus 400: Special Topics In Business](#)
- [Bus 420: Experience Business](#)
- [Bus 500: Business Internship](#)
- [Bus 604: Statistical Methods For Business](#)
- [Bus 612: Operations Research](#)
- [Bus 620: Individual Study](#)
- [Bus 621: Individual Study](#)
- [Bus 650: Entering the Profession Seminar](#)
- [Bus 660: Research Methods I](#)
- [Bus 661: Seminar in Research and Experimental Des](#)
- [Bus 662: Statistics I: Sem. in Linear Regression](#)
- [Bus 663: Stat. II: Multivariate & Nonparametric](#)
- [Bus 664: Statistics III: Advanced Statistical Top](#)
- [Bus 667: Global Business Strategy](#)
- [Bus 668: Customer Relationship Management](#)
- [Bus 669: Decision Support Systems](#)
- [Bus 670: Supply Chain Management](#)
- [MBA 601: Leadership and Ethics](#)
- [MBA 602: Seminar Series](#)
- [MBA 603: Speaker's Edge](#)
- [MBA 606: Organizational Behavior](#)
- [MBA 611: Financial Analysis](#)
- [MBA 612: Supply Chain Management](#)
- [MBA 613: Management of Technology & Innovation](#)
- [MBA 614: Managerial Economics](#)
- [MBA 615: Global Business](#)
- [MBA 617: Managerial Accounting](#)
- [MBA 621: Statistical Analysis](#)
- [MBA 622: Business Planning and Entrepreneurship](#)
- [MBA 623: Strategic Marketing Management](#)
- [MBA 624: MBA Project Analysis](#)
- [MBA 631: Strategic Management: Competitiveness](#)



- [MHA 600: Overview of U.S. Health Care System](#)
- [MHA 606: Quantitative Methods in Health Care](#)
- [MHA 612: Organization of Health Care Systems](#)
- [MHA 618: Management Overview of Disease & Health](#)
- [MHA 624: Health Policy and Regulatory Environment](#)
- [MHA 630: Health Care Program Eval & Performance](#)
- [MHA 636: Health Care Law and Ethics](#)
- [MHA 642: Health Care Finance](#)
- [MHA 648: Human Resources in Health Care](#)
- [MHA 654: Community & Long Term Care Administratio](#)
- [MHA 660: Internship](#)
- [MHA 699: Integrated Health Care Leadership](#)

## **FINANCE**

- [Fin 101: Excel in Excel](#)
- [Fin 303: Money and Banking](#)
- [Fin 331: Business Finance I](#)
- [Fin 333: Monetary and Banking Policy](#)
- [Fin 334: Investments](#)
- [Fin 338: Intermediate Financial Management](#)
- [Fin 339: Personal Finance](#)
- [Fin 341: Risk and Insurance](#)
- [Fin 342: Life and Health Insurance](#)
- [Fin 351: Principles of Real Estate](#)
- [Fin 353: Real Estate Valuation and Appraisal](#)
- [Fin 355: Real Estate Finance and Mortgage Banking](#)
- [Fin 361: Quantitative Financial Analysis](#)
- [Fin 380: Topics in Finance Abroad](#)
- [Fin 395: Honors Thesis in Finance](#)
- [Fin 411: Finance Fundamentals for MBA Applicants](#)
- [Fin 431: Financial Decision Making](#)
- [Fin 441: Commercial Property Insurance](#)
- [Fin 442: Commercial Liability Insurance](#)
- [Fin 445: Internship In Insurance and Risk Mgmt](#)
- [Fin 451: Real Estate Law](#)
- [Fin 453: Advanced Income Appraisal](#)
- [Fin 461: Financial Statement Analysis](#)
- [Fin 468: International Financial Management](#)
- [Fin 531: Business Finance Topics](#)
- [Fin 533: Security Analysis and Portfolio Mgmt](#)
- [Fin 534: Managing Financial Institutions](#)
- [Fin 537: Bank Management I](#)
- [Fin 538: Bank Management II](#)
- [Fin 542: Corporate Risk Management](#)
- [Fin 555: Real Estate Investment Analysis](#)
- [Fin 568: International Finance](#)
- [Fin 581: Futures, Options, and Swaps](#)
- [Fin 620: Advanced Directed Study](#)
- [Fin 622: International Finance](#)
- [Fin 626: Seminar in International Econ & Finance](#)
- [Fin 631: Seminar in Business Finance](#)
- [Fin 633: Investment Analysis](#)
- [Fin 634: Financial Management I](#)
- [Fin 635: Financial Management II](#)
- [Fin 636: Financial Mgmt Health Care Institutions](#)
- [Fin 637: Management of Financial Intermediaries](#)
- [Fin 642: Applied Probability Modeling](#)
- [Fin 644: Financial Econ: Continuous-Time Models](#)
- [Fin 650: Research Colloquium in Econ & Finance](#)
- [Fin 695: Special Topics in Finance](#)



- [Fin 697: Thesis](#)
- [Fin 797: Dissertation](#)

## **MANAGEMENT**

- [Bus 101: Business for a Better World](#)
- [Bus 300: Undergraduate Business Internship](#)
- [Bus 395: Honors Thesis in Business](#)
- [Ent 101: Social Entrepreneurship](#)
- [Ent 321: Entrepreneurial Pitching](#)
- [Ent 331: Social Influencing in Sport](#)
- [Ent 352: Entrepreneurial Law](#)
- [Ent 356: Quickbooks](#)
- [Ent 380: Topics in Entrepreneurship Abroad](#)
- [Ent 381: Arts Entrepreneurship](#)
- [Ent 382: Franchising](#)
- [Ent 386: Digital Marketing](#)
- [Ent 387: Digital Marketing II](#)
- [Ent 388: e-Commerce Strategy for Entrepreneurs](#)
- [Ent 395: Honors Thesis in Entrepreneurship](#)
- [Ent 411: Project Management for PMI Certification](#)
- [Ent 412: Basics of Applied International Trade](#)
- [Ent 422: Blockchain and the Modern Economy](#)
- [Ent 426: Venture Ideas](#)
- [Ent 436: Business Strategy and Modeling](#)
- [Ent 446: Corporate Innovation](#)
- [Ent 451: Biomedical Entrepreneurship](#)
- [Ent 499: Venture Accelerator](#)
- [Ent 651: Business Planning and Entrepreneurship](#)
- [Ent 652: Addressing Your Market](#)
- [Ent 653: Innovation, and Design Thinking](#)
- [Ent 654: Venture Accelerator](#)
- [GB 101: Design Thinking for Innovation](#)
- [GB 310: Information Technology in Business](#)
- [GB 320: Essentials of Supply Chain Management](#)
- [GB 330: Essentials of Finance](#)
- [GB 350: Essentials of Marketing](#)
- [GB 370: Entrepreneurship and Management](#)
- [GB 490: General Business Topics Review](#)
- [Mgmt 101: Leadership for the Future](#)
- [Mgmt 310: Alternative Sports Management](#)
- [Mgmt 311: High Performance Work Teams](#)
- [Mgmt 351: Health Systems Management](#)
- [Mgmt 352: Health Innovation and Information](#)
- [Mgmt 353: Healthcare Regulation and Policy](#)
- [Mgmt 371: Principles of Management](#)
- [Mgmt 380: Topics in Management Abroad](#)
- [Mgmt 383: Human Resource Management](#)
- [Mgmt 391: Organizational Behavior](#)
- [Mgmt 392: Intercultural Business Communication](#)
- [Mgmt 395: Honors Thesis in Management](#)
- [Mgmt 396: Small Business Management](#)
- [Mgmt 456: Venture Finance](#)
- [Mgmt 466: Regulating Small Business & New Ventures](#)
- [Mgmt 476: Entrepreneurial Leadership & HRM](#)
- [Mgmt 484: Training and Development](#)
- [Mgmt 485: Selection and Placement](#)
- [Mgmt 486: Family Business Management](#)
- [Mgmt 493: Management of Strategic Planning](#)
- [Mgmt 494: Compensation Management](#)
- [Mgmt 495: Leadership and Group Dynamics](#)



- [Mgmt 496: Modern Management Skills](#)
- [Mgmt 527: Advanced Human Resource Management](#)
- [Mgmt 578: History of Management Thought](#)
- [Mgmt 581: Collective Bargaining](#)
- [Mgmt 582: Employee Relations](#)
- [Mgmt 583: Labor Relations](#)
- [Mgmt 585: Strategic Human Resource Management](#)
- [Mgmt 587: Organization Theory](#)
- [Mgmt 595: International Business Management](#)
- [Mgmt 606: Advanced Organization Behavior](#)
- [Mgmt 620: Advanced Directed Study](#)
- [Mgmt 664: Advanced Management Research](#)
- [Mgmt 670: Advanced Readings in Management](#)
- [Mgmt 671: Guided Research in Management](#)
- [Mgmt 673: Seminar in Human resource Management](#)
- [Mgmt 675: Seminar in Employee Relations](#)
- [Mgmt 676: Seminar in Organizational Behavior](#)
- [Mgmt 678: Seminar in Group Process](#)
- [Mgmt 679: Theoretical Foundations of Management](#)
- [Mgmt 695: Special Topics in Management](#)
- [Mgmt 697: Thesis](#)
- [Mgmt 797: Dissertation](#)

### **MANAGEMENT INFORMATION SYSTEMS**

- [MIS 280: Business Application Programming I](#)
- [MIS 307: Systems Analysis and Design](#)
- [MIS 309: Management Information Systems](#)
- [MIS 317: Applied Systems Analysis and Design](#)
- [MIS 330: Business Application Programming II](#)
- [MIS 340: Mobile App Development for Business](#)
- [MIS 350: Managing Enterprise Technology](#)
- [MIS 360: Cybersecurity and Information Assurance](#)
- [MIS 370: Introduction to ERP with SAP](#)
- [MIS 380: Topics in MIS Abroad](#)
- [MIS 395: Honors Thesis in Mgmt Info Systems](#)
- [MIS 408: Advanced Management Information Systems](#)
- [MIS 409: Applications of Database Management](#)
- [MIS 412: Web Application Programming](#)
- [MIS 419: Applications of Mgmt. Information System](#)
- [MIS 609: E-Commerce & Internet Programming](#)
- [MIS 619: Advanced Information Systems Mgmt](#)
- [MIS 620: Advanced Directed Study](#)
- [MIS 640: Theoretical Foundations of MIS/POM](#)
- [MIS 665: Management of Information Systems](#)
- [MIS 695: Special Topics in MIS/POM](#)
- [Mgmt 660: Production and Operations Management](#)
- [Mgmt 674: Advanced Operations Management](#)
- [Mgmt 677: Integer and Nonlinear Optimization](#)
- [Mgmt 680: Production Scheduling](#)

### **MARKETING**

- [Mktg 101: New Trends & Opportunities in Marketing](#)
- [Mktg 102: Creating & Marketing Your Personal Brand](#)
- [Mktg 103: Influencer Marketing in Social Media](#)
- [Mktg 104: The Dark Side of the Global Supply Chain](#)
- [Mktg 351: Marketing Principles](#)
- [Mktg 353: Advertising and Promotion](#)
- [Mktg 354: Professional Selling & Relationship Mktg](#)
- [Mktg 356: Legal, Social & Ethical Issues in Mktg](#)
- [Mktg 357: Developing Products Customers Want](#)



- [Mktg 358: Services Marketing](#)
- [Mktg 361: Introduction to Retailing](#)
- [Mktg 367: Consumer Behavior](#)
- [Mktg 368: Marketing for Social Good](#)
- [Mktg 370: Social and Digital Media Strategy](#)
- [Mktg 371: Social and Digital Media Metrics](#)
- [Mktg 372: Intro. to Operations & Supply Chain Mgmt](#)
- [Mktg 380: Topics in Marketing Abroad](#)
- [Mktg 381: Building Strong Brands](#)
- [Mktg 395: Honors Thesis in Marketing](#)
- [Mktg 451: Marketing Policy and Strategy](#)
- [Mktg 452: Global Marketing](#)
- [Mktg 455: Negotiations for Strong Relationships](#)
- [Mktg 458: Sales Management](#)
- [Mktg 462: Distribution and Logistics Management](#)
- [Mktg 465: Advanced Campaign Planning](#)
- [Mktg 475: Analytical Tools for Supply Chain Mgmt.](#)
- [Mktg 477: Oper. & Supply Chain Planning/Control](#)
- [Mktg 488: Retail Strategy](#)
- [Mktg 494: Pharmaceutical Economics](#)
- [Mktg 495: Techniques of Pharmaceutical Sales](#)
- [Mktg 496: Principles of Pharmaceutical Marketing](#)
- [Mktg 525: Marketing Research](#)
- [Mktg 620: Advanced Directed Study](#)
- [Mktg 650: Marketing Management](#)
- [Mktg 660: Applied Multivariate Statistics](#)
- [Mktg 661: Research Seminar: Methodology I](#)
- [Mktg 664: Methodology II-Measurement & Scaling](#)
- [Mktg 665: Causal Modeling in Marketing](#)
- [Mktg 666: Advanced Marketing Research Methods](#)
- [Mktg 668: Advanced Marketing Readings I](#)
- [Mktg 669: Theoretical Foundations of Marketing](#)
- [Mktg 670: Advanced Studies In Consumer Behavior](#)
- [Mktg 671: Preparing Research Proposals](#)
- [Mktg 672: Buyer Behavior and E-Commerce Strategies](#)
- [Mktg 695: Special Topics in Marketing](#)
- [Mktg 697: Thesis](#)
- [Mktg 760: Applied Quantitative Analysis](#)
- [Mktg 764: Seminar in Marketing/Business Ethics](#)
- [Mktg 771: Experimental Design & Analysis](#)
- [Mktg 772: Qualitative Research Methods](#)
- [Mktg 797: Dissertation](#)

