ACCT-150 Introduction to Fraud Examination

Credits:
3.00

Description:
Study of the varieties of fraud, including financial statement fraud, fraud against organizations, consumer fraud, bankruptcy fraud, tax fraud and e-commerce fraud. The causes, prevention, detection and investigation of fraud are explored. Examination of famous past frauds with hands-on cases are used to apply these concepts and to understand the resolution of fraud in the legal system.

ACCT-201 Accounting for Decision Making I

Prerequisites:
MATH-128 or higher and WRI-102 or WRI-H103 or SBS-220

Credits:
3.00
Description:
Introduces students to the accounting cycle, the financial statements, and the theory underlying accounting as information. Provides users of accounting information with a basic understanding of how to appraise and manage a business. Addresses current accounting topics, including relevant ethical and international issues found in the financial press.

Term:
Offered Both Fall and Spring

Type:
Arts Admin Minor Elective

- ACCT-H201 Honors Accounting for Decision Making I
  Prerequisites:
  MATH-128 or higher and WRI-102, WRI-103 or SBS-220, and at least a 3.3 GPA
  Credits:
  3.00
  Description:
  Introduces students to the accounting cycle, the financial statements, and the theory underlying accounting as information. Provides users of accounting information with a basic understanding of how to appraise and manage a business. Addresses current accounting topics, including relevant ethical and international issues found in the financial press.
  Term:
  Offered Fall Term
  Type:
  Honors

- ACCT-202 Accounting for Decision Making II
  Prerequisites:
ACCT-201
Credits:
3.00
Description:
Enables students to apply the concepts and skills from ACCT 201. 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. Topics include cost-volume-profit analysis, costing systems, variance analysis, and the budget process. Discusses relevant current ethical and competitive issues found in the financial press.
Term:
Offered Both Fall and Spring

ACCT-H202 Honors Accounting for Decision Making II
Prerequisites:
ACCT 201; 3.3 GPA
Credits:
3.00
Description:
Enables students to apply the concepts and skills from ACCT 201. 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. Topics include cost-volume-profit analysis, costing systems, variance analysis, and the budget process. Discusses relevant current ethical and competitive issues found in the financial press.
Term:
Offered Spring Term
Type:
Honors

ACCT-310 International Business Accounting
Prerequisites:
FIN-200 (formerly FIN 310); ACCT-331

Credits:
3.00

Description:
Explores economic, political and cultural variables that shape accounting and disclosure in various countries. Students gain an understanding of international financial reporting standards and the forces for convergence between IFRS and US GAAP. Presents financial analysis in a multi-financial context.

Term:
Offered Fall Term

Type:
Global Engagement Experience

- **ACCT-320 Federal Taxation I**

  Prerequisites:
  ACCT 202

  Credits:
  3.00

  Description:
  Focuses on the federal income taxation of individuals with some discussion of business taxation. Explores the basic structure of individual income taxation, including the individual tax formula, income, deductions, and credits, and provides an introduction to property transactions. Emphasizes how tax laws affect everyday personal and business decisions.

  Term:
  Offered Both Fall and Spring
* ACCT-H320 Honors Federal Taxation I

Prerequisites:

ACCT-202, SBS Honors Students Only

Credits:

3.00

Description:

Focuses on the federal income taxation of individuals with some discussion of business taxation. Explores the basic structure of individual income taxation, including the individual tax formula, income, deductions, and credits, and provides an introduction to property transactions. Emphasizes how tax laws affect everyday personal and business decisions.

Term:

Offered Spring Term

Type:

Honors

* ACCT-321 Intermediate Accounting I

Prerequisites:

ACCT-201 and ACCT-202 and Junior standing

Credits:

3.00

Description:

Reviews basic financial accounting concepts and examines selected balance sheet and income statement items. The focus of this communication intensive course is on the valuation and reporting of current and non-current assets and liabilities and the income determination aspects of these items.

Term:
ACCT-H321 Intermediate Accounting I

Prerequisites:
ACCT-201 and ACCT-202 and Junior standing and GPA at least 3.3

Credits:
3.00

Description:
Reviews basic financial accounting concepts and examines selected balance sheet and income statement items. The focus of this communication intensive course is on the valuation and reporting of current and non-current assets and liabilities and the income determination aspects of these items.

Term:
Offered Fall Term

ACCT-322 Intermediate Accounting II

Prerequisites:
ACCT-321 with a minimum grade of C

Credits:
3.00

Description:
Continues to examine selected balance sheet and income statement items. The focus of this communication intensive course is on the valuation and reporting of investments and stockholders' equity and the income determination aspects of these items. Also considers special topics such as pensions, leases, deferred taxes, and cash flows.

Term:
Offered Both Fall and Spring
• ACCT-H322 Honors Intermediate Accounting II

  Prerequisites:
  ACCT-321 with a minimum grade of C; 3.3 GPA or higher

  Credits:
  3.00

  Description:
  Continues to examine selected balance sheet and income statement items. The focus of this communication intensive course is on the valuation and reporting of investments and stockholders' equity and the income determination aspects of these items. Also considers special topics such as pensions, leases, deferred taxes, and cash flows.

  Term:
  Offered Spring Term

  Type:
  Honors

• ACCT-331 Cost Accounting

  Prerequisites:
  ACCT 202

  Credits:
  3.00

  Description:
  Explores concepts and procedures underlying the development of a cost accounting system for managerial decisions, control, and performance reporting. Introduces the basic ideas of responsibility accounting.

  Term:
• **ACCT-H331 Honors Cost Accounting**

  Prerequisites:

  ACCT-202 and GPA 3.3 or higher

  Credits:

  3.00

  Description:

  Explores concepts and procedures underlying the development of a cost accounting system for managerial decisions, control, and performance reporting. Introduces the basic ideas of responsibility accounting.

  Term:

  Offered Fall Term

  Type:

  Honors

• **ACCT-415 Not-For-Profit Accounting and Control**

  Prerequisites:

  ACCT 331

  Credits:

  3.00

  Description:

  Studies accounting principles, unique financial reporting (such as fund accounting), and budgetary control in government agencies and charitable, healthcare, educational, and other not-for-profit organizations.

  Term:
• 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, complex basis rules, and the operation and formation of C corporations.

Term:

Offered Spring Term

• ACCT-430 Accounting Information Systems

Prerequisites:

ACCT 322 and ISOM-210

Credits:

3.00

Description:

Introduces the design, operation, and use of accounting information systems. Examines the functional relationships of the AIS within an organization. Provides a background in automated data processing, along with the important human and organizational considerations in system design and implementation.

Term:

Offered Both Fall and Spring
• ACCT-431 Auditing and Assurance Services

    Prerequisites:
    
    ACCT 321 AND ACCT 331

    Credits:
    
    3.00

    Description:
    
    Provides an introduction to the field of auditing, with a concentration in auditing historical financial statements in accordance with generally accepted auditing standards, and some exposure to auditing the internal control over financial reporting of large public companies. Covers the environment, standards, regulation, and law of auditing in the US, with some exposure to the international environment. Covers audit planning, risk, and material assessments, audit evidence, evaluation of internal control, documentation, and audit reports.

    Term:
    
    Offered Both Fall and Spring

• ACCT-432 Advanced Accounting

    Prerequisites:
    
    ACCT-322 and junior standing

    Credits:
    
    3.00

    Description:
    
    Covers accounting procedures involved in business combinations and consolidated financial statements. Topics also include accounting for partnerships, various foreign currency issues, corporations in financial distress, and the role of regulatory authorities in financial reporting.

    Term:
    
    Offered Fall Term

• ACCT-450 Accounting Theory and Practice
Prerequisites:
ACCT 431 (may be taken Concurrently), ACCT 322 and Senior Status

Credits:
3.00

Description:
Addresses the non-technical foundations of accounting for CFOs, Audit Partners, FASB and SEC members and other leadership roles in accounting and finance. Core elements include enhancing critical thinking skills, understanding the grey areas of accounting, and analytical thinking. 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.

Term:
Offered Both Fall and Spring

- 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 Accounting Practicum**

  Prerequisites:

  Course Coordinator consent required

  Credits:

  0.00

  Description:

  All accounting majors are required to complete 160 hours of pre-professional or professional accounting or tax experience prior to graduating. The hours may be obtained through one or more accounting or tax (a) internships, (b) part- or full-time employment, or (c) cooperative education positions. Hours may also be obtained through participation in Suffolk's Free Tax Preparation Clinic (SBS 555, SBS 556, and SBS 557 - each year will earn students 55 hours). Approval of the 160 hours work experience must be obtained in advance of beginning the work by completing a Practicum Approval Form and emailing it to acct560@suffolk.edu. Students register for the Accounting Practicum upon completion of the 160 hours and approval by the Accounting Department. Students should journal their work tasks and accomplishments. This experiential component carries no academic credit, does not require any tuition, and will be graded pass/fail.

  Term:

  Offered Both Fall and Spring

- **SBS-555 Suffolk Free Tax Preparation Clinic I**

  Prerequisites:

  Sophomore status or higher

  Credits:

  1.00

  Description:

  SBS 555 is a one-credit course for undergraduate students volunteering with the Suffolk Free Tax Preparation Clinic, a tax preparation program that assists community members to complete their tax returns. Students will complete the required training and certification exams during class time before engaging in tax preparation service during the semester, including at least two Saturdays. To count this experience toward the Local Engagement Requirement, several reflective writing assignments are required and students must maintain professional and appropriate behavior in all interactions with the community members served. Students who are required to complete ACCT 560 can instead complete SBS 555, 556, and 557.
Type:
Local Engagement Experience

- **SBS-556 Suffolk Free Tax Preparation Clinic II**

  **Prerequisites:**
  SBS-555

  **Credits:**
  1.00

  **Description:**
  SBS 556 is a one-credit course for undergraduate students volunteering with the Suffolk Free Tax Preparation Clinic for the second time, a tax preparation program that assists community members to complete their tax returns. Students will complete the required training and certification exams during class time before engaging in tax preparation service and mentoring of fellow volunteers during the semester, including at least three Saturdays. Students who are required to complete ACCT 560 can instead complete SBS 555, 556, and 557.

- **SBS-557 Suffolk Free Tax Preparation Clinic III**

  **Prerequisites:**
  SBS-555, SBS-556

  **Credits:**
  1.00

  **Description:**
  SBS 557 is a one-credit course for undergraduate students volunteering with the Suffolk Free Tax Preparation Clinic for the third time, a tax preparation program that assists community members to complete their tax returns. Students will complete the required training and certification exams during class time before engaging in tax preparation service, mentoring fellow volunteers during the semester, and assisting with site coordination, including four Saturdays. Students who are required to complete ACCT 560 can instead complete SBS 555, 556, and 557.

- **BLE-214 Principles of Business Law**
Description:

Introduces the field of business law. Provides an overview of the organization and operation of the American legal system, court system and legal procedure. Examines selected business law topics such as contracts, torts, criminal law, agency, and business organizations. Attention is given to the ways in which business law manifests important social and ethical precepts.

Term:

Offered Both Fall and Spring

Type:

Arts Admin Minor Elective

- **BLE-H214 Honors Principles of Business Law**

  Prerequisites:

  GPA of 3.3 or above required.

  Credits:

  3.00

  Description:

  Introduces the field of business law. Provides an overview of the organization and operation of the American legal system, court system and legal procedure. Examines selected business law topics such as contracts, torts, criminal law, agency, and business organizations. Attention is given to the ways in which business law manifests important social and ethical precepts.

  Term:

  Offered Spring Term

  Type:

  Honors
• BLE-215 Business Ethics and Law

Credits:
3.00

Description:
Business ethics is applied ethics. Explores the roles and responsibilities of business in a global society. Teaches models of ethical decision-making that incorporate multiple points of view, including diverse cultural worldviews and legal perspectives. Addresses factors that contribute to and constrain ethical behavior in and by organizations. Students apply concepts to current business problems, such as anti-trust, accounting fraud, deceptive advertising, and environmental dumping.

Term:
Offered Both Fall and Spring

• BLE-H215 Honors Business Ethics and Law

Prerequisites:
GPA of 3.3 or above required.

Credits:
3.00

Description:
Business ethics is applied ethics. Explores the roles and responsibilities of business in a global society. Teaches models of ethical decision-making that incorporate multiple points of view, including diverse cultural worldviews and legal perspectives. Addresses factors that contribute to and constrain ethical behavior in and by organizations. Students apply concepts to current business problems, such as anti-trust, accounting fraud, deceptive advertising, and environmental dumping.

Term:
Offered Fall Term

Type:
Honors
• BLE-310 I Want to Buy a Home

Prerequisites:
Junior standing or above needed.

Credits:
1.00

Description:
Teaches students all they have to know about purchasing a residence, starting with finding a home to financing, inspections, documents, and final ownership conveyance.

Term:
Offered Both Fall and Spring

• BLE-315 Legal Lessons for Business Startups Organizations

Prerequisites:
BLE-214

Credits:
3.00

Description:
Examines the formation, strategic use, and financial implications of alternative forms of business organization, namely partnerships, corporations, trusts, subchapter corporations, and the new limited liability hybrids.

• BLE-316 How Not to Get Sued

Prerequisites:
BLE 214

Credits:
One of the greatest threats to business is the potential for litigation. Lawsuits can seriously hurt profits and even lead to bankruptcy. Even when businesses win in court, they still lose, what with the cost of the legal defense and the possibility of adverse publicity and decreased consumer confidence. Managers need to know how to avoid the potential for litigation and be aware of the areas of their business that provide the greatest risks to their enterprise. This course covers common ways in which businesses can protect themselves from common lawsuits ranging from product defects to environmental and worker safety to employee discrimination and harassment. Students will learn how to establish systems that will put their companies ahead legally.

Term:
Offered Fall Term

**BLE-317 Managing in the Global Legal Environment**

Prerequisites:
BLE 214

Credits:
3.00

Description:
Surveys the global legal environment of business. Emphasizes case analysis of topics such as: sovereignty, extraterritoriality, treaties, international contracts, arbitration, and the European Union. Explores the managerial and economic significance of these topics.

Term:
Offered Both Fall and Spring

Type:
Global Engagement Experience

**BLE-318 Intro to Real Estate Principles**

Prerequisites:
BLE 214

Credits:
3.00

Description:
Introduces students to the concepts and principles of real estate. Enables students to understand the key components of each major real estate asset class including: residential, retail, commercial, industrial, hospitality, and properties. Students learn the range of professional players in the industry and what roles they play. Teaches basic elements of a Development Pro-forma Budget; Operating Pro-forma Budget; Sources and Uses Statement; and financial schedules. Utilizes textbook, case work, web based data sources, selected readings and field trips. Emphasizes practical application of the concepts taught, the use of current examples from the industry, and today's marketplace.

Term:
Offered Fall Term

• BLE-319 Real Estate Development and Public Policy

Prerequisites:
BLE 214

Credits:
3.00

Description:
This class builds on BLE-318 and explores the process of responding to the public procurement process, large shopping malls, the hospitality industry and office and retail mixed use projects. We also explore the phases of the real estate development process by investigating, Zoning and Variances, Project Review Committees, Community Benefit Packages, Historic Preservation issues and Environmental issues. Students will understand the complete development process and the role of all the stakeholders from this class. No changes to 318 summary.

Term:
Offered Spring Term

• BLE-321 Corporate Crime and Financial Fraud
Presents an in-depth study of corporate crime and financial fraud. Examines accounting devices and schemes employed to defraud stakeholders, failure of industry watchdogs, and the regulatory and legislative environment. Topics include: corporate governance, corporate finance, corporate compliance programs, ethical misconduct by outside legal, accounting, investment and banking professionals, Sarbanes Oxley Act, Foreign Corrupt Practices Act, Organizational Sentencing guidelines, mail fraud, wire fraud, money laundering, conspiracy, securities violations, qui tam litigation (whistleblowers) and financial accounting crimes.

**BLE-322 Getting Government to Say 'yes!' to Business**

**Prerequisites:**
BLE-214

**Credits:**
3.00

**Description:**
Government can be a vital ally to business, as much as it can be a roadblock. Government sets the minimum standards for how society expects companies to deal with customers and each other. Businesses that do not recognize why government needs to be an integral part of their decision-making as opposed to an afterthought-- are doomed to fail. This course teaches students how to get government on their side.

**BLE-323 Protect Your Brand: Using Intellectual Property Law to Win**

**Prerequisites:**
BLE-214

**Credits:**
3.00

**Description:**
As a growing number of firms choose to produce goods abroad, piracy, counterfeiting, and other acts that dilute their brands are becoming increasingly common. This course focuses on the legal and practical tools that entrepreneurs, start-ups, and existing business can use to protect their intellectual property (IP). It offers best practices on the strategic use of copyright, patent, trademark, and trade secrets to enhance corporate value in different industries and regions. The course provides a legal foundation in IP and demonstrates how to apply that knowledge to business through case analysis.

**• BLE-325 Global Business Ethics**

**Prerequisites:**

BLE-215, PHIL-119, PHIL-120, PHIL-123 or PHIL-127

**Credits:**

3.00

**Description:**

Surveys business ethics as they transcend the diverse perspectives of global business. Explores current global ethics standards and values, ethical challenges, controversies, convergence and trends. Students explore famous global business cases through films, websites and independent research. Emphasizes identification and resolution of global business ethical issues within the context of ethical decision-making and sustainability. Analyzes corporate social responsibility; hence, transforming global business ethics through business.

**Type:**

Global Engagement Experience

**• BLE-510 Independent Study in Business**

**Prerequisites:**

Approval of Dept Chair or Dean

**Credits:**

3.00

**Description:**
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. Prior to registration, the faculty member and student must concur on a written proposal, which includes a reading list and description of requirements for grading of the final project.

**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

**Type:**

Arts Admin Minor Elective

**ENT-H101 Business Foundations**

**Prerequisites:**

SBS honors students only. Must have less than 30 credits.

**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

Type:

Honors

- **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-210 Designing Business Solutions**

  Prerequisites:

  Must have completed at least 15 credits

  Credits:
Do you want to start a business? This 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 evaluation to opportunity recognition, market assessment, feasibility determination, financial planning, legal, human resources, and business planning.

- **ENT-280 Opportunity Recognition and Discovery**

  **Prerequisites:**

  MGT 101 and Sophomore Standing. For sections designated for ENT majors and minors only, only ENT majors and minors may enroll in those sections. For sections designated for Non-ENT majors and minors, ENT majors and minors are not allowed.

  **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.

- **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-309 Creating Value (Entrepreneurship I)**

  **Prerequisites:**
  
  36 or more credits needed to enroll

  **Credits:**
  
  3.00

  **Description:**
  
  How do you create value within a new venture or existing firm? Entrepreneurs will explore their innovative mindset, action orientation, and willingness to assume the responsibility necessary to bring new products, services and businesses to the market. Methods of detecting pain or gaps in the marketplace (idea generation), pursuing dreams, and utilizing design thinking, as well as business models around leveraging new opportunities will be explored. Students will gain the knowledge necessary for generating and vetting opportunities.

- **ENT-315 Entrepreneurial Skills**

  **Prerequisites:**
  
  ENT 280 and Junior standing

  **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-319 Measuring Value (Entrepreneurship II) And Family Business**

  Prerequisites:
  
  ENT-280 or ENT-309 and Junior Standing

  Credits:
  
  3.00

  Description:
  
  How do you measure the value-added by a new business opportunity? In this course, you will start developing a financial toolkit and skill set to assess the value of a new product, service, or business. Financial implications of different business models and characteristics of various industries will be discussed. Major topics covered will include 1) forecasting (generating pro-forma financial statements), 2) financial analysis (liquidity, profitability, break-even, and feasibility analyses), 3) sources of funding (bootstrapping, family & friends, crowdfunding, angel investors, venture capital funds, and loans) and 4) basics of valuation.

- **ENT-320 Managing the Small Business**

  Prerequisites:
  
  ENT-101 and Junior Standing

  Credits:
  
  3.00

  Description:
How do you manage the day-to-day challenges of starting a new venture or working on a small business? 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. This course utilizes case analysis, role-plays, simulations, and other experiential lessons to help provide you with the knowledge and skills necessary to build and lead a new or innovative organization.

**Term:**

Offered Both Fall and Spring

**Type:**

Arts Admin Minor Elective

- **ENT-H320 Honors- Small Business Management**

  **Prerequisites:**

  Junior Standing; 3.3 GPA

  **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

  **Type:**

  Honors

- **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-329 Protecting Value (Entrepreneurship III)**

  Prerequisites:
  ENT-280 or ENT-309; Junior standing or higher.

  Credits:
  3.00

  Description:
  How does protection of intellectual property, and human, physical, and financial capital add value to the new or existing organization? Entrepreneurs will learn appropriate legal protections related to people and property associated with the firm. Major topics covered will include 1) legal protection (patents, copyrights, trademarks, service marks, trade secrets, business organizations, confidentiality and non-disclosure agreements, employment agreements, stock/ownership restrictions), 2) human resources (creating and managing teams, hiring, firing, organizational structure, employment/independent contractor issues, and compensation strategies), and 3) growing business value (merger, acquisition, and other expansion techniques).

- **ENT-336 Family Business: The Family**

  Prerequisites:
MGT-217 and 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.

- **ENT-337 Family Business: The Business**
  
  Prerequisites:
  
  ENT-101 and at least 54 credits
  
  Credits:
  
  3.00
  
  Description:
  The business of the family business is just as critical as the family dynamics. This course focuses on issues related to adapting corporate-type managerial skills to family-owned and operated enterprises that typically reject such practices. The goals of this course include the 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.

- **ENT-340 Crowdfunding the Venture**
  
  Prerequisites:
  
  ENT-101 and ENT-309, Junior standing or higher, and instructor permission.
  
  Credits:
  
  3.00
  
  Description:
As nascent entrepreneurs how can you start or grow your business when you are undercapitalized while at the same time building brand awareness? One potential source of capital that allows for additional value creation (i.e., building a customer base and brand ambassadors) is crowdfunding. This course will examine factors that lead to crowdfunding success during the creation (e.g., the idea, the pitch, the prototype, etc.) and maintenance (e.g., social presence) of a crowdfunding campaign as well as the execution of any promised deliverable. Focusing on an experiential process this course will guide student teams through the creation and execution of their own live crowdfunding campaign.

- **ENT-350 Social Entrepreneurship**
  
  **Prerequisites:**
  
  ENT-101 and 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 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:**
  
  Offered Fall Term

- **ENT-352 Green and Sustainable Business**
  
  **Prerequisites:**
  
  ENT-101 and Junior Standing
  
  **Credits:**
  
  3.00
  
  **Description:**
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 1980's, many firms have learned that improved environment performance can save money and create a competitive advantage. In this course, we will cover how businesses of all sizes are more attentive to environmental issues and the realization that a green business: improves employee morale and health in the workplace, holds a marketing edge over the competition, strengthens the bottom line through operating efficiencies, is recognized as an environmental leader, can have a strong impact in the community and beyond, and can improve public relations.

Term:

Offered Spring Term

- **ENT-353 Corporate Entrepreneurship**

  Prerequisites:

  ENT-101 and Junior Standing

  Credits:

  3.00

  Description:

  Corporate entrepreneurship refers to alternative approaches that existing firms use to innovatively generate new products, new services, new businesses and new business models. This course emphasizes the cultivation of each student's ability to evaluate innovations and business models for development in a corporate setting. It emphasizes various kinds of internal corporate ventures and multiple external collaborative approaches that include corporate venture capital investments, licensing and different types of alliances and formal joint ventures. Special emphasis will be placed on skills needed to promote and manage corporate entrepreneurship. Students will also learn to identify the elements of an organization's culture, structure and reward and control systems that either inhibit or support the corporate entrepreneurship, and analyze how corporate entrepreneurial activities relate to a company's ability to drive innovation throughout the organization.

- **ENT-354 Global Entrepreneurship**

  Prerequisites:

  ENT-101 and 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?

Term:

Offered Both Fall and Spring

Type:

Global Engagement Experience

- ENT-355 Design Thinking for Business

Prerequisites:

ENT-101 and Junior Standing

Credits:

3.00

Description:

Ever wonder what great breakthroughs are on the horizon to improve business thinking, processes, products, and services? If you have, this course is for you. We will learn about how businesses are using principles of design thinking and biomimicry to create entirely new ways of meeting the challenges of modern business: those are, needs to reduce costs, increase revenues, minimize waste & energy use, maximize novel approaches, & meet consumer and business needs. You may recognize the term design thinking if you are a follower of Apple, Inc. which has used this process in the development of all of their products and services over the past 15 years. Biomimicry principles are those that seek their inspiration from nature; after all, nature has been problem-solving for 3.8 billion years -- surely there is something to learn from this to be adapted to solving modern challenges. The course will be both conceptual and practical with various experiential learning opportunities.

- ENT-356 Bootstrapping the Firm With Social Media

Prerequisites:

ACCT 201 and Junior Standing.
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 or 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 Designing New Products**

  Prerequisites:
  
  ENT-101 and 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-361 Sell It!**
Prerequisites:

ENT-101 and Junior standing

Credits:

3.00

Description:

How do you sell new products and services? Revenue is key to business survival, and this isn't by accident and a strong marketing strategy is not enough. Sales is a process, as well as an attitude. Strong organizations drive revenue through sound sales processes that are effectively designed, implemented, and scaled. In this course, you will learn how to sell new products and services through selling techniques, as well as create a value statement, identify a target market, create an effective approach, develop a sales activity and pipeline tracking system, design and effective sales management and coaching program.

• ENT-366 Managing the Restaurant

Prerequisites:

ENT-101 and Junior Standing

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-367 Franchising

Credits:

3.00
Franchising is a multi-trillion dollar market worldwide and 1/3 of the US retail market. Franchising is a very specific term referring to a business that licenses its brand, operating model, and provides support to franchisees who pay a number of fees and then invest their own capital to build the corporate brand. Students will gain the insight and practical knowledge necessary to operate as a successful franchiser or franchisee.

**ENT-419 Delivering Value (Entrepreneurship IV, E-Clinic)**

**Prerequisites:**

ENT-280 - OR - ENT-309, AND ENT-300 - OR - ENT-319, AND ENT-326 - OR - ENT-329 and Senior Standing

**Credits:**

3.00

**Description:**

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-420 Launching a New Venture**

**Prerequisites:**

ENT-309, ENT-319, and either ENT-326 or ENT-329; Senior Standing required

**Credits:**

3.00

**Description:**
Are you looking for the nuts and bolts of launching a new venture? If so, this course will allow you to earn credits working with our Center for Entrepreneurship. Students will draft a launch plan, with specific executables, necessary to launch a new venture. Students will use knowledge from major core courses to determine business organization, capitalization, hiring employees, building the team, establishing benefits, selecting facilities, etc.

- **ENT-510 Entrepreneurship Independent Study**

  **Prerequisites:**
  
  Senior Standing; Instructor Consent Required

  **Credits:**
  
  1.00- 3.00

  **Description:**
  
  Are you looking for an ENT major elective to help you continue with research associated with your opportunity of venture? This independent study is available to students who are looking to expand on their classroom experience by doing additional research related to their prospective opportunity or venture. Students must draft the statement of work related to the independent study, with a primary focus on solving a problem or problems through extensive research, as well as have an ENT faculty member supervise the student during the study. The statement of work must provide evidence sufficient to support the number of credits being requested. Once the statement of work is completed, the student must attach the statement of work 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-520 Launching the New Venture**

  **Prerequisites:**
  
  ENT 326 and Senior Standing This course may be used as an ENT major elective or taken instead of ENT 419.

  **Credits:**
  
  3.00

  **Description:**
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-521 Entrepreneurship Internship**
  
  **Prerequisites:**
  
  Junior standing and instructor approval
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  This experiential class is recommended for students who plan to innovate in an existing firm or to join their family business. Recommended for first or second semester senior year.

- **FIN-200 Business Finance**

  **Prerequisites:**
  
  ACCT-201, MATH-128 or higher, and STATS-240 or STATS-250 (can be taken 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. Formally FIN 310.

Term:

Offered Both Fall and Spring

• FIN-H200 Honors Business Finance

Prerequisites:
ACCT-201, MATH-128 or higher, STATS-240 or STATS-250 (can be taken concurrently); Sophomore standing; SBS Honors or 3.2 GPA or higher

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. Formally FIN 310.

Term:

Offered Both Fall and Spring

Type:
Honors

• 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.
• FIN-311 Intermediate Finance

Prerequisites:
FIN-200

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-H311 Honors Intermediate Finance

Prerequisites:
FIN 200; Restricted to SBS Honors, or GPA 3.2 or higher.

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
Offered Both Fall and Spring

Type:
Honors

**FIN-313 General Insurance**

Prerequisites:
FIN 200 (formerly FIN 310); Junior standing

Credits:
3.00

Description:
This course includes the theory, practice and problems of risk bearing in business and personal pursuits including life, property and casualty insurance and dealing with contract analysis and investments as well as corporate risk management.

Term:
Offered Fall Term

**FIN-315 Principles of Investments**

Prerequisites:
FIN 200 and 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-H315 Honors Principles of Investments**
  
  **Prerequisites:**
  
  FIN 200 and Junior standing; Restricted to SBS Honors, or GPA 3.2 or higher.
  
  **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
  
  **Type:**
  
  Honors

- **FIN-317 Real Estate Finance**
  
  **Prerequisites:**
  
  FIN 200
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  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:**
• **FIN-319 Money and Capital Markets**

  **Prerequisites:**
  - EC 101; EC 102; 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 200 and 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-408 Fixed Income Securities Analysis
  Prerequisites:
  FIN-315
  Credits:
  3.00
  Description:
  This course introduces students to fixed income securities and related capital markets. It covers such topics as bond valuation, bond portfolio management, Treasury securities and markets, fixed income derivatives, mortgage- and asset-backed securities, and convertible bonds. As a part of their studies, students will be trained in using Bloomberg terminal and will receive Bloomberg certification upon completion of this course.

• FIN-409 Securities Analysis
  Prerequisites:
  FIN-315
  Credits:
  3.00
  Description:
  This course is focused on the security analysis of stocks with the goal of managing the Suffolk University student-run portfolio. The material is pertinent to the security analyst - particularly the equity analyst who must issue a buy, hold or sell recommendations on stocks. By the end of the course, the student should feel competent in writing a thorough, credible equity research report or investment analysis that meets the highest standards of professionalism.

• FIN-410 Analysis of Financial Statements
  Prerequisites:
  FIN-200; Junior standing
  Credits:
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 and Options**

  Prerequisites:
  
  FIN 315; Junior standing;

  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
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.

  Term:

  Offered Fall Term

- **FIN-417 Multinational Financial Management**

  Prerequisites:

  FIN 200 and 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

Type:
Global Engagement Experience

- **FIN-419 Problems of Managerial Finance**

  Prerequisites:
  
  FIN 311; Two FIN major required or elective courses; 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-H419 Honors Problems of Managerial Finance**

  Prerequisites:
  
  FIN 311; Two FIN major required or elective courses; Senior standing; SBS Honors or 3.2 GPA or higher

  Credits:
  3.00
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

Type:
Honors

- **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 200

  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 Risk Management and Financial Institutions**

  Prerequisites:
  
  FIN-200

  Credits:
  
  3.00

  Description:
  
  The course introduces students to the management of international financial-services firms and methods through which financial institutions manage risk. The course focuses on concepts and basic tools for identifying, measuring, and managing risks, such as interest rate risk, credit risk, liquidity risk, market risk and operational risk. The course also introduces key regulations and important ethical issues in the financial-services industry.

  Term:
  
  Offered Spring Term

- **FIN-H435 Honors The Global Financial Crisis: Causes, Economics, and Solutions**

  Prerequisites:
  
  FIN 200 and Junior standing; SBS Honors or 3.2 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

Type:

Honors, Global Engagement Experience

• FIN-H445 Honors Quantitative Analysis and Trading of Financial Instruments

Prerequisites:

FIN-315 and Junior standing; Restricted to SBS Honors, or GPA 3.2 or higher.

Credits:

3.00

Description:

The course will augment and extend students' finance skills, tools and concepts learned in core finance and investment courses and blend the theory with real world application. The course utilizes the Chartered Financial Analyst Institute Investment Series textbook to facilitate the mastery of quantitative methods, data analytics and their application in today's investment process for stocks, bonds, futures and options. In addition to review of time value of money, discounted cash flow and statistical/probability analysis, the course will cover advanced concepts such as correlation and regression and their real world application in finance and investments. An important part of the course will be the ability to distinguish useful information from the overwhelming quantity of available data. Additional topics will include valuation methods/models, quantitative investment strategies, technical analysis, trading strategies & execution of transactions, quantitative/algorithmic & high frequency trading. Material will be reinforced with hands-on application of utilizing real time trading and market data platforms. Microsoft Excel, applications utilized in the financial industry, statistical/mathematical and programming platforms will be used extensively throughout the course. Guest speakers will be scheduled to speak about certain topics and their experiences.

Term:

Offered Fall Term
- **FIN-450 Mutual Funds**

  Prerequisites:
  
  FIN 200

  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:
  
  FIN-200

  Credits:
  
  3.00

  Description:
  
  This course examines professional issues in financial planning, including ethical considerations, regulation and certification requirements, written communication skills, and professional responsibility. Students are expected to utilize skills obtained in other courses and work experiences in the completion of a comprehensive personal finance case, other mini-case studies, and calculation templates.

- **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-560 Finance Practicum**

  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 128 or higher; 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 basis 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:

FIN 200(formerly FIN 310) or FPP 200(formerly 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:

Offered Fall Term

• FPP-315 Principles of Investment

Prerequisites:

FIN 200(formerly FIN 310) or FPP 200(formerly 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:
• **FPP-320 Taxation**

  Prerequisites:

  ACCT 202; take either FIN 200(formerly FIN 310) or FPP 200(formerly 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:

  FIN 200(formerly FIN 310) or FPP 200(formerly 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:

  FIN 200(formerly FIN 310) or FPP 200(formerly 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:**
  
  FIN 200(formerly FIN 310) or FPP 200(formerly 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:**
  
  FPP 200(formerly FPP 310);

  **Credits:**
  
  3.00

  **Description:**

  This course examines professional issues in financial planning, including ethical considerations, regulation and certification requirements, written communication skills, and professional responsibility. Students are expected to utilize skills obtained in other courses and work experiences in the completion of a comprehensive personal finance case, other mini-case studies, and calculation templates.

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

  **Prerequisites:**
Junior standing

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.


Credits:

3.00

Description:

This course covers both qualitative and quantitative research methods, with a strong focus on applied healthcare management research. Course topics include scientific reasoning, research design, action research methods, qualitative research methods, fundamental statistical techniques, and display and presentation of quantitative and qualitative analyses. This course prepares students as both producers and consumers of healthcare related research. Students will: Learn fundamentals of scientific reasoning, research design, and action research methods. Gain basic skills in both qualitative and quantitative data collection, analysis and presentation. Understand the meaning and appropriate application of basic statistical techniques relevant to healthcare management. Become prepared to analyze and draw conclusions from surveys, program evaluations, and operations data. Be able to troubleshoot the work of consultants and be critical consumers of research performed by others.

- HLTH-315 Ambulatory and Primary Care

Credits:

3.00

Description:

This course prepares students to plan, lead, manage and improve primary care and other ambulatory patient care services (APC) toward achieving the Triple Aim of better population health, better patient care and lower cost. The course covers a range of APC services including physician practices, community health centers, ambulatory surgery, retail clinics, behavioral health and dental care. Students who complete the course will be able to understand and analyze: key structures and processes of APC services and their effects on the Triple Aim; key APC contexts including regulatory,
reimbursement, technological and professional; and important industry trends related to APC. Specific topics include organizational structure and governance; workforce and staffing; facilities and licensure; emerging business models; performance measurement; relationship between primary care and public health; and emerging practice models including the patient-centered medical home.

**HLTH-360 Leadership and Ethics in Healthcare Organizations**

**Credits:**

3.00

**Description:**

This course introduces concepts and managerial views of business ethics, corporate social responsibility, and leadership practice as applied to organizational settings in healthcare.

**ISOM-130 Data Science and Analytics**

**Credits:**

3.00

**Description:**

Provides students with a comprehensive introduction to the core concepts, applications and tools of data acquisition, preparation, querying, analytics, and data management. Students gain 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 use tools such as MS Excel, MS Access, SQL, and SAS Visual Analytics.

**Term:**

Offered Both Fall and Spring

**ISOM-H130 Honors Data Science and Analytics**

**Prerequisites:**

3.3 GPA or higher

**Credits:**
3.00

Description:

Provides students with a comprehensive introduction to the core concepts, applications and tools of data acquisition, preparation, querying, analytics, and data management. Students gain 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 use tools such as MS Excel, MS Access, SQL, and SAS Visual Analytics.

Term:

Offered Both Fall and Spring

Type:

Honors

• ISOM-201 Data and Decisions Analysis

Prerequisites:

MATH-128 or higher and STATS-240 or STATS 250.

Credits:

3.00

Description:

Introduces fundamental quantitative methods of using data to make informed management decisions. Topics 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. Excel spreadsheets are used extensively to implement decision models.

Term:

Offered Both Fall and Spring

• ISOM-H201 Honors Data & Decisions Analysis
Prerequisites:
MATH-128 or higher and STATS-240 or STATS-250 and at least a 3.3 GPA

Credits:
3.00

Description:
Introduces fundamental quantitative methods of using data to make informed management decisions. Topics 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. Excel spreadsheets are used extensively to implement decision models.

Term:
Offered Fall Term

Type:
Honors

- **ISOM-210 Management Information Systems**

  Prerequisites:
  WRI-101 and ENT-101 and at least 24 completed credits

  Credits:
  3.00

  Description:
  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. Topics include: the effective application of IT/IS to support strategic planning, managerial control, operations and business process integration in the digital economy, IT/IS related issues of ethics, and piracy and security in the information society.

  Term:
- **ISOM-H210 Honors Management Info System**

  Prerequisites:
  
  WRI-101 or WRI-103 and ENT-101 and at least a 3.3 GPA

  Credits:

  3.00

  Description:

  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. Topics include: the effective application of IT/IS to support strategic planning, managerial control, operations and business process integration in the digital economy, IT/IS related issues of ethics, and piracy and security in the information society.

  Term:

  Offered Fall Term

  Type:

  Honors

- **ISOM-212 Web Design**

  Credits:

  3.00

  Description:

  Introduces the concepts, vocabulary, and procedures associated with website and mobile application design. Includes modules on website evaluation, information architecture, customer and task analysis, usability testing, typography, color composition, screen layout, and navigation design, and digital content editing. Also covers important web design themes such as accessibility, globalization, personalization and trust. Students gain hands-on design experience using an assortment of readily available development tools such as Wix, Yapp, and Microsoft's Expression Web software.

  Term:
• ISOM-215 Mobile App Development

Credits:

3.00

Description:

Provides a comprehensive introduction to mobile app technology and design concepts. This is an introductory course and assumes no prior programming experience. Students learn how to design, build, and optimize cross-platform mobile app using HTML5 standards. Students will also learn how to convert HTML5 apps into native apps for various mobile platforms. 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.

Term:

Offered Fall Term

• ISOM-230 Big Data, Business Intelligence and Analytics

Prerequisites:

STATS-240 or STATS-250 or Instructor Permission

Credits:

3.00

Description:

Provides an understanding of the business potential of big data; how to build and maintain data warehouses, and how to analyze and use this data as a source for business intelligence and competitive advantage. Students study data mining concepts and the use of analytics tools and methods for producing business knowledge. Topics include: extraction, transformation and loading; decision support systems; analytics, text, web and data mining models as well as data presentation/visualization including dashboards, cockpits and scorecards. Students build a data warehouse and practice the extraction and filtering process used to produce high quality data warehouses. Students will use tools such as MS Excel, MicroStrategy (Salesforce), SQL and SAP Business Warehouse.

Term:
- **ISOM-231 Automatic for the People: Turn Data Into Insight/W R~python**

  Prerequisites:

  STATS-240 or STATS-250

  Credits:

  3.00

  Description:

  Introduces a detailed overview of statistical learning for data mining, inference, and prediction in order to tackle modern-day data analysis problems. This course is appropriate for students who wish to learn and apply statistical learning tools to analyze data and gain valuable hands-on experience with R. Statistical learning refers to a vast set of tools for modeling and understanding complex datasets. Exciting topics include: Regression, Logistic Regression, Linear Discriminant Analysis, Cross-Validation, Bootstrap, Linear/Non-Linear Model Selection and Regularization, Support Vector Methodology, and Unsupervised Learning via Principal Components Analysis and Clustering Methods. Students learn how to implement each of the statistical learning methods using the popular statistical software package R via hands-on lab sessions.

  Term:

  Offered Fall Term

- **ISOM-240 Data Privacy and Compliance**

  Credits:

  3.00

  Description:

  Students will analyze and evaluate privacy risks facing individual and organizational data and then design and evaluate solutions to protect the data. The course starts by introducing students to basic data privacy principles and the deteriorating state of privacy with frequent data breaches and identity theft explosion. The course then explores the disruption to privacy caused by emerging technologies like mobile, cloud, big data and social media and the consequences. Different privacy solutions including privacy enhancing technologies like Tors, Onions and encryption will be introduced. Various US Data privacy laws like HIPAA are explored and then compared to the European general data privacy regulation (GDPR) regime. The course ends by introducing different data privacy best practices and the Privacy by Design paradigm.
• ISOM-244 Web Application Development

Credits:
3.00

Description:
Equips students with the principles, methodology and skills required to define, develop and deploy a fully functional dynamic web application. Students learn 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, and PHP scripting. Each class will include hands-on lab work. A term project is used to wrap the course content together.

Term:
Offered Spring Term

• ISOM-313 Systems Analysis & Design

Prerequisites:
ISOM-210(formerly ISOM-310)

Credits:
3.00

Description:
Covers the concepts, techniques and tools used in 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. 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 Object Oriented Programming
Credits:
3.00

Description:
Develops problem solving and basic programming skills through a variety of business application assignments. Introduces fundamental control and data structures using the Java programming language. Students learn about the concepts of object-oriented / event-driven programming principles. The course builds skills in the areas of programming logic, Class and Object concepts, and system development. Testing and debugging techniques and the writing of well-structured code are emphasized.

Term:
Offered Both Fall and Spring

- **ISOM-319 Operations Management**

  Prerequisites:

  ENT-101(formerly SBS 101) and ISOM-201 and at least 54 credits

  Credits:

  3.00

  Description:

  Introduces concepts and tools for managing operations in service/ manufacturing organizations where inputs such as raw material, labor, or other resources into finished services and/or goods. Strategic and tactical issues of operations management (OM), including: operations strategy, product and process design, capacity planning, quality management, inventory management, queueing theory and work force management are addressed. Quantitative models, analytical tools and case studies are used to analyze operational problems that business managers face in both local and global settings.

  Term:

  Offered Both Fall and Spring

- **ISOM-H319 Honors Operations Management**

  Prerequisites:
ENT-101(formerly SBS-101), ISOM-201, at least a 3.3 GPA, and at least 54 credits

Credits:
3.00

Description:

Introduces concepts and tools for managing operations in service/ manufacturing organizations where inputs such as raw material, labor, or other resources into finished services and/or goods. Strategic and tactical issues of operations management (OM), including: operations strategy, product and process design, capacity planning, quality management, inventory management, queueing theory and work force management are addressed. Quantitative models, analytical tools and case studies are used to analyze operational problems that business managers face in both local and global settings.

Term:
Offered Spring Term

Type:
Honors

- **ISOM-323 Database Management**

  Prerequisites:

  ISOM-210 (formerly ISOM-310); This course was formerly ISOM-423

  Credits:

  3.00

  Description:

  Provides an understanding of the role of information and databases in information 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 such as MS Access and SQL. Techniques are examined and applied to realistic business problems through hands-on exercises and projects.

  Term:

  Offered Both Fall and Spring
- **ISOM-330 Applied Predictive Analytics**
  
  **Prerequisites:**
  
  ISOM-130, ISOM-230, and STATS-240 or STATS-250 or Instructor Permission
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  When companies make decisions, they do so with the future in mind and essentially are predicting that their decisions will achieve desired results. Predictive analytics allow people to ask and answer questions that can predict demand and/or outcomes and obtain results that lead to reasoned action. This course develops students' capability in applying the core concepts and techniques of predictive analytics for opportunity identification and risk assessment within the context of organizational decision-making. Students will use data-driven approaches to develop predictive analytical models. Students will create and use data models and techniques, apply trendlines to fit models to data, perform what-if analysis, construct data tables, evaluate scenarios, apply forecasting techniques, simulation and risk analysis. Students will learn to use various presentation and visualization tools to communicate results. Topics include: predictive analytics life cycle, opportunity/issue identification, data preparation, modeling, analysis, forecasting, simulation, risk assessment, and operationalization of predictive analytics.
  
  **Term:**
  
  Offered Both Fall and Spring
  
- **ISOM-331 Global Electronic Commerce**
  
  **Prerequisites:**
  
  ISOM-210(formerly ISOM-310)
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  Examines the role of e-commerce and e-business in the global business environment. Considers user, technological, strategic, economic, social, and cultural factors in the development and deployment of effective websites and mobile applications. Students discuss readings and cases to examine
current e-commerce situations, opportunities, and challenges. Students develop websites to simulate collaboration and competition among online businesses.

Term:
Offered Fall Term

Type:
Global Engagement Experience

- **ISOM-340 Global Security & Privacy**

  Prerequisites:
  ISOM-210(formerly ISOM-310) and at least 54 credits

  Credits:
  3.00

  Description:
  Introduces 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 lab exercises on the same are used to connect theory to practice. Best practices for planning and auditing security and privacy will also be covered.

  Term:
  Offered Fall Term

  Type:
  Global Engagement Experience

- **ISOM-341 Project Management**

  Credits:
  3.00
Description:

Provides a comprehensive introduction to project management. Projects provide businesses a time-delimited tool for improving, expanding, and innovating - the primary means for converting strategy into action. Project management success differentiates top performing firms. The course will focus on discussion and analysis of business situations that convey core project management skills. In particular, this course focuses on the challenge of managing projects in today's complex, high-pressure work environments. This course can be credited toward PMI Project Management Professional (PMP)(R) certification. PMP(R) and (PMBOK(R)Guide) are registered marks of the Project Management Institute, Inc.

Term:

Offered Spring Term

- **ISOM-423 Database Management**

  Prerequisites:

  ISOM-210(formerly ISOM-310)

  Credits:

  3.00

  Description:

  Provides an understanding of the role of information and databases in information 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 such as MS Access and SQL. Techniques are examined and applied to realistic business problems through hands-on exercises and projects.

  Term:

  Offered Both Fall and Spring

- **ISOM-424 IS Strategy, Management and Acquisition**

  Prerequisites:

  ISOM-313, ISOM-314, and ISOM-423 and at least 84 credits

  Credits:
Description:

Explores the issues and approaches in managing the information systems function in organizations and how the IS function integrates/supports/enables various types of organizational capabilities. It takes a management perspective in exploring the acquisition, development, and implementation of plans and policies to achieve efficient and effective information systems. The course addresses issues relating to defining the high level IS infrastructure and the systems that support the operational, administrative, and strategic needs of the organization. The remainder of the course is focused on developing an intellectual framework that will allow leaders of organizations to critically assess existing IS infrastructures and emerging technologies as well as how these enabling technologies might affect organizational strategy. The ideas developed and cultivated in this course are intended to provide an enduring perspective that can help leaders make sense of an increasingly globalized and technology intensive business environment.

Term:

Offered Both Fall and Spring

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

  Prerequisites:

  ISOM-210(formerly ISOM-310) and at least 54 credits

  Credits:

  3.00

  Description:

  Provides 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. Students lean to examine complex issues in organizational changes including implementation challenge; risks, costs, and benefits; learning and knowledge management. Hands-on lab projects on the ERP System (provided by SAP) are utilized to reinforce understanding of important enterprise systems and business process concepts. This course is part of the SAP Student Recognition Certificate Program.

  Term:

  Offered Spring Term

- **ISOM-510 Independent Study in IS & OM**
Prerequisites:

ISOM-210(formerly ISOM-310) or ISOM-201 and Instructor Permission

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.

ISOM-520 Information Systems Internship

Prerequisites:

ISOM-210(formerly ISOM-310), 1 required ISOM major course, at least a 3.0 GPA, and Instructor Permission

Credits:

0.00- 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://www.suffolk.edu/business/departments/11704. php). Prerequisites: Practical Experience Coordinator's Approval Required and Junior Standing, minimum ISOM GPA of 3.0, and minimum overall GPA of 2.5.

ISOM-560 Information Systems Practicum
Prerequisites:
ISOM-210 (formerly ISOM-310), 1 required ISOM major course, at least 54 credits, and Instructor Permission

Credits:
0.00

Description:
All Information Systems 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-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-217 Organizational Behavior
Prerequisites:
At least 30 credit hours and WRI-102 or WRI-H103

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-H217 Honors in Organizational Behavior

Prerequisites:
ENT 101 (formerly SBS 101); WRI 102 (formerly ENG 102) or WRI-H103 with a grade of B or better and 45 or more credits and at least a 3.3 GPA

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

Type:
Honors

• MGT-301 Leading Change
Prerequisites:

MGT 217 (formerly MGT 317)

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.

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

Type:
Creativity and Innovation

- **MGT-310 Managing a Learning Organization**

  Prerequisites:
  Take MGT-217 SBS-220 or MKT-221; Junior status or higher

  Credits:
  3.00

  Description:
  This course is built around the four primary processes of management: planning, organizing, leading and controlling with a special topics theme identified at the start of the semester. A classroom-as-organization design is utilized, which creates an intensive and fully experiential course. Through coordinating, communicating and collaborating, students gain information and insights about themselves and others and in the process become more effective managers and team members.

- **MGT-313 Global Human Resource Management**

  Prerequisites:
  ENT 101 (formerly SBS 101); 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.
Offered Fall Term

Type:

Global Engagement Experience

- MGT-322 Managing Across Differences
  Prerequisites:
  MGT 217 (formerly MGT 317) or Instructor's consent required; Junior standing
  Credits:
  3.00
  Description:
  Throughout your career, you will be working and competing in a diverse, global environment. Even if you never take an international assignment, you will need to collaborate with others who differ from you in significant and sometimes challenging ways: culture, national origin, race/ethnicity, gender, sexual orientation, religion, and social class. In this class we will learn about common dynamics that occur in diverse groups; explore the power of inclusion and the challenges to leveraging it; discuss relevant current events; research how issues and strategies related to inclusion vary across national cultures; and analyze the diversity/inclusion initiatives of local companies.
  Term:
  Offered Both Fall and Spring

- MGT-330 Interpersonal Effectiveness
  Prerequisites:
  ENT 101 (SBS 101) and Junior standing
  Credits:
  3.00
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.

Term:

Offered Both Fall and Spring

- **MGT-331 Leadership**

  Prerequisites:

  MGT 217 (formerly MGT 317); Junior standing

  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 class room/real world situations to their own learning.

  Term:

  Offered Both Fall and Spring

- **MGT-333 Bldg. a Positive Organization**

  Prerequisites:

  MGT 217 (formerly MGT 317)

  Credits:

  3.00
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 217 (formerly MGT 317)

  **Credits:**
  3.00

  **Description:**
  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 217 (formerly MGT 317)

  **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

Type:
Global Engagement Experience

• MGT-360 Leadership 360 Practicum

Prerequisites:
MGT 217 (formerly MGT 317); does not count toward the Management Major, nor the minor for BSBA students

Credits:
3.00

Description:
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 learn relevant leadership theories and gain awareness of how today's organizations meet the challenges and opportunities that leadership brings. Through an individual leadership development project, students will conduct an in-depth self-examination of their leadership capacity and will choose a leadership skill to develop throughout the semester. Students will have the opportunity to apply their developing leadership skills in a team project that seeks solutions to a specific leadership challenge, leading to a project implementation plan. Student teams will present their solutions in class; feedback to the presenters will reinforce oral communication skills. This course is a requirement for all BSBA majors.

• MGT-385 Managing Difficult People at Work

Credits:
3.00

Description:
Most employees will encounter difficult interpersonal situations at some point in their careers. This course focuses on the high costs of incivility to employee well-being and productivity. Students will learn techniques to improve their communication skills, and will be assessed on their learning through exams, reflection papers, and role-playing activities. Topics such as abusive supervision, sexual harassment, and abnormal psychology will also be covered. Students will gain insight into how to cope with challenging interpersonal situations, address problematic behaviors, and develop more positive relationships in the workplace.

- **MGT-401 Negotiations**

  **Prerequisites:**
  
  MGT 217 (formerly MGT 317); 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

  **Type:**
  
  Arts Admin Minor Elective

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

  **Prerequisites:**
  
  ENT 101 (formerly SBS 101); MKT 210; MGT 217 (formerly MGT 317); ISOM 319; Management Majors and Minors only with 90 or more credits
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-520 Management Internship

  Prerequisites:

  MGT 217 (formerly MGT 317); Management Major; Sophomore standing or higher; Instructor consent required; Cannot take this course concurrent with any other internship course.

  Credits:

  3.00

  Description:

  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-H520 Honors Management Internship
This course provides students an opportunity to apply management concepts and skills to problem solving in an organizational workplace setting. Students identify and organize their internship position and particular project (depending on area of interest) with assistance from faculty, as needed. Projects will vary in scope and content. Students are expected to be on the job for approximately 8 hours per week during the course of the semester.

Type:
Honors

- **MGT-560 Leadership Journey Experience**

Prerequisites:
Instructor consent required

Credits:
0.00

Description:
Suffolk University Student Leadership and Involvement Office oversees The Leadership Journey Program. The program is designed to develop student's leadership skills throughout their collegiate career at Suffolk University. Students are expected to experience all aspects of the cornerstones as they begin the Journey. After this exposure, students are encouraged to focus on the leadership activities in which they are more passionate. The Leadership Journey focuses on providing students with experiences in leadership, campus involvement and service. Students completing the Leadership Journey will have complemented their leadership course material with experiences in actual leadership situations.

- **MKT-210 Principles of Marketing**

Credits:
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 globalizaion, 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**

  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.

  Type:

  Honors

• **MKT-220 Business Research Methods**

  Prerequisites:

  Take MKT-210 or MKT-H210; and STATS-240 or STATS-250

  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.
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-H220 Honors Business Research Methods**

  Prerequisites:

  Take MKT-210 or MKT-H210; and STATS-240 or STATS-250; 3.2 GPA or higher

  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.

  Type:

  Honors

- **MKT-H221 Honors Business Writing and Research Methods**

  Prerequisites:

  STATS-240 or STATS-250; WRI-102 or WRI-H103; Restricted to SBS Honors, or GPA 3.2 or higher, or instructor permission

  Credits:
Description:

Experiential learning is the cornerstone of the Sawyer Business School curriculum. In this course, students apply research and communication skills to solve real-world problems for local and global organizations. Students engage in all aspects of the research process by gathering, analyzing and interpreting quantitative and qualitative information to solve business problems. Students learn to write efficiently and effectively for a business audience within the context of the semester project and for the organizational client. In addition, the semester project introduces students to the consulting process.

Type:
Honors

- **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-314 Professional Services Selling**

  Prerequisites:
  
  Take MKT-210 or MKT-H210
  
  Credits:
  
  3.00
  
  Description:
In professional services industries such as management consulting, financial services, and healthcare, professional selling plays a key role in relationship-building and consultative problem-solving. Using experiential learning through role-plays, case study analysis, and other interactive methods, students gain knowledge and skills about the selling process (and related elements) in the context of service dominant business and non-profit organizations.

- **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.

  **Type:**
  Arts Admin Minor Elective

- **MKT-H315 Honors Integrated Marketing Communication**

  **Prerequisites:**
  MKT-H210 or MKT-210 and at least a 3.2 GPA

  **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:
MKT 210 or MKT-H210 and at least a 3.2 GPA

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.
Type:
Honors

- **MKT-318 Marketing Tools and Analysis**

  Prerequisites:
  
  MKT 210; STATS 250

  Credits:
  
  3.00

  Description:

  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; STATS 250; 3.2 GPA

  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)

Type:
Honors

- **MKT-319 Marketing Research**

  Prerequisites:
  
  MKT 210; STATS 250 or STATS-240; MKT-318 or MKT-320;

  Credits:
  
  3.00

  Description:
  
  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-322 Marketing Analytics**

  Prerequisites:
  
  MKT 210; and either MKT 220 or MKT H221 (or MKT 318 or MKT 319)

  Credits:
  
  3.00

  Description:
  
  In this course, students will learn a digitally driven approach to marketing analytics, an exciting field undergoing explosive growth and high demand. An emphasis will be placed on the practical methods used to measure, manage and analyze consumer information. Topics covered will include making sense of the digital media landscape, demand forecasting and predictive analytics, performance evaluation, and Google Analytics. Upon graduation of this course, students will have gained a set of skills and certification that directly translates to modern marketing practices.
• **MKT-H322 Honors Marketing Analytics**

   **Prerequisites:**

   MKT-210; and either MKT-220, MKT-H221, MKT-318, or MKT-319; and at least a 3.2 GPA or higher.

   **Credits:**

   3.00

   **Description:**

   In this course, students will learn a digitally driven approach to marketing analytics, an exciting field undergoing explosive growth and high demand. An emphasis will be placed on the practical methods used to measure, manage and analyze consumer information. Topics covered will include making sense of the digital media landscape, demand forecasting and predictive analytics, performance evaluation, and Google Analytics. Upon graduation of this course, students will have gained a set of skills and certification that directly translates to modern marketing practices.

   **Type:**

   Honors

• **MKT-333 Global Social Innovation**

   **Prerequisites:**

   MKT-210 or MKT-H210

   **Credits:**

   3.00

   **Description:**

   Recent work has begun to provide broad insight into the role and nature of innovation targeted at the 4 billion living in poverty in the global marketplace, also referred to as the bottom of the pyramid. These subsistence marketplaces have been described in terms of their size and accessibility, with brand conscious, connected customers willing to accept new technology. What is new here is a course that focuses on developing new ideas to improve the welfare of society, find new solutions of addressing old issues or set existing technology and knowledge into a new framework to deal with social objectives. Cases and a course project will be selected that cover different contexts across the globe covering advanced and developing economies, and covering markets that span the range of income levels. The course will address a number of issues, a few of which are listed as exemplars. provide students with an understanding of the relationship between societal welfare, marketing strategies and innovation. an
Recent work has begun to provide broad insight into the role and nature of innovation targeted at the 4 billion living in poverty in the global marketplace, also referred to as the bottom of the pyramid. These subsistence marketplaces have been described in terms of their size and accessibility, with brand conscious, connected customers willing to accept new technology. What is new here is a course that focuses on developing new ideas to improve the welfare of society, find new solutions of addressing old issues or set existing technology and knowledge into a new framework to deal with social objectives. Cases and a course project will be selected that cover different contexts across the globe covering advanced and developing economies, and covering markets that span the range of income levels. The course will address a number of issues, a few of which are listed as exemplars: provide students with an understanding of the relationship between societal welfare, marketing strategies and innovation; an understanding of marketing and business practices that are sustainable and work in harmony with, rather than in competition with societal development; an understanding of the leadership role marketing must play in creating sustainable innovation for of the future; an understanding of global issues of social innovation relating to products, processes, services, ideas, strategies; an opportunity to demonstrate how each element of the marketing mix can be adapted to implement global social innovation in the broader context of a firm's corporate strategy.

Type:
Honors, Global Engagement Experience

• MKT-H333 Honors Global Social Innovation

Prerequisites:
Take MKT-210 or MKT-H210; 3.20 GPA or higher required

Credits:
3.00

Description:

Recent work has begun to provide broad insight into the role and nature of innovation targeted at the 4 billion living in poverty in the global marketplace, also referred to as the bottom of the pyramid. These subsistence marketplaces have been described in terms of their size and accessibility, with brand conscious, connected customers willing to accept new technology. What is new here is a course that focuses on developing new ideas to improve the welfare of society, find new solutions of addressing old issues or set existing technology and knowledge into a new framework to deal with social objectives. Cases and a course project will be selected that cover different contexts across the globe covering advanced and developing economies, and covering markets that span the range of income levels. The course will address a number of issues, a few of which are listed as exemplars: provide students with an understanding of the relationship between societal welfare, marketing strategies and innovation; an understanding of marketing and business practices that are sustainable and work in harmony with, rather than in competition with societal development; an understanding of the leadership role marketing must play in creating sustainable innovation for of the future; an understanding of global issues of social innovation relating to products, processes, services, ideas, strategies; an opportunity to demonstrate how each element of the marketing mix can be adapted to implement global social innovation in the broader context of a firm's corporate strategy.

Type:
Honors, Global Engagement Experience

• MKT-410 Digital Marketing Fundamentals

Prerequisites:
Take MKT-210 or MKT-H210

Credits:
3.00

Description:

Digital marketing has become essential for businesses to reach, engage, and interact with their target audiences and customers. This course teaches students about foundational elements of digital marketing, from communication and channels to pricing and digital offerings. Some of the key topics covered in this course include: performance metrics, paid and organic search, email, social media, and mobile. Techniques and tools for optimizing digital marketing spend across various channels and products are also covered in the course.

- **MKT-419 Marketing Policies & Strategies**
  
  Prerequisites:

  Prerequisites - MKT 317, MKT 220 (or MKT 318 or MKT 319), and 54 credits

  Credits:

  3.00

  Description:

  This course addresses the strategic analyses and frameworks in marketing to help firms increase customer satisfaction and financial performance by delivering a superior value proposition. Using a variety of experiential approaches, students apply a systematic process to solve marketing problems in diverse settings and industries.

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

  Prerequisites:

  MKT-317 (or MKT H317) and MKT-220 (or MKT H220, may be taken concurrently) at least 54 credits, and 3.2 GPA

  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.

Type:
Honors

- **MKT-420 Marketing for Entrepreneurs**

  Prerequisites:
  MKT 210 or MKT-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 guerrilla 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:
  MKT 210 or MKT-H210

  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.

Type:

Global Engagement Experience

- **MKT-H421 Honors Global Marketing**
  
  **Prerequisites:**
  
  MKT 210 or MKT-H210
  
  **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.
  
  Type:
  
  Honors, Global Engagement Experience

- **MKT-422 Sales Management**
  
  **Prerequisites:**
  
  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.
This course addresses the role of the sales manager in today's challenging business environment. As such, the course includes an understanding of direct sales, as well as all facets of sales management such as recruitment, compensation, and management of a sales force. The core of activity is lecture and case study.

- **MKT-H422 Sales Management**
  
  **Prerequisites:**
  
  MKT-210 and at least 3.2 GPA
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  This course addresses the role of the sales manager in today's challenging business environment. As such, the course includes an understanding of direct sales, as well as all facets of sales management such as recruitment, compensation, and management of a sales force. The core of activity is lecture and case study.

- **MKT-423 Global Retail Strategy**
  
  **Prerequisites:**
  
  MKT-210 or MKT-H210
  
  **Credits:**
  
  3.00
  
  **Description:**
  
  Global Retail Strategy provides students with an introduction to the field of retailing through both brick-and-mortar and digital channels. Topics include the structure, strategy, development, and implementation of the global retailing mix along with financial and managerial considerations.

  **Type:**
  
  Global Engagement Experience
MKT-424 Sports Partnership, Activation, and Engagement

Prerequisites:
Take MKT-210 or MKT-H210

Credits: 3.00

Description:
Sports Sponsorship provides an in-depth analysis of the economic and promotional relationship between elite global/US sports and major international brands. Sports sponsorship spending is estimated in the billions in North America alone, and is growing at a substantial compound annual growth rate. Sports Sponsorship will examine in detail the marketing strategies, goals and return on investment of sports sponsorship, and examine growing trends such as jersey sponsorship, branded content and digital initiatives.

MKT-426 Sports Marketing

Prerequisites:
MKT 210 or MKT-H210

Credits: 3.00

Description:
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:
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:**

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:**

MKT 210 or H210, MKT 220 or H220, and junior standing

**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:**
  
  MKT 317 or MKT-H317 and at least 3.2 GPA

  **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.

  **Type:**
  
  Honors,Global Engagement Experience

- **MKT-434 Global Services Marketing**

  **Prerequisites:**
  
  MKT-210 or MKT-H210 and 54 credits and at least a 3.0 GPA

  **Credits:**
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-435 Digital Marketing Challenges
  Prerequisites:
  MKT-210
  Credits:
  3.00
  Description:
  For consumers, digital technologies (the web, social media, mobile, Augmented Reality) are a double edged sword. On the one hand consumers are empowered, collaboratively producing products and services (Wikipedia, TripAdvisor), participating in the sharing economy (Uber, Etsy), and consuming on-demand media (Netflix). On the other hand, consumers are stalked and mined, overwhelmed and saturated, and large populations are left behind. This course examines the highs and lows for the new digital consumer, organizing frameworks (collaborative commons), and business models (sharing economy) through the analysis of case studies and academic and business articles.

• MKT-H435 Honors Digital Marketing Challenges
  Prerequisites:
  MKT-210 and at least a 3.2 GPA
  Credits:
  3.00
  Description:
For consumers, digital technologies (the web, social media, mobile, Augmented Reality) are a double edged sword. On the one hand consumers are empowered, collaboratively producing products and services (Wikipedia, TripAdvisor), participating in the sharing economy (Uber, Etsy), and consuming on-demand media (Netflix). On the other hand, consumers are stalked and mined, overwhelmed and saturated, and large populations are left behind. This course examines the highs and lows for the new digital consumer, organizing frameworks (collaborative commons), and business models (sharing economy) through the analysis of case studies and academic and business articles.

Type:
Honors

- **MKT-436 Marketing for Nonprofit Organizations: Insights and Innovation**

  Prerequisites:

  MKT 210 or MKT-H210

  Credits:

  3.00

  Description:

  This course presents the principles of marketing, marketing strategy, and the marketing mix as applicable in a nonprofit settings. This course is directed toward specific Customer Service Marketing applications that have focused relevance to non-profit organizations. Special attention is given to marketing of services, customer service, development of marketing strategies, and sales to targeted markets. This course is designed to provide students with insight into the nuances associated with marketing activities design to support the efforts of Nonprofit Organizations' attempts to influence clients, constituents, volunteers, Board members and donors.

- **MKT-440 New Product Development**

  Prerequisites:

  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:

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 Social Media Marketing

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.

Type:

Arts Admin Minor Elective

• **MKT-H444 Honors Social Media Marketing**

  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.

  Type:

  Honors

• **MKT-446 Disruptive Technologies in Marketing**

  Prerequisites:

  MKT 210 or MKT-H210

  Credits:
This course focuses on disruptive technologies that enable new business models and provide opportunities for small players to challenge the status quo. Specifically, it addresses four issues: (1) understanding disruptive technologies, (2) analyzing their impact in both primary and the adjacent markets, (3) identifying unique marketing opportunities they offer, and (4) developing well-aligned business models focusing on marketing strategy solutions including value proposition, segmentation, revenue streams, cost structure, channel and resource management. It is a reading, writing, and discussion intensive course.

MKT-456 Digital Marketing Analytics

Prerequisites:

Take MKT-210 or MKT-H210

Credits:

3.00

Description:

This course addresses the application of quantitative marketing techniques and methods in the context of the digital world. In this course, students will learn a comprehensive set of powerful tools for digital/social media marketing, such as search engine optimization (SEO), Google AdWords, social media listening, multi-channel attribution modeling, and customer path-to-purchase. Upon successful completion, students shall be able to design and/or evaluate the performance of digital marketing campaigns through the application of the most commonly used tools in the industry.

MKT-H456 Honors Digital Analytics

Prerequisites:

Take MKT-210 or MKT-H210, GPA 3.2 or higher

Credits:

3.00

Description:
This course addresses the application of quantitative marketing techniques and methods in the context of the digital world. In this course, students will learn a comprehensive set of powerful tools for digital/social media marketing, such as search engine optimization (SEO), Google AdWords, social media listening, multi-channel attribution modeling, and customer path-to-purchase. Upon successful completion, students shall be able to design and/or evaluate the performance of digital marketing campaigns through the application of the most commonly used tools in the industry.

Type:
Honors

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

  **Prerequisites:**
  MKT 210 or MKT-H210

  **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-H466 Honors Mobile Marketing: Reaching the Multi-Screen Consumer**

  **Prerequisites:**
  MKT 210 or MKT-H210, GPA 3.2 or higher

  **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.

Type:
Honors

- **MKT-477 eMarketing**

  Prerequisites:
  MKT 210 or MKT-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.

  Type:
  Arts Admin Minor Elective

- **MKT-H495 Honors Global Marketing Consulting: Shanghai**

  Prerequisites:
  MKT 319; Marketing majors only; Instructor's consent required

  Credits:
  3.00

  Description:
This course offers global consulting experience with international corporate partners. This consulting based course is organized by the Suffolk Marketing Department and an overseas partner school. Teams, consisting of Suffolk Business students and students from the partner school, 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 start of the project, students from both universities will meet in one of the host cities for a week to establish the scope of the project, meet with the clients, and share cultural experiences. Throughout the semester, students will collaborate via virtual teaming technology. At the end of the semester, students will meet in the second host city for a week to finalize the projects and report to the business clients.

Type:
Honors, Global Engagement Experience

- **MKT-499 Customer Insights and Decision Making**

  **Prerequisites:**

  MKT-210, MKT-317, MKT-322, MKT-419; and either MKT-220, MKT-H221, MKT-318, or MKT-319; and at least 84 credits completed.

  **Credits:**

  3.00

  **Description:**

  This course is designed to provide students with an opportunity to learn the role of research in marketing strategies. Working with client organization, the students will demonstrate the fundamental marketing research skills as they implement the steps included in the marketing research process to create a marketing plan that will provide recommended strategies for the organization. Real-life case studies on the role of marketing research in organizational decision making will also be discussed throughout the course.

- **MKT-H499 Customer Insights and Decision Making**

  **Prerequisites:**

  MKT-210, MKT-317, MKT-322, and MKT-419; and either MKT-220, MKT-H221, MKT-318, or MKT-319; 3.2 GPA or higher and at least 84 credits completed.

  **Credits:**

  3.00
This course is designed to provide students with an opportunity to learn the role of research in marketing strategies. Working with client organization, the students will demonstrate the fundamental marketing research skills as they implement the steps included in the marketing research process to create a marketing plan that will provide recommended strategies for the organization. Real-life case studies on the role of marketing research in organizational decision making will also be discussed throughout the course.

Type:
Honors

- **MKT-510 Directed Study**

  Prerequisites:

  MKT 210 or MKT-H210 and Instructor's consent required

  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 210 or MKT-H210 and at least a 3.2 GPA and 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.

Type:
Honors

• MKT-519 Red Sox Marketing Practicum

Prerequisites:
MKT210 (H210) and ONE of the following: MKT 318/318 or MKT 319/H319 or MKT 220/H220) and at least a 2.8 GPA

Credits:
3.00

Description:
The Red Sox marketing practicum takes a dynamic educational approach that requires student immersion in the sports marketing experience. This practicum is designed to complement marketing coursework by providing students with the opportunity to apply marketing skills and concepts learned in business and marketing courses. It is intended to contribute meaningfully to student's overall educational and professional preparation.

• MKT-520 Marketing Internship

Prerequisites:
MKT-210 or MKT-H210 and 54 credits and at least a 3.0 GPA

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:
   MKT 319; 3.2 GPA

   Credits:
   1.00- 3.00

   Description:
   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.

   Type:
   Honors

• MKT-H524 Global Marketing Consulting

   Prerequisites:
   MKT 210 or MKT-H210 and at least a 3.2 GPA

   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.

Type:
Global Engagement Experience,Honors

- **MKT-H525 Honors Professional Marketing Consulting**

  Prerequisites:
  
  MKT-220 and at least a 3.2 GPA

  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.

  Type:
  
  Honors

- **MKT-553 Special Topics**

  Prerequisites:

  MKT 210; MKT 318 or ISOM 201; 2.8 GPA preferred

  Credits:

  3.00

  Description:
An in-depth analysis of timely special issues in the field of marketing. Specific topics vary by semester. PREREQUISITES FOR SPECIAL TOPICS COURSE WILL VARY BY SEMESTER. Description for New Product Development: The focus of this course will be on the marketing function's input to the new product innovation process during the pre-launch and launch stages. The course will cover a wide range of issues such as market 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 discuss issues included in the assigned readings. The case discussion will provide an application setting to test the concepts learned in the lectures. The project assignments are designed to give students hands-on-experience with tools and techniques for marketing product and technology innovations.

- **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.

- **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.

  **Type:**
  
  Honors

- **P.AD-310 Introduction to Public Service**
  
  **Prerequisites:**
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; 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-322 Organizational Change**

  **Prerequisites:**
  
  Junior standing

  **Credits:**
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 128 or higher; STATS 240 or STATS 250; Junior standing

  **Credits:**
  3.00

  **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 GVT 110; Junior 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.
  
  **Type:**
  
  Arts Admin Minor Elective

- **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-327 Collaborative Public Management**
This course is first descriptive, characterizing the nature of participants in the American intergovernmental and intersectoral systems. It is also theoretical, looking at the ways that interactive policy networks function and how participants behave. It is practical through a focus on techniques that public managers use within these networked systems. Case studies across a range of policy areas are used to build critical thinking and practical abilities within the realm of public management across many types of boundary in public governance systems.

**P.AD-328 Nonprofit Financial Management**

*Prerequisites:*

Junior status or above

*Credits:*

3.00

*Description:*

This course is designed to build financial management skills for students who wish to start or advance nonprofit management careers and for students who are likely to interact with nonprofits, through grants, contracts, or partnerships. The course focuses on the effective allocation of resources to programs which, in turn, have been designed to achieve the strategic goals of a nonprofit organization. From this point of view, financial management is not a disconnected management function, but an integral part of what managers do to fulfill as nonprofit organization's mission. Basic financial management knowledge and skills - including financial analysis, budgeting, full-cost accounting, pricing services, performance measurement, control of operations and financial reporting are taught within the context of the organization's strategic goals.

**P.AD-361 Public Service Human Resource Management**

*Prerequisites:*

Junior Standing

*Credits:*

3.00
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:
  SIB 101 or HST 149 or HST 150 or Instructor permission

  Credits:
  3.00

  Description:
  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.

  Type:
  Global Engagement Experience

- P.AD-410 Public Service Internship

  Prerequisites:
  Junior standing

  Credits:
  3.00

  Description:
  The Public Service Internship provides work experience for minors; allowing them to bridge the gap between education and practice. It includes approximately 150 hours of work in a government, non-profit, or health care organization on a specific project of importance to the host organization.
- **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 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.

- **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**

  **Prerequisites:**

  SBS students with 30 credits or less only. CAS students by special permission.

  **Credits:**

  1.00

  **Description:**

  SBS 100 engages students in a series of activities, discussions, and programs on campus to explore their interests and strengths and learn how courses and co-curricular experiences together help them achieve their goals. Students also develop innovation, team, and presentation skills, get involved on campus, and learn about campus resources and services that aid in a successful college experience. This is the first in a four-year sequence of career courses.

- **SBS-H100 Honors careerSTART**

  **Prerequisites:**

  SBS Honors with 30 credits or less

  **Credits:**

  1.00

  **Description:**

  SBS H100 engages first year SBS Honors students in a series of activities, discussions, and programs to explore their interests and strengths, and learn how courses and co-curricular experiences help them to achieve their goals. This honors section is designed to assist in facilitating the building of the honors community. Students also develop innovation, team, and presentation skills, get involved on campus, and learn about campus resources and services that aid in a successful college experience from an honors perspective. This is the first in a four-year sequence of career courses.
- **SBS-120 Local Engagement: Center for Community Engagement**
  
  **Credits:**
  
  0.00
  
  **Description:**
  
  This zero credit course is for students concurrently volunteering in programs coordinated by the Center for Community Engagement (CCE). It requires several reflective writing assignments related to the volunteer experiences. Minimum expectations for the volunteer work are 20 hours in one semester. Volunteer hours will be documented by Center for Community Engagement. Students must maintain professional and/or appropriate behavior in all interactions with the community organization in order for this experience to count toward the Local Engagement Requirement.
  
  **Type:**
  
  Local Engagement Experience

- **SBS-121 Local Engagement: Alternative Spring Break**
  
  **Credits:**
  
  0.00
  
  **Description:**
  
  This zero credit course is restricted to students concurrently participating in an Alternative Spring Break trip. Successful completion of the ASB trip will count toward the BSBA Local Engagement requirement. Students must abide by all ASB policies, behavioral expectations, and guidelines in order for this experience to count toward the Local Engagement Requirement.
  
  **Type:**
  
  Local Engagement Experience

- **SBS-122 Local Engagement: Jumpstart**
  
  **Credits:**
  
  0.00
  
  **Description:**
This zero credit course is restricted to Jumpstart Corps volunteers. Jumpstart is a two semester commitment that involves about 300 hours of volunteer time, which includes ongoing training and working directly with children. Successful completion of Jumpstart volunteer year will count toward the BSBA Local Engagement requirement. Students must volunteer for both semesters and maintain appropriate behavior in all interactions in the grade school in order for this experience to count toward the Local Engagement Requirement.

Type:
Local Engagement Experience

• SBS-123 Local Engagement: Greek Organizations

Credits:
0.00

Description:
This noncredit course is restricted to students concurrently participating in a sorority or fraternity on campus and volunteering 20 or more hours in one semester. It requires several reflective writing assignments related to the volunteer experiences. Volunteer hours will be documented by the chapter advisor. Students must maintain professional and/or appropriate behavior in all interactions with the community organization in order for this experience to count toward the Local Engagement Requirement.

Type:
Local Engagement Experience

• SBS-124 Local Engagement: Athletes Serving Boston

Credits:
0.00

Description:
This noncredit course is restricted to student athletes who participate in weekly service through programs sponsored by the Suffolk Athletics Department. It requires several reflective writing assignments related to the volunteer experiences. The advisor will monitor volunteer hours. Students must maintain professional and/or appropriate behavior in all interactions with the community organization in order for this experience to count toward the Local Engagement Requirement.

Type:
Local Engagement Experience

- **SBS-125 Local Engagement: Entrepreneurship**
  
  **Credits:**
  
  0.00
  
  **Description:**
  
  This zero credit course is restricted to students concurrently volunteering 20 or more hours in one semester in programs coordinated by or approved by the Center for Entrepreneurship. Most opportunities require several reflective writing assignments related to the volunteer experiences. Volunteer hours will be documented by the Center for Entrepreneurship. Students must maintain professional and/or appropriate behavior in all interactions with the community organization in order for this experience to count toward the Local Engagement Requirement.

  **Type:**

  Local Engagement Experience

- **SBS-126 Local Engagement: Honors**
  
  **Credits:**
  
  0.00
  
  **Description:**
  
  This zero credit course is restricted to students in the BSBA Honors Program concurrently volunteering 20 or more hours in one semester in programs coordinated by or approved by the Honors Program. It requires several reflective writing assignments related to the volunteer experiences. Volunteer hours will be verified by the Honors Program. Students must maintain professional and/or appropriate behavior in all interactions with the community organization in order for this experience to count toward the Local Engagement Requirement.

  **Type:**

  Local Engagement Experience

- **SBS-127 Local Engagement: Beta Alpha Psi**
  
  **Prerequisites:**
Credits:

0.00

Description:

This zero credit course is restricted to members of Beta Alpha Psi concurrently volunteering 20 or more hours in one semester in programs coordinated by or approved by Beta Alpha Psi faculty advisors. It requires several reflective writing assignments related to the volunteer experiences. Volunteer hours will be documented by the Faculty Advisor. Students must maintain professional and/or appropriate behavior in all interactions with the community organization in order for this experience to count toward the Local Engagement Requirement.

Type:

Local Engagement Experience

• SBS-129 Local Engagement: Journey Leadership Exchange

Prerequisites:

Instructor consent required

Credits:

0.00

Description:

This zero credit course is restricted to students who are enrolled in Level 4 of the Journey Leadership Program and complete the Leadership Exchange experience or a similarly intensive community service project. Reflective writing may be assigned, in addition to the volunteer experiences. The Student Leadership and Involvement Office will document volunteer hours. Students must maintain professional and/or appropriate behavior in all interactions with the community organization in order for this experience to count toward the Local Engagement Requirement.

Type:

Local Engagement Experience

• SBS-130 Local Engagement: General

Credits:
This zero credit course is for students who are petitioning to count an experience, project, internship or other experience toward the Local Engagement requirement, one which is not covered by the other advertised options for this requirement. For most situations, this course will need to be completed at the same time as the experience. This course requires several reflective writing assignments or a significant writing assignment related to the experience as well as signed documentation from the site supervisor and proof of involvement. Additional documentation may be required to provide details on the experience. To inquire about whether a certain experience might count or to submit a petition, visit the Sawyer Business School Undergraduate Programs Office (Stahl Building, 12th floor).

Type:

Local Engagement Experience

- SBS-140 Global Engagement- Center for Community Engagement

  Credits:

  0.00

  Description:

  This zero credit course is for students concurrently volunteering through the Center for Community Engagement (CCE) in programs working with ethnically or culturally diverse populations in the Boston area. It requires several reflective writing assignments related to the volunteer experiences. Minimum expectations for the volunteer work are 20 hours in one semester. Volunteer hours will be documented by Center for Community Engagement. Students must maintain professional and/or appropriate behavior in all interactions with the community organization in order for this experience to count toward the Global Engagement Requirement.

  Type:

  Global Engagement Experience

- SBS-150 Global Engagement: Our Diverse Boston

  Credits:

  0.00

  Description:
Domestic students who are not planning to travel internationally may meet their Global Engagement Experience by participating in a community service program in one of Boston's ethnic or cultural communities. This will be organized by the Center for Community Engagement and opportunities may vary each semester. As part of this experience, students complete several reflective writing assignments.

Type:

Global Engagement Experience

- **SBS-160 Global Engagement: Studying Abroad**
  
  **Prerequisites:**

  Instructor's consent required

  **Credits:**

  0.00

  **Description:**

  This zero credit course is for students concurrently studying abroad. It requires several reflective writing assignments related to the travel and study experience. Satisfactory completion of this co-requisite allows the study abroad experience to count toward the Global Engagement Requirement.

  Type:

  Global Engagement Experience

- **SBS-162 Global Engagement: Home Away From Home**
  
  **Credits:**

  0.00

  **Description:**

  International students studying here at our Boston campus are paired with another Suffolk student who helps them make the transition to studying in Boston. This is coordinated by the International Student Services Office. Students complete several writing assignments reflecting on their learning and experiences. Limited enrollment.

  Type:
• SBS-163 Global Engagement: American Family Visit  
  Credits:  
  0.00  
  Description:  
  International students studying here at our Boston campus are matched to local families who host them for a weekend visit, including meals and recreational activities. This is coordinated by the International Student Services Office. Students complete several writing assignments reflecting on their learning and experiences. Limited enrollment.  
  Type:  
  Global Engagement Experience

• SBS-164 Global Engagement: Window on America  
  Credits:  
  0.00  
  Description:  
  International students studying here at our Boston campus may participate in this Boston-based experiential program where they attend local interactive cultural or historical programs and complete several reflective writing assignments. The opportunities vary each year. Limited enrollment.  
  Type:  
  Global Engagement Experience

• SBS-170 Global Engagement: Work Abroad  
  Prerequisites:  
  Instructor consent required
This zero credit course is restricted to students who will complete an internship, volunteer job, teaching or other short-term position working abroad in a country other than their own. It requires several reflective writing assignments related to the global work experience.

Type:
Global Engagement Experience

- **SBS-175 Global Engagement: ASB Abroad**

Students completing an Alternative Spring Break program abroad (including Puerto Rico) may register for this course in order to count it toward the Global Engagement Requirement. The Center for Community Engagement will coordinate registration after the trip is concluded (no further assignments are required). Instructor permission required.

Type:
Global Engagement Experience

- **SBS-180 Global Engagement: General**

Prerequisites:

Instructor consent required.

Credits:

0.00

Description:
This zero credit course is restricted to students whose proposal for an alternate global engagement experience has been approved by the SBS Undergraduate Programs Office. These might range from primary research or other academic projects to volunteer or service projects that have students interacting with people whose are from a country different from their home country. Not all experiences will count, so students should review the BSBA webpage for the learning goals related to this requirement and discuss it with an advisor or the SBS Undergraduate Programs Office. Most opportunities will require several reflective writing assignments related to the global experiences.

Type:
Global Engagement Experience

• **SBS-200 careerEXPLORE**

  Credits:
  1.00

  Description:
  SBS 200 fosters active exploration of career interests, jobs and fields. Students build introductory career management, information seeking, and self-presentation skills. Students refine oral and written communication through class presentations, networking, research, and writing a resume and cover letter. This is the second in a four-year sequence of career courses.

• **SBS-H200 Honors careerEXPLORE**

  Credits:
  1.00

  Description:
  SBS H200 fosters active exploration of career interests, jobs and fields. Students build introductory career management, information seeking, and self-presentation skills. Students refine oral and written communication through class presentations, networking, research, and writing a resume and cover letter. This course is required for students entering the honors program as rising sophomores or transfer students with the objective of facilitating entry to the SBS Honors community. This is the second in a four-year sequence of career courses.

  Type:
  Honors
• SBS-220 Business Writing

Prerequisites:
ENT-101; WRI-102 or WRI-H103

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:
ENT-101; WRI-102 or WRI-H103; 3.2 GPA or higher

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.

Type:
Honors

• SBS-300 careerBUILD
SBS 300.

Prerequisite will be waived with 45 or more transfer credits from another institution. SBS students only. CAS students by special permission.

Credits:

1.00

Description:

SBS 300 deepens students' career information and skills with a focus on professionalism. Students refine career documents based on personal branding with a focus on articulating the experiences, learning, and skills gained in previous internships, volunteer and work experiences, courses, and club or performance roles. Students use technology, personal networks and professional organizations to develop job search skills. This is the third in a four-year sequence of career courses.

- **SBS-400 careerLAUNCH**

  Prerequisites:

  Take SBS-300. 90 credit hours required. SBS students only. CAS students by special permission.

  Credits:

  1.00

  Description:

  SBS 400 is the culminating career and professional experience for seniors. It focuses on career entry and transition, networking for career and job success, impression management, 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. This is the final course in a four-year sequence of career courses.

- **SBS-521 Business Internship**

  Prerequisites:

  2.5 GPA, 30 credits completed and instructor consent required.

  Credits:

  1.00
This 1 credit course is for students who are concurrently working in an approved internship or co-op position. Career focused assignments include on-the-job networking, information seeking skills, understanding the organizational environment, and developing career goals. Students complete a minimum of 70 hours of internship work and must have completed supervisor employment paperwork and performance evaluation(s). This course does not count toward a major or minor. International students must register for CPT approval with the International Student Services Office PRIOR to beginning an internship.

- SBS-555 Suffolk Free Tax Preparation Clinic I

  Prerequisites:
  Sophomore status or higher

  Credits:
  1.00

  Description:
  SBS 555 is a one-credit course for undergraduate students volunteering with the Suffolk Free Tax Preparation Clinic, a tax preparation program that assists community members to complete their tax returns. Students will complete the required training and certification exams during class time before engaging in tax preparation service during the semester, including at least two Saturdays. To count this experience toward the Local Engagement Requirement, several reflective writing assignments are required and students must maintain professional and appropriate behavior in all interactions with the community members served. Students who are required to complete ACCT 560 can instead complete SBS 555, 556, and 557.

  Type:
  Local Engagement Experience

- SBS-556 Suffolk Free Tax Preparation Clinic II

  Prerequisites:
  SBS-555

  Credits:
  1.00
SBS 556 is a one-credit course for undergraduate students volunteering with the Suffolk Free Tax Preparation Clinic for the second time, a tax preparation program that assists community members to complete their tax returns. Students will complete the required training and certification exams during class time before engaging in tax preparation service and mentoring of fellow volunteers during the semester, including at least three Saturdays. Students who are required to complete ACCT 560 can instead complete SBS 555, 556, and 557.

- **SBS-557 Suffolk Free Tax Preparation Clinic III**

  Prerequisites:
  
  SBS-555, SBS-556

  Credits:

  1.00

  Description:

  SBS 557 is a one-credit course for undergraduate students volunteering with the Suffolk Free Tax Preparation Clinic for the third time, a tax preparation program that assists community members to complete their tax returns. Students will complete the required training and certification exams during class time before engaging in tax preparation service, mentoring fellow volunteers during the semester, and assisting with site coordination, including four Saturdays. Students who are required to complete ACCT 560 can instead complete SBS 555, 556, and 557.

- **SBS-598 Foundations of Business - Career & Professional Development**

  Prerequisites:

  Take SBS-599 concurrently

  Credits:

  1.00

  Description:

  This one credit online course runs consecutively to SBS 599, Foundations of Business. The course is designed to give students the opportunity to apply fundamental business skill sets learned in SBS 599, helping them to leverage their non-business education for a successful career.
- SBS-599 Foundations of Business

  Prerequisites:

  Junior status or higher with a GPA 3.0 or higher; College of Arts and Science majors only.

  Credits:

  9.00

  Description:

  Today's economic environment requires organizations to hire individuals who think critically and innovatively, while also possessing essential business fundamental skills. Foundations of Business is a course designed for liberal arts and science majors who are looking to leverage their liberal arts education in today's competitive job market. Students will be exposed to business concepts in Principles of Marketing, Fundamentals of Finance and Accounting, and Professional Leadership.

- SBS-HC155 Foot in the Door

  Prerequisites:

  3.3 GPA; sophomore status required

  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.

  Type:

  Honors

- SBS-HC160 Happiness: How to Get It, Retain It, and Benefit From It

  Prerequisites:
In an informal survey it has been found that most of the people want to be happy(ier) than what they are. The business world is also realizing that happier people make better choices. Coca-Cola's new slogan is Open Happiness while Walgreen say Meet at the intersection of Happy and HEalthy. Happier people are more successful, make more money, get more promotions, are inspiring and are sought after by others (i.e. are more popular).

This course will cover the following:

1. Techniques (including MOM*) to find happiness and retain it.
2. How to be happy under all circumstances.
3. How to use happiness to improve focus, be more productive, increase output and succeed in all spheres of life.

Reap happiness benefits by being healthy - physically, mentally, emotionally and intellectually. MOM - Managing of Mind

**SBS-HC180 Business Etiquette: Why Manners Matter**

**Prerequisites:**
3.3 GPA

**Credits:**
1.00

**Description:**

Available to Honors Students truly interested in gaining an unfair advantage on how to succeed in business. Do manners really matter? Learn the truths about what works and what does not go over in the workplace - people generally just won't tell you. This course is custom designed to provide students opportunities to experience reality in a safe and fun learning environment. We will simulate behaviors and communications often regarded as stereotypical or politically incorrect to determine the truths and results of using stronger business etiquette skills. Simply come to this classroom willing and able to engage in an interactive and resourceful dynamic think tank. You will be required to conduct real world research and present self-reflection and examination. Students will be required to analyze situations from multiple points of view and position themselves in diverse roles. This will be a course on life lessons that empower you to be a more effective contributor - in any situation.

**Type:**
Honors
SBS-HC205 More Than Just Profit: How Businesses Solve Social Problems

Prerequisites:
GPA 3.3 or higher

Credits:
1.00

Description:
This service-learning course examines the role of civic and community engagement in enhancing your personal and professional development. Students will assess their personal values around a chosen area of social justice and conduct 15 hours of community service at a local Boston non-profit organization. In addition, students will also examine how businesses can create social change. How can we shift the thinking and look to businesses to solve social problems? Students will learn through this course how various non-profits and for-profits enhance the communities in which they exist, and explore the responsibility that, as individuals and professionals, educated citizens have to contribute to the community in a personal and professional manner. This course will satisfy the Local Engagement requirement.

Type:
Local Engagement Experience, Honors

SBS-HC206 Community Engagement- Big Brother/Big Sister

Prerequisites:
GPA 3.3 or higher

Credits:
1.00

Description:
This is the first in a series of three consecutive challenge courses (Fall, Spring, Fall) will provide qualified honors students with an opportunity to satisfy their entire minimum challenge course requirement (3 credits; one credit per semester), as well as the local engagement and potentially the global engagement requirement too. Honors students (Bigs) will be matched with one child (Little) to serve as their companion and friend. The 'Littles' are students who are currently enrolled at the McKay Elementary School in East Boston. During their time together, Bigs and Littles talk, play games, and simply spend time together. Professionally trained staff will provide ongoing support to each match through telephone contact and meeting with
the Bigs and Littles as well as a designated McKay school official. This school based mentoring program will provide honors students with the opportunity to create one-to-one friendships with students during the school year on school (McKay) grounds. 'Bigs' will spend 45 minutes to one hour per week with their 'Little'. The Big and Little are matched for a minimum of three semesters. This allows Bigs to provide the level of consistency necessary to create the statistically proven impact for their Little. This impact is significant. A 1999 national study showed that children in Big Brother and Big Sisters School Based Mentoring program were comparatively: . 64% more likely to develop positive attitudes towards school . 58% more likely to achieve higher grades in social studies, languages and math . 60% more likely to improve relationship with adults and 56% more likely to improve relationship with peers.

Type:
Honors, Local Engagement Experience

- SBS-HC207 Big Brother, Big Sister - a Future of Boston

Prerequisites:

SBS Honors or 3.3 GPA, SBS HC206, or permission of instructor

Credits:

1.00

Description:

As the Boston Foundation's Boston Indicator Project states Children mirror a community's values, progress, and challenges. If a community's children are thriving, it is likely that the whole community is doing well. This course will examine many of the social issues impacting the life of youth in the City of Boston. The course will explore topics ranging from healthcare, education, poverty, housing, crime and many more. As part of this service-learning course, students enrolled will be continuing their hours of service with Big Brother, Big Sister of MA Bay, and reflect on how their work is benefiting the community through the lens of social justice and the topics described above. This course will satisfy the Local Engagement requirement.

Type:
Honors, Local Engagement Experience

- SBS-HC208 Independent Study

Prerequisites:

Take SBS-HC206 and SBS-HC207; SBS Honors students only.
SBS-HC209 Community Engagement: A Personal and Professional Journey

Prerequisites:
SBS Honors required.

Credits:
2.00

Description:
This service-learning course examines the role of civic and community engagement in enhancing your personal and professional development. Students will assess their personal values around a chosen area of social justice and conduct 20 hours of community service at a local Boston non-profit organization. In addition, students will examine how businesses can create social change. How can we shift the thinking and look to businesses to solve social problems? Students will learn through this course how various non-profits and for-profits enhance the local communities in which they exist, and explore the responsibility that, as individuals and professionals, educated citizens have to contribute to the community in a personal and professional manner. This course will satisfy the Local Engagement Requirement.

SBS-HC210 Energy Management

Prerequisites:
3.3 GPA

Credits:
1.00
Traditionally, human energy is considered a finite resource that, if ill-managed, will result in serious depletion. In this 4 week challenge course, you will learn how to think of human energy as an infinite resource that can be generated and sustained over time. Specifically, you'll become familiar with the current academic literature on the topic of energy, track your energy level and create additional energy for yourself to improve work performance and engage in a systematic intervention to improve your energy level over time.

**SBS-HC211 Peer Mentoring**

**Prerequisites:**

SBS undergraduate with 3.30 GPA or higher; This course satisfies the Local Engagement requirement

**Credits:**

2.00

**Description:**

Successful individuals often credit their mentors for their early achievements. Mentorship programs are essential to the development of the management skills and academic success of first year students. It is also useful for the mentors. For one thing, it allows you to enhance your resume by cultivating your leadership and communication skills while making a significant impact on the experience of first year students. This course is designed to challenge you to stay up to date with your area of interest and allow you to inspire fresh ideas by broadening your network. In addition to 15 hours in the classroom, there is a 15 hour experiential component where you will participate in the SBS Peer Mentoring Program as a mentor to first year students.

**Type:**

Honors, Local Engagement Experience

**SBS-HC215 Preparing for Your Internship With Advanced Excel**

**Prerequisites:**

3.3 GPA and ISOM-130 or ISOM-H130
Businesses use Excel as a tool for a variety of purposes such as list management, data analysis, budgeting, inventory management, data aggregation and cost analysis. In this course, students will learn advanced skills in Microsoft Excel in preparation for business internships. Students will sort, filter and analyze data, design custom charts, graphs, PivotTables and PivotCharts, create three-dimensional workbooks, write macros, build links between files and endow worksheets with decision-making capabilities.

Type:
Honors

- **SBS-HC225 Nuts and Bolts of Starting a Business**

  Prerequisites:

  SBS Honors or 3.3 GPA

  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.

  Type:

  Honors

- **SBS-HC226 Am I Creative?**
This course is designed to demystify the creative process by introducing students to creative practice as a disciplined approach to problem solving and innovation. Students will be encouraged to synthesize existing ideas, images, concepts and skill sets in original ways, embrace ambiguity and support divergent thinking and risk taking.

Type:
Honors

- **SBS-HC230 Cultural Environment**

  Prerequisites:
  
  WRI 101; 3.3 GPA
  
  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.

  Type:
  
  Honors

- **SBS-HC231 Cultural Environment of Business: Role of Gender**

  Prerequisites:
SBS Honors

Credits:

1.00

Description:

In this class we will be taking up the comparative academic study of religion. We will explore the history and structure of Hinduism, Buddhism, Judaism, Christianity, Islam, Confucianism, Taoism and Shintoism while attempting to recognize the similarities and the differences among them, as well as the role of gender and sexual minorities within each tradition.

Type:

Honors

SBS-HC235 Business Development

Prerequisites:

ENT-101 or ENT-H101 and GPA of at least 3.3 or Honors student

Credits:

1.00

Description:

Do you want to identify and implement real business development initiatives for the Center for Entrepreneurship? Do you have interest in entrepreneurship, marketing or strategy? If so, this course challenges your ideas with strategies that are executed, measured, and modified to achieve the Center’s goal of generating cash flow necessary to fund program initiatives. You will gain an understanding of project management, social media and related analytics, event planning and execution, and measuring the success of your strategies. This course is for students who are highly motivated and can work both individually and in a team environment. You will work directly with your instructor and the Center's support staff.

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

Prerequisites:

3.3 GPA required

Credits:
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.

Type:
Honors

SBS-HC253 Leading in the Knowledge Economy: Six Challenges for Taking Action and Inspiring Others

Prerequisites:
3.3 GPA

Credits:
2.00

Description:
This course complements SBS HC250/Your Intelligent Career. While that course helps you to take stock of your present career situation, this course is focused on helping you to take future action. Specifically, it is focused on six challenges confronting both personal and collective success: making sense of your ever-changing career situation; embracing and leveraging technology; celebrating and collaborating in communities; working with employers (past, present or future); telling and re-telling your story, and building your world. You will read about and participate in exercises addressing each of the above challenges, you will join a small team of experts responsible for examining one of the challenges in greater depth, and you will develop and submit a journal on how you will continue to meet all six challenges after the course is over.

Type:
Honors

SBS-HC270 Empathy and Leadership
Prerequisites:

SBS Honors, Sophomore status or higher

Credits:

2.00

Description:

The purpose of this course is to introduce to students the basic tenants of empathy as a means to develop and strength leadership capabilities inside and outside of the classroom. This course will explore empathy as bot action and paradigm, and will focus on unpacking the manner in which our society views and interacts with shame, vulnerability and bravery. Students who take this course can expect cognitive interpersonal and intrapersonal development, especially as they explore how they relate to the communities that exist around them. Study in this area will give students a deeper understanding of using empathy as a tool for communication, relationship building, navigating difficult conversations, and identifying and cultivating passion for their work.

Type:

Honors

- **SBS-HC275 Client Rules of Engagement**

Prerequisites:

GPA 3.3

Credits:

1.00

Description:

Think about how many questions you ask each day to do your job. Whether you're in sales, consulting or talent management, you ask A LOT of questions. What if you could learn how to ask questions like the very best reports and enhance your business career? What if the training program was based on a new method of interviewing - one that emphasizes professional listening and humility-pioneered by an award winning investigative journalist who is now the head of talent development at ESPN, the world's most successful sports network? This one-credit challenge course will deconstruct and reconstruct the way you think about asking questions. You will learn principles and strategies by analyzing video clips of interviews conducted by today's top TV journalists in the United States and United Kingdom. In-class group, team and pairs exercises as well as case studies will help reinforce what you learn and give you an opportunity to practice your new skills. Get ready to take a deep dive into the art and science of asking questions.
• SBS-HC280 Sports Data Analysis

    Prerequisites:
    Take STATS-240 or STATS-250; SBS Honors or 3.3 GPA required.

    Credits:
    1.00

    Description:
    Do you ever wonder if a player is really red hot? Why don't those sports ranking polls ever agree? How can I pick a better fantasy football team? This challenge course covers the mathematical and statistical concepts and techniques used to assess performance data to provide support for decision making. Topics include mathematical, statistical data analysis and modeling.

• SBS-HC310 Understanding the Amazing Boston Economy A Roadmap

    Prerequisites:
    SBS Honors or 3.30 GPA or higher

    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.

Type:
Honors

- **SBS-HC315 Ethical Leadership Beyond Compliance: Projects Corp Values**

  Prerequisites:
  
  SBS Honors students only

  Credits:
  2.00

  Description:
  
  This course is a project and presentation centered course on ethical leadership beyond compliance. It emphasizes values-based management and resolution of corporate ethics conflicts. Individual corporations are studied and researched and critiqued according to the latest thought on ethics statements, CSR and global citizenship as explained in the business ethics literature.

  Type:
  Honors

- **SBS-HC330 Leadership Decision Making**

  Prerequisites:
  
  SBS Honors, 3.3 GPA, sophomore status

  Credits:
  2.00

  Description:
This course will introduce students, as future business and government leaders, to crisis leadership decision-making in the context of resolving conflicts. Students will examine different techniques to resolve disputes by exploring major concepts of alternative dispute resolution (ADR) including position and interest bargaining and negotiation, mediation, and arbitration. Through actual case examples in business, government and labor, students will observe the roles played by the different sides of the disputes as well as the third party intervener. Students will practice resolving these conflicts by working together as teams to apply the techniques of alternative dispute resolution. Students will begin to appreciate and acquire the essential rudimentary skills for effective leadership in conflict resolution.

Type:
Honors

- **SBS-HC340 Political Campaigns and Tax Promises: Decoding the Message**

  Credits:
  1.00

  Description:

  Political campaigns use tax promises as a key way to convince voters to support them. However, the average American is not well-informed about what these tax promises mean and how those promises would affect their bank accounts now and in the future. In this discussion-focused course, students will learn how to interpret current major tax proposals. Students will learn the basic application of the rules and then the practical implication of each policy proposal. By the end of the course, students will be able to explain each policy proposal in plain language. The course will heavily integrate multimedia-using pictures, videos and graphs - to illustrate both the rules and give historical context for tax treatments. Policy topics will include business income and deductions, investment income and deductions, education, healthcare family and home ownership.

  Type:
  Honors

- **SBS-HC360 Scholars Circle**

  Prerequisites:
  3.3 GPA or Honors student

  Credits:
  1.00
Are you curious about the Volkswagen fallout, the future of Draft Kings or even how the presidential race may impact the business community? Stay on top of business and regulatory trends through this 1 credit seminar. Periodical review will shape a roundtable format in which we will address the news of the week with an emphasis on legal and regulatory concerns. Join the Scholars Circle and allow the news to truly shape your classroom experience.

Type:
Honors

- **SBS-HC410 Big 4 Auditing Foundations**

  Prerequisites:
  
  SBS Honors, Accounting majors only and junior/senior standing

  Credits:
  
  1.00

  Description:
  
  Come learn what the life of an associate auditor is all about in a course designed and taught by Suffolk MSA Alumni and current Big 4 audit Seniors. This course is intended to provide Accounting majors with a realistic look at what life is like working for a Big 4 public accounting firm. As the first course of its kind, students will gain knowledge of the industry from current employees that will help build a foundation for those interested in a career in public accounting. Concepts learned through this course are the same concepts taught to interns and associates.

  Type:
  
  Honors

- **SBS-HC450 Starting and Growing Mission and Passion Driven Businesses**

  Prerequisites:
  
  SBS Honors, Minimum GPA of 3.3 and Minimum 54 credits

  Credits:
  
  3.00
From artists’ cooperatives to B Corps to mission-driven-for-profit firms, business ownership today is often a means to achieve a larger personal or social mission rather than an end itself. Yet the marketplace has been slow to respond to the preferences and needs of these accidental entrepreneurs -entrepreneurs who are not driven by a love of business per se but who understand business ownership as an important tool to realize a greater passion (e.g. music) or mission (e.g., improving educational outcomes in low-income areas). In this class, we examine the phenomenon of the accidental entrepreneur, explore strategies to manage and grow mission and passion driven businesses, and assess the potential to create new services and tools for this large and underserved group of entrepreneurs. The class will be led by a former editor of Inc. magazine and an author of the City of Boston’s recent small business strategy, who will work with students to develop a plan to start their own mission or passion drive business (MPB) or create a product or service to meet the needs of these entrepreneurs.

Type:
Honors

- **SBS-HC510 Honors Undergraduate Research Project**

  Prerequisites:

  Instructor Consent required

  Credits:

  1.00

  Description:

  This independent study is required for students who are interested in presenting a research project at the National Collegiate Honors Council Annual Conference scheduled to be held in Boston, November 2018. Students must identify a research topic, develop a proposal based on NCHC Proposal Guidelines, submit the proposal by the due date, and initiate the research. There will be periodic meetings with the instructor to review and discuss the status of the research.

  Type:

  Honors

- **SBS-HC520 Honors Internship**

  Prerequisites:
Junior status or higher, GPA 3.5 or higher, and Instructor Consent required.

Credits:
3.00

Description:
This course provides SBS Honors students and opportunity to apply discipline specific and business knowledge for problem solving in an organizational workplace setting. Students obtain and organize their own internship position and particular project with assistance from instructor, as needed. Project will vary in scope and content depending upon discipline and internship focus. Students are expected to be on the job for approximately 8 hours per week during the course of the semester.

Type:
Honors

- **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:
  GPA 3.2 or higher.

  Credits:
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

**Type:**
Honors

- **SIB-321 Introduction to International Business**
  
  **Prerequisites:**
  SIB 101 or HST 149 or HST 150 and sophomore standing or higher

  **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:**
FIN-200, ISOM-319, MGT-217, MKT-210, SIB-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.

Term:

Offered Both Fall and Spring

• SIB-429 Strategic Management

Prerequisites:

FIN-200, ISOM-319, MGT-217, MKT-210; Senior standing. Honors students must register for SIB-H429.

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:
MKT 210; ISOM 319; MGT 217 (formerly MGT 317); FIN 200 (formerly FIN 310); Senior standing; 3.3 GPA

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.

Term:
Offered Both Fall and Spring

Type:
Honors

• SIB-510 Direct Study in Strategy and International Business

Prerequisites:
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 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:
- **SIB-520 Strategy and International Business Internship**

  **Prerequisites:**

  SIB-321, Global Business Director approval required before registration

  **Credits:**

  3.00

  **Description:**

  A project-based course that entails 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 involve at least 100 hours of work. Students are responsible for identifying and securing acceptance to an internship. Prior to registering for SIB 520, a student must submit to the Global Business Director a Sponsor Agreement form signed by a representative of the internship organization prior to starting the internship. A maximum of one SIB 520 internship course may also be used as a Global Business major elective. The work time required for a Global Business internship cannot also be used to fulfill the requirement for an internship course in another department. The company offering the internship must agree to evaluate the student's performance by completing an Internship Evaluation Form. Students must successfully complete both the internship and all of the academic requirements of SIB 520 in order to earn a passing grade. If SIB 520 is taken to also fulfill the global travel requirement, the internship must take place outside the student's country of residence. Therefore international students who are not permanent residents of the US can pursue their internships in the US. If a student intends to fulfill the global travel requirement with SIB 520, the student should simultaneously register for SIB 560. SIB 520 can be taken for credit without fulfilling the global travel requirement if the internship's tasks involve business activities targeted to countries outside the student's country of residence. Note that it is not sufficient for the company providing the internship to be an international company, but the student's job position must entail the international business activities specified by the student's manager in a letter to the Global Business Director.

  **Term:**

  Offered Both Fall and Spring

- **SIB-550 Global Travel Seminar**

  **Prerequisites:**

  Please email Hillary Sabbagh at hsabbagh@suffolk.edu to register for a travel seminar.

  **Credits:**
3.00

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

Type:
Global Engagement Experience

- SIB-560 Strategy and International Business Travel Requirement

Credits:
0.00

Description:
All majors are required to participate in overseas travel as part of their major. This requirement may be satisfied by completing a minimum of one travel seminar, a semester abroad, or an internship outside a student's country of residence. 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 study abroad must be preapproved by the Undergraduate Academic Advising Center. If a student plans to substitute a course taken at another university for a Suffolk requirement, this course must be approved by the Program Director or Department Chair for the department that offers the Suffolk required course prior to the study abroad. If a student wishes to fulfill SIB 560 by an internship, a student must submit to the Global Business Director a Sponsor Agreement form signed by a representative of the internship organization prior to starting the internship. The company offering the internship must agree to evaluate the student's performance by completing an Internship Evaluation Form. Students must successfully complete the internship and the Global Business Director must receive the Internship Evaluation Form from the sponsoring organization in order for the student to earn a passing grade.

Term:
Offered Both Fall and Spring