BUSINESS (BUSI)

BUSI 2000 Leadership Perspectives — 2 credits
This course combines the work completed in the Leadership Institute program, Leadership Perspectives, with academic assignments. Through reading, critical reflection and analysis, each student explores relevant leadership topics that apply to organizational leadership and his/her own personal and professional leadership development. Leadership Perspectives begins with an intensive two-day session followed by six monthly four-hour classes. The course concludes with a six-hour intensive session. Using the Transformation Trilogy model, assessment tools and instructor advising, each student develops a individual strategic leadership action plan with measurable outcome-based personal and professional goals. The class explores in depth the process of leadership, change management and employee engagement. Contact the Continuing Education Office for more information.

BUSI 2992 Topics — 2 credits
Prerequisites: MGMT for management, MKTG for marketing or SALE for sales.
Topics covered include courses. Courses are also offered as ACCT for accounting, MGMT classes. Content varies from year to year but does not duplicate existing coursework. The subject matter of the course is announced in the annual schedule of the College for Women and the College for Adults.

BUSI 2994 Topics — 2 credits
Prerequisites: MKTG 2994 for marketing, or SALE 2994 for sales.
Courses are also offered as ACCT 2994 for accounting, MGMT 2994 for management, MKTG 2994 for marketing, or SALE 2994 for sales.

BUSI 2502 Global Business — 2 credits
Globalization has become an integral part of the business landscape. This course is an introduction to international business aimed at familiarizing students with the basic concepts and theories relevant to conducting business in the international arena. Throughout the course, students will become familiar with the context of international business and the major trends and challenges that impact global business strategies. Among the topics to be examined are sociocultural and political forces influencing global business decisions, international trade and economic policies, international marketing, and global leadership issues and practices. Case studies, group exercises, lectures, quizzes, and classroom interactions are used to assist students in acquiring an understanding of how to succeed in international contexts. Offered in the College for Women and the College for Adults.

BUSI 2652 Legal Environment of Business — 2 credits
In this course students will continue study of the legal process and principles as applied in the areas that concern business with more depth on contracts, the uniform commercial code, and business ethics. Prerequisite with concurrency: BUSI 2652.

BUSI 3652 Business Law - Contracts — 2 credits
In this course students will continue study of the legal process and principles as applied in the areas that concern business with more depth on contracts, the uniform commercial code, and business ethics. Prerequisite with concurrency: BUSI 2652.

BUSI 3900W Social Entrepreneurship — 4 credits
This course provides a hands-on case approach to understanding how to develop sustainable business sales plans for a specific international product. A primary focus of the class is up-front work to analyze a product and its potential impact, and identify a target market segment that will benefit. Students will then determine how to best position this product within this market segment for greatest acceptance. This is followed by a sales plan to reach the market. Mentors will be available to provide advice in terms of how to approach this challenging problem. These mentors will be subject matter experts on an area of significance to the project: the developing country, the product, on nutrition and agriculture, and/or sales and business professionals. The outcome of the class is a business plan including value proposition to the customer, pricing, sales channel, distribution channel, cost model and implementation plan. The teams are expected to use sales process design, combined with actual input from research, in solving the challenge. Students will learn how to position and market a product while considering the range of sales, marketing, management, political, social, ethical and cultural factors encountered in the international arena. Offered in the College for Women.

BUSI 4400 Small Business Entrepreneurship — 4 credits
This course is focused on the elements of starting a business and the tools needed to be successful. The elements will include marketing, financial, research, management and innovation required for starting a business and supporting business success. This course combines theory and practice as students work toward the development of a business plan. Students will also prepare a professional presentation based on the business plan. This is a dynamic course and will include guest speakers, case analysis, discussion and lecture. Offered in the College for Women and the College for Adults.

Prerequisites: MKTG 2300 or MKTG 2302, MKTG 4300, MGMT 2400, ACCT 3210.

BUSI 4490W Strategic Management — 4 credits
This course is a culminating capstone course in which students will use an integrative case approach to the formulation and implementation of policy within business- and administrative-type organizations. Students will draw upon the analytic tools and managerial concepts and techniques developed in previous business administration, economics and quantitative methods courses. Offered in the College for Women and the College for Adults.

Prerequisites: ACCT 2212 or ACCT 3210, MKTG 2300 or MKTG 2302, MGMT 2400.

BUSI 4602 Intenshship — 2 credits
Structured out-of-class learning experience that takes place on or off campus and includes a substantial work component. An internship involves students in a particular profession in an exploratory way to test career interests and potential. To initiate an internship experience, meet with the internship coordinator in the Career Development Office. Also offered in the College for Adults. Register under ACCT for accounting, MGMT for management, MKTG for marketing or SALE for sales.
Prerequisites: Faculty sponsorship and approval by department chair.
BUSI 4604 Internship — 4 credits
Structured out-of-class learning experience that takes place on or off campus and includes a substantial work component. An internship involves students in a particular profession in an exploratory way to test career interests and potential. To initiate an internship experience, meet with the internship coordinator in the Career Development Office. Also offered in the College for Adults. Register under ACCT for accounting, MGMT for management, MKTG for marketing or SALE for sales.
Prerequisites: Faculty sponsorship and approval by department chair.

BUSI 4684 Directed Study — 4 credits
Directed study is provided for students whose unusual circumstances prohibit taking a regularly scheduled course but who need the material of that course to satisfy a requirement. Availability of this faculty-directed learning experience depends on faculty time and may be limited in any given term and restricted to certain courses. Available in the College for Women and the College for Adults. Register under ACCT for accounting, MGMT for management, MKTG for marketing or SALE for sales.
Prerequisites: Faculty, department chair and dean approval.

BUSI 4752 Business Practicum — 2 credits
This course complements students' academic work by giving them the opportunity to apply textbook theory to an actual business practice in an internship. Through an internship, students discover more about a particular profession and learn about their career interests. Once offered an internship position, the next step is to start the process of enrolling in the Business Practicum course. This class is designed for both traditional internships and for "stretch assignments." If students are working at/near full-time, they may be able to negotiate a "stretch assignment" or "career development" project, which is above and beyond current work responsibilities, in their workplace. Whether a traditional internship or a "stretch assignment," students will participate once every two weeks (check the published annual schedule of class meetings) in structured class sessions with peers and instructor, who is also the Faculty Internship Advisor, to discuss and evaluate what they are learning in their internships. Class discussions and readings will focus on internship and career-related topics. Offered in fall, spring and summer sessions. Register under ACCT for accounting or BUSI for other business-related internships. Offered in the College for Women and the College for Adults.
Prerequisites: A minimum of three business courses completed, junior standing, and a work situation approval by the instructor.

BUSI 4753 Business Practicum — 3 credits
This course complements students' academic work by giving them the opportunity to apply textbook theory to an actual business practice in an internship. Through an internship, students discover more about a particular profession and learn about their career interests. Once offered an internship position, the next step is to start the process of enrolling in the Business Practicum course. This class is designed for both traditional internships and for "stretch assignments." If students are working at/near full-time, they may be able to negotiate a "stretch assignment" or "career development" project, which is above and beyond current work responsibilities, in their workplace. Whether a traditional internship or a "stretch assignment," students will participate once every two weeks (check the published annual schedule of class meetings) in structured class sessions with peers and instructor, who is also the Faculty Internship Advisor, to discuss and evaluate what they are learning in their internships. Class discussions and readings will focus on internship and career-related topics. Offered in fall, spring and summer sessions. Register under ACCT for accounting or BUSI for other business-related internships. Offered in the College for Women and the College for Adults.
Prerequisites: A minimum of three business courses completed, junior standing, and a work situation approval by the instructor.

BUSI 4754 Business Practicum — 4 credits
This course complements students' academic work by giving them the opportunity to apply textbook theory to an actual business practice in an internship. Through an internship, students discover more about a particular profession and learn about their career interests. Once offered an internship position, the next step is to start the process of enrolling in the Business Practicum course. This class is designed for both traditional internships and for "stretch assignments." If students are working at/near full-time, they may be able to negotiate a "stretch assignment" or "career development" project, which is above and beyond current work responsibilities, in their workplace. Whether a traditional internship or a "stretch assignment," students will participate once every two weeks (check the published annual schedule of class meetings) in structured class sessions with peers and instructor, who is also the Faculty Internship Advisor, to discuss and evaluate what they are learning in their internships. Class discussions and readings will focus on internship and career-related topics. Offered in fall, spring and summer sessions. Register under ACCT for accounting or BUSI for other business-related internships. Offered in the College for Women and the College for Adults.
Prerequisites: A minimum of three business courses completed, junior standing, and a work situation approval by the instructor.

BUSI 4800 Business Portfolio — 0 credits
All business majors are required to complete a business portfolio in order to fulfill graduation requirements. The portfolio is the vehicle that enables students to integrate the life skills and knowledge they bring with them and the knowledge, skills and values learned within the courses and field experiences throughout the program. This portfolio allows students to validate their experiences at St. Catherine University. The portfolio is cumulative in nature; most aspects are completed as part of course work. The portfolio must be presented to the student's advisor no later than September 30 for December graduates or February 15 for May graduates. For specific portfolio requirements, please refer to the Professional Portfolio Handbook. Offered in the College for Women and the College for Adults.
Prerequisite: Senior standing.
BUSI 4952 Independent Study — 2 credits
Research and analysis of a field of business. Also offered in Evening/Weekend/Online Program. Register under ACCT for accounting, MGMT for management, MKTG for marketing or SALE for sales.
**Prerequisites:** Permission of department chair after arranging with a sponsoring instructor.

BUSI 4954 Independent Study — 4 credits
Research and analysis of a field of business. Also offered in Evening/Weekend/Online Program. Register under ACCT for accounting, MGMT for management, MKTG for marketing or SALE for sales.
**Prerequisites:** Permission of department chair after arranging with a sponsoring instructor.

BUSI 4992 Topics — 2 credits
The subject matter of the course will be announced in the annual schedule of classes. Content varies from year to year but does not duplicate existing courses. Courses are also offered as ACCT 4992 for accounting, MGMT 4992 for management, MKTG 4992 for marketing, or SALE 4992 for sales.

BUSI 4994 Topics — 4 credits
The subject matter of the course will be announced in the annual schedule of classes. Content varies from year to year but does not duplicate existing courses. Courses are also offered as ACCT 4994 for accounting, MGMT 4994 for management, MKTG 4994 for marketing, or SALE 4994 for sales.