ACCT-201 Acct for Decision Making I

Prerequisites:

ENG 102; ISOM 120; MATH 130, or MATH 134, or MATH 146, or MATH 161, or MATH 165

Credits:

3.00

Description:

Designed to provide a user of accounting information with the skills to appraise and manage a business. Students are introduced to the accounting cycle, the financial statements, and the theory underlying accounting as information. Coverage addresses current accounting topics, including relevant ethical and international issues found in the financial press.

ACCT-H201 Honors Acct Dec Making I

Prerequisites:

ENG 102; ISOM 120; MATH 130, 134, 146, or 161; 3.2 GPA

Credits:
Description:

Designed to provide a user of accounting information with the skills to appraise and manage a business. Students are introduced to the accounting cycle, the financial statements, and the theory underlying accounting as information. Coverage addresses current accounting topics, including relevant ethical and international issues found in the financial press.

- ACCT-202 Acct for Decision Making II

  Prerequisites:

  ACCT-201

  Credits:

  3.00

  Description:

  Enables students to apply the concepts and skills from the preceding course. They learn how to analyze the financial condition and performance of a firm, and how to use accounting information in business planning, decision-making, and control. Relevant current ethical and competitive issues found in the financial press are discussed in the course.

- ACCT-H202 Honors Acct for Dec Making II

  Prerequisites:

  ACCT 201 Honors Section, GPA of 3.2 or higher

  Credits:

  3.00

  Description:

  Enables students to apply the concepts and skills from the preceding course. They learn how to analyze the financial condition and performance of a firm, and how to use accounting information in business planning, decision-making, and control. Relevant current ethical and competitive issues found in the financial press are discussed in the course.
• ACCT-310 International Business Accounting

Prerequisites:
Take FIN-310 ACCT-331;

Credits:
3.00

Description:
This course explores economic, political and cultural variables that shape accounting and disclosure in various countries. Students also gain an understanding of international financial reporting standards and the forces for convergence between IFRS and USGAAP. Financial analysis in a multifinancial context.

• ACCT-320 Federal Taxation I

Prerequisites:

ACCT 202

Credits:
3.00

Description:
This first course in taxation concentrates on the federal income taxation of individuals with some discussion of business taxation. The objective of the course is to explore the basic structure of individual income taxation, including the individual tax formula, income, deductions and credits and an introduction to property transactions. A major emphasis is placed on how tax laws affect everyday personal and business decisions.

• ACCT-321 Intermediate Accounting I

Prerequisites:

ACCT 202; JUNIOR STANDING

Credits:
Review of basic financial accounting concepts followed by an examination of selected balance sheet and income statement items. The focus of this communications intensive course is on the valuation and reporting of current and non-current assets and liabilities. The income determination aspects of these items are also considered.

- **ACCT-322 Intermediate Accounting II**

  **Prerequisites:**
  ACCT 321 (completed with C or better)

  **Credits:**
  3.00

  **Description:**
  An examination of selected balance sheet and statement items. The focus of this communications intensive course is on the valuation and reporting of investments, and stockholders' equity. The income determination aspects of these items are also considered, along with special topics such as pensions, leases, deferred taxes, and cash flows.

- **ACCT-331 Cost Accounting**

  **Prerequisites:**
  ACCT 202

  **Credits:**
  3.00

  **Description:**
  Concepts and procedures underlying the development of a cost accounting system for managerial decisions, control and performance reporting. The basic ideas of responsibility accounting are introduced.
• ACCT-415 Not-For-Profit Acct & Control

Prerequisites:
ACCT 331

Credits:
3.00

Description:
It's a study of accounting principles, financial reporting, and methods of budgeting and controlling operations in government agencies, charitable foundations, hospitals, universities and other not-for-profit organizations.

• ACCT-422 Federal Taxation II

Prerequisites:
ACCT 320

Credits:
3.00

Description:
Covers advanced individual tax topics such as cost recovery, itemized deductions, passive activity losses, AMT and complex basis rules, and covers the operation and formation of C corporations.

• ACCT-430 Accounting Information Systems

Prerequisites:
ACCT 322; ISOM 310 or ISOM 423

Credits:
3.00

Description:
The design, operation, and use of accounting information systems. The functional relationships of the AIS within an organization are examined. A background in automated data processing, along with the important human and organizational considerations in system design and implementation, are also covered.

- **ACCT-431 Auditing and Assurance Services**

  Prerequisites:

  ACCT 321 AND ACCT 331

  Credits:

  3.00

  Description:

  An advanced study of auditing process and philosophy. Preparation of audit working papers supporting an audit examination, and the report and opinion of the auditor to management, stockholders, and others are covered. This communications intensive course deals with internal auditing, environmental compliance and systems assurance.

- **ACCT-432 Advanced Accounting**

  Prerequisites:

  ACCT 322, and Junior standing

  Credits:

  3.00

  Description:

  Coverage of accounting issues and procedures involve in business combinations and consolidated financial statement, partnerships, multinational issues and foreign currency issues.

- **ACCT-450 Accounting Theory & Practice**

  Prerequisites:
ACCT 431 (may be taken Concurrently)

Credits:
3.00

Description:
Addresses the non-technical foundations of accounting for CFOs, Audit Partners, FASB Members, and other leadership roles in accounting and finance. Core elements include knowledge leadership, networking, and innovation. Subject matter combines current financial issues with traditional and radical concepts. However, the primary objective is to provide practice in forming and expressing opinions and taking a stand, using communication for impact, anticipating and managing ethical conflicts, and clarifying one's own guiding principles.

- ACCT-510 Independent Study

Prerequisites:
ACCT 322, ACCT 331 or approval from dept. chair

Credits:
3.00

Description:
Independent study allows students to expand their classroom experience by completing research in an area of interest not already covered by Suffolk courses. The student designs a unique project and finds a full-time faculty member with expertise in that topic who agrees to sponsor it and provide feedback as the proposal is refined. A well designed and executed research project broadens and/or deepens learning in a major or minor area of study and may also enhance a student’s marketability to potential future employers. Students cannot register for an Independent Study until a full proposal is approved by the faculty sponsor, department chair, and academic dean. Many Independent study proposals require revisions before approval is granted; even with revisions independent study approval is NOT guaranteed. Students are strongly encouraged to submit a proposal in enough time to register for a different course if the proposal is not accepted. For complete instructions, see the SBS Independent/Directed Study Agreement and Proposal form available online.

- ACCT-560 Experiential Component

Prerequisites:
Instructor's consent required
Candidates require an approved record of 150 hours of accounting experience. Experience may be acquired through internship, part-or full-time employment, or cooperative education. Approval must be obtained from the Accounting Department. Accounting majors must register for the experiential component during the semester in which they will complete the required 150 hours.

- **ENT-101 Business Foundations**

  Credits: 3.00

  Description:

  This course introduces students to foundational concepts in business, including functional areas, the life cycle, competition, stakeholders and ethical considerations. Students develop critical thinking by learning and using a problem solving process through a business situation analysis model to analyze various situations that confront managers and founders of small, medium, and large organizations. Students will also develop tools for analysis, allowing them to critically view business in a new and thoughtful way. The class culminates with student-teams presenting a detailed analysis and recommendations to a panel of executives and persuading them that the recommended strategy is not only feasible, but also practical for the stakeholders involved.

  Term:

  Offered Both Fall and Spring

- **ENT-H101 Business Foundations**

  Prerequisites:

  GPA of 3.3 or above required.

  Credits: 3.00

  Description:
This course introduces students to foundational concepts in business, including functional areas, the life cycle, competition, stakeholders and ethical considerations. Students develop critical thinking by learning and using a problem solving process through a business situation analysis model to analyze various situations that confront managers and founders of small, medium, and large organizations. Students will also develop tools for analysis, allowing them to critically view business in a new and thoughtful way. The class culminates with student teams presenting a detailed analysis and recommendations to a panel of executives and persuading them that the recommended strategy is not only feasible, but also practical for the stakeholders involved.

Term:
Offered Both Fall and Spring

• ENT-110 Do You Want to Start a Business?

Credits:
3.00

Description:
Courses in the 550s are new offerings in Entrepreneurship. Special topics are announced when the courses are scheduled. Prerequisites vary from course to course. Do You Want to Start a Business? This introductory survey course is designed to help students learn about starting a business and assess their personal interest in pursuing such activity. Topics cover the range of business start-up activities from personal assessment to opportunity recognition, market assessment, feasibility determination, financial planning, legal, human resources, and business planning.

Term:
Offered Both Fall and Spring

• ENT-280 Opportunity Recognition and Discovery

Prerequisites:
SBS 101; Sophomore Standing.

Credits:
3.00

Description:
Ever wonder how entrepreneurs get their ideas? In this course, you will learn a deliberate process of opportunity recognition and discovery. You will learn how to generate ideas taking into consideration rarity, value, and your entrepreneurial fit. Through this process, you will gain an understanding or your knowledge, skills and abilities intended to improve the likelihood of success. Once your opportunity is identified, you will determine the feasibility of its feasibility from concept to an industry and competitive analysis.

Term:
Offered Both Fall and Spring

- **ENT-300 Legal and Financial Risk With Startups**
  
  Prerequisites:
  
  ACCT 201 AND ENT 280.
  
  Credits:
  
  3.00
  
  Description:
  
  Expand upon your feasibility plan from ENT 280, or identify a new opportunity, and learn about the financial and legal considerations that need to be addressed to determine whether or not your opportunity is a go or no go with respect to moving your opportunity forward towards business plan development. Legal topics include: business organization, employment practices, taxation and independent contractors, intellectual property, contracts and governance. Financial topics include: verifying the business model and related cost structure, making credible assumptions, preparing forecast financial statements, all leading to a final presentation pitching the feasibility of your opportunity.

  Term:
  
  Offered Both Fall and Spring

- **ENT-H300 Legal and Financial Risk With Startups**
  
  Credits:
  
  3.00
  
  Description:
Expand upon your feasibility plan from ENT 280, or identify a new opportunity, and learn about the financial and legal considerations that need to be addressed to determine whether or not your opportunity is a go or no go with respect to moving your opportunity forward towards business plan development. Legal topics include: business organization, employment practices, taxation and independent contractors, intellectual property, contracts and governance. Financial topics include: verifying the business model and related cost structure, making credible assumptions, preparing forecast financial statements, all leading to a final presentation pitching the feasibility of your opportunity.

**ENT-315 Entrepreneurial Skills**

**Prerequisites:**

ENT 280

**Credits:**

3.00

**Description:**

Knowledge of business alone, or having an idea, is not sufficient for the entrepreneur. You must also learn how to manage yourself and others as you prepare for your first day of business. This course is designed to provide you with the knowledge and skills to build and lead a startup or growing organization through lessons and experiential team projects. Skills covered in this course include: self management, negotiations, networking, sales, conflict/collaboration, and teams.

**Term:**

Offered Both Fall and Spring

**ENT-H315 Honors Entrepreneurial Skills**

**Prerequisites:**

Take ENT-280 or ENT-H280; GPA of 3.3 or higher

**Credits:**

3.00

**Description:**
Knowledge of business alone, or having an idea, is not sufficient for the entrepreneur. You must also learn how to manage yourself and others as you prepare for your first day of business. This course is designed to provide you with the knowledge and skills to build and lead a startup or growing organization through lessons and experiential team projects. Skills covered in this course include: self management, negotiations, networking, sales, conflict/collaboration, and teams.

- **ENT-320 Small Business Management**

  **Prerequisites:**
  
  ENT 101 or SBS 101 & Junior Standing

  **Credits:**
  
  3.00

  **Description:**
  
  How do you manage the day-to-day challenges or working in a small business or starting a new venture? This case-driven course covers the role and importance of small business in the U.S. economy, including the application of all management functions to the operation of a small business; human resources, operations, financial, risk and growth. This course is designed around problem-solving techniques that help you research the facts of a given situation, identify the problem, develop alternative solutions and defending the best solution.

  **Term:**
  
  Offered Both Fall and Spring

- **ENT-324 Leading the Entrepreneurial Firm**

  **Prerequisites:**
  
  SOM 101 OR MGT 101; This course was formerly MGT 324

  **Credits:**
  
  3.00

  **Description:**
  
  Are you interested in leading, growing and troubleshooting the entrepreneurial small business? This course provides a detailed analysis of and hands-on experience with the competencies required to lead and grow startups and small businesses. Competencies include the utilization of teams,
understanding of the team, organizational characteristics, and level of entrepreneurial thinking that will be accomplished through assessment and practical analysis. Students will complete the course with an understanding of 1) small business leadership skills, 2) team effectiveness skills, 3) decision-making in times of economic growth and stress.

Term:
Occasional

• ENT-326 Writing the Business Plan

Prerequisites:
ENT 300, ACCT 201, ACCT 202 and Junior Standing.

Credits:
3.00

Description:
Use your knowledge from your entrepreneurship courses and experience up to this point to create a viable business plan that will lend credibility to the viability of your potential audience, which may include investors, financial institutions, suppliers, family or friends. In this course, you will write a business plan that shapes your opportunity into a model that resembles a venture. You will then defend the plan addressing the venture's business model, management team, organization, customers, markets, competitors, operations and risk, all leading to financials that will determine the amount of capital you will need, as well as financing alternatives.

Term:
Offered Both Fall and Spring

• ENT-H326 Writing the Business Plan

Prerequisites:
Take ENT-300 ACCT-201 ACCT-202;

Credits:
3.00

Description:
Use your knowledge from your entrepreneurship courses and experience up to this point to create a viable business plan that will lend credibility to the viability of your potential audience, which may include investors, financial institutions, suppliers, family or friends. In this course, you will write a business plan that shapes your opportunity into a model that resembles a venture. You will then defend the plan addressing the venture’s business model, management team, organization, customers, markets, competitors, operations, and risk, all leading to financials that will determine the amount of capital you will need, as well as financing alternatives.

- **ENT-350 Social Entrepreneurship**
  
  **Prerequisites:**
  
  Junior Standing
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  Social entrepreneurs are people who harness their energy, talent and commitment to make the world a more humane, safe and just place. This is accomplished by applying vision, passion, persistence and leadership to the creation of businesses that are focused on a mission of social responsibility. While the social mission is important, so is the fact that the business funding the mission must be sustainable via revenue generation, market need, and operational efficiency. Creating balance between business effectiveness and serving the needs of the community the business is dedicate to helping, provides a unique challenge to social entrepreneurship to stay entrepreneurial in terms of the business model, thus providing the necessary resources to the social mission.

  **Term:**
  
  Offered Fall Term
  
  - **ENT-H350 Social Entrepreneurship**
    
    **Credits:**
    
    3.00
    
    **Description:**
    
    Social entrepreneurs are people who harness their energy, talent and commitment to make the world a more humane, safe and just place. This is accomplished by applying vision, passion, persistence and leadership to the creation of businesses that are focused on a mission of social responsibility. While the social mission is important, so is the fact that the business funding the mission must be sustainable via revenue generation, market need, and operational efficiency. Creating balance between business effectiveness and serving the needs of the community the business is dedicate to helping, provides a unique challenge to social entrepreneurship to stay entrepreneurial in terms of the business model, thus providing the necessary resources to the social mission.
market need, and operational efficiency. Creating balance between business effectiveness and serving the needs of the community the business is
dedicated to helping, provides a unique challenge to social entrepreneurship to stay entrepreneurial in terms of the business model, thus providing the
necessary resources to the social mission.

Term:

Occasional

• **ENT-352 Green and Sustainable Business**

  Prerequisites:

  Junior Standing

  Credits:

  3.00

  Term:

  Offered Spring Term

• **ENT-354 Global Entrepreneurship**

  Prerequisites:

  Junior Standing

  Credits:

  3.00

  Description:

  Do you want to know how to take advantage of our global economy? This course will leverage the knowledge acquired from other entrepreneurship
  and global courses coupled with an overview of the global economy every entrepreneur must compete in and how to transition your business models
  into real world opportunities. This course will discuss the entrepreneurial process from concept to product feasibility to venture launch answering the
  following question: How and when should an entrepreneur plan on competing in a global market?
• **ENT-356 Bootstrapping the Startup Or Small Business**

  **Prerequisites:**
  
  ACCT 201 and Junior Standing.

  **Credits:**
  
  3.00

  **Description:**
  
  Did you ever wonder how you are going to start a business or run an existing small business without enough capital? This is a very common phenomenon where startups and small businesses are typically undercapitalized and need to maximize internally-generated cash flow to not only start of run the business, but to also grow. Centered around an experiential process, this course will identify how to internally generate cash flow with the realization that more than 90% of all ventures operate in a bootstrapping environment. This course will identify a strong understanding of cash inflows, outflows, and maximizing both components to generate additional capital necessary for the business's requirements.

  **Term:**
  
  Occasional

• **ENT-358 Launching New Products**

  **Prerequisites:**
  
  Junior Standing

  **Credits:**
  
  3.00

  **Description:**
  
  This course will focus on the steps that innovators/entrepreneurs need to follow that will take ideas and launch them into new products. This is accomplished by taking the concept directly to the prospective customers. This course will cover: creating specifications, product sell sheets, prototype development, drafting an executive summary, intellectual property protection, manufacturing and quality control considerations, identifying
vendors, customers, and funding sources, and developing a marketing and sales plan for launching the product. During the semester, students will be required to interact with their potential customers, vendors and other key players for the launch.

Term:

Offered Both Fall and Spring

- **ENT-360 Launching the E-Business**
  
  **Prerequisites:**
  
  Take MKT-210 or MKT-H210 and junior standing required.
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  This experiential course is an entrepreneurial approach towards developing a real e-commerce business. Students will build off their marketing skills and entrepreneurial ambitions by a) advancing e-commerce ideas to opportunities, b) understanding the product, logistical, marketing, and managerial challenges associated with e-commerce startups, and c) developing financial models to predict and measure performance. This will be accomplished by students developing a launch plan for the opportunity, as well as executing portions of the launch plan.
  
  Term:
  
  Occasional
  
- **ENT-362 Legal and Ethical Issues in Entrepreneurship**
  
  **Prerequisites:**
  
  Take BLE-214 or BLE-H214; junior standing required
  
  **Credits:**
  
  3.00
  
  **Description:**
How do you protect yourself, your venture, and your intellectual property when starting a new business? In this course, you will learn the substantive areas of the law that are essential to entrepreneurs and an integration of that knowledge with ethics. Specifically, you will gain a stronger understanding of a) how to select a law firm that best fits the startup and b) how to protect your intellectual property through the use of trademarks, copyrights, patents, trade secrets, non-disclosure and confidentiality agreements. You will also learn how startups can protect their interests through the use of organizational structures and related equity restrictions and employment agreements. From the ethics standpoint, this course will focus on corporate governance and the importance of a management leading an ethical culture. We will examine substantive areas of the law that create legal risk and point to ethical issues within an organization. An important element for the entrepreneur is communication skills; therefore this course will have a major writing assignment along with a speaking requirement.

Term:
Occasional

- **ENT-366 Starting and Managing a Restaurant**

  **Credits:**

  3.00

  **Description:**

  Do you want to start or manage a restaurant? The restaurant industry is highly competitive with high turnover. The challenges are tough enough when you understand the business, however, too many entrepreneurs who start or many restaurants lack the necessary experience. This course will help you understand the crucial elements of launching or managing a restaurant, including: business organization, funding, location, market analysis, lease v. buy, facility layout, professional resources, licensing, human resources, technology, purchasing, advertising, insurance, record-keeping, and expansion.

- **ENT-419 E-Project Opportunity**

  **Prerequisites:**

  MGT 101, MKT 210, FIN 310, MGT 317, ISOM 319, ENT 315, ENT 326 and Senior Standing.

  **Credits:**

  3.00

  **Description:**

  This course provides an opportunity for students to work on an entrepreneurial project. Students will work with a mentor and a group of peers to develop and execute a project that is consistent with the goals of the student’s major and career aspirations. The project should contribute to the development of the student’s entrepreneurial knowledge and skills, and should be completed within the timeframe of the course. The course will also provide an opportunity for students to apply the knowledge and skills they have acquired in their major to a real-world context, and to reflect on their own personal and professional development.
Before you launch your venture, our capstone course gives you an opportunity to assess and consult with other startups through the eyes of their founders. This course is held in an experiential setting to help entrepreneurial majors develop and practice their business skills working with real startups and small business under pro bono consulting arrangements. This course is a transition from student to professional under the supervision of a faculty member who serves as a coach and advisor. Students will learn to interview client organizations, assess the current business, negotiate a statement of work, and develop a project management plan that leads to the consultant-client negotiated deliverable(s). Depending on the client organization, this course will most likely include visiting the client location.

Term:
Offered Both Fall and Spring

- **ENT-H419 E-Project Opportunity**

  **Prerequisites:**
  MGT 101 MKT 210 FIN 310 MGT 317 ISOM 319 ENT 315 ENT 326

  **Credits:**
  3.00

  **Description:**
  This capstone course is held in an experiential setting to help entrepreneurial majors develop and practice their business skills working with real startups or small business under pro bono consulting arrangements. This course is a transition from student to professional under the supervision of a faculty member, coach and advisor. Students will learn to assess client situations, develop alternatives and identify and defend solutions, at times within the client organization. Prerequisites: SOM 101 or MGT 101, MKT 210 or MKT 310, FIN 310, MGT 317, ISOM 319, ENT 315, ENT 326 and Senior standing. 1 term - 3 credits.

- **ENT-436 Managing the Family Business**

  **Prerequisites:**
  MGT-317, Junior standing.

  **Credits:**
  3.00

  **Description:**
Are you interested in managing the family business and the challenges of succession between generations? If so, this course focuses on the challenges of adapting corporate-type managerial skills to family-owned and operated enterprises that typically reject such practices. The goals of this course include development of a working knowledge of managing the family business, reinterpretation of corporate management concepts for the family business, and personal reflection on the roles and conditions of operating a family business.

Term:
Offered Spring Term

- **ENT-510 Entrepreneurship Ind. Study**
  
  Prerequisites:
  
  ENT 326 and Senior Standing.
  
  Credits:
  
  3.00
  
  Description:
  
  Independent study allows students to expand their classroom experience by completing research in an area of interest not already covered by Suffolk courses. The student designs a unique project and finds a full-time faculty member with expertise in that topic who agrees to sponsor it and provide feedback as the proposal is refined. A well designed and executed research project broadens and/or deepens learning in a major or minor area of study and may also enhance a student’s marketability to potential future employers. Students cannot register for an Independent Study until a full proposal is approved by the faculty sponsor, department chair, and academic dean. Many Independent study proposals require revisions before approval is granted; even with revisions independent study approval is NOT guaranteed. Students are strongly encouraged to submit a proposal in enough time to register for a different course if the proposal is not accepted. For complete instructions, see the SBS Independent/Directed Study Agreement and Proposal form available online.

  Term:
  
  Occasional

- **ENT-520 Launching the New Venture**
  
  Prerequisites:
  
  ENT 326 and Senior Standing
Are you looking for guidance to launch your venture? If so, this course will allow you to earn credits through an independent study working with faculty and alumni through our Center for Entrepreneurial Studies. Students must draft a launch plan based on their business plan prepared in ENT 326, modified based on feedback received from faculty and judges during the ENT 326 presentations. Students must demonstrate enough evidence to support that the venture will be launched, as well as completing all tasks identified in the launch plan by the end of the semester to receive credit for the course. An ENT faculty member must supervise the student during the launch. The launch plan must provide evidence sufficient to support the number of credits being requested. Once the launch plan is completed, the student must attach the plan to the Independent Study request form and obtain the required approvals before the course will be opened. Maximum of 3 credits allowed.

Term:
Occasional

- **ENT-551 Social Entrepreneurship**

  Credits:

  3.00

  Description:

  Social entrepreneurs are people who harness their energy, talent and commitment to make the world a more humane, safe and just place. This is accomplished by applying vision, passion, persistence and leadership to the creation of businesses that are focused on a mission of social responsibility. While the social mission is important, so is the fact that the business funding the mission must be sustainable via revenue generation, market need, and operational efficiency. Creating balance between business effectiveness and serving the needs of the community the business is dedicate to helping, provides a unique challenge to social entrepreneurship to stay entrepreneurial in terms of the business model, thus providing the necessary resources to the social mission.

  Term:

  Occasional

- **ENT-H552 Green and Sustainable Business**

  Credits:
Over the past decade, the world of business and the environment has exploded. Beginning as an engineering-driven movement among a handful of companies during the 1980s, many firms have learned that improved environmental performance can save money and create competitive advantage. Much of the focus over the last 30 years has been on larger businesses. But now the big businesses are encouraging their small and mid-sized enterprises vendors and partners to pay attention to these concerns also. Consequently, the greening of Small Business is of utmost importance as many small businesses are a part of the supply chains of larger companies. And improving their performance can strengthen the business relationships of all parties by becoming cleaner, greener and sustainable businesses. This course will cover all aspects of green and sustainable business from innovation to new products to greening of the supply chain. It will cover how small and large businesses like GE, GM and others are paying attention to this very critical topic and taking actions which benefit the environment as well as their bottom lines.

- **ENT-553 Global Entrepreneurship**
  
  **Prerequisites:**
  
  Junior Standing Required
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  Do you want to know how to take advantage of our global economy? This course will leverage the knowledge acquired from other entrepreneurship and global courses coupled with an overview of the global economy every entrepreneur must compete in and how to transition your business models into real world opportunities. This course will discuss the entrepreneurial process from concept to product feasibility to venture launch answering the following question: How and when should an entrepreneur plan on competing in a global market?

- **ENT-554 Bootstrapping the Startup Or Small Business**
  
  **Prerequisites:**
  
  ACCT 201, ACCT 202, and Junior standing required
  
  **Credits:**
  
  3.00
Did you ever wonder how you are going to start a business or run an existing small business without enough capital? This is a very common phenomenon where startups and small businesses are typically undercapitalized and need to maximize internally-generated cash flow to not only start but also run the business, but to also grow. Centered around an experiential process, this course will identify how to internally generate cash flow with the realization that more than 90% of all ventures operate in a bootstrapping environment. This course will identify a strong understanding of cash inflows, outflows, and maximizing both components to generate additional capital necessary for the business's requirements.

- **ENT-555 Launching New Products**

  **Credits:**
  
  3.00

  **Description:**
  
  This course will focus on the steps that innovators/entrepreneurs need to follow that will take ideas and launch them into new products. This is accomplished by taking the concept directly to the prospective customers. This course will cover: creating specifications, product sell sheets, prototype development, drafting an executive summary, intellectual property protection, manufacturing and quality control considerations, identifying vendors, customers, and funding sources, and developing a marketing and sales plan for launching the product. During the semester, students will be required to interact with their potential customers, vendors and other key players for the launch.

- **FIN-200 Business Finance**

  **Prerequisites:**
  
  MATH 130 or above; EC 101; ACCT 201; STATS 240 or 250 (can take concurrently with FIN 200); sophomore standing

  **Credits:**
  
  3.00

  **Description:**
  
  This course is a study of the functions of business finance and focuses on basic financial principles such as time value of money, risk and return tradeoffs, and asset valuation.

  **Term:**
  
  Offered Both Fall and Spring
• **FIN-210 Personal Finance**

  Credits:

  3.00

  Description:

  The course can be viewed as a survival guide or a road map to the universe of financial instruments available as well as the basic tools needed to make informed decisions. The course is intended to address the concerns of individuals in determining their financial needs and managing their financial resources. Finance 210 is a free elective only and may not be counted towards the finance major or minor.

  Term:

  Offered Both Fall and Spring

• **FIN-310 Business Finance**

  Prerequisites:

  MATH 130 or above; EC 101; ACCT 201; STATS 240 or 250 (can take concurrently with FIN 310); sophomore standing

  Credits:

  3.00

  Description:

  This course is a study of the functions of business finance and focuses on basic financial principles such as time value of money, risk and return tradeoffs, and asset valuation.

  Term:

  Offered Both Fall and Spring

• **FIN-H310 Honors Business Finance**

  Prerequisites:
ACCT-201, EC-101; MATH-130, MATH-134, MATH-161, or MATH-165; junior standing and a GPA of 3.3 or higher

Credits:
3.00

Description:
This course is a study of the functions of business finance and focus on basic financial principles such as time value of money, risk and return tradeoffs, and asset valuation.

Term:
Offered Both Fall and Spring

• FIN-311 Intermediate Finance

Prerequisites:
FIN 310

Credits:
3.00

Description:
Intermediate Finance expands on basic financial concepts and introduces more advanced topics. Material emphasizes solutions to problems of capital structure, investment and financing. Other major topics include distribution policy, working capital management, derivative corporate securities, and corporate restructuring.

Term:
Offered Both Fall and Spring

• FIN-313 General Insurance

Prerequisites:
FIN 310 and Junior Standing
FIN-315 Principles of Investments

Prerequisites:
FIN 310, Junior standing

Credits:
3.00

Description:
This course covers the investment of funds by individuals and institutions. Focuses on analysis of investments and security markets, and the mechanics of trading and investing. A variety of investment vehicles are discussed, including stocks, bonds, futures, and options.

Term:
Offered Both Fall and Spring

FIN-317 Real Estate

Prerequisites:
FIN-310

Credits:
3.00
This course focuses primarily on real estate investment and many different approaches are discussed. The course examines related areas of law, finance, insurance, taxation, appraisal and brokerage.

Term:
Offered Both Fall and Spring

- **FIN-319 Money & Capital Markets**

  **Prerequisites:**
  EC 101, EC 102 and junior standing

  **Credits:**
  3.00

  **Description:**
  This course covers characteristics, structure and function of money and capital markets with a focus on the recent events relating to financial markets and their impact on the corporate financing behavior and the interrelationship among the various financial markets. Also, each type of financial institution and its internationalization are discussed.

  **Term:**
  Offered Both Fall and Spring

- **FIN-401 Practical Financial Planning**

  **Prerequisites:**
  FIN 310, Junior standing

  **Credits:**
  3.00

  **Description:**
This course is designed to expose the student to the wide range of financial planning tools and techniques available today to the professional financial planner as well as to the individual. By the end of the course the student should be able to construct a sensible and workable financial plan for a client.

Term:

Offered Spring Term

- **FIN-410 Analysis of Financial Statements**

  Prerequisites:

  FIN 310, Junior standing

  Credits:

  3.00

  Description:

  This course covers the analysis and interpretation of financial statements. It is designed to help investors and managers in their assessment of a business entity. It also covers comparative financial statements and trend and ratio analysis.

  Term:

  Offered Fall Term

- **FIN-411 Futures & Options**

  Prerequisites:

  FIN 315

  Credits:

  3.00

  Description:

  This course is an in-depth analysis of derivatives: futures, options, and swaps. The course explains why these securities exist, where and how they are traded, how to employ them in managing risk, and how to accurately price them. It also covers the use of these derivatives in the context hedging or speculation.
Term:
Offered Spring Term

- FIN-413 Investment Analysis and Portfolio Management

   Prerequisites:
   
   FIN 315, Junior standing

   Credits:
   
   3.00

   Description:
   
   This course is an advanced course in investment analysis stressing efficient frontier and diversification. Also studies portfolio construction and management, and the tradeoff of risk versus return.

Term:
Offered Fall Term

- FIN-415 Capital Budgeting

   Prerequisites:
   
   FIN 311 or permission of instructor, Junior standing

   Credits:
   
   3.00

   Description:
   
   This course develops the practical techniques and decision rules in the evaluation and selection of long-term investment projects. Teaching is oriented towards discussion of readings and case studies. Readings should provide students with understanding of capital budgeting techniques, and case studies should allow them to apply the techniques to real-world problems with the help of the computer.
• FIN-417 Multinational Financial Management

Prerequisites:
Take FIN-310; Junior Standing

Credits:
3.00

Description:
This course covers the financing, investment and working capital management process of multinational corporations, considering such variables as exchange risk, political risk, accounting regulations and tax laws.

Term:
Offered Both Fall and Spring

• FIN-419 Problems of Managerial Finance

Prerequisites:
FIN 311, two FIN electives, and senior standing

Credits:
3.00

Description:
This course is an in-depth study of current finance theory and methodology applicable to the firm through case analyses, computer work and recent publications. It is a capstone course where students learn how to integrate financial theories and principles to reach optimal financial decisions in practice.

Term:
Offered Both Fall and Spring
FIN-422 Estate Planning
Credits:
3.00
Description:
This course provides an introduction to estate planning, including a discussion of wills, intestacy, and tax consequences of estate planning techniques. The course will prepare students to discuss the necessity, objectives and techniques of estate planning with clients. It will introduce students to the consequences of intestacy and the uses of wills. Additionally, students will learn the basic concepts of the federal estate, gift and income tax rules that apply to certain estate plans and how to use them for the benefit of clients.
Term:
Offered Fall Term

FIN-423 Retirement Planning
Prerequisites:
FIN 310
Credits:
3.00
Description:
This course examines financial planning for retirement and presents a comprehensive process for doing such a planning. Among the main topics covered are setting financial objectives for retirement, planning for adequate retirement income, social security and other governmental benefits, understanding qualified and non-qualified plans, pre- and post-retirement investment planning, planning for long-term care, and planning for incapacity.
Term:
Offered Spring Term

FIN-432 Financial Institutions
Prerequisites:
FIN-310 and FIN-319

Credits:
3.00

Description:
This course analyzes the role of financial institutions, such as commercial banks, savings and loans, and mutual savings banks in the economy. Topics covered also include dynamic changes in functions of financial institutions and increasing influence of alternative institutions like hedge fund, private equity fund, and venture capitalist.

Term:
Offered Spring Term

• FIN-H435 Honors the Global Financial Crisis: Causes, Economics, and Solutions

Prerequisites:
Take FIN-310 or FIN-H310; junior standing with a 3.3 GPA or higher

Credits:
3.00

Description:
This course analyzes the origins and consequences of the current financial situation from a variety of different economic and political perspectives. It offers students the opportunity to explore the chain of events that preceded the global financial crisis, monitor markets on a real-time basis (using Bloomberg) and provides a forum to discuss solutions and independently generate ideas. Among the main topics covered are asset pricing, derivative securities, financial engineering, risk management and the role of financial institutions, central banks and government agencies in global markets.

Term:
Offered Spring Term

• FIN-H445 Honors Quantitative Analysis and Trading Of Financial Instruments
Prerequisites:
Junior standing; GPA of 3.3; FIN 310 or FIN H310

Credits:
3.00

Description:
The course covers fundamental valuation techniques for a host of financial instruments. Topics include: cash flow discount techniques, pricing, price volatility, duration and duration management with futures. The course also covers fundamentals of spread theory and spread volatility as well as the use of DTS for beta management in fixed income portfolios. The course concludes with an overview of risk fundamentals, tracking error management for indexing purposes, theory of hedging and risk models. Examples drawn from ongoing economic and financial issues are used to illustrate topics and concepts throughout the course.

Term:
Offered Fall Term

• FIN-450 Mutual Funds
  Prerequisites:
  FIN 310
  Credits:
  3.00
  Description:
  This course introduces students to the mutual fund industry and its evolution into the brokerage business. The course focuses on developing this foundation knowledge through classroom discussions and case analysis with guest experts in the various aspects of mutual funds.

• FIN-475 Case Studies in Financial Planning
  Prerequisites:
  senior standing required as well as instructor's approval
• FIN-510 Independent Study in Finance
  Prerequisites:
  instructor's (full time), chair's, dean's approval
  
  Credits:
  1.00- 6.00

  Description:

  Independent study allows students to expand their classroom experience by completing research in an area of interest not already covered by Suffolk courses. The student designs a unique project and finds a full-time faculty member with expertise in that topic who agrees to sponsor it and provide feedback as the proposal is refined. A well designed and executed research project broadens and/or deepens learning in a major or minor area of study and may also enhance a student’s marketability to potential future employers. Students cannot register for an Independent Study until a full proposal is approved by the faculty sponsor, department chair, and academic dean. Many Independent study proposals require revisions before approval is granted; even with revisions independent study approval is NOT guaranteed. Students are strongly encouraged to submit a proposal in enough time to register for a different course if the proposal is not accepted. For complete instructions, see the SBS Independent/Directed Study Agreement and Proposal form available online.

  Term:

  Offered Both Fall and Spring

• FIN-550 Spec Topics Finance
  
  Prerequisites:
  FIN-315, see department
  
  Credits:
  3.00

  Description:
This course is an in-depth analysis of timely special issues in finance. Specific topics are announced when the course is scheduled. Additional prerequisites are based upon the individual topic.

- **FIN-H550 Honors Special Topics in Finance: the Global Financial Crisis: Causes, Economics and Solutions**

  **Prerequisites:**
  
  Junior standing; GPA of 3.3; FIN 310 or FIN H310

  **Credits:**
  
  3.00

  **Description:**
  
  This is a special topics course. Content varies by term. Please contact the Finance Department for term-specific descriptions.

- **FIN-560 Experiential Component**

  **Prerequisites:**
  
  Must obtain approval from FIN dept

  **Credits:**
  
  0.00

  **Description:**
  
  Required of all Finance majors. Majors will have an approved 150 hours of finance experience. Experience may be acquired through internship, part- or full-time employment or cooperative education. Zero Credit

  **Term:**

  Offered Both Fall and Spring

- **FPP-200 Business Finance**
Prerequisites:
MATH 130 or above; EC 101; ACCT 201; STATS 240 or 250 (can take concurrently with FPP 200)

Description:
This course is a study of the functions of business finance and focuses on basic financial principles such as time value of money, risk and return tradeoffs, and asset valuation.

Term:
Offered Both Fall and Spring

• FPP-310 Business Finance
  Prerequisites:
  MATH 130 or above; EC 101; ACCT 201; STATS 240 or 250 (can take concurrently with FIN 310)
  
  Description:
  This course is a study of the functions of business finance and focuses on basic financial principles such as time value of money, risk and return tradeoffs, and asset valuation.
  
  Term:
  Offered Both Fall and Spring

• FPP-313 General Insurance
  Prerequisites:
  Take FIN-310 or FPP-310;
  
  Description:
  This course includes the theory, practice and problems of risk-bearing in business and personal pursuit including life, property and casualty insurance and dealing with contract analysis and investments as well as corporate risk management.
  
  Term:
**FPP-315 Principles of Investment**

Prerequisites:
Take FIN-310 or FPP-310;

Description:
This course covers the investment of funds by individuals and institutions. Focuses on analysis of investments and security markets, and the mechanics of trading and investing. A variety of investment vehicles are discussed including stocks, bonds, futures and options.

Term:
Offered Both Fall and Spring

**FPP-320 Taxation**

Prerequisites:
Take ACCT-202 and either FIN-310 or FPP-310;

Description:
A study of basic federal taxation as it applies to individuals, partnerships and corporations. Expertise in the preparation of tax returns is developed. Prerequisite: ACCT 202 MATH 134 OR MATH 161 OR MATH 165.

Term:
Offered Both Fall and Spring

**FPP-401 Practical Financial Planning**

Prerequisites:
TAKE FIN-310 OR FPP-310;

Description:
This course is designed to expose the student to the wide range of financial planning tools and techniques available today to the professional financial planner as well as to the individual. By the end of the course the student should be able to construct a sensible and workable financial plan for a client.

- **FPP-422 Estate Planning**

  Prerequisites:
  
  Take FIN-310 or FPP-310;

  Description:

  This course provides an introduction to estate planning, including a discussion of wills, intestacy, and tax consequences of estate planning techniques. The course will prepare students to discuss the necessity, objectives, and techniques of estate planning with clients. It will introduce students to the consequences of intestacy and the uses of wills. Additionally, students will learn the basic concepts of the federal estate, gift, and income tax rules that apply to certain estate plans and how to use them for the benefit of clients.

  Term:

  Offered Fall Term

- **FPP-423 Retirement Planning**

  Prerequisites:

  TAKE FIN-310 OR FPP-310;

  Description:

  This course examines financial planning for retirement and presents a comprehensive process for doing such a planning. Among the main topics covered are setting financial objectives for retirement, planning for adequate retirement income, social security and other governmental benefits, understanding qualified and non-qualified plans, pre- and post-retirement investment planning, planning for long-term care, and planning for incapacity.

- **FPP-475 Case Studies in Financial Planning**

  Prerequisites:

  TAKE FPP 310.
- **IBFN-417 Multinational Financial Management**

  **Prerequisites:**
  
  FIN 310, Junior standing

  **Credits:**
  3.00

  **Description:**
  This course covers the financing, investment and working capital management process of multinational corporations, considering such variables as exchange risk, political risk, accounting regulations and tax laws. Prerequisite: FIN 310.

- **HLTH-301 Introduction to the U.S. Healthcare Systems**

  **Credits:**
  3.00

  **Description:**
  This course presents an overview of the origins, components, organization, and operation of the health system in the United States. It is an introduction to the major health issues and institutions, including the settings in which health services are delivered, providers of these services, and the public and private payers for services.

- **HLTH-440 Global Health Needs and Organization**

  **Credits:**
  1.50

  **Description:**
Reviews global health needs, including those related to infectious and chronic diseases, injuries, behavioral health, women, children, and families, and complex emergencies such as natural disasters and war. Case studies stimulate discussion of ways to address these needs. Student papers identify needs and evaluate healthcare organization and financing in selected countries.

- **HLTH-441 Global Health Policy**
  
  **Prerequisites:**
  
  Take HLTH-301 and HLTH-440;
  
  **Credits:**
  
  1.50
  
  **Description:**
  
  This course builds on HLTH 440 with a review of global health systems and organizations. In class and student issue papers, the course covers critical health-related policy issues such as world trade, poverty, population growth, the nutritional crisis, the water wars, and environmental issues/global climate change. The course closes by examining the challenges of how to prioritize scarce resources and mobilize together to save civilization.

- **IB-101 Globalization**
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  This course introduces the nature and processes of globalization which define today's international business environment. The course employs a multidisciplinary perspective to explore the growing interdependence of nations in their trade, investment, technology flows, and business operations. Topic include business, geographic, economic, social, cultural, political, and other issues related to globalization. The course is experiential in its approach. Students will undertake a team research project exploring globalization issues with reference to a particular country, region or industry.

- **IB-H101 Globalization**
  
  **Credits:**
  
  3.00
This course introduces the nature and processes of globalization which define today's international business environment. The course employs a multidisciplinary perspective to explore the growing interdependence of nations in their trade, investment, technology flows, and business operations. Topics include business, geographic, economic, social, cultural, political, and other issues related to globalization. The course is experiential in its approach. Students will undertake a team research project exploring globalization issues with reference to a particular country, region or industry.

- **IB-321 Introduction to International Business**

  **Prerequisites:**

  IB 101 OR HST 149 OR HST 150

  **Credits:**

  3.00

  **Description:**

  To provide students with an understanding of problems and opportunities associated with doing business across country and cultural boundaries and to encourage global business thinking and strategy formulation. Topics include the forms of international business involvement; economic, social, cultural and political conditions; national and multinational regulations of international transactions and investments; and global strategies for business operations.

- **IB-419 Global Business Theory & Practice**

  **Prerequisites:**

  MKT 210; MGT 317; FIN 310; ISOM 310; ISOM 319; IB 321

  **Credits:**

  3.00

  **Description:**

  This course will integrate global business theories and concepts with practice. Topics include: Transnational strategy, foreign direct investment, regional development clusters, role and operation of the WTO, outsourcing and supply chain management, and international ethics. Students integrate discipline-specific knowledge, practice investigation and decision-making around global business issues, improve business communication skills, and practice teamwork for global business decision-making. Prerequisite: MKT 210, MGT 317, FIN 310, ISOM 310 ISOM 319, and IB 321.
• **IB-510 Directed Study in International Business**

  **Prerequisites:**
  
instructor's consent

  **Credits:**
  
1.00-6.00

  **Description:**
  
This elective course option involves a student-initiated written proposal to a willing and appropriate full-time faculty member for a directed study project. Normally this is for three credits and completed during one semester. The faculty member and student must concur on a written proposal and final project. Approval by the Department Chair and the Dean is necessary prior to registration. Prerequisites: Sawyer Business School required courses, IB 321 AND one other International Business course.

• **IB-520 Global Business Internship**

  **Prerequisites:**
  
IB 321, Department Chair approval required before registration

  **Credits:**
  
3.00

  **Description:**
  
A project-based course that provides a work experience component for juniors and seniors, and allows the student to apply international business theory in a practical context, thereby bridging the gap between education and practice. Students are assigned to a specific project working with a local business in an area of interest, for one semester generally. Students should expect to spend a minimum of 8 hours per week on the job during the 15 week semester. Written reports, including a proposal accepted by both the supervisor/employer and instructor, mid-term progress report, and final report are required. This course can be used as a major elective or as a free elective.

• **IB-550 Special Topics in International Business**

  **Credits:**
3.00

Description:

An in-depth analysis of timely special issues in international business. Specific topics are announced when the course is scheduled.

• IB-560 International Bus Travel Requirement

Prerequisites:

Junior Standing, Instructor’s consent required

Credits:

0.00

Description:

All GB majors are required to participate in overseas travel as a part of their major. This requirement may be satisfied by completing a minimum of one travel seminar or a semester abroad. Travel seminars used to fulfill this requirement, may also be used to fulfill major electives or language as appropriate. Students may participate in more than one travel seminar and/or study abroad opportunity. All travel must be pre-approved by the Undergraduate Programs Dean’s Office to ensure optimum credit distribution.

• ISOM-120 Information Technology and Productivity

Credits:

3.00

Description:

This course provides a comprehensive introduction to information technology and information systems concepts. Students learn the importance of modern information technologies in the workplace. The course covers technology resources of the digital age, such as computer software, hardware, communication, database and telecommunication systems. Students also learn to increase productivity through the integration and use of productivity software applications, such spreadsheets, presentation software and databases. In addition, students learn the fundamental concepts of database design and relational database management systems (DBMS) such as Microsoft access.

Term:

Offered Both Fall and Spring
• ISOM-H120 Honors Information Technology and Productivity

Prerequisites:
Griffin Fellows Honors Students Only; GPA of 3.2

Credits:
3.00

Description:
OPEN TO GRIFFIN FELLOWS AND HONOR STUDENTS ONLY GPA of 3.2 or above required.

Term:
Offered Fall Term

• ISOM-130 Data Science and Analytics

Prerequisites:
SBS 101

Credits:
3.00

Description:
The availability of massive amounts of complex digital data has created the need for professionals that can compile, analyze and share electronic data in a meaningful way. Such data may be gathered from internal company records and business transactions or externally from other data sources and/or the Web. The data must then be cleansed, organized, aggregated, analyzed and presented in order to be useful. This course provides students with a comprehensive introduction to the core concepts, applications and tools of data acquisition, preparation, querying, analytics, and data management as needed in various business functions. Students will have hands-on experience using real data to perform these functions. Topics include: data life cycle, big data, analytics, data collection, preparation, organization and storage, aggregation and summary, and presentation/visualization. Students will use tools such as MS Excel, MS Access, SQL, and SAS Visual Analytics.

• ISOM-201 Data and Decisions Analysis
Prerequisites:

ISOM-120; STATs 240 or 250; Math 130, 134, 161, or 165

Credits: 3.00

Description:
This course is designed to introduce undergraduate business students to fundamental quantitative methods of using data to make informed management decisions. Topics covered include: decision modeling, decision analysis, regression, forecasting, optimization, and simulation, as it applies to the study and analysis of business problems for decision support in finance, marketing, service, and manufacturing operations. Practical business cases and examples drawn from finance, marketing, operations management, and other management areas are used to provide students with a perspective on how management science is used in practice. The implementation of management science tools has been facilitated by the intensive use of Excel spreadsheet models.

Term:

Offered Both Fall and Spring

- **ISOM-H201 Honors Data & Decisions Analysis**

  Prerequisites:

  ISOM 120; STATS 240 or 250; MATH 130,134,161 or 165; Griffin Fellows and Honor Students only; GPA of 3.2

  Credits: 3.00

  Description:

  OPEN TO GRIFFIN FELLOWS AND HONOR STUDENTS ONLY GPA of 3.2 or above required.

  Term:

  Offered Fall Term

- **ISOM-212 Web Design**
Prerequisites:

Suggested prerequisite: ISOM 120.

Credits:

3.00

Description:

Web Design introduces the concepts, vocabulary, and procedures associated with web design. Students will learn how to conceptualize and design professional websites using Wix.com and Microsoft’s Expression Web software. Topics will include website evaluation, information architecture, customer task analysis, usability testing, web-hosting options, typography, color composition, screen layout, navigation, and cascading style sheets. Students will learn practical skills and techniques in projects involving digital photography, image editing, multimedia, and animation. ISOM 212 will also cover important web design themes such as accessibility, globalization, personalization, and trust.

Term:

Offered Both Fall and Spring

• ISOM-244 Web Application Development

Prerequisites:

SOM 120 OR ISOM 120 OR ISOM 212

Credits:

3.00

Description:

This first course in Internet application development equips students with the principles, methodology and skills required to define, develop and deploy a fully functional dynamic web application. Students will learn how to customize the content, appearance, and delivery of their website using industry-standard web development tools. Class discussion will focus on web development issues for organizations as well as the role played by development tools such as HTML5, CSS3, XML, and scripting. Each class will include hands-on lab work. A term project will be used to wrap the course content together.

Term:

Offered Spring Term
ISOM-301 Business Analysis for Management

Prerequisites:
Take MGT-317 and junior status

Credits: 3.00

Description:
This course provides students with exposure to the business analysis models and techniques generally applicable to common business problems. Using the case study method, the course will emphasize analytical models including forecasting, optimization and simulation within the context of team-based work. Students will understand the process of Business Analysis (BA), the role of assumptions and elicitation, the critical value of hard analytical skills as the foundation of BA as well as the importance of interpretation, communication and implementation to the effective use of BA.

ISOM-310 Management Information Systems

Prerequisites:
ISOM 120 AND ENG 102 and at least 45 completed credits

Credits: 3.00

Description:
This course examines the rise of information-enabled enterprises and the role of information technologies/information systems (IT/IS) and e-commerce as key enablers of businesses and social changes globally. The effective application of IT/IS to support strategic planning, managerial control, operations and business process integration in the digital economy is covered. The course also examines the IT/IS related issues of ethics, privacy, piracy and security in the information society.

Term:
Offered Both Fall and Spring

ISOM-H310 Honors Management Info System
ISOM 313 Systems Analysis & Design

Prerequisites:

ISOM 310

Credits:

3.00

Description:

This course covers the concepts, techniques and tools useful for the analysis and design of business information systems. Topics include: the system development cycle, modeling, prototyping and project management. Additionally, the course focuses upon using Object Oriented analysis and design techniques including the UML. The course emphasizes the analysis of business operations as well as the interaction between information systems professionals and end-users. A term project applying these concepts and techniques is required.

Term:

Offered Both Fall and Spring

ISOM 314 Structured Programming

Prerequisites:
ISOM 120 OR SOM 120

Credits:
3.00

Description:
This course develops problem solving and basic programming skills through a variety of business application assignments. The course introduces fundamental control and data structures using the VB (Visual Basic) programming language. Students learn about the concepts of structured programming, object-oriented/ event-driven programming without being exposed to the advanced principles of object-oriented programming. The course builds skills in the areas of programming logic, Visual Basic Application (VBA), interactive Windows applications, and Macro application programming. Testing and debugging techniques and the writing of well-structured code are also emphasized.

Term:
Offered Both Fall and Spring

ISOM-315 Mobile App Development

Prerequisites:
ISOM 120

Credits:
3.00

Description:
This course provides a comprehensive introduction to mobile app technology and design concepts. Students learn how to design, build, and optimize cross-platform mobile app using HTML5 standards. Students use CSS3, JavaScript and several JavaScript frameworks and techniques such as jQuery, jQuery Mobile, and AJAX. In addition, students will use Web services, such as Google Maps, and Web Application Programming Interfaces (Web APIs) to integrate content into their apps. Students will learn how to convert HTML5 apps into native apps for various mobile platforms. This is an introductory course and assumes no prior programming experience.

Term:
Offered Spring Term

ISOM-319 Operations Management
Prerequisites:
SBS 101 and ISOM 201, Junior Standing

Credits:
3.00

Description:
In this course, students are introduced to the operating component of a service/manufacturing organization where inputs such as raw material, labor, or other resources are transformed into finished services and/or goods. The following OM areas: strategic and tactical issues, product planning and process design, technology management, quality management, capacity, location, and layout planning, inventory management, forecasting and workforce management issues are addressed through class discussions, readings and cases. Quantitative models, analytical tools and case studies are used to analyze problems that the business manager would face in both a local and global setting.

Term:
Offered Both Fall and Spring

• ISOM-H319 Honors Operations Management

   Prerequisites:
   MGT 101 and ISOM 201 (formerly MGT 201), Junior Standing Honors section, GPA of 3.2 or higher

   Credits:
   3.00

   Description:
   OPEN TO GRIFFIN FELLOWS AND HONOR STUDENTS ONLY GPA of 3.2 or above required.

   Term:
   Offered Spring Term

• ISOM-330 Applied Predictive Analytics

   Prerequisites:
• **ISOM-331 Global Electronic Commerce**
  
  **Prerequisites:**
  
  ISOM 310, or ISOM 423 or ACCT 430 & junior standing
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  This course examines the role of information systems and e-commerce in global business competition. It considers the technological, cultural, economic, social and legal issues in the development of cross-border information systems for business or social developments. Readings and cases will be used to examine current issues, as well as opportunities and challenges. Prerequisites: ISOM 310, or ISOM 423 or ACCT 430 May also be taken concurrently.
  
  **Term:**
  
  Offered Fall Term

• **ISOM-340 Security & Privacy**
  
  **Prerequisites:**
  
  ISOM 310 or 423, Junior standing
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  Students are introduced to the basics of information security & privacy including the legal and ethical issues. Common types of computer attacks and counter-attacks are addressed. Security technologies such as biometrics, firewalls, intrusion detection systems and cryptography systems will be
analyzed and several labs done on the same to connect theory to practice. Best practices for planning and auditing security and privacy will also be covered. Pre-requisites: ISOM 310 or ISOM 423.

Term:
Offered Fall Term

• ISOM-341 Project Management

Prerequisites:
ISOM 310, Junior standing

Credits:
3.00

Description:
Project management is a critical competence to business performance in contemporary organizations. This course introduces the concepts and techniques of project management, which are applicable to the development of products, services, and information systems. Topics will include project life cycles, project management tools, project process management, and project management practices. Relevant quality management concepts and tools will also be discussed.

Term:
Offered Fall Term

• ISOM-414 Object-Oriented Programming Development With Java

Prerequisites:
ISOM 314, or other computer programming course

Credits:
3.00

Description:
This course introduces object-oriented programming (OOP) and development using the Java programming language. It covers the basics of OOP including class hierarchies, inheritance, objects, streams, constructors, and GUI components. The course also covers the design, development, and deployment of applets, web applications, and applications that are not deployed via the Internet. Several programming projects, which strengthen the understanding of object based and event driven programming, are required. By the end of the course, students will possess a strong working competency in object oriented programming using Java.

Term:
Offered Spring Term

- ISOM-423 Database Management
  Prerequisites:
  ISOM 310 OR ACCT 321
  Credits:
  3.00
  Description:
  This course provides an understanding of the role of information and databases in systems and their role as an organizational resource. Students learn to design databases using normalization and entity-relationship diagrams, develop data models and to build applications with database management systems (i.e., Microsoft Access and SQL). Techniques are examined and applied to business problems through exercises and projects. The course's cornerstone is a group project involving the implementation of a DBMS-based system which supports a realistic business application and the development of a companion user's manual.
  Term:
  Offered Both Fall and Spring

- ISOM-424 Systems Prototyping Project
  Prerequisites:
  ISOM 313, ISOM 314, ISOM 423, and Senior standing
  Credits:
This course is the capstone for IS majors and is designed to assist students in further developing their project management and hands-on programming skills. It emphasizes the management principles that apply to technology development along with practical skills required to develop systems to solve real world problems using the latest available technologies. Students have the opportunity to learn system design and project management concepts, and then apply these principles to projects in the business community. For this reason, the course challenges students to bring together all the computer, information systems and management skills they have acquired to produce a final, capstone project, which is presented to their clients and peers. The goal of the course is to give students experience in working with real users and state-of-the-art software tools such as Cold Fusion to prepare them for the jobs that await them in industry.

Term: Offered Spring Term

- **ISOM-440 ERP Systems & Process Reengineering**

  Prerequisites:
  
  ISOM 310, Junior standing

  Credits:
  
  3.00

  Description:

  This course provides students with a conceptual, as well as, a mechanical understanding of enterprise integration and enterprise software, business process reengineering and strategies for maximizing benefits from enterprise systems. It also examines some of the complex organizational changes and issues including implementation challenge; risks, costs, and benefits; learning and knowledge management. Hands-on lab projects on the ERP System (provided by SAP) will be utilized to reinforce the student's understanding of important enterprise systems and business process concepts.

  Term: Offered Spring Term

- **ISOM-445 Big Data and Analytics**

  Prerequisites:
ISOM 201, ISOM 310, and ISOM 423 is recommended, Junior standing

Credits:
3.00

Description:

This course provides an understanding of the business potential of big data and analytics, data warehousing, how to build and maintain data warehouses, and how to use data warehouses for business advantage and as a source for business intelligence. Business intelligence refers to the use of analytical software tools to analyze big data or complex information about an organization and its competitors for use in business planning and decision-making. In building data warehouses, students will learn the inter-relationships between operation, decision support systems, strategy and the extraction and filtering process used to produce a high quality data warehouse. Data mining concepts and the use of data mining tools and methods for decision-making and for producing business intelligence is presented. Additionally, the concept of building dashboards and other visualization techniques to present data will be covered.

Term:
Offered Fall Term

- ISOM-510 Independent Study in IS & OM

Prerequisites:
ISOM 310, one upper level ISOM course, & instructor's consent

Credits:
1.00-3.00

Description:

Independent study allows students to expand their classroom experience by completing research in an area of interest not already covered by Suffolk courses. The student designs a unique project and finds a full-time faculty member with expertise in that topic who agrees to sponsor it and provide feedback as the proposal is refined. A well designed and executed research project broadens and/or deepens learning in a major or minor area of study and may also enhance a student’s marketability to potential future employers. Students cannot register for an Independent Study until a full proposal is approved by the faculty sponsor, department chair, and academic dean. Many Independent study proposals require revisions before approval is granted; even with revisions independent study approval is NOT guaranteed. Students are strongly encouraged to submit a proposal in enough time to register for a different course if the proposal is not accepted. For complete instructions, see the SBS Independent/Directed Study Agreement and Proposal form available online.

Term:
• ISOM-520 Internship in Information Systems

Prerequisites:

ISOM 310; One upper level ISOM course; JR standing; instructor's consent; ISOM GPA of 3.0 & Cum GPA of 2.5

Credits:

3.00

Description:

An internship may be used to satisfy the IS major practical experience requirement of a minimum of 150 hours of information systems/information technology experience. Most internships will exceed 150 hours and may be paid or unpaid. Prior approval of your position by the IS Practical Experience Coordinator is required. This is accomplished by completing the IS Practicum Approval Form with an internship description. The internship description includes the job description, the number of hours of work, the number of credits, grading criteria and any other requirements. Students should enroll in ISOM 520 prior to starting their internship. This is a graded course and cannot be used as a major elective. Students may decide to register for this free elective course as pass fail (see http://www2.suffolk.edu/offices/54969.html). Prerequisites: Practical Experience Coordinator's Approval Required and Junior Standing, minimum ISOM GPA of 3.0, and minimum overall GPA of 2.5.

Term:

Offered Both Fall and Spring

• ISOM-550 Special Topics of IS and OM

Prerequisites:

Prerequisites dependent on topic.

Credits:

3.00

Description:

An in-depth analysis of timely and special issues in information systems or operations management. Specific topics are announced when the course is scheduled. Prerequisites are dependent on specific topic.
• ISOM-560 Information Systems Practicum

Prerequisites:
Junior standing; Instructor's Consent

Credits:
0.00

Description:
All majors are required to complete 150 hours of information systems/information technology experience. The 150 hours of work experience may be obtained in one or more positions as an intern, part- or full-time employee or volunteer. Prior approval of your position by the IS Practical Experience Coordinator is required. This is accomplished by completing the IS Practicum Approval Form. Students should enroll in ISOM 560 no earlier than the semester when they expect to complete the 150 hours. Student should log their work tasks and accomplishments. Prerequisites: Practical Experience Coordinator's Approval Required

Term:
Offered Both Fall and Spring

• MGT-101 Business Foundations

Credits:
3.00

Description:
This course introduces the concepts and practices of managing profit seeking firms, as well as the challenges of managing not-for-profit and public sector organizations. Students develop an initial understanding of organizational stakeholders, the global, economic, legal, and regulatory environments, ethical challenges faced by management, and the strategic coordination of various internal functions of organizations. Students develop an integrative approach to analyzing organizations and are coached on effective presentation skill, culminating in a group presentation of a business analysis to a panel of outside managers.
• MGT-H101 Honors-Business Foundations

Credits:
3.00

Description:
The course provides an introduction to important concepts and practices of management. Primary focus is on profit seeking organizations, or businesses, but the course also introduces the challenges of managing in not-for-profit and public sector organizations. It also addresses the crucial intersection between the private and public sectors of society. An important component of the course provides coaching in making effective presentations; this component concludes the course, culminating in team presentations of a business analysis to a panel of outside executives.

• MGT-200 Leadership and Social Responsibility

Prerequisites:
Sophomore Status

Credits:
1.00

Description:
This course focuses on management challenges faced by leaders of not-for-profit organizations. Through a hands-on team project students will create innovative solutions to a specific organizational opportunity/issue and present these to a panel of external judges. Students will also create sustainability plans so their ideas have life after the course ends. Due to the experiential nature of this course, it will be taught in an intensive format.

Term:
Offered Both Fall and Spring

• MGT-301 Managing Change

Prerequisites:
MGT-317

Credits:
Change is constant in all industries and work settings. Accordingly there is constant demand for people who can understand the need for change, make complex, strategic and realistic change plans, and lead others through a successful implementation of a planned change. This lively case-based course will focus on managerial and leadership skill-building in the areas of change management through the careful and thorough analysis of change-focused case studies. Students will be expected to conduct both individual and group-based analyses of complex business cases; including the preparation of written case analyses, active participation in case discussions, and delivery of case analyses through oral presentation.

Term:
Offered Both Fall and Spring

- **MGT-302 Developing Innovation Skills**

Credits:
3.00

Description:
This highly interactive and experiential course will help you to develop your creative skills for business and life success. Corporate leaders consider creativity [1] to be an essential skill. However, according to a recent Conference Board study [2], college graduates lack the creativity and innovation skills needed to succeed in the workplace. The Council on Competitiveness warns that companies that do not embrace innovation (and creativity) as a core business value will fall to global competition.[3] We will discuss meaning of life issues that will serve to clarify your thinking and help you align your values and belief-systems with what you do on a daily basis at work and throughout your life. A substantial body of evidence indicates that people tend to be more creative when working on projects that interest them, and most creative when passionately immersed in their endeavors. We will focus on enhancing creativity in the workplace to achieve defined organizational needs, to add economic value to the organization, and to create social value as well. We will also focus on helping you to understand and apply a wide array of creative processes and tools to develop your creative competencies and skills. We will use breakout groups, role plays, experiential exercises, and discussions to facilitate your learning. This course is an invitation to you to explore and define what you want to create in your life. [1] The Conference Board defines creativity/innovation as the ability to demonstrate originality, inventiveness in work, communicate new ideas to others, and integrate knowledge across disciplines. [2] Are They Ready To Work: Employers' Perspectives on the Basic Knowledge and Applied Skills of New Entrants to the 21st Century Workforce. 2006. [3] Innovate America: Thriving in a World of Challenge and Change. July, 2004. National Innovation Initiative, Council on Competitiveness.

Term:
Summer
MGT-H302 Honors Creativity for Business and Life Success

Credits:
3.00

Description:
This highly interactive and experiential course will help you to develop your creative skills for business and life success. Corporate leaders consider creativity [1] to be an essential skill for the twenty-first century workforce. However, according to a recent Conference Board study [2], college graduates lack the creativity and innovation skills needed to succeed in the workplace. The Council on Competitiveness warns that companies that do not embrace innovation (and creativity) as a core business value will fall to global competition.[3] We will discuss profoundly important meaning of life issues that will serve to clarify your thinking and help you align your values and belief-systems with what you do on a daily basis at work and throughout your life. A substantial body of evidence indicates that people tend to be more creative when working on projects that interest them, and most creative when passionately immersed in their endeavors. We will focus on enhancing creativity in the workplace to achieve defined organizational needs, to add economic value to the organization, and to create social value as well. We will also focus on helping you to understand and apply a wide array of creative processes and tools to develop your creative competencies and skills. We will use breakout groups, role plays, experiential exercises, and discussions to facilitate your learning. Since we assume that your life is a work of art and you are the artist, this course is an invitation to you to explore and define what you want to create in your life. [1] The Conference Board defines creativity/innovation as the ability to demonstrate originality, inventiveness in work, communicate new ideas to others, and integrate knowledge across disciplines. [2] Are They Ready To Work: Employers' Perspectives on the Basic Knowledge and Applied Skills of New Entrants to the 21st Century Workforce. 2006. [3] Innovate America: Thriving in a World of Challenge and Change. July, 2004. Nation

Term:
Occasional

MGT-313 Human Resource Management

Prerequisites:
SOM 101, And Junior standing

Credits:
3.00

Description:
This course includes a study of the modern human resources department in industry with special emphasis on the techniques and methods of management, utilization of people, and contemporary human resource issues and problems.
**MGT-317 Organizational Behavior**

**Prerequisites:**
ENG 102; SBS 101; must have completed 45 credits

**Credits:**
3.00

**Description:**
This course explores the application of sociological, psychological and anthropological concepts in domestic and international business settings. Attention is given to the study of human behavior in organizational settings, the organization itself, human interaction, and small group process.

**Term:**
Offered Both Fall and Spring

**MGT-H317 Honors in Organizational Behavior**

**Prerequisites:**
ENG 102, SOM 101 or MGT 101, must have completed 45 credits Honors section, GPA of 3.2 or higher

**Credits:**
3.00

**Description:**
This course explores the application of sociological, psychological and anthropological concepts in domestic and international business settings. Attention is given to the study of human behavior in organizational settings, the organization itself, human interaction, and small group process.

**Term:**
Occasional
- **MGT-320 Small Business Management**
  
  **Prerequisites:**
  
  SBS101 & Junior Standing
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  How do you manage the day-to-day challenges or working in a small business or starting a new venture? This case-driven course covers the role and importance of small business in the U.S. economy, including the application of all management functions to the operation of a small business; human resources, operations, financial, risk and growth. This course is designed around problem-solving techniques that help you research the facts of a given situation, identify the problem, develop alternative solutions and defending the best solution.
  
  **Term:**
  
  Offered Both Fall and Spring

- **MGT-322 Managing Diversity in the Workplace**
  
  **Prerequisites:**
  
  MGT 317 or instructor's consent, and junior standing
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  This course explores multicultural diversity in business organizations. In order to learn to effectively manage diversity in the workplace, it is first necessary to become familiar with the concepts and dynamics that underlie many of the organizational issues associated with increased diversity in the workplace. Thus, this course is structured to first study topics such as identity, perception, socialization, stereotyping, and prejudice. With these concepts as a foundation, we will explore the opportunities and challenges created by diversity in the workplace. We will consider issues and dynamics that arise in the workplace as a result of diversity in terms of gender, race, national origin, sexual orientation, and religion. After developing a rich understanding of workplace diversity dynamics, we will consider actions that individuals and organizations can take to address the opportunities and challenges inherent in a diverse workforce to gain competitive advantage.
- **MGT-325 Career & Life Planning for Management**
  
  **Prerequisites:**
  
  SOM 101 or MGT 101 and Junior standing
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  The course will provide an opportunity for students to develop self-awareness, personal skills and background knowledge necessary for successful personal life/career planning. Students will develop their own life/career plans based upon materials presented in this course. In a similar manner, attention will also be given to the careers of subordinates. This course is designed primarily for seniors; however, students with junior status may be admitted with permission of instructor.

- **MGT-330 Interpersonal Effectiveness**
  
  **Prerequisites:**
  
  SBS 101 and Junior standing
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  This course provides students with knowledge of and skills in interpersonal effectiveness. The course is designed to convey the importance of interpersonal skills in today's business climate. Students learn and develop interpersonal skills commonly required of supervisors/managers.
- **MGT-331 Leadership**
  
  **Prerequisites:**
  
  MGT 317
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  This course is designed to provide a fundamental understanding of the principles of leadership and the core competencies, traits and behaviors that enable effective leadership. It is an interactive, event-driven program to develop, refine and refresh leadership qualities through activities, individual assessments, coaching, research and dynamic group discussion to practice and develop individual skills. Students will examine various leadership theories, identify styles and preferences, practice conflict management and team building, feedback and expectation setting by applying classroom/real world situations to their own learning.
  
  **Term:**
  
  Offered Both Fall and Spring
  
- **MGT-332 Workplace Conflict**
  
  **Credits:**
  
  1.00
  
  **Description:**
  
  Conflict in the workplace can be an opportunity for productivity and relationship building or an upsetting emotional situation which hinders organizational effectiveness. By beginning with the causes and sources of workplace conflict which include personal differences, information deficiencies, role incompatibility, and environmental stress, this mini course will cover a collaborative and situational approach to managing workplace conflict. 1 credit.
  
- **MGT-333 Bldg. a Positive Organization**
  
  **Prerequisites:**
  
  MGT 317
From store or restaurant managers to regional directors to executives of large corporations, you as a leader must learn how to create a positive work environment for your employees so that they can flourish, become resilient in the face of adversity, and achieve extraordinary performance. In this course, you will learn concepts fundamental to building a positive culture, such as social learning, reciprocity, supportive communication, and forgiveness, gratitude and compassion. These concepts will then be applied to a variety of management issues, such as building core values and mission statements, designing a standardized hiring process, creating a sustainable training and staff development program, developing onboarding experiences, enhancing organizational communication, conducting performance evaluations and critical conversations, and managing organizational change.

• MGT-H333 Building a Positive Organization

   Prerequisites:
   MGT 317 and 3.3 GPA or above.

   Credits:
   3.00

   Description:
   From store or restaurant managers to regional directors to executives of large corporations, you as a leader must learn how to create a positive work environment for your employees so that they can flourish, become resilient in the face of adversity, and achieve extraordinary performance. In this course, you will learn concepts fundamental to building a positive culture, such as social learning, reciprocity, supportive communication, and forgiveness, gratitude and compassion. These concepts will then be applied to a variety of management issues, such as building core values and mission statements, designing a standardized hiring process, creating a sustainable training and staff development program, developing onboarding experiences, enhancing organizational communication, conducting performance evaluations and critical conversations, and managing organizational change.

• MGT-334 Introduction to Business Analysis

   Prerequisites:
   MGT 317
This course introduces students to the core functions and skills required to be a Business Analyst, an agent of change using a systematic approach to add value within an organization. Students will learn how to understand business needs and perspectives in order to develop effective and focused solutions to problems across the Business Solutions Life Cycle, from strategy through to operational results. Using case studies and exercises, this course provides an overview of business analysis, introduces key skills such as project definition, the role of assumptions, critical analytical skills, interpretation of information, communication and implementation.

- **MGT-335 Managing Across Cultures**
  
  **Prerequisites:**
  MGT 101
  
  **Credits:**
  3.00
  
  **Description:**
  To what extent are our identities, ways of thinking, and behaving the products of our cultural environments? How do conceptions of motivation, leadership, decision making, negotiation, and ethics differ across cultures? How do expatriates settle abroad, and how do they re-enter the American life they are once so familiar? The purpose of this course is to examine the international context of management, specifically, the cross-cultural environment and how it shapes managers’ and work organization members’ experiences, roles and responsibilities.

  **Term:**
  Offered Both Fall and Spring

- **MGT-360 Leadership 360 Practicum**
  
  **Prerequisites:**
  MGT 317.
  
  **Credits:**
Leadership 360 Practicum provides a fundamental understanding of the principles of leadership and the core competencies, traits and behaviors that enable effective leadership. Students will conduct an in-depth self-examination of skills, abilities, personality, attitudes, values, and behaviors to increase self-awareness of their leadership competencies. Students will learn relevant leadership theories and introductory project management principles and techniques. They will apply leadership and project management skills in a mini-team project with a not-for-profit organization that seeks solutions to a specific challenge, leading to a project implementation plan. Students will present formally to the client; feedback to the presenters will reinforce their oral communication skills.

• MGT-401 Negotiations
  Prerequisites:
  MGT 317 and Junior Standing
  Credits:
  3.00
  Description:
  This course is premised on the fact that whereas a manager needs analytical skills to discover optimal solutions to business problems, a broad array of negotiation skills is needed to implement these solutions. This experiential course is designed to improve your skills in all phases of negotiation: understanding prescriptive and descriptive negotiation theory as it applies to dyadic and multiparty negotiations, to buyer-seller transactions and the resolution of disputes, to the development of negotiation strategy, and to the management of integrative and distributive aspects of the negotiation process. The course is based on a series of simulated negotiations in a variety of contexts including one-on-one, multi-party, cross-cultural, third-party and team negotiations. Please note that given the experiential nature of the course, attendance is mandatory and will be strictly enforced beginning from the first class session.
  Term:
  Offered Both Fall and Spring

• MGT-H401 Honors Analytical Skills
  Prerequisites:
  MGT-317; Junior Standing, GPA of 3.2 or higher
Credits:

3.00

Description:

This course is premised on the fact that whereas a manager needs analytical skills to discover optimal solutions to business problems, a broad array of negotiation skills is needed to implement these solutions. This experiential course is designed to improve your skills in all phases of negotiation: understanding prescriptive and descriptive negotiation theory as it applies to dyadic and multiparty negotiations, to buyer-seller transactions and the resolution of disputes, to the development of negotiation strategy, and to the management of integrative and distributive aspects of the negotiation process. The course is based on a series of simulated negotiations in a variety of contexts including one-on-one, multi-party, cross-cultural, third-party and team negotiations. Please note that given the experiential nature of the course, attendance is mandatory and will be strictly enforced beginning from the first class session.

Term:

Occasional

- **MGT-419 Senior Capstone Project Course**

  Prerequisites:

  SBS 101, MKT 210 or MKT310, MGT 317 and ISOM 319. Restricted to seniors.

  Credits:

  3.00

  Description:

  This capstone course allows students to integrate and apply their acquired knowledge in pro bono consulting projects under the supervision of a faculty mentor, coach and advisor. Course skills to be developed include project management, business communication, and action-oriented analysis. Students analyze real-world problems using primary and secondary research methods, identify feasible options for action, and make professional written and oral presentations to their client organization. An occasional Friday class may be required.

  Term:

  Offered Both Fall and Spring

- **MGT-429 Strategic Management**
Prerequisites:

SOM 101 or MGT 101, MKT 310, FIN 310, ISOM 319 and MGT 317

Credits:

3.00

Description:

This course covers and integrates administrative processes and decision making under uncertainty in business areas of marketing, accounting, management, finance, personnel, and production. It also focuses on strategic and policy issues from the viewpoint of senior management in both domestic and international corporations. Case discussions help develop the conceptual framework for analysis and implementation of strategy and policy decisions. Prerequisites: MGT 101 (formerly SOM 101), FIN 310, MKT 210 (formerly MKT 310), MGT 317 and ISOM 319. Restricted to seniors.

• MGT-H429 Honors Strategic Management

  Prerequisites:

  FIN 310; MKT 310; MGT 317; SOM 101 or MGT 101; ISOM 319; SR standing; Honors section; GPA 3.2

  Credits:

  3.00

  Description:

  Covers and integrates administrative processes and decision-making under uncertainty in business areas of marketing, accounting, management, finance, personnel, and production. It also focuses on strategic and policy issues from the viewpoint of senior management in both domestic and international corporations. Case discussions help develop the conceptual framework for analysis and implementation of strategy and policy decisions. Prerequisites: FIN 310, MKT 310, MGT 317, SOM 101 or MGT 101, ISOM 319 Senior standing; Honors section, GPA 3.2 and higher. 1 term - 3 credits.

• MGT-510 Independent Study

  Prerequisites:

  Junior standing and instructor's consent

  Credits:
Description:

Independent study allows students to expand their classroom experience by completing research in an area of interest not already covered by Suffolk courses. The student designs a unique project and finds a full-time faculty member with expertise in that topic who agrees to sponsor it and provide feedback as the proposal is refined. A well designed and executed research project broadens and/or deepens learning in a major or minor area of study and may also enhance a student’s marketability to potential future employers. Students cannot register for an Independent Study until a full proposal is approved by the faculty sponsor, department chair, and academic dean. Many Independent study proposals require revisions before approval is granted; even with revisions independent study approval is NOT guaranteed. Students are strongly encouraged to submit a proposal in enough time to register for a different course if the proposal is not accepted. For complete instructions, see the SBS Independent/Directed Study Agreement and Proposal form available online.

- **MGT-H510 Honors Independent Study**

  **Prerequisites:**
  
  Junior standing and instructor's consent

  **Credits:**
  
  1.00- 3.00

  **Description:**
  
  This elective course requires a student initiated written proposal to a willing and appropriate full-time faculty member for a directed study project. Normally this is for three credits and completed during one semester. The faculty member and student must concur on a written proposal and final project. Approval by the Department Chair and the Dean is necessary prior to registration.

- **MGT-520 Management Internship**

  **Prerequisites:**
  
  MGT-317, Management Major, Junior or Senior Standing, GPA 3.0 or higher, Instructor's permission. Cannot take this course with any other internship course.

  **Credits:**
  
  3.00
**MGT 520** is an internship course which offers students the opportunity to apply knowledge and skills acquired in management courses to a valuable work experience outside the University. Interns practice using management principles in a carefully selected real world work situation under the direction of a faculty member, while completing academic requirements intended to integrate theory and practice. Students can also use the internship to explore career interests. Sometimes building a relationship with an employer during an internship can lead to a job offer during school or after graduation.

**Term:**

Offered Both Fall and Spring

- **MGT-557 Managing Change**

  **Credits:**

  3.00

  **Description:**

  Change is constant in all industries and work settings. Accordingly there is constant demand for people who can understand the need for change, make complex, strategic and realistic change plans, and lead others through a successful implementation of a planned change. This lively case-based course will focus on managerial and leadership skill-building in the areas of change management through the careful and thorough analysis of change-focused case studies. Students will be expected to conduct both individual and group-based analyses of complex business cases; including the preparation of written case analyses, active participation in case discussions, and delivery of case analyses through oral presentation.

- **MKT-210 Principles of Marketing**

  **Prerequisites:**

  Take ENG-101 or ENG-103;

  **Credits:**

  3.00

  **Description:**

  As part of the core curriculum for the BSBA, this course provides a comprehensive, innovative, managerial, and practical introduction to marketing. Students will learn and apply basic concepts and practices of modern marketing as used in a wide variety of settings. Technological advances, rapid
globalization, economic shifts and cultural and environmental developments are causing profound changes in the marketplace. As the marketplace changes, so must the marketers who serve it. These new developments signify a brand new world of opportunities for forward thinking marketers. In response to these new developments, the focus of this course is on four major themes that go to the heart of modern marketing theory and practice: 1. Building and managing profitable customer relationships; 2. Building and managing strong brands; 3. Harnessing new marketing technologies in this digital age; and 4. Marketing in a socially responsible way around the globe.

- **MKT-H210 Honors- Principles of Marketing**

  **Prerequisites:**
  
  Open to Griffin Fellows and Honors Students only. GPA of 3.3 or above required. Take ENG-101 or ENG-103;

  **Credits:**
  
  3.00

  **Description:**
  
  This course addresses the topics that remain relevant and important, while simultaneously emphasizing new thinking and approaches to marketing practices. Students need to be prepared to operate in the complex and dynamic marketing world of the future, they need to develop the capacity to think and act like marketers in a difficult and uncertain environment. This requires the ability to assess complex and changing marketing situations, to determine the best marketing strategies for these situations, and to execute the strategies effectively. This course serves two purposes: as a foundation for those intending to major/minor in marketing, and potentially as the sole background in marketing for other majors/minors.

- **MKT-220 Business Research Methods**

  **Prerequisites:**
  
  STATS 240 or STATS 250

  **Credits:**
  
  3.00

  **Description:**
  
  Business Research Methods is a general introduction to both quantitative and qualitative business research methods. Topics covered include the purpose of research, defining research and research problems, defining an hypothesis, problem solving and knowledge discovery, methods of quantitative and qualitative research, conducting literature reviews, designing appropriate methodologies, evaluating outcomes, analysis and communicating the results. Students will use Excel and SPSS to support research analysis, implementing what was learned in statistics and going
beyond as they learn new data analysis techniques. Students will discuss and present research ideas and processes orally both informally and formally.

- **MKT-313 Professional Selling**
  
  **Prerequisites:**
  MKT 210 or MKT H210

  **Credits:**
  3.00

  **Description:**
  Students in professional selling learn many of the skills needed to prosper in a sales position. Particularly, the stages of the professional selling process are examined, as well as the role of sales in today's marketing environment. Emphasis is placed on adaptive selling techniques and developing effective interpersonal communication skills. A detailed examination of sales careers is provided.

- **MKT-315 Integrated Marketing Communication**
  
  **Prerequisites:**
  MKT 210 or MKT H210

  **Credits:**
  3.00

  **Description:**
  Integrated Marketing Communications (IMC) is a cross-functional process for managing customer relationships that drive brand value. This course examines the strategic foundations of IMC, the factors and processes necessary for creating, sending, and receiving successful brand messages. Furthermore, the social, ethical and legal issues as well as measurement and evaluation of marketing communication will be examined.

- **MKT-317 Consumer Behavior**
  
  **Prerequisites:**
MKT 210 or MKT H210

Credits:

3.00

Description:

In this course we focus on people as consumers of products, services, and experiences. We do so by drawing upon theories of consumption in fields as diverse as psychology, sociology, economics, and anthropology. Students engage in projects that link theory to insights on consumer buying, using, and disposing behavior and the application of these insights in marketing programs. In the process they become more critical consumers. The classes are discussion based and active participation from students is expected.

MKT-H317 Honors Consumer Behavior

Prerequisites:

GPA of 3.2 or above required MKT-210 or MKT-H210

Credits:

3.00

Description:

This course is open to students with a GPA of 3.2 or higher. This honors course is a focused and challenging learning experience. As a result, you will be introduced to advanced concepts, ideas, and project experiences that will place you in a highly desirable position for internships, future career opportunities, and graduate school. In this course we focus on people as consumers of products, services, and experiences. We do so by drawing upon theories of consumption in fields as diverse as psychology, sociology, economics, and anthropology. Students engage in projects that link theory to insights on consumer buying, using and disposing behavior and the application of these insights in marketing programs. In the process they become more critical consumers. The classes are discussion based and active participation from students is expected.

MKT-318 Marketing Tools and Analysis

Prerequisites:

MKT 210 or MKT H210 and STATS 250

Credits:
The objective of this course is to provide students with a solid and user-friendly foundation for making better marketing and business decisions. Hands-on training with tools such as Excel and SPSS provides a meaningful learning experience and reinforces concepts learned in other courses in the Business School. Topics include marketing math and statistical analysis for marketing research. After taking Marketing Tools, students are well prepared to integrate analytical skills in business consulting projects used in upper level courses (MKT 319 and MKT 419). Prerequisites: MKT 210 (formerly MKT 310) and STATS 250 or STATS 240.

- **MKT-H318 Honors Marketing Tools and Analysis**

  Prerequisites:
  
  MKT-210 or MKT-H210 and STATS-250; GPA of 3.2 or higher

  Credits:

  3.00

  Description:

  This course is open to students with a GPA of 3.2 or higher. This honors course is a focused and challenging learning experience. As a result, you will be introduced to advanced concepts, ideas, and project experiences that will place you in a highly desirable position for internships, future career opportunities, and graduate school. The objective of this course is to provide students with a solid and user-friendly foundation for making better marketing and business decisions. Hands-on training with tools such as Excel and SPSS provides a meaningful learning experience and reinforces concepts learned in other courses in the Business School. Topics include marketing math and statistical analysis for marketing research. After taking Marketing Tools, students are well prepared to integrate analytical skills in business consulting projects used in upper level courses (MKT 319 and MKT 419)

- **MKT-319 Marketing Research**

  Prerequisites:

  MKT 210 or MKT H210; STATS 250 OR STATS 240 AND MKT 318 or MKT-H318

  Credits:

  3.00
In this course, students explore the process and practice of research in a marketing context. The impact of research as it affects and shapes managerial decision making for organizations is a central focus. Specifically, we examine the process of designing and conducting qualitative and quantitative marketing research studies. We cover specific method-related practices that facilitate unbiased data collection, data analysis (via SPSS), interpretation of marketing research results, and presentation of such results for use by marketing managers.

**MKT-H319 Honors Marketing Research**

**Prerequisites:**

Take MKT 210 or MKT-H210 and STATS 250, MKT 318 or MKT-H318 and have a GPA of 3.2 or higher

**Credits:**

3.00

**Description:**

This honors course extends the learning in other MKT courses, in particular MKT 318. You will learn advanced concepts and ideas pertaining to scientific research methodology in the context of marketing applications. Topics include planning and designing research studies, qualitative inquiry, survey design, principles of measurement, sample design, and statistical data analysis. The course is heavily project based with extensive use of SPSS for statistical data analysis. The objective of this course is to provide students with a solid and user-friendly foundation for making better marketing and business decisions. After taking Marketing Research, students are well prepared to design and carry out research to address business questions regarding problems and opportunities in upper level courses (MKT 419 and MGT 429).

**MKT-419 Marketing Policies & Strategies**

**Prerequisites:**

MKT 210 or MKT H210; MKT 317 or MKT H317; MKT 318 or MKT-H318; MKT 319 OR MKT-H319 and Senior Standing

**Credits:**

3.00

**Description:**

In this capstone course, marketing majors apply lessons learned across the curricula of the Marketing Department and Sawyer School. Students test their level of marketing knowledge by working to solve challenging integrated cases for developing marketing strategy and programs. In particular,
students analyze both qualitative and quantitative information, evaluate alternative courses of action, and then make strategic recommendations for resolving the issues in each case. Prerequisites: MKT 210 or MKT H210, MKT 317, MKT 318, MKT 319, and Senior Standing.

- **MKT-H419 Honors Marketing Policies & Strategies**

  **Prerequisites:**
  
  GPA of 3.2 or above required; MKT 210 or MKT H210; MKT 317 or MKT-H317; MKT 318 or MKT-H318; MKT 319 OR MKT-H319; and have Senior Standing

  **Credits:**
  
  3.00

  **Description:**
  
  This course is open to students with a GPA of 3.2 or higher. This honors course is a focused and challenging learning experience. As a result, you will be introduced to advanced concepts, ideas, and project experiences that will place you in a highly desirable position for internships, future career opportunities, and graduate school. In this capstone course, marketing majors apply lessons learned across the curricula of the Marketing Department and Sawyer School. Students test their level of marketing knowledge by working to solve challenging integrated cases for developing marketing strategy and programs. In particular, students analyze both qualitative and quantitative information, evaluate alternative courses of action, and then make strategic recommendations for resolving the issues in each case.

- **MKT-420 Marketing for Entrepreneurs**

  **Prerequisites:**
  
  MKT 210 or H210

  **Credits:**
  
  3.00

  **Description:**
  
  This course covers the critical role of marketing for entrepreneurs and start-up companies as they attempt to define and carve out a market for a new company, product or service. We will examine through both class discussion and case study how marketing must infiltrate the entire organization beginning with the concept, the business plan and through the early stage development phase. Moreover, we will discuss the creation of the new venture marketing plan, the budgeting and human resource allocation process and its integration into the business plan. We will also look at tactics from guerilla marketing through mass media executions, the potential ROI for both and their influence on the ultimate success of the enterprise.
• MKT-421 Global Marketing
Prerequisites:
TAKE MKT-210
Credits:
3.00
Description:
Topics examined in this course include the variations in economic, social-cultural, legal-political, and business environments among different nations and how these variations affect the marketing practices across national boundaries. The goal is to provide students with the necessary skills to compete successfully in national and international markets. Particular attention is given to the formulation of marketing plans and programs and policies to integrate and coordinate such activities on a global basis.

• MKT-423 Retail Strategy
Prerequisites:
MKT 210 or MKT H210
Credits:
3.00
Description:
Retail Strategy provides students with an introduction to the field of retailing. The course focuses on the retail environment, structure and strategy, the development and implementation of the retailing mix, and financial and managerial considerations. Topics include information systems for retailing, the internationalization of retailing and the growth of non-store retailing activities.

• MKT-426 Sports Marketing
Prerequisites:
MKT 210 or MKT H210
The purpose of the course is to develop an understanding of strategic marketing concepts and activities as they apply to the sports context. Marketing concepts and activities are examined as they relate to the marketing of sports and marketing through sports. An emphasis is placed on the international arena and issues relevant to the sports industry.

**MKT-427 Supply Chain Management**

**Prerequisites:**

MKT 210 or MKT H210

**Credits:**

3.00

**Description:**

The purpose of this course is to explain the function and value of marketing channels and define the major channel types. This course will also explain the elementary legal aspects of channel promotion, pricing, delivery and integration systems as well as identify channel strategies. Prerequisite: MKT 210 or MKT H210 (Formerly MKT 310) and Junior Standing. 1 term - 3 credits.

**MKT-428 The Business of Sports and the Media**

**Prerequisites:**

Take MKT-210 or MKT-H210;

**Credits:**

3.00

**Description:**

The Business of Sport focuses on the multibillion-dollar global sport industry and the challenges facing today’s sport business leaders. Because the business of sport is interdisciplinary in nature, insights from a variety of stakeholders in the sport industry, along with perspectives from the major business disciplines including marketing, management, finance, information technology, and ethics are integrated throughout the course. This course
provides an in-depth analysis of issues specific to the business of sport. The course is designed for future sport business leaders as well as those interested in the inner-workings of the industry. Students will apply knowledge and skills learned in core business courses to the unique issues found in the sport industry.

- **MKT-430 Sports Marketing Consulting**
  
  **Prerequisites:**
  
  Take MKT-210 or MKT-H210 and MKT-318 OR MKT-H318 or MKT-319 or MKT-H319.

  **Credits:**
  
  3.00

  **Description:**
  
  This course presents an in-depth and innovative framework for implementing relationship marketing within the sport industry. This framework includes network-and market-oriented methods and tools that enable sport organizations to design and develop products that provide targeted stakeholders with greater functional and experiential value. Sport organizations provide a wide variety of services from leadership, governance, management, development, entertainment and control to educational materials and other retail products, all of which benefit from relationship marketing principles. Because many sport organizations have adopted a relationship-marketing approach, they are necessarily network-based, operating in a system formed by numerous stakeholders. Their goals may be economic, social or environmental with the foundation of the system being the sport itself, with various bodies involved in the development of the sport. Through a consulting project with a sport organization, students will develop an understanding of the dynamics of the relationships between the different stakeholders who make up the network of the sport industry. Specifically, students will learn how sport organizations carry out their strategic actions within a network of stakeholders.

- **MKT-H432 Honors Marketing in Emerging Markets**
  
  **Prerequisites:**
  
  GPA of 3.2 or above required. Take MKT-317 or MKT-H317;

  **Credits:**
  
  3.00

  **Description:**
  
  This course focuses on cultural consumption trends both at home and abroad. In particular it compares and contrasts the emerging markets of India and China with more established Western markets. The course is organized in two self-contained modules around a theme. The first module focuses
at the market level and examines what happens to the culture when East meets West. The second module analyzes the challenges companies face in staying competitive in rapidly evolving economies. Each class in a module advances your understanding of the theme through an engaging and challenging mix of readings, assignments, and case studies. This is an intensive Honors level course and requires students to be self-directed and motivated. Every class is important—there is no mid-term or final.

- **MKT-434 Services Marketing in the Global Environment**
  
  **Prerequisites:**
  
  MKT 210 or MKT H210
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  The course focuses on the unique challenges of managing services and delivering quality service to customers. The attrition, retention, and building of strong customer relationships through quality service (and services) are at the heart of the course content. The course is equally applicable to an organizations whose core product is service (e.g., banks, transportation companies, hotels, hospitals, educational institutions, professional services, telecommunications, sporting industry, etc.) and to organizations that depend on service excellence for competitive advantage (e.g., high technology manufacturers, automotive, industrial products, etc.).

- **MKT-440 New Product Development**
  
  **Prerequisites:**
  
  TAKE MKT-210 or MKT-H210;
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  The object of this course is to familiarize students with the new product techniques that are commonly used in the consumer product and service industries. The focus will be on the marketing function's input to the new product process during the pre-launch and launch stages. The course will cover a wide range of issues such as marketing definition, concept generation and evaluation, product design, product positioning, test marketing, and product launch and tracking. The course will be based on lectures, case discussions, and project assignments. The lectures will provide an overview and cover issues included in the assigned readings. It is essential that you are familiar with the readings before every class. The case discussion
(student participation is vital here) will provide an application setting to test the concepts learned in the lectures. The project assignments are designed to give you hands-on-experience with new product development tools and techniques.

- **MKT-442 Brand Marketing**
  
  **Prerequisites:**
  
  Take MKT-210 or MKT-H210;
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  Brand marketing has become an increasingly important function in organizations. The purpose of this course is to provide a thorough understanding of brand marketing principles and practices. The role of brands and branding will be examined both from a managerial and a consumer perspective. More specifically the course will present current frameworks that guide marketing managers in how to build strong brands in the marketplace. In order to build brands successfully, it is of key importance to have a profound understanding of the roles brands play in consumer culture. The course will examine how consumers make use of brands and develop brand meaning through everyday consumption practices.

- **MKT-444 Managing Social Media**
  
  **Prerequisites:**
  
  MKT-210 or MKT-H210;
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  Social media has altered the landscape of business, communications, marketing, and society as a whole. While some social media like Wikipedia and Facebook have become part of the fabric of many consumers’ lives, new media like Snapchat and Tumblr are emerging. This constantly evolving landscape offers businesses innovative ways for generating awareness, demand and revenue. In this course students will take away a social media vocabulary, a set of social media skills and tools, and analytical frameworks for analyzing effective social media business practices. Naturally, student projects, assignments, and other activities will use social media tools.
MKT-H444 Honors the Business of Digital Media

Prerequisites:

MKT-210 or MKT-H210;

Credits:

3.00

Description:

Social media is transforming the way consumers work, play, and live and no one knows this better than you- the Millennial generation. But, what does this mean for business? The focus of this course is to understand the transformation of marketing practices as new social media challenge traditional media. How do businesses use the new media to create deeper and more profitable relationships with consumers? What are the new measures and metrics for assessing marketing programs in this new environment? From this course students will take away a social media vocabulary, a set of social media skills and tools, and analytical frameworks for analyzing effective social media business practices. The course is constructed on the principle of the student as an active learner where the student takes the responsibility for their own learning and works collaboratively with peers assisting in their learning. Naturally, student projects, assignments, and other activities will use social media tools including wikis and blogs.

MKT-446 High Tech Marketing

Prerequisites:

MKT-210 or MKT-H210;

Credits:

3.00

Description:

Marketing of high-tech technology products and innovations occur in turbulent environments, and requires rapid decision making with incomplete information and risky prospect. The fast pace of change defines the momentum of evolution in the high-technology markets. Marketing in such an environment commands knowledge about the idiosyncratic features of high-tech products, innovations, and the industries. Marketing success in high-tech industries also calls for capabilities and skills of analyzing decision problems and designing solutions. To achieve these objectives, this course is built on extensive analysis of Harvard Business School cases, class discussions of intriguing phenomena in high-tech industries, and learning-by-doing student projects that focus on real-life companies and technologies. The topics covered in this course include the following: - Characteristics of high-technology industries - Different types and characteristics of high-tech products and innovations, and their marketing implications - Organizational culture and management strategies for high-tech products and innovations - Strategic alliances in developing and marketing high-tech products and
innovations - Acquisition and understanding of market information for high-tech products and innovations - Customer adoption and diffusion of high-tech products and innovations - Market introduction strategies for high-tech products and innovations

- **MKT-H455 Honors Digital Marketing Challenges**

  **Prerequisites:**

  MKT210, 3.2 GPA

  **Credits:**

  3.00

  **Description:**

  The foundational course in the digital marketing track this course focuses on the consumer of digital media and five big picture marketing strategy challenges confronting marketers in the new digital (mobile + social) marketing era. Challenge 1: Marketing to a smarter, more engaged, empowered consumer; Challenge 2: Marketing to a networked, collaborative, and more social consumer; Challenge 3: Marketing to a more distracted and fickle consumer; Challenge 4: Marketing to a unique, individual consumer; and Challenge 5: Marketing to prosumers or producer-consumers. The course takes on these big picture challenges through a deep engagement with and critical analysis of readings and cases. Given this focus the course demands thorough preparation for class and active engagement in the class discussion. The evaluation is assignment and project based.

- **MKT-466 Mobile Marketing: Reaching the Multi-Screen Consumer**

  **Prerequisites:**

  MKT 210

  **Credits:**

  3.00

  **Description:**

  This new course in the digital marketing track focuses on how mobile device usage has completely changed the paradigm for companies in every industry. It will focus on the following four major areas: 1. consumer usage of mobile devices; 2. mobile-only companies and applications, 3. mobile hybrids - companies making a huge shift to mobile; and 4. mobile marketing and advertising. The course will rely heavily on discussion of real mobile business cases with lectures from leaders from inside the mobile industry. Evaluation will be based on assignments, class participation, and a group project.
• **MKT-477 eMarketing**

  **Prerequisites:**

  MKT 210 or H210

  **Credits:**

  3.00

  **Description:**

  This course explores how we can use the principles of web marketing as effective marketing tools. The course will have the following learning components: lectures, guest lectures, web site analyses, and student project presentations.

• **MKT-510 Directed Study**

  **Prerequisites:**

  MKT 210 or MKT H210, instructor's consent

  **Credits:**

  1.00-3.00

  **Description:**

  Independent study allows students to expand their classroom experience by completing research in an area of interest not already covered by Suffolk courses. The student designs a unique project and finds a full-time faculty member with expertise in that topic who agrees to sponsor it and provide feedback as the proposal is refined. A well designed and executed research project broadens and/or deepens learning in a major or minor area of study and may also enhance a student's marketability to potential future employers. Students cannot register for an Independent Study until a full proposal is approved by the faculty sponsor, department chair, and academic dean. Many Independent study proposals require revisions before approval is granted; even with revisions independent study approval is NOT guaranteed. Students are strongly encouraged to submit a proposal in enough time to register for a different course if the proposal is not accepted. For complete instructions, see the SBS Independent/Directed Study Agreement and Proposal form available online.

• **MKT-H510 Honors Directed Study**

  **Prerequisites:**
MKT 310, instructor's consent

Credits:

1.00- 3.00

Description:

This elective course option involves a student initiated written proposal to a willing and appropriate full-time faculty member for a directed study project. Normally this is for three credits and completed during one semester. The faculty member and student must concur on a written proposal and final project. Approval by the Department Chair and the Dean is necessary prior to registration.

• MKT-520 Marketing Internship

Prerequisites:

Minimum Of 3.0 GPA; MKT 210 or MKT H210

Credits:

3.00

Description:

This course provides marketing majors or minors (junior status or higher) to apply marketing and business knowledge for problem solving in an organizational workplace setting. Students identify and organize their own internship position and particular project (depending on area of interest) with assistance from department staff, as needed. Projects will vary in scope and content and may include topics such as buyer behavior, customer satisfaction, service quality, e-marketing, and others. Students are expected to be on the job for approximately 8 hours per week during the course of the semester. Prerequisites: Minimum of 3.0 GPA; MKT 210 or MKT H210 (formerly MKT 310) AND JUNIOR STANDING and permission from instructor. 1 term - 3 credits.

• MKT-H520 Honors Marketing Internship

Prerequisites:

Minimum 3.2 GPA and take MKT-319 or MKT-H319;

Credits:

1.00- 3.00
The honors marketing internship provides qualified students with a unique opportunity to work either individually or with other qualified students, on a marketing consulting project for a professional client. Projects could include, but are not limited to the development of strategic marketing plans and marketing research projects. Students will create and deliver a professional report and presentation to the client upon completion of the semester project.

- **MKT-524 Global Marketing Consulting**

  Prerequisites:

  MKT-210

  Credits:

  3.00

  Description:

  This course offers global consulting experience with international corporate partners. Teams of Suffolk Business students work on strategic consulting projects that feature global marketing challenges (e.g., market entry decisions, consumer research, distribution channel analysis and other marketing strategy issues). At the end of the semester, students will finalize the projects and report to the business clients.

- **MKT-H524 Global Marketing Consulting**

  Prerequisites:

  MKT-210

  Credits:

  3.00

  Description:

  This course offers global consulting experience with international corporate partners. Teams of Suffolk Business students work on strategic consulting projects that feature global marketing challenges (e.g., market entry decisions, consumer research, distribution channel analysis and other marketing strategy issues). At the end of the semester, students will finalize the projects and report to the business clients.
- **MKT-H525 Honors Professional Marketing Consulting**

  Prerequisites:

  GPA of 3.2 or above required. Take MKT-319 or MKT-H319;

  Credits:

  3.00

  Description:

  This course provides qualified students with a unique opportunity to work either individually or with other qualified students, on a marketing consulting project for a professional client. Projects could include, but are not limited to the development of strategic marketing plans and marketing research projects. Students will create and deliver a professional report and presentation to the client upon completion of the semester project.

- **P.AD-201 Social Change**

  Credits:

  3.00

  Description:

  This course will examine social change in the U.S. and abroad. The course will also examine the role of business, nonprofits, and the public sector in addressing social problems. Topics studied may include the Industrial Revolution, the civil rights movement, the women's movement, environmentalism, and the gay and lesbian movement.

  Type:

  BSBA SOCIAL CHANGE

- **P.AD-H201 Honors Social Change**

  Credits:

  3.00

  Description:
This course will examine social change in the U.S. and abroad. The course will also examine the role of business, nonprofits, and the public sector in addressing social problems. Topics studied may include the Industrial Revolution, the civil rights movement, the women’s movement, environmentalism, and the gay and lesbian movement.

- **P.AD-310 Introduction to Public Service**
  
  **Prerequisites:**
  
  Junior Standing
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  This course introduces students to the field of public management; including government, non-profit, and health. Topics for discussion include the role of managers in publicly controlled bureaucracies, techniques for analyzing and participating in public policy making including decision making, policy formulation, strategic planning, and implementation.

- **P.AD-312 Managing Public Service Financial Resources**
  
  **Prerequisites:**
  
  ACCT 201 & ACCT 202, or Equivalent, and Junior standing
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  This course introduces the fundamentals of budgeting, financial management, and revenue systems in the public sector. Course goals include: A heightened awareness of the democratic ideals and value that must inform budgeting and financial management decisions, including a commitment to ethics, transparency and accountability; an understanding of the budget process and the distinctive features of budgetary decision making in the public sector; an understanding of the critical linkage between budgeting and financial management systems and the capacity of an organization to achieve its strategic goals; the ability to use the budget and financial reports as planning and management tools; knowledge of the basic principles of taxation as well as the structure and functions of federal, state, and local revenue systems. The course emphasizes knowledge and skills essential to the full range of public service careers.
• P.AD-321 Foundations of Pub Organ Admin
  Prerequisites:
  Junior Standing

  Credits:
  3.00

  Description:
  This course provides an overview of public administration and service and serves as the basis for advanced studies in the MPA program. This course covers the structure, functions, and processes of public service organizations at various levels, including governments and nonprofit organizations. Students explore historical trends, ethical considerations, and political rationale for the present operations of public service.

• P.AD-322 Organizational Change
  Prerequisites:
  Junior standing

  Credits:
  3.00

  Description:
  Students explore small groups and organizational operations, practices, behaviors, and structure. They develop techniques for maximizing efficiency and/or effectiveness; evaluations analysis; concepts and applications of the Classicists; leadership; organizational development; and results-oriented management; as well as elements of reorganization, innovation, and change.

• P.AD-323 Quantitative Analysis
  Prerequisites:
  MATH 134 or STATS 250 or STATS 240

  Credits:
Description:
Quantitative analysis introduces basic statistical techniques used to analyze and draw conclusions from citizen and client surveys; program and policy evaluations; and performance and operations data. These techniques include chi square, lambda, gamma, correlations, analysis of variance, t test correlation, and multivariate regression. Knowledge of these statistical techniques empowers managers by giving them the ability to evaluate the work of consultants, access the policy and management of literature, and analyze data using the analytical tools available in commonly used statistical software, such as Microsoft Excel and the Statistical Package for the Social Sciences (SPSS).

- P.AD-324 Public Sector Administrative Law

  Prerequisites:
  BLE 214 OR B.LW 214 OR GVT 110 or Equivalent, and Jr Standing

  Credits:
  3.00

  Description:
  Students review the basis for administrative practice. They learn legal interpretation of statutes, regulations, and proposed legislation that impact public administration and public policy.

- P.AD-325 Nonprofit Management

  Prerequisites:
  Junior Standing

  Credits:
  3.00

  Description:
  The primary focus will be on understanding the operational and strategic leadership aspects of managing mission driven, public service organizations. Specific emphasis will be placed on nonprofit corporations, including coursework that explores the legal, structural, and operational issues that are particular to such organizations.
• P.AD-326 Public Service Information Based Management
  Prerequisites:
  Junior Standing
  Credits:
  3.00
  Description:
  This course demonstrates how issues, problems and questions surrounding public policies, program operations, and administrative systems can be structured as hypotheses and made amendable to resolution through the application of social science research techniques. The elements of research design such as surveys, true experiments, quasi-experiments, case studies and non-experimental studies are described, as well as sampling techniques and descriptive statistics. Ethical issues related to employment of these methods in the policy making process are also explored. The course content is presented as a way to reduce managerial uncertainty regarding alternative courses of action.

• P.AD-361 Public Service Human Resource Management
  Prerequisites:
  Junior Standing
  Credits:
  3.00
  Description:
  This course will explore complex issues in public and non-profit human resource management (HRM) by examining policies and practices that support and enhance the value and contribution of individuals in these organizations.

• P.AD-362 Global Health, Poverty & Warming
  Prerequisites:
  Take MGT-101;
Global health, global poverty, and global warming are three interrelated issues that are creating a perfect storm of crises worldwide with major impacts on the United States. This course is an overview of the problems - the needs, systems, programs, and financing. We will look critically at policies in these areas and discuss what needs to be done to address them. Students will write a major paper on an issue of their choice.

- **P.AD-410 Public Service Internship**
  
  **Prerequisites:**
  
  Junior standing, and permission of instructor.

- **P.AD-510 Public Admin. Ind. Study**
  
  **Prerequisites:**
  
  Junior standing, instructor's consent

  **Credits:**
  
  1.00-6.00

  **Description:**
  
  Independent study allows students to expand their classroom experience by completing research in an area of interest not already covered by Suffolk courses. The student designs a unique project and finds a full-time faculty member with expertise in that topic who agrees to sponsor it and provide feedback as the proposal is refined. A well designed and executed research project broadens and/or deepens learning in a major or minor area of study and may also enhance a student’s marketability to potential future employers. Students cannot register for an Independent Study until a full
Many Independent study proposals require revisions before approval is granted; even with revisions independent study approval is NOT guaranteed. Students are strongly encouraged to submit a proposal in enough time to register for a different course if the proposal is not accepted. For complete instructions, see the SBS Independent/Directed Study Agreement and Proposal form available online.

**P.AD-553 Climbing the Corporate Ladder: Serving On Nonprofit Boards**

Credits:
1.00

Description:
Business leaders who wish to climb to the top of their companies need to have developed a philanthropic resume along the way. Serving on nonprofit Boards of Directors is one way to develop that resume. Learn about what nonprofit organizations do, what role the Board of Directors plays in their operation, and what your responsibilities would be as a member of their Board.

**SBS-001 Online Course Prep Workshop**

Credits:
0.00

Description:
The Online Course Prep Workshop (required) familiarizes undergraduate students with the specific tools used in Suffolk online courses. Most importantly, it verifies that students have adequate connection and working audio equipment to participate in an online course and that they understand the synchronous classroom setup. This is 0-credit and 0 fee course. It will be held the week prior to the start of the semester online. Students take this prior to their first online course at Suffolk; it will not need to be repeated before subsequent online courses unless Suffolk changes its online platform.

**SBS-100 careerSTART**

Credits:
1.00

Description:
SBS100 introduces career skills and knowledge by focusing on the cornerstones of Career Exploration (CE); Academic Exploration (AE). Students engage in a series of activities, discussion and programs on campus to learn how courses and co-curricular experiences together help them achieve their goals. Students begin a four-year plan to explore their interests and strengths, get involved on campus, learn about networks and fundamental career tools and skills, and access campus resources and services that will aid in a successful college experience.

- **SBS-101 Business Foundations**
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  This course introduces students to foundational concepts in business, including functional areas, the life cycle, competition, stakeholders and ethical considerations. Students develop critical thinking by learning and using a problem solving process through a business situation analysis model to analyze various situations that confront managers and founders of small, medium, and large organizations. Students will also develop tools for analysis, allowing them to critically view business in a new and thoughtful way. The class culminates with student-teams presenting a detailed analysis and recommendations to a panel of executives and persuading them that the recommended strategy is not only feasible, but also practical for the stakeholders involved.

  **Term:**

  Offered Both Fall and Spring

- **SBS-H101 Honors-Business Foundations**
  
  **Prerequisites:**
  
  Limited to students with less than 53 credits; GPA 3.3 or higher
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  This honors course introduces the concepts and practices of managing profit seeking firms, as well as the challenges of managing not-for-profit and public sector organizations. Students develop an initial understanding of organizational stakeholders, the global, economic, legal, and regulatory environments, ethical challenges faced by management, and the strategic coordination of various internal functions of organizations. Students develop
an integrative approach to analyzing organizations and are coached on effective presentation skill, culminating in a group presentation of a business analysis to a panel of outside managers.

**Term:**

Offered Fall Term

- **SBS-200 careerEXPLORE**

  **Credits:**
  
  1.00

  **Description:**

  SBS200 builds upon a student's introductory career management skills particularly in the areas of communication, professionalism and information seeking. Students actively explore their career interests by interacting with alumni, conducting information interviews, job shadowing, using Career Center resources and using library databases to gather information about various industries or firms related to their major or interest areas.

- **SBS-203 Strategic Career Planning and Goal Setting**

  **Credits:**
  
  3.00

  **Description:**

  Putting it together- linking your major choice to a career path. Students will develop the self-awareness, personal skills and knowledge necessary to successfully identify career options that relate to their academic studies. Through self-assessment, written and oral reflection, and research, students will examine and articulate their interests, skills and personal characteristics and then integrate that information to understand the many career opportunities they might pursue. They will become proficient users of various resources online and in the community, as well as the interpersonal networks useful for researching career fields and industries that will connect their studies to the world of work. Students will develop goals and begin to implement strategies for maximizing their Suffolk academic and co-curricular experiences as they proceed through to acquiring their degree and becoming life-long learners.

- **SBS-220 Business Writing**

  **Prerequisites:**
SBS 101
Credits:
3.00
Description:
The world is constantly changing and businesses as well as individual employees must adapt. In order to effectively leverage future communication technologies and media, you must be a critical reader and have strong foundational writing and editing skills. In this course, current business news will be read for its content and to understand the interplay of language and purpose. You will learn to write effectively for business by focusing on your audience, purpose, tone, and the design of various business documents and by revising and refining your writing.

SBS-H220 Honors Business Writing
Prerequisites:
SBS 101 OR SBS H101
Credits:
3.00
Description:
The world is constantly changing, and businesses as well as individual employees must adapt. In order to effectively leverage future communication technologies and media, you must be a critical reader and have strong foundational writing and editing skills. In this course, current business news will be read for its content and to understand the interplay of language and purpose. You will learn to write effectively for business by focusing on your audience, purpose, tone, and the design of various business documents and by revising and refining your writing.

SBS-300 careerBUILD
Credits:
1.00
Description:
SBS300 deepens career information and associated skills. Students articulate their experiences, learning and skills gained in previous internships, volunteer and work experiences, courses and clubs or performance roles. A focus on personal branding is then used to refine career documents (e.g.
business cards, cover letters, resumes targeted to specific firms or fields) and further enhance interviewing and networking skills. Students use technology, personal networks and professional organizations to develop job search skills.

- **SBS-400 careerLINKS**
  
  Prerequisites:

  90 credit hours required.

  Credits:

  1.00

  Description:

  This course is the culminating career and professional experience for seniors. It focuses on career entry and transition, networking for career and job success, impression management concept and skills, and related life-long learning skills. Students articulate and reflect on academic, work, and co-curricular experiences from the perspective of professionals entering or advancing their careers.

- **SBS-510 Independent Study in Business**
  
  Credits:

  1.00- 3.00

  Description:

  Students seeking to expand on their classroom experiences may propose a robust research project in the field of business, with a primary focus on solving a problem or problems through extensive research. Proposals must follow the instructions on the application form, including a detailed statement of work that provides evidence sufficient to support the number of credits being requested. A full-time faculty member must agree to supervise the independent study and submit the approved proposal to the Dean's Office to be reviewed. Maximum of 3 credits allowed; to be completed in one semester.

- **SBS-520 Interdisciplinary Internship**
  
  Prerequisites:

  Instructor's consent required
SBS-H520 Honors Interdisciplinary Internship

Prerequisites:
Instructor's consent required

Credits:
1.00 - 3.00

Description:
This course provides students an opportunity to apply interdisciplinary business concepts and skills to problem solving in an organizational workplace setting. Students identify their internship position and submit required paperwork. Deliverables for internship credit vary in scope and content, as negotiated with the faculty member, and include the supervisor's evaluation. Students are expected to be on the job approximately 30 hours during the semester.

SBS-HC110 Honors Special Topics

Prerequisites:
GPA 3.2 or higher

Credits:
1.50 - 3.00

SBS-HC111 Social Cognition in the Workplace
Prerequisites:
Take SBS-HC110 and 3.0 GPA required

Credits:
2.00

Description:
Social cognition investigates what people think, feel and do and how this affects their interpretation of the (social) world and how these perceptions are the products of our social interactions. This course provides an overview of several aspects of social cognition and their impact on human interaction in the workplace. How do stereotypes and prejudices affect our judgments of whom to hire or promote? Why do people make some decisions rapidly and think they are correct? How do groups influence our perceptions of people and events? How do people manage the impressions others have of them, and how does this affect their behavior as job seekers, employees, or managers?

**SBS-HC115 Business Writing**

Credits:
2.00

Description:
In this business writing course students will be introduced to the basics of effective writing. This includes using business letters, memos, brief informal reports and e-mail exchanges to persuade and concisely convey opinions and proposals. The course will focus on both the writer's voice and use of appropriate tone and etiquette. Students will practice their writing through a semester long project encompassing various writing platforms and on-going communication with the professor. This course was designed to be very interactive and engage students through creative exercises and practice.

**SBS-HC125 Becoming Business Literate**

Credits:
1.00

Description:
This course explores and analyzes current multimedia sources of global business news from different countries and regions: newspapers, magazines, film clips, etc. It acquaints the student with high quality and authoritative global news sources. Students are introduced to 1) identifying quality global
news sources; 2) locating these sources; 3) approaching and understanding these sources; and 4) incorporating daily global business news into their daily lives as well as their academic and career interests. In this way, students become engaged in global business and can discuss the latest developments, identify key leaders, track business and economic trends, etc. and form a more complete global perspective.

- **SBS-HC150 Cut to the Chase: Getting to the Point In Business Writing**

  Credits:
  
  2.00

  Description:
  
  Imagination is a key component of 21st century business writing. Increasingly the business scenario is more than a dry recital of what if or if this, then that. Good scenarios must be gripping and lively. It is not enough to assemble facts and regurgitate crunched numbers. Today the scenario must be polished and fully engaged. This goes for other types of writing too. Memos and reports must have style. This is the best way to demonstrate expertise and authority. Gripping. Lively. Polished. Engaged. How to achieve these writing goals? Our course will examine the mechanics of concise writing. We will go over the essential writing, revising, and editing skills that will allow you to create copy that gets to the point and makes its point. Be prepared to offer examples of your work, rewrite and revise them. This will not be a workshop. You will not edit your peers. You will review their work, but this will not be a roundtable writing seminar. You will learn to read your own work with a critical eye. Shorter attention spans demand better writing. This course will show you how to cut your copy to better fulfill the task before you and meet your readers' needs.

- **SBS-HC151 Cut to the Chase: Getting to the Point Baseball: a Metaphor for Social Responsibility and Ethical Behavior**

  Prerequisites:
  
  3.2 GPA required

  Credits:
  
  1.00

  Description:
  
  Baseball is an American game that began in the mid 1800's and has evolved into a national pastime. This course will focus on the historical development of baseball along with issues past and present that have affected the game and the lives of Americans. These issues include segregation, diversity, honesty, integrity, loyalty and team play. Within the discussion about baseball, we will also cover other topics, including: academic strategies, wellness, citizenship and diversity. Throughout the course, we will read, write and engage in class discussion using baseball, the game in its current and past state, as it relates to ethical behavior and decision making and social responsibility. We will look at the fundamentals of
the sport, some of the major players who have impacted the game to provide us with both good and bad role models. We will discuss recent and past issues and scandals, e.g. steroids, gambling, cheating, discrimination, financial gain and loyalty.

- **SBS-HC155 Foot in the Door**
  
  Credits:
  
  1.00
  
  Description:
  
  Learn to effectively network and present yourself in person to potential clients and mentors; create a positive online presence and use social media effectively for your professional development; interact appropriately and use proper etiquette in social and business situations with individuals from anywhere in the world; read and navigate the subtleties of organizational culture so that you can advance your career.

- **SBS-HC220 Leverage Your Internship**
  
  Prerequisites:
  
  3.3 GPA required
  
  Credits:
  
  1.00
  
  Description:
  
  Learn to effectively search out relevant internships, apply effectively, and excel on the job. Students will learn important impression management techniques even before the first day, learn to recognize workplace norms and behavioral standards, and build a personal plan of exceeding expectations on the job. Students will understand how to effectively conclude an internship and leave a positive impression. A strong focus on networking before, during and after the internship will be paired with assignments to guide students in developing personal plans of action.

- **SBS-HC225 Nuts and Bolts of Starting a Business**
  
  Credits:
  
  1.00
  
  Description:
What are the steps necessary for starting a new business? What happens after you have an idea that you think solves a problem in the marketplace? Is starting a new business easy, difficult, or both? In this course, you will learn the step-by-step process of starting a new business ranging from ownership, business organization choices and process, filing for a tax identification number, setting up payroll and withholding, unemployment, and other related taxes, understanding tax filing requirements and collection of sales taxes, choosing an accounting system and setting up a chart of accounts, researching a bank and keeping track of business transactions, integrating automated best practices such as linking bank accounts and credit/debit card accounts to your accounting system, selecting customer resource management and sales systems, and more.

- **SBS-HC230 Cultural Environment**

  Credits:
  
  1.00

  Description:

  Utilizing the text Women and World Religions by Lucinda Peach, this one credit course will explore the role of women in Judaism, Christianity and Islam from both an historical and a contemporary perspective. Grading is based on participation, oral presentations, and a Final Paper.

- **SBS-HC250 Your Intelligent Career: Examining and Joining the Global Knowledge Economy**

  Prerequisites:

  3.3 GPA required

  Credits:

  2.00

  Description:

  Applying your intelligence to your own career- and not just to the jobs you will be asked to fill- is fundamental to the health of the global, knowledge-based economy. It is also fundamental to your personal career success within that economy. Yet, it is hard to gather good advice. Organizations pursue talent management programs based on their own rather than their employee's interests. Management consultants echo the interests of the organizations that they serve. Scholars give selective advice that reflects the particular academic discipline in which they have been trained. What is needed is a broad survey of the principal tasks and challenges that present and future brainworkers will face. This course will provide such a survey, as well as a series of exercises and conversations to help students gain direct exposure to the issues they will face.

- **SBS-HC251 Gandhi's Leadership**
Leadership has a special place in the Sawyer Business School. Our mission declares: 'We create a learning environment that enables our students to emerge as successful leaders in the practice of global business and public service.' As you look around, you will see various forms and styles of leadership in the professors you meet, the student clubs you attend, your community, and the political party that you are inclined to support. As business students, these provide you with opportunities to observe, learn, and reflect on its applicability in the business world. Even as the daily newspapers fill us with information of violence in another part of the world, we would take time in this course to reflect on the leadership of a man who used non-violence and 'truth force' as part of his leadership style. The course will use segments of the Richard Attenborough film Gandhi to understand Gandhi's actions in South Africa and India, and derive principles of leadership. This will be compared to other leaders who were present at times of major transformations and had a role in them, such as Kemal Ataturk, Yasser Arafat, Martin Luther King, Aung San Suu Kyi, Abraham Lincoln, Nelson Mandela, Jack Welch, Lee Kwan Yew, and Mao Zedong; you will choose one (from within or outside this list) with whom you will compare Gandhi. While discussing leadership styles, we will bear in mind their applicability in an organizational context.

- **SBS-HC252 Global Business Ethics**
  
  **Prerequisites:**
  
  Take BLE-215; 3.3 GPA required
  
  **Credits:**
  
  2.00
  
  **Description:**
  
  This course surveys global business ethics as it transcends global business. Current ethical challenges to doing global business, trends and convergence are explored. Emphasis is placed upon global ethical decision-making and sustainability. Sources of global business ethics are explored including international law.

- **SBS-HC254 Venture Capital in the U.S. and Abroad**
  
  **Prerequisites:**
3.2 GPA required

Credits:

2.00

Description:

Venture capital has played a major role in the financing of technology and biotechnology firms, including Human Genome, Powersoft, and E-Bay. With capital made available to such firms through venture capitalists, many are poised to become the Microsofts and Apples of tomorrow. Yet, the venture capitalist assumes a calculated risk, investing significant money in exchange for an ownership stake in these companies. This seminar will focus on how venture capitalists (VCs) finance American and international start-up companies, the qualities VCs identify to determine a winning formula for corporate success, and the pitfalls that can result during the start-up phase of a company. Students will learn the importance of due diligence when conducting management, industry, and investment research to determine a start-up company's financial attractiveness to the venture capital firm. Class activity will include role playing exercises in which students act as venture capitalists, performing due diligence on a start-up company seeking venture financing. Two guest speakers will also be scheduled to speak about their experiences in the industry. We will also explore the similarities and differences between private equity and venture capital.

SBS-HC255 Gandhi's Leadership

Prerequisites:

3.3 GPA required

Credits:

1.00

Description:

Leadership has a special place in the Sawyer Business School. Our mission declares: We create a learning environment that enables our students to emerge as successful leaders in the practice of global business and public service. As you look around, you will see various forms and styles of leadership in the professors you meet, the student clubs you attend, your community, and the political party that you are inclined to support. As business students, these provide you with opportunities to observe, learn, and reflect on its applicability in the business world. Even as the daily newspapers fill us with information of violence in another part of the world, we will take time in this course to reflect on the leadership of a man who used non-violence and truth force as part of his leadership style. The course will use segments of the Richard Attenborough film Gandhi to understand Gandhi's actions in South Africa and India, and derive principles of leadership. This will be compared to other leaders who were present at times of major transformations and had a role in them, such as Kemal Atatürk, Yasser Arafat, Martin Luther King, Aung San Suu Kyi, Abraham Lincoln, Nelson Mandela, Jack Welch, Lee Kwan Yew, and Mao Zedong; you will choose one (from within or outside this list) with whom you will compare Gandhi. While discussing leadership styles, we will bear in mind their applicability in an organizational context.
• SBS-HC260 Opportunities and Career in Finance
  Prerequisites:
  3.2 GPA; 54 credits; Finance or Accounting or Economics major or minor or permission of the instructor
  Credits:
  1.00
  Description:
  This course outlines the different career options that students will have once they obtain a finance or related degree. It explores the many different facets of the finance and investment industry and gives students a look at responsibilities, culture and necessary requirements for each area.

• SBS-HC261 Opportunities and Career in Finance
  Prerequisites:
  3.2 GPA; 54 credits; Finance or Accounting or Economics major or minor or permission of the instructor
  Credits:
  2.00
  Description:
  This course outlines the different career options that students will have once they obtain a finance or related degree. It explores the many different facets of the finance and investment industry and gives students a look at responsibilities, culture and necessary requirements for each area.

• SBS-HC277 Professional Presentations
  Credits:
  1.00
  Description:
  You are the message! SBS-HC277 invites you to stand up and speak well in business and through life! This is not your ordinary college course; This is about you. We will create a safe workshop environment to explore your own communication style and skills. Put down the toys and gadgets, be
engaged, learn how to improve your delivery and be a person—people want to listen to! If you are open to positive feedback, you will experience what works and what can improve your presentations. This is an honors class especially designed to benefit all participants and, at the same time, have fun!

- SBS-HC300 Case Analysis/Presentation
  
  **Prerequisites:**
  
  Take MGT-101 and ISOM-120; 3.3 GPA required
  
  **Credits:**
  
  2.00
  
  **Description:**
  
  Case Analysis/Presentation

- SBS-HC310 Understanding the Amazing Boston Economy A Roadmap

  **Credits:**
  
  2.00
  
  **Description:**
  
  Most students are unaware of the vast range of opportunities right under their noses as citizens of the Boston area. This course explores the fundamental drivers of the greater Boston economy and is designed to give students a full appreciation of the dynamism and emerging economic potential in the Boston job market—and will guide students in crafting their own strategies for pursuing local job opportunities. The course is designed to be a roadmap for students looking to get a start in the Boston economy. After providing an in-depth exploration of the pillars of the Boston economy, the course will track how greater Boston evolved after World War II to become a leader in technology and financial services. The course will then drill down sector by sector, exploring a range of local companies, both large and small, that are helping shape the economic future of the region. Drawing from an assortment of sources, including Boston Business Journal research, students will learn about the region's fastest-growing sectors and the fastest-growing companies, and hear first-hand from an assortment of business leaders about their businesses and Boston's relative strengths and weaknesses.

- SBS-HC350 Going Green: the New Road to Corporate Sustainability

  **Credits:**
Global warming, growing populations, and the expansion of the world's middle class through globalization have produced a planet that is hot, flat and crowded. While excessive human consumption and the increase in the use of fossil fuels contribute to these various problems, the real culprit is the failure of government, business, and individuals to recognize a real sense of urgency about the current and future draconian consequences to our world. This course is not only about environmentalism. It is about corporate sustainability which embraces the environment, biodiversity, supply chain management, corrupt business behaviors that retard internal economic development, investment behaviors, sweat shops, energy consumption, and much, much more. There is a need for the global business community to formulate and implement a global ethic that will lead to new innovation in business behaviors in an effort to turn the trend toward sustainable business practices.

**SBS-HC351 Successful Networking**

**Prerequisites:**

3.2 GPA required

**Credits:**

2.00

**Description:**

Networking is a loosely used term, or synonym for cultivating and then maintaining contacts and relationships with those people who might be able to open a door for you. In our current economic reality networking is vital as it helps keep you informed about opportunities, trends in business and industry, experience necessary and great sources of career development; like this class for example. While the art of networking may be defined as making connections that you cultivate and keeping copious records of all your contacts; I believe there is more. I believe that networking is knowing what you want while helping others get what they want. All people with very few exceptions act in their own self-interest. For instance, my primary reason for teaching this course is to cultivate a great source of interns while at the same time getting paid. Not a bad gig. Knowing what you want is the first and most important step in developing an effective network. Knowing what other people want is the next step and the most difficult. Good thing there's a course about this exact subject.

**SBS-HC352 Writing for Accountants**

**Prerequisites:**

ACCT-321; 3.3 GPA required

**Credits:**
Description:

The main objective of this course is to explore what accountants write and develop the skills necessary to write these materials effectively. Specific topics to be addressed are the writing process; organizing for coherence and clarity; grammar, punctuation, and spelling; and the design of accounting documents. Also discussed will be ethical considerations, the importance of listening skills to the communication process, the preparation of oral presentations, and the ability to interact with others in a respectful and professional way.

- **SBS-HC353 Operation Management: the Key to Boston's Economic Success**
  
  Prerequisites:

  Take ISOM-319; 3.2 GPA required

  Credits: 2.00

  Description:

  The goal of the class is to explore, investigate and address how operational principles and practices are currently utilized to differentiate successful companies which operate in several Boston area industries. The industries to be studied include: health care, tourism, transportation, technology, state government, professional sports, food services and higher education. Knowledge will be gained by visits to companies that operate within these sectors, formal lecture and when possible executive roundtable talks with respected business leaders from each industry. In lieu of requiring a text, there maybe surcharges to students when we visit operating companies. This can include subway charges or entry to guided visits at TD Garden or Fenway Park.

- **SBS-HC355 Special Topics in Business Ethics**
  
  Prerequisites:

  Take BLE-215; 3.2 GPA required

  Credits: 2.00

  Description:
Global warming, growing populations, and the expansion of the world's middle class through globalization have produced a planet that is hot, flat and crowded. While excessive human consumption and the increase in the use of fossil fuels contribute to these various problems, the real culprit is the failure of government, business, and individuals to recognize a real sense of urgency about the current and future draconian consequences to our world. This course is not only about environmentalism. It is about corporate sustainability which embraces the environment, biodiversity, supply chain management, corrupt business behaviors that retard internal economic development, investment behaviors, sweat shops, energy consumption, and much, much more. There is a need for the global business community to formulate and implement a global ethic that will lead to new innovation in business behaviors in an effort to turn the trend toward sustainable business practices.

- **SBS-HC356 Business in the European Union**

  **Prerequisites:**
  3.2 GPA required

  **Credits:**
  2.00

  **Description:**
  This seminar is intended to provide an analysis of the European Union, its evolution, the current environment and issues, and its future, from a business and economic perspective. As the global economy and world markets become truly integrated and interdependent, regional economic and financial blocs will dominate international organizations and their companies will emerge as strong, globally competitive industry leaders. The European Union as a single market, with a population and economy that matches (or in some ways exceeds) the U.S. will be both a formidable threat and opportunity for the United States and U.S. based companies. As U.S. firms continue to benefit from economic integration in Europe, trade and investment disputes between the U.S. and the European Union are growing, while the membership of the European Union keeps expanding. Understanding the evolution, policies and future of the European Union will be vitally important to United States businesses whether a small export/import firm or a large U.S. multinational, as well as to Asian, Latin American and other firms who seek to grow from foreign sales, operations, and alliances and compete successfully in the EU marketplace.

- **SBS-HC361 Bldg. a Client Base: Strategies and Tools**

  **Credits:**
  1.00

  **Description:**
  You might be an expert in your business and have the best offering around but if you don't know how to build a client base, consistently over time, your business could fail. This course will give students a clear plan for attracting clients and customers, keeping those customers engaged and
continuing to add new ones starting out and as the business matures.

- **SBS-HC510 Honors Independent Study**
  
  Prerequisites:
  
  GPA of 3.3 and above; requires Dean Lerman's signature
  
  Credits:
  
  1.00- 2.00
  
  Description:
  
  Honors Independent Study

- **SIB-101 Globalization**
  
  Credits:
  
  3.00
  
  Description:
  
  This course introduces the nature and processes of globalization which define today's international business environment. The course employs a multidisciplinary perspective to explore the growing interdependence of nations in their trade, investment, technology flows, and business operations. Topic include business, geographic, economic, social, cultural, political, and other issues related to globalization. The course is experiential in its approach. Students will undertake a team research project exploring globalization issues with reference to a particular country, region or industry.
  
  Term:
  
  Offered Both Fall and Spring

- **SIB-H101 Honors Globalization**
  
  Prerequisites:
  
  Limited to students with less than 53 credits. GPA 3.2 or higher.
This course introduces the nature and processes of globalization which define today's international business environment. The course employs a multidisciplinary perspective to explore the growing interdependence of nations in their trade, investment, technology flows, and business operations. Topic include business, geographic, economic, social, cultural, political, and other issues related to globalization. The course is experiential in its approach. Students will undertake a team research project exploring globalization issues with reference to a particular country, region or industry.

Term:

Offered Both Fall and Spring

- **SIB-321 Introduction to International Business**

  **Prerequisites:**

  Take SIB-101 or IB-101 or HST-149 or HST-150;

  **Credits:**

  3.00

  **Description:**

  To provide students with an understanding of problems and opportunities associated with doing business across country and cultural boundaries and to encourage global business thinking and strategy formulation. Topics include the forms of international business involvement; economic, social, cultural and political conditions; national and multinational regulations of international transactions and investments; and global strategies for business operations.

  **Term:**

  Offered Both Fall and Spring

- **SIB-419 Global Business Theory & Practice**

  **Prerequisites:**

  MKT 210; MGT 317; FIN 310; ISOM 319; IB 321
This course will integrate global business theories and concepts with practice. Topics include: Transnational strategy, foreign direct investment, regional development clusters, role and operation of the WTO, outsourcing and supply chain management, and international ethics. Students integrate discipline-specific knowledge, practice investigation and decision-making around global business issues, improve business communication skills, and practice teamwork for global business decision-making.

Term:
Offered Both Fall and Spring

**SIB-429 Strategic Management**

**Prerequisites:**
SBS 101, MKT 210, FIN 310, ISOM 319 and MGT 317. Senior standing required.

**Credits:**
3.00

**Description:**
This course covers and integrates administrative processes and decision making under uncertainty in business areas of marketing, accounting, management, finance, personnel, and production. It also focuses on strategic and policy issues from the viewpoint of senior management in both domestic and international corporations. Case discussions help develop the conceptual framework for analysis and implementation of strategy and policy decisions.

Term:
Offered Both Fall and Spring

**SIB-H429 Honors Strategic Management**

**Prerequisites:**
FIN 310; MKT 310; MGT 317; SOM 101 or MGT 101; ISOM 319; Honors section; GPA 3.2. Senior standing required.
Description:

Covers and integrates administrative processes and decision-making under uncertainty in business areas of marketing, accounting, management, finance, personnel, and production. It also focuses on strategic and policy issues from the viewpoint of senior management in both domestic and international corporations. Case discussions help develop the conceptual framework for analysis and implementation of strategy and policy decisions.

Term:

Offered Both Fall and Spring

- **SIB-437 Strategic Context of International Business**

  Prerequisites:

  Senior standing and instructor’s consent required

  Credits:

  3.00

  Description:

  Business firms around the world regularly engage in strategic interactions with stakeholders and particularly with governments. These interactions allow firms not only to manage risks from adverse policies and stakeholder positions, but also to shape governmental behavior and relations with other stakeholders to enhance the creation and capture of value. At the same time, the complexity of the nonmarket environment and controversies regarding the ethics of firm behavior in this space has limited attention to this crucial element of strategy. This course will provide a framework for the analysis of the nonmarket environment across countries and the development of integrated strategies combining market and nonmarket action, from the perspective of multinational firms.

- **SIB-510 Direct Study in Strategy and International Business**

  Prerequisites:

  Instructor’s consent

  Credits:
Description:

Independent study allows students to expand their classroom experience by completing research in an area of interest not already covered by Suffolk courses. The student designs a unique project and finds a full-time faculty member with expertise in that topic who agrees to sponsor it and provide feedback as the proposal is refined. A well designed and executed research project broadens and/or deepens learning in a major or minor area of study and may also enhance a student’s marketability to potential future employers. Students cannot register for an Independent Study until a full proposal is approved by the faculty sponsor, department chair, and academic dean. Many Independent study proposals require revisions before approval is granted; even with revisions independent study approval is NOT guaranteed. Students are strongly encouraged to submit a proposal in enough time to register for a different course if the proposal is not accepted. For complete instructions, see the SBS Independent/Directed Study Agreement and Proposal form available online.

Term:

Offered Both Fall and Spring

• SIB-520 Strategy and International Business Internship

Prerequisites:

IB 321, Department Chair approval required before registration

Credits:

3.00

Description:

A project-based course that provides a work experience component for juniors and seniors, and allows the student to apply international business theory in a practical context, thereby bridging the gap between education and practice. The internship must take place outside the student's primary country of residence. Non-US students can pursue internships in the US. The internship must involve at least 100 hours of work. To be eligible, students cannot receive monetary compensation for the internship. The company offering the internship must agree to evaluate the student's performance by completing an Internship Evaluation Form. Students must find a faculty supervisor who will evaluate and guide their academic work during the internship, as well as other internship-related assignments, and assign a grade upon completion of all internship requirements. Students must successfully complete both the internship and all of the academic requirements of SIB 520 in order to earn a passing grade.

Term:

Offered Both Fall and Spring
- **SIB-550 Special Topics in Strategy and International Business**
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  An in-depth analysis of timely special issues in international business. Specific topics are announced when the course is scheduled.

- **SIB-H558 Honors Business of Biotechnology**
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  This course examines the scope and breadth of the biotechnology industry, including current science issues and how successful biotech firms bring their discoveries and ideas to market. The course focuses on management practices within biotechnology firms, key corporations, industry dynamics, and emerging startups, the application and commercialization of scientific discoveries, and various skills and mindsets needed by business graduates who work side-by-side with scientists. Local businesses and guest speakers will be featured.
  
  **Term:**
  
  Offered Fall Term

- **SIB-560 Strategy and International Business Travel Requirement**
  
  **Prerequisites:**
  
  Sophomore Standing
  
  **Credits:**
  
  0.00
  
  **Description:**
All majors are required to participate in overseas travel as a part of their major. This requirement may be satisfied by completing a minimum of one travel seminar or a semester abroad. Travel seminars used to fulfill this requirement, may also be used to fulfill major electives or language as appropriate. Students may participate in more than one travel seminar and/or study abroad opportunity. All travel must be pre-approved by the Undergraduate Programs Dean's Office to ensure optimum credit distribution.

Term:

Offered Both Fall and Spring