

## Abbreviated Course Syllabus

**Course Number:** BUSI 1361

**Course Title:** Introduction to Business

### Faculty who taught this course during the self- study year:

- Jason Carter

### Textbooks and required supplementary readings used:

- Lawrence J. Gitman, Carl McDaniel, Amit Shah, Monique Reece, Linda Koffel, Bethann Talsma, James C. Hyatt. Introduction to Business. Open Stats

### Course Description:

The introduction to the fundamental principles governing all aspects of modern business.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
Understanding Economic Systems and Business	8
Management and Leadership in Today's Organizations	8
Creating Products and Pricing Strategies to Meet Customers' Needs	8
Using Financial Information and Accounting	8
Understanding Money and Financial Institutions	8
Your Career in Business	5
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	7
Finance	7
Accounting	7
Management	8
Law	7
Economics	7
Ethics	7
GLO	2
Business Communication	2
IS	5
Quantitative/Statistics	0
POL/COMP	0
<b>Total Hours</b>	<b>59</b>

## Abbreviated Course Syllabus

**Course Number:** BUSI 1342

**Course Title:** Business Statistics

**Faculty who taught this course during the self- study year:**

- Jason Carter

**Textbooks and required supplementary readings used:**

- David R. Anderson; Dennis J. Sweeney; Thomas A. Williams. Essentials of Modern Business Statistics with Microsoft Excel 9e. Cengage Learning

**Course Description:**

The fundamentals of managerial statistics are presented.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
Descriptive Statistics: Tabular and Graphical Displays	9
Descriptive Statistics: Numerical Measures	8
Introduction to Probability	7
Discrete Probability Distributions	7
Continuous Probability Distributions	7
Sampling and Sampling Distributions	7
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	0
Finance	5
Accounting	0
Management	0
Law	0
Economics	5
Ethics	0
GLO	5
Business Communication	0
IS	4
Quantitative/Statistics	45
POL/COMP	0
<b>Total Hours</b>	<b>64</b>

## Abbreviated Course Syllabus

**Course Number:** ACCT 2301

**Course Title:** Financial Accounting

**Faculty who taught this course during the self- study year:**

- Derrick Bonyuet

**Textbooks and required supplementary readings used:**

- Financial Accounting, 16th Edition, Cengage Learning, 2021. Carl Warren, Christine Jonick, Jennifer Schneider. ISBN: 978-1-337-91310-2

**Course Description:**

To understand the accounting process and to develop skills necessary to evaluate an enterprise's financial position and its operating, investing, and financing activities.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
A Framework for Financial Accounting	5
Analyzing Transactions	4
The Accounting Cycle	4
Accounting Systems	4
Inventories	4
Internal Control and Cash	4
Long-Term Assets	5
Current Liabilities	5
Statement of Cash Flows	5
Financial Statement Analysis	5
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	0
Finance	3
Accounting	45
Management	0
Law	0
Economics	3
Ethics	0
GLO	3
Business Communication	0
IS	3
Quantitative/Statistics	0
POL/COMP	0
<b>Total Hours</b>	<b>57</b>

## Abbreviated Course Syllabus

**Course Number:** ACCT 2301

**Course Title:** Managerial Accounting

**Faculty who taught this course during the self- study year:**

- Derrick Bonyuet

**Textbooks and required supplementary readings used:**

- Managerial, 16th Edition, Cengage Learning, 2021. Warren, Tayler. ISBN: 978-1-337-91310-2

**Course Description:**

To develop an introductory understanding of accounting information for use by management in planning and controlling operations.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
Managerial Accounting Concepts and Principals	5
Job Order Costing and Analysis	5
Process Costing and Analysis	5
Activity-Based Costing and Analysis	5
Cost Behavior and Cost-Volume-Profit Analysis	4
Variable Costing and Analysis	4
Master Budgets and Performance Planning	4
Flexible Budgets and Standard Costs	4
Relevant Costing for Managerial Decisions	4
Reporting Cash Flows	5
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	0
Finance	3
Accounting	45
Management	0
Law	0
Economics	3
Ethics	0
GLO	3
Business Communication	0
IS	3
Quantitative/Statistics	0
POL/COMP	0
<b>Total Hours</b>	<b>57</b>

## Abbreviated Course Syllabus

**Course Number:** ECON 2301

**Course Title:** Principles of Microeconomics

**Faculty who taught this course during the self- study year:**

- Haydory Ahmed

**Textbooks and required supplementary readings used:**

- Dirk Mateer and Lee Coppock. Principles of Microeconomics, Third Edition with Covid Update. WW Norton, 2121. ISBN: 978-0-393-87167-8

**Course Description:**

An introduction to the basic descriptive, analytical, and policy problems at the microeconomic level.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
The five foundations of economics?	8
The fundamentals of market	8
The benefits of specialization and trade	5
The price elasticity of demand and supply	5
Consumer surplus and producer surplus	5
The costs firms consider in the short run and the long run	5
Monopolies and monopolistic competition	5
Oligopolies	5
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	2
Finance	4
Accounting	3
Management	0
Law	0
Economics	45
Ethics	2
GLO	2
Business Communication	0
IS	0
Quantitative/Statistics	6
POL/COMP	0
<b>Total Hours</b>	<b>64</b>

## Abbreviated Course Syllabus

**Course Number:** ECON 2302

**Course Title:** Principles of Macroeconomics

**Faculty who taught this course during the self- study year:**

- Haydory Ahmed

**Textbooks and required supplementary readings used:**

- Coppock, Lee, and Mateer, Dirk. Macroeconomics, Third edition. W W Norton, 2021. 978-0-393-87174-6

**Course Description:**

An introduction to the basic descriptive, analytical, and policy problems at the macroeconomic level.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
Understanding and calculating the GDP	8
The unemployment, employment, and labor force participation rates	8
Consumer Price Index and Inflation	5
The function of money and types of money	5
Consumer surplus and producer surplus	5
The central bank and monetary policy options	5
The factors that cause a shift in the supply and demand of loanable funds	5
knowledge of the economic concepts, models, and graphs	5
The government spending and taxes	
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	3
Finance	5
Accounting	3
Management	0
Law	0
Economics	45
Ethics	2
GLO	2
Business Communication	0
IS	0
Quantitative/Statistics	5
POL/COMP	0
<b>Total Hours</b>	<b>65</b>

## Abbreviated Course Syllabus

**Course Number:** BUSI 2301

**Course Title:** Business Communication

### Faculty who taught this course during the self- study year:

- Dayron Bowers

### Textbooks and required supplementary readings used:

- Guffey and Loewy. Essentials of Business Communication, 11<sup>th</sup> ed. Cengage. 978-1-337-38661-6

### Course Description:

Students will examine the audiences and design concepts for reports, memorandums, web pages, resumes, proposals, and other documents used in business settings.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
Business Communication in the Digital Age	5
Planning Business Messages	6
Organizing and Drafting business Messages	6
Revising Business Messages	5
Positive and Neutral Messages	6
Negative Messages	6
Persuasive and Sales Messages	6
Proposals and Formal Reports	5
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	0
Finance	0
Accounting	0
Management	4
Law	0
Economics	0
Ethics	5
GLO	5
Business Communication	45
IS	4
Quantitative/Statistics	0
POL/COMP	0
<b>Total Hours</b>	<b>63</b>

## Abbreviated Course Syllabus

**Course Number:** FINA 3311

**Course Title:** Introduction to Corporate Finance

### Faculty who taught this course during the self- study year:

- Emmett Powell

### Textbooks and required supplementary readings used:

- Fundamentals of Financial Management by Brigham & Houston 13th Edition: McGraw-Hill Publishing. ISBN: 978-0-324-59770-7

### Course Description:

A study of the fundamental principles and problems involved in finance for the major forms of business organizations. Recording techniques are examined and finance concepts are explored.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
The Scope of Corporate Finance	3
Financial Markets and Institutions	5
Financial Statements, Cash Flow, & Taxes	5
Analysis of Financial Statements	4
Time Value of Money	5
Interest Rates	4
Bonds & Their Valuations	5
Risk and Rates of Return & CAPM	5
Stocks and Their Valuation	5
Capital Budgeting	5
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	0
Finance	45
Accounting	0
Management	4
Law	0
Economics	0
Ethics	0
GLO	3
Business Communication	0
IS	0
Quantitative/Statistics	5
POL/COMP	0
<b>Total Hours</b>	<b>57</b>



## Abbreviated Course Syllabus

**Course Number:** BUSI 4321

**Course Title:** Quantitative Business Analysis

**Faculty who taught this course during the self- study year:**

- Jason Carter

**Textbooks and required supplementary readings used:**

- Anderson, Sweeney, Williams, and Martin, An Introduction to Management Science: Quantitative Approaches to Decision Making (13th Edition), New York: Cengage Publishing. ISBN: 0324399804

**Course Description:**

This course covers fundamental concepts, models, and approaches to decision making using quantitative techniques.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
Introduction to Linear Programming	12
Project Scheduling: PERT/CPM	10
Simulation	13
Decision Analysis	10
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	0
Finance	0
Accounting	0
Management	8
Law	0
Economics	3
Ethics	3
GLO	3
Business Communication	0
IS	0
Quantitative/Statistics	45
POL/COMP	0
<b>Total Hours</b>	<b>62</b>

## Abbreviated Course Syllabus

**Course Number:** MGMT 3311

**Course Title:** Principles of Management

**Faculty who taught this course during the self- study year:**

- Dayron Bowers

**Textbooks and required supplementary readings used:**

- Williams, Chuck. MGMT6. 6th ed. Mason, OH: South-Western, Cengage Learning, 2013. ISBN: 9781285091075

**Course Description:**

This class will cover an examination of the fundamental theories and techniques that influence contemporary management approaches.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
Organizational Environments and Culture	4
Ethics and Social Responsibility	4
Planning and Decision Making	4
Organizational Strategy	4
Innovation and Change	4
Designing Adaptive Organizations	4
Managing Teams	4
Managing Human Resource Systems	4
Motivation	4
Leadership	5
Control	4
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	2
Finance	2
Accounting	2
Management	45
Law	2
Economics	1
Ethics	4
GLO	3
Business Communication	3
IS	5
Quantitative/Statistics	3
POL/COMP	6
<b>Total Hours</b>	<b>78</b>

## Abbreviated Course Syllabus

**Course Number:** BUSI 3312

**Course Title:** Legal, Social and Ethical Aspects

**Faculty who taught this course during the self- study year:**

- Yohannis Job

**Textbooks and required supplementary readings used:**

- Miller, Roger Leroy. (2016, 2014). Essentials of the legal environment today, 5th edition. South-Western Cengage Learning. ISBN-13: 9781305262676.

**Course Description:**

A study of the fundamental principles and problems involved in finance for the major forms of business organizations. Recording techniques are examined and finance concepts are explored.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
Business and It's Legal Environment	4
Courts and Alternative Dispute Resolution	4
Business Ethics	4
Business and the Constitution	5
Powers and Functions of Administrative Agencies	4
Tort Law	5
Criminal Law and Cyber Crime	4
Intellectual law, Social Media Privacy	5
Business Organizations	4
Employment Discrimination	6
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	0
Finance	0
Accounting	0
Management	6
Law	45
Economics	0
Ethics	5
GLO	2
Business Communication	2
IS	2
Quantitative/Statistics	0
POL/COMP	0
<b>Total Hours</b>	<b>62</b>

## Abbreviated Course Syllabus

**Course Number:** MKTG 3311

**Course Title:** Principles of Marketing

**Faculty who taught this course during the self- study year:**

- Hector Gomez-Macfarland

**Textbooks and required supplementary readings used:**

- Charles W. Lamb; Joe F. Hair; Carl McDaniel. MKTG 13<sup>th</sup> Edition. ISBN-10: 1-337-40758-5

**Course Description:**

This course is intended to develop the student's ability to identify, understand, and apply marketing principles and concepts in a business or non-profit environment.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
An Overview of Marketing	2
Strategic Planning for Competitive Advantage	4
Ethics and Social Responsibilities	4
The Marketing Environment	5
Developing a Global Vision	4
Consumer Decision Making	5
Segmentation, targeting and Positioning	5
Product Concepts	5
Pricing	5
Marketing Communications/Promotion and Advertising	6
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	45
Finance	1
Accounting	1
Management	6
Law	2
Economics	2
Ethics	4
GLO	3
Business Communication	0
IS	0
Quantitative/Statistics	2
POL/COMP	3
<b>Total Hours</b>	<b>69</b>

## Abbreviated Course Syllabus

**Course Number:** BUSI 3113

**Course Title:** Professional Development Seminar

**Faculty who taught this course during the self- study year:**

- Rohan Thompson

**Textbooks and required supplementary readings used:**

- NA

**Course Description:**

This class will cover an examination of the fundamental theories and techniques that influence contemporary management approaches.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
Networking and Relationship Building	6
Defining Career Readiness	7
Career Exploration	7
Resume Writing and Review	7
Professional Cover Letter	6
Interview Prep	6
Financial Literacy	6
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	3
Finance	0
Accounting	0
Management	10
Law	5
Economics	2
Ethics	3
GLO	5
Business Communication	0
IS	5
Quantitative/Statistics	0
POL/COMP	10
<b>Total Hours</b>	<b>43</b>

## Abbreviated Course Syllabus

**Course Number:** MGMT 4323

**Course Title:** Strategic Management

### Faculty who taught this course during the self- study year:

- Wayne Knox

### Textbooks and required supplementary readings used:

- Strategic Management: Theory & Cases: An Integrated Approach by Charles W. L. Hill, Melissa A. Schilling, Gareth R. Jones. 13<sup>th</sup> Ed. ISBN-10: 0357693205

### Course Description:

This course is intended to develop the student's ability to identify, understand, and apply marketing principles and concepts in a business or non-profit environment.

<b>Course Outline (Content/Chapters)</b>	<b>Hours</b>
External Analysis	7
Internal Analysis	7
Competitive Advantage	6
Business-Level Strategy	6
Strategy and Technology	6
Corporate Level Strategy	6
Implementing Strategy	7
<b>Total Hours</b>	<b>45</b>

<b>UG CPC Coverage Summary (CPC Topic)</b>	<b>Hours</b>
Marketing	4
Finance	2
Accounting	2
Management	3
Law	6
Economics	2
Ethics	4
GLO	4
Business Communication	4
IS	4
Quantitative/Statistics	2
POL/COMP	45
<b>Total Hours</b>	<b>82</b>