

BUSINESS (BUSN)

BUSN 101 Freshman Seminar 1 Credit Hour (1,0)

This course will enable Business students to improve their: academic skills; knowledge and utilization of Lake Superior State University (LSSU) services; familiarity with the unique local community of Sault Ste. Marie; understanding of the field of business; and individual professionalism in representing themselves as future businesspeople and LSSU advocates.

BUSN 121 Introduction to Business 3 Credit Hours (3,0)

This course is intended to provide students a broad overview of the complex and dynamic contemporary world of business. The course will illustrate how human resources management, marketing, production, and finance are major functions that work together to help owners, employees and customers reach their objectives. Business must operate within economic, social, natural, technological, international, legal, and political environments.

BUSN 211 Business Statistics 3 Credit Hours (3,0)

An introduction to business statistics. Topics include collection and presentation of data, measures of central tendency, variation and skewness, probability, probability distributions, Bayes's Theorem, sampling, sampling distributions, estimation, hypothesis testing, simple linear regression and correlation.

Prerequisite(s): MATH111

BUSN 231 Business Communications 3 Credit Hours (3,0)

Business and management communications problems. Direct, indirect, and persuasive letters; memos, short reports and directives. Some assignments must be typed. Extensive writing practice.

Prerequisite(s): ENGL111

BUSN 299 Internship in 1-4 Credit Hours (1-4,0)

This course is designed to provide students with an opportunity to earn credit while obtaining meaningful discipline-related work experience outside the classroom setting. Students are expected to achieve the school approved learning objectives/outcomes established for the internship. Students are expected to spend a minimum of 45 hours (1 credit), 90 hours (2 credits), 135 hours (3 credits), or 180 hours (4 credits) in an appropriate work setting. This course may be repeated once for a maximum of four total credits.

Prerequisite(s): 2.5 GPA, and approval of the Dean

BUSN 308 Managing Cultural Differences 3 Credit Hours (3,0)

Study of differing cultural norms that impact business decisions; designed for students interested in international and cross-cultural activities.

BUSN 350 Business Law I 3 Credit Hours (3,0)

This portion of business law covers the law applicable to contracts, sales, personal property, and bailments.

BUSN 355 Business Law II 3 Credit Hours (3,0)

This portion of business law covers the law applicable to commercial paper, corporations, partnerships, agency and employment.

BUSN 389 Entrepreneurship 3 Credit Hours (3,0)

A study of individual small firms: start-up, on-going management, challenges, and requirements for success. Students will apply both strategic planning and the knowledge acquired from other business courses to (a) demonstrate understanding and competence in using S.A.P. in small business decision-making and operations, (b) develop a viable business plan for a new small business, and (c) utilize problem-solving for other local small businesses, where required, in an advisory capacity.

Prerequisite(s): BUSN121, ACTG132 or ACTG230, MRKT281

BUSN 399 Internship in 1-4 Credit Hours (4,0)

This course is designed to provide students with an opportunity to earn credit while obtaining meaningful discipline-related work experience outside the classroom setting. Students are expected to achieve the school approved learning objectives/outcomes established for the internship. Students are expected to spend a minimum of 45 hours (1 credit), 90 hours (2 credits), 135 hours (3 credits), or 180 hours (4 credits) in an appropriate work setting. This course may be repeated once for a maximum of four total credits.

Prerequisite(s): 2.5 GPA, junior standing or higher, employee and instructor approval of the Dean

BUSN 403 Business, Government & Society 3 Credit Hours (3,0)

This course examines the relationships of the business firm to government and to society. The course focuses on the economic, legal, political, social, and ethical environment of business firms. Topics include consumer protection, environmental regulation, antitrust, constitutional and administrative law, alternative dispute resolution, and other topics of current concern. The business firm is examined in the context of market capitalism and the global economy. The course is structured to meet communication-intensive requirement of general education.

Prerequisite(s): ECON202 and junior standing

BUSN 405 Business Ethics & Soc Res 3 Credit Hours (3,0)

Business ethics in organizations requires value-based leadership and purposeful actions that include planning and implementation of standards of appropriate conduct. This course will prepare students to be good corporate citizens through the study of business ethics, social responsibility, ethical decision making, corporate codes of ethical conduct, and how ethical behavior relates to organizational performance.

Prerequisite(s): MGMT360 or MGMT365

BUSN 466 Business Policy 3 Credit Hours (3,0)

This course provides an opportunity for the student to develop an understanding of the interrelationship of the various divisions, departments and functions of a business organization from a top management perspective. Library research and case analysis are utilized.

Prerequisite(s): Senior status and FINC341 Managerial Finance

BUSN 491 Research Read/Bus & Econ 1-4 Credit Hours (1-4,0)

Independent study and seminar; individual student guidance by faculty for selected research topics in business. This course may be repeated for a maximum of eight total credits.

Prerequisite(s): Senior status

BUSN 610 Human Resources for Managers 3 Credit Hours (3,0)

Students will recognize and assess human resource management issues including legal considerations, recruiting, selection, performance appraisal, development and health and safety. Students will evaluate strategic compensation issues including job evaluation, benefits administration and pay determination strategies. Additional emphasis is placed on workforce diversity, international dimensions and ethical consideration and reviews trends within the context of relevant laws. The course will use a case study approach to apply strategies and laws.

Prerequisite(s): MBA Program Admission

BUSN 630 Org Design Operational Success 3 Credit Hours (3,0)

The Students examine the impact of organizational culture on all aspects of work. Appreciating the impact culture has on performance, change and other dimensions of how work gets done is essential for successful management. Students will analyze and define culture and discuss/ investigate how organizations can effect change and improve employee performance, motivation and work processes by learning how to create or learn to work within the culture of the organization.

Prerequisite(s): MBA Program Admission

BUSN 640 Busn Employment Law Managers 3 Credit Hours (3,0)

This course provides an advanced exploration and analysis of business contracts and the laws managers must follow as they lead employees in the modern workplace. Coursework will include coverage of the laws related to sales contracts, unions, human resources, and corporate structure and responsibility. The primary purpose of this course is to prepare managers to comply with local, federal and state laws while executing effective leadership and business development.

Prerequisite(s): MBA Program Admission

BUSN 693 Business Strategy & Execution 3 Credit Hours (3,0)

The course will measure and challenge the student's ability to think strategically and to provide an intellectual framework. Students will use a simulation program to provide current data for students to use skills and concepts needed to manage an organization to complete effectively in its business environment. Students analyze, evaluate, and link the relationships among the firm, its strategy, and its environment.

Prerequisite(s): MBA Program Admission

BUSN 699 Certification Prep Course 1 Credit Hour (1,0)

Students will participate in test certification preparation for Industry Certification Associations that is desired by employers. At specific times throughout the program, students will sign up for a one (1) credit hour preparation course dedicated to Human Resource, Project Management Certification, and relevant professional certifications. Three (3) on (1) credit prep courses will be required prior to taking the certification exam. Students are expected to register for a specific certification exam.

Prerequisite(s): MBA Program Admission