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| **BUS-110\_2015FA** | **Introduction to Business** | **BUS-110** |

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| CIS Course ID | S24149 |
| Effective Term | Fall 2015 |
| End Term |  |

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| Class | 3 | Lab | 0 | Clinical | 0 | Work | 0 | Credit | 3 |

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| This course provides a survey of the business world. Topics include the basic principles and practices of contemporary business. Upon completion, students should be able to demonstrate an understanding of business concepts as a foundation for studying other business subjects. |

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| Competencies |
| ·Student Learning Outcomes 1. Identify various forms of business organizations. 2. Define business vocabulary. 3. Describe the basics of business ethics. 4. Explain basic management principles. |

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| State Prerequisites | None |

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| State Corequisites | None |

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| **BUS-115\_2015FA** | **Business Law I** | **BUS-115** |

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| CIS Course ID | S24153 |
| Effective Term | Fall 2015 |
| End Term |  |

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| Class | 3 | Lab | 0 | Clinical | 0 | Work | 0 | Credit | 3 |

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| This course introduces the student to the legal and ethical framework of business. Contracts, negotiable instruments, the law of sales, torts, crimes, constitutional law, the Uniform Commercial Code, and the court systems are examined. Upon completion the student should be able to identify legal and ethical issues that arise in business decisions and the laws that apply to them. |

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| Competencies |
| ·Student Learning Outcomes 1. Identify the elements of a contract. 2. Describe the structure of the U.S. court system. 3. Identify laws, conditions and regulations in national and international work environments. |

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| State Prerequisites | None |

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| State Corequisites | None |

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| **BUS-137\_2015FA** | **Principles of Management** | **BUS-137** |

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| CIS Course ID | S24151 |
| Effective Term | Fall 2015 |
| End Term |  |

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| Class | 3 | Lab | 0 | Clinical | 0 | Work | 0 | Credit | 3 |

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| This course is designed to be an overview of the major functions of management. Emphasis is placed on planning, organizing, controlling, directing, and communicating. Upon completion, students should be able to work as contributing members of a team utilizing these functions of management. |

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| Competencies |
| ·Student Learning Outcomes 1. Explain strategic management in business operations. 2. Define management, quality management, and project management. 3. Identify relevant issues in human resource management. |

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| State Prerequisites | None |

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| State Corequisites | None |

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| **ECO-251\_1997SU** | **Prin of Microeconomics** | **ECO-251** |

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| CIS Course ID | S11774 |
| Effective Term | Summer 1997 |
| End Term |  |

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| Class | 3 | Lab | 0 | Clinical | 0 | Work | 0 | Credit | 3 |

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| This course introduces economic analysis of individual, business, and industry in the market economy. Topics include the price mechanism, supply and demand, optimizing economic behavior, costs and revenue, market structures, factor markets, income distribution, market failure, and government intervention. Upon completion, students should be able to identify and evaluate consumer and business alternatives in order to efficiently achieve economic objectives. |

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| State Prerequisites | None |

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| State Corequisites | None |

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| **ECO-252\_1997SU** | **Prin of Macroeconomics** | **ECO-252** |

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| CIS Course ID | S11710 |
| Effective Term | Summer 1997 |
| End Term |  |

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| Class | 3 | Lab | 0 | Clinical | 0 | Work | 0 | Credit | 3 |

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| This course introduces economic analysis of aggregate employment, income, and prices. Topics include major schools of economic thought; aggregate supply and demand; economic measures, fluctuations, and growth; money and banking; stabilization techniques; and international trade. Upon completion, students should be able to evaluate national economic components, conditions, and alternatives for achieving socioeconomic goals. |

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| State Prerequisites | None |

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| State Corequisites | None |

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| **MKT-120\_2015FA** | **Principles of Marketing** | **MKT-120** |

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| CIS Course ID | S24159 |
| Effective Term | Fall 2015 |
| End Term |  |

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| Class | 3 | Lab | 0 | Clinical | 0 | Work | 0 | Credit | 3 |

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| This course introduces principles and problems of marketing goods and services. Topics include promotion, placement, and pricing strategies for products. Upon completion, students should be able to apply marketing principles in organizational decision making. |

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| Competencies |
| ·Student Learning Outcomes 1. Define the role of marketing in business. 2. Explain the role of selling, customer relations and product management in marketing. 3. Describe marketing. 4. Define pricing and channel management strategies. |

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| State Prerequisites | None |

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| State Corequisites | None |