**Course Descriptions for all BUSINESS ADMINISTRATION courses**
(in order by semester)

**ACCT 101 Financial Accounting I (Cr3) (3:0)**
Analysis and interpretation of basic accounting structure, systems, and controls applicable to various business entities. Only one of the following: ACCT 101 or ACCT 100 may be applied to a degree. ACCT 100 cannot be used as a substitute for ACCT 101.

**CISC 101 Introduction to Computers (Cr3) (3:0)**
This course introduces computer concepts including hardware and software, an overview of application software, networking and the Internet, and current issues with respect to computers and society. Hands-on instruction in the productivity tools of word-processing, spreadsheets and presentation software.

**CMTH 102 Speech Communication (Cr3) (3:0)**
Basic principles of communication theory and practice, including speech preparation and delivery, and the effective use of critical thinking and listening in relation to intrapersonal, interpersonal, intercultural, and group communication.

**ENGL 101 English I (Cr3) (3:0)**
A writing-intensive course giving close attention to the process of writing through networked workshops and conferences involved in preparation and revision of drafts. The course develops skills in logical and focused writing, through development of a main point by means of supporting ideas and evidence. In addition, students learn to integrate information from secondary sources through the use of summary, paraphrase, and direct quotation in various forms of thesis-based writing. Prereq. - Competence in reading and writing as determined by English Department through testing and/or course work. Also available through Online Learning. Approved for the Honors Program.

**ACCT 151 Financial Accounting II (Cr3) (3:0)**
Analysis and interpretation of business organizations, relating to earnings, reserves, investments, costs, budgeting, and taxes. Prereq. - ACCT 101.

**BUSA 152 Business Law I (Cr3) (3:0)**
Basic introduction to legal aspects of business including relevant terminology; essential elements of the American legal system, structure and operation of courts, torts and crimes in a business environment, common law of contracts, sales under the Uniform Commercial Code, and ethical considerations in business operations.

**ENGL 151 English II (Cr3) (3:0)**
Students continue to develop the academic writing and critical reading skills begun in English I. Students may elect to work on introduction to literature (L), report writing (R), or technical writing (T). Prereq. - ENGL 101. Also available through Online Learning. ENGL 151L (literature option) is approved for the Honors Program and has a designated as a Diversity (D) core course.

**ACCT 202 Managerial Accounting (Cr3) (3:0)**
Emphasizes the uses of accounting information for managerial decision making, planning and control, and cost accumulation and allocation. Prereq. - ACCT 101.
BUSA 201 Business Statistics (Cr4) (4:0)
This course focuses on the application of data analytic quantitative tools in business decisions. Major topics of study are statistical description, central tendency, dispersion, distributional shapes, sampling, confidence levels, probability, comparison tests, association tests, regression and time series. The objectives of the course are to develop the skills necessary to apply these concepts in conjunction with computer usage and make appropriate decisions regarding actual business problems. Prereq. - Appropriate competence as outlined in the Mathematics Placement Policy or MATH 022.

ECON 201 Macroeconomics (Cr3) (3:0)
This course deals with introduction to the basic concepts of economics, demand and supply analysis in market economy. It covers the topics of business cycle, unemployment, inflation, GDP and its determinants. This course provides a general overview of fiscal and monetary policies of the United States. National and global current economic issues are also analyzed. Core: SSHB.

BUSA 131 Principles of Marketing (Cr3) (3:0)
Principles of marketing and analysis of the four variables of the marketing mix: product, price, promotion, and distribution; marketing concepts as related to products and services and businesses and non-profit organizations.

BUSA 205 Management Fundamentals (Cr3) (3:0)
Principles and functions of management within organizations; planning and decision-making, organizing and staffing, leading and controlling with emphasis on the manager's role in goal achievement; ethical, political, legal, and international aspects of the environments in which business and other organizations operate; a management case study or simulation may be integrated into the course.

ECON 251G Microeconomics (Cr3) (3:0)
This course deals with basic concepts of demand, supply, and their applications. It is primarily concerned with consumer behavior, production and pricing policies of the firm under different models i.e. perfect competition, monopoly, monopolistic competition, and oligopoly. It analyzes the resources pricing policies, unions, and labor markets. The role of government in correcting market failures is also examined. Analysis of current national economic issues is part of the coursework. Prereq. - ENGL 101. Core: WI.