BADM 1001. First Year Development Course I. 1 Credit.
Required of all first-year students in School of Business. This course is designed to enhance students’ education and begin preparation for business careers. The course meets periodically during the semester. Course fee. Restricted to students in the first year of enrollment in School of Business.

BADM 1002. First Year Development Course II. 1 Credit.
Continuation of BADM 1001. Required of all first-year students in School of Business. This course is designed to enhance students’ education and begin preparation for business careers. The course meets periodically during the semester. Course fee. Restricted to students in the first year of enrollment in School of Business.

BADM 1003. Transfer Student Development. 1 Credit.

BADM 1004. The Age of Globalization. 3 Credits.
A multidisciplinary foundation for all School of Business freshmen in assessing the geopolitical and political economy landscape of various regions and critical issues, viewing the world through a global lens while analyzing newsworthy current events and understanding their implications within their geographic, historic, political, economic, social, and cultural context. The central theme of this course is globalization of people, markets, and firms. The course coordinates with the newspaper reading requirement of the first-year development program.

BADM 1101. Organizational Behavior. 3 Credits.
Introduction to concepts of psychology and the social dynamics that characterize organizations. Decision making, motivation, attitudes, teamwork, power, and leadership. An experiential laboratory component uses case discussions and exercises to illustrate applications of theory and concepts. Restricted to School of Business freshmen.

BADM 1900. Special Topics. 1-3 Credits.

BADM 2001. Markets and Politics. 3 Credits.
Economic and political resource allocation; social and political influences on business organizations; contemporary problems and issues.

BADM 2001W. Markets and Politics. 3 Credits.
Economic and political resource allocation; social and political influences on business organizations; contemporary problems and issues.

BADM 2003W. Analysis of Business Issues. 3 Credits.
Restricted to School of Business students in their sophomore year. Introduction to common language and analytic techniques. Business concepts and information resources are introduced through case analysis focusing on written and verbal communication and critical thinking skills.

BADM 2101. Management, Organizations, and Society. 1.5 Credit.
A history of management thought and an introduction to the role of the manager and the management process in the context of organizations and society.

BADM 2201. International Financial Environment. 1.5 Credit.
Assessment of international economic and financial environments as they affect international corporate activity. Conceptual issues and current developments in the international financial environment, including an overview of international economic systems, international financial systems, and global financial markets. Prerequisite: ECON 1012.

BADM 2301W. Mgt Information Systems Tech. 3 Credits.
An introduction to data and information processing concepts and systems viewed from a contemporary management perspective. Emphasis on uses and applications as well as emerging managerial issues with the potential to reshape the form and function of information systems. Lab required. Prerequisite: basic knowledge of Microsoft Word, Excel, and PowerPoint.

BADM 2301W. Mgt Information Systems Tech. 3 Credits.
An introduction to data and information processing concepts and systems viewed from a contemporary management perspective. Emphasis on uses and applications as well as emerging managerial issues with the potential to reshape the form and function of information systems. Lab required. Prerequisite: basic knowledge of Microsoft Word, Excel, and PowerPoint.

BADM 2001W. Markets and Politics. 3 Credits.
Economic and legal environment of business enterprise; social and political influences; contemporary problems and issues.

BADM 3001. Career Management Strategy. 1 Credit.
Restricted to School of Business students in their junior year. The career development process, including job search strategies and formulation of a career management plan, with practice in producing a resume and interviewing for a position.

BADM 3101. Human Resource Management. 3 Credits.
Global and strategic implications of human capital policies and practices, including human resource planning, recruitment, selection, training, development, compensation, and collective bargaining. Prerequisite: BADM 1101 or PSYC 1001.

BADM 3102. Business and Government Relations. 3 Credits.
Economic and legal environment of business enterprise; social and political influences; contemporary problems and issues.
BADM 3102W. Business/Government Relations. 3 Credits.

BADM 3103. Human Capital in Organizations. 3 Credits.
An introduction and integration of concepts drawn from human resource management and organizational behavior. Application of these concepts to individual, group/team, and organizational scenarios through experiential exercises, cases, and projects. Development of skills in analyzing and evaluating human capital problems and determining appropriate solutions.

BADM 3401. Basic Marketing Management. 3 Credits.
Consumer and organizational buying behavior. Strategic marketing processes (market research, segmentation, targeting, positioning, and relationship-building). Product development and brand management, valuation and pricing, channel and logistics management, integrated marketing communications, e-commerce. Prerequisite: ECON 1012 or HONR 2044.

BADM 3401W. Basic Marketing Management. 3 Credits.
Consumer and organizational buying behavior. Strategic marketing processes (market research, segmentation, targeting, positioning, and relationship-building). Product development and brand management, valuation and pricing, channel and logistics management, integrated marketing communications, e-commerce. Prerequisites: ECON 1012 or HONR 2044.

BADM 3501. Financial Management and Markets. 3 Credits.
Introduction to financial markets, investment analysis, and financial management. Financial analysis, risk management, working capital management, capital budgeting, financial structure, cost of capital, and dividend policy. Prerequisites: ACCY 2001; ECON 1012 or HONR 2044; MATH 1221 or MATH 1231 or MATH 1252; STAT 1051, STAT 1053, or STAT 1111.

BADM 3601. Operations Management. 3 Credits.
Production planning concepts and analytical tools. Designing and managing production processes: facilities, equipment, process control systems. Design issues, demand forecasting, material planning, acquisition techniques. Managing the factory floor: scheduling, total quality management, continuous improvement concepts and methods. Prerequisite: STAT 1051, STAT 1053, or STAT 1111.

BADM 4801. Strategy Formulation and Implementation. 3 Credits.
An integrative capstone course to develop skills in diagnosing organizational problems, formulating and selecting strategic alternatives, and recognizing problems inherent in strategy implementation. Restricted to seniors in the B.B.A., B.Accy., and SEAS business concentration programs.

BADM 4900. Special Topics. 0-3 Credits.
Experimental offering; new course topics and teaching methods.

BADM 4900W. Special Topics. 0-3 Credits.
Experimental offering; new course topics and teaching methods.

BADM 4950. Internship. 0 Credits.
School of Business undergraduates may register for this course when they wish to have an internship recorded on the transcript. The supervisor must verify that the internship has been completed for a minimum of six hours per week. An administrative fee is charged. May be repeated each semester if desired.

BADM 4995. Independent Study. 1-6 Credits.
Assigned topics with interdisciplinary focus. Admission by prior permission of advisor. May be repeated once for credit but in a separate semester.