

BUSINESS ADMINISTRATION (BUS)

BUS 101. Business & Society in the 21st Century. 3 Credit Hours.

This course offers students an opportunity to take a close look into nine different business majors and concentrations as they begin their career preparation. All majors in the business school will be explored, presented by leading faculty and guests, offering the opportunity to identify and research areas of greatest interest, commensurate with skill sets and life dreams. Through journaling, research, interviews and active discussions students will create an informed career plan and understand the synergy among all business disciplines. Open only to First Year business majors.

BUS 202. Design Thinking and the Next Step. 1 Credit Hour.

This practicum will allow participants to apply design thinking practices to explore solutions to determined problems and then take the same approach to reflect on current vocational goals, explore possible applications of these goals, prepare a plan for accessing the discovered opportunities, and ultimately, pursue vocational goals by connecting with and implementing possibilities. Participants will utilize Design Thinking strategies to enable the reflection, exploration, preparation, and pursuit of determined vocational goals. Pass/Fall only. Open to all majors.

Cross-listed Courses: CMM 202, PSF 202, ENI 202

BUS 203. Communicating Connections. 1 Credit Hour.

This practicum will allow participants to learn and apply professional communication practices in order to explore and develop connections to professional industry experts. Students will prepare a plan for accessing discovered industry-related contacts, develop and practice interview techniques, create questions for informational interviews, reach out to potential contacts, and ultimately, pursue vocational goals by connecting with industry experts. Participants will practice for and execute phone, email, and written communication to establish professional, industry-related connections in order to complete informational interviews.

From the resulting interviews, students will reflect, explore, prepare and pursue determined vocational goals. Throughout the six classes, industry experts will be invited as guests to offer professional acumen and insights for students pursuing opportunities to further connect to potential careers. Pass/fail only. Open to all majors.

Cross-listed Courses: CMM 203, PSF 203, ENI 203, CYS 203, CSC 203

BUS 228. Special Topics: Leadership in Documentary Film. 3 Credit Hours.

Students will analyze portrayals of general leadership in documentary films according to leadership principles set forth by prominent African-American figures from business, academia, politics and religion. The course endeavors to help students engage with the documentary tradition in American film and move students toward an understanding of ethical leadership. Leadership in Documentary Film also encourages conversance with a broad, yet often overlooked, body of literature on leadership written by African-American leaders and thinkers.

Prerequisites: WRT 101; Sophomore standing or above.

Cross-listed Courses: CMM 228

BUS 250. Globalization in World of Differences. 3 Credit Hours.

The course provides an overview of the process underlying globalization, its impact on different nations, and the role technology, national policies, and corporate strategies play in a world of increasing interdependencies and coverage. Local customs and identities, however, continue to thrive. These are studied with special attention paid to certain regions, thus grappling with the paradox of simultaneous globalization and localization. Case studies, role-plays and guest speakers help cast light on the breathtaking diversity in the "global village".

Prerequisite: WRT 101; Sophomore standing or above.

Fulfills Core Requirement(s): DIV (Diversity) and CE (Cultural Elective).

BUS 399. Independent Study. 1-3 Credit Hours.

A student who wishes to pursue an independent study project for academic credit must submit, prior to registration, a proposed plan of study that includes the topic to be studied and the goal to be achieved, the methodology to be followed, schedule of supervision, end product, evaluation procedure and the number of credits sought. The proposal must be approved by the supervising faculty member, the department chair and the dean of management. It will be kept on file in the office of the dean of management. Ten hours work per week for each credit. Hours and credit to be determined by the student and department chair.

BUS 400. International Business. 3 Credit Hours.

The purpose of this course is to provide students with a foundation of the basic concepts and tools for the conduct of international business. Consideration is given to the managerial and operational opportunities and problems of the company operating internationally. Emphasis is on behavioral aspects and environmental factors influencing and affecting the use of international business strategies, the development of an international orientation. The role of international business as a contributor to the company's overall business objective achievement is stressed.

Prerequisite: senior standing in business or permission of the instructor.

Cross-listed Courses: GLA 400, PGS 400

BUS 430. Government Contract Accounting. 3 Credit Hours.

Basic cost accounting concepts and the cost accumulation process are presented. This course provides guidance on accounting for, recovering and monitoring costs at each step of government contract performance, from bidding to closeout. An understanding of the Federal Acquisition Regulation (FAR), the Truth in Negotiations Act (TINA), the treatment of unallowable costs and the Defense Contract Audit Agency (DCAA) auditing standards will be provided. Current topics on special and emerging issues, including new TINA and FAR requirements; rules applicable to nonprofit associations, universities, hospitals, and state and local governments; incurred cost-electric (ICE); cost accounting issues in privatization projects and commercial item acquisitions; and the impact of procurement reform and streamlining will also be covered.

Prerequisite: Intro Accounting.

Cross-listed Courses: BUS 530

BUS 435. Introduction to Government Systems. 3 Credit Hours.

This course focuses on introductory government systems concepts, processes and functions, utilizing the Federal Acquisition Regulations (FAR). Students will examine FAR regulations, processes and nomenclature, utilizing existing and proposed regulations and industry case studies, and appropriate support technology. Guest speakers and field research provide students with access and information from industry and academia.

Prerequisites: ACT 202 or ACT 204.

BUS 436. Introduction to Government Contracting Law, Compliance, Ethics. 3 Credit Hours.

This course provides an introduction to the legal and regulatory framework for doing business with the federal government. The course of study will center on the requirements of the Federal Acquisition Regulations, and will include a study of several related statutes, as well as the regulatory compliance and business ethics requirements of doing business with the federal government. Guest speakers and case studies provide students with access and information from industry and academia.

Prerequisites: ACT 201 or ACT 203 or LAW 200 or permission of the instructor.

Cross-listed Courses: LAW 436, BUS 536, LAW 536

BUS 437. Capstone Course: Cases in Government Contracting Law, Compliance, and Ethics. 3 Credit Hours.

This course is the capstone course in the Government Systems Contracting certificate at Le Moyne. It requires the student to synthesize knowledge about the legal and regulatory framework for doing business with the federal government through a series of case studies of law, compliance and ethics. Course material focuses on cases derived from requirements of the Federal Acquisition Regulations, and related statutes. Guest speakers from industry and government will discuss regulatory compliance and business ethics requirements topics with students during class.

Prerequisites: BUS 436, ACT 436, LAW 436 or permission of instructor.

Cross-listed Courses: LAW 437, BUS 537, LAW 537

BUS 470. Integrated Business. 3 Credit Hours.

This is a capstone course and studies the management planning functions, integrating principles and operating philosophies; strategy formulation and implementation. The case study method is used, and a computerized management game is introduced.

Prerequisite: senior business or accounting majors only.

BUS 481. Business Strategies for Environmental And Social Sustainability. 3 Credit Hours.

The course studies the complex problems posed by climate change as well as the measures adopted to address the crisis. Corporate strategies along with national/regional policies needed to help deal with the challenge of limiting global temperature rise, are analyzed. Vital issues related to eco- and social justice are explored.

Prerequisite: Junior standing required, or permission of instructor.

Cross-listed Courses: ESS 481

BUS 490. Business Internship. 1-12 Credit Hours.

Participation in a real-world learning experience. The intern reports as required to a faculty member and evaluates the experience and relates it to his or her academic program. Forty-two hours of approved work experience is required to generate one credit.

Prerequisite: permission of the department chair.

BUS 499. Independent Study (Honors). 3 Credit Hours.

This course is intended for honors students and is required for the honors degree in business administration. The student conducts an independent research project under the guidance of one member of the faculty in the department. A written and oral presentation of the research project is evaluated by the Honors Committee. This course may be taken only by permission of the department.

BUS 501. Business Communications. 3 Credit Hours.

This course provides students with the technical skills and necessary theoretical knowledge of communication arts as applied to specific business situations. Topics include use of presentation formats, appropriate rhetorical constructions, communications theory, technical writing and documentation.

BUS 530. Government Contract Accounting. 3 Credit Hours.

Basic cost accounting concepts and the cost accumulation process are presented. This course provides guidance on accounting for, recovering and monitoring costs at each step of government contract performance, from bidding to closeout. An understanding of the Federal Acquisition Regulation (FAR), the Truth in Negotiations Act (TINA), the treatment of unallowable costs and the Defense Contract Audit Agency (DCAA) auditing standards will be provided. Current topics on special and emerging issues, including new TINA and FAR requirements; rules applicable to nonprofit associations, universities, hospitals, and state and local governments; incurred cost-electric (ICE); cost accounting issues in privatization projects and commercial item acquisitions; and the impact of procurement reform and streamlining will also be covered.

Prerequisite: Intro Accounting.

Cross-listed Courses: BUS 430

BUS 536. Introduction to Government Contracting Law, Compliance, Ethics. 3 Credit Hours.

This course provides an introduction to the legal and regulatory framework for doing business with the federal government. The course of study will center on the requirements of the Federal Acquisition Regulations, and will include a study of several related statutes, as well as the regulatory compliance and business ethics requirements of doing business with the federal government. Guest speakers and case studies provide students with access and information from industry and academia.

Prerequisites: ACT 201 or ACT 203 or LAW 200 or permission of the instructor.

Cross-listed Courses: BUS 436, LAW 436, LAW 536

BUS 537. Capstone Course: Cases in Government Contracting Law, Compliance, and Ethics. 3 Credit Hours.

This course is the capstone course in the Government Systems Contracting certificate at Le Moyne. It requires the student to synthesize knowledge about the legal and regulatory framework for doing business with the federal government through a series of case studies of law, compliance and ethics. Course material focuses on cases derived from requirements of the Federal Acquisition Regulations, and related statutes. Guest speakers from industry and government will discuss regulatory compliance and business ethics requirements topics with students during class.

Prerequisites: BUS 536, ACT 536, LAW 536 or permission of instructor.

Cross-listed Courses: BUS 437, LAW 437, LAW 537

BUS 601. Business Ethics. 3 Credit Hours.

This course will be conducted in seminar style. It will explore and analyze ethical considerations involved in managerial decision making. Topics to be considered are the ethical dimension in managerial dilemmas in such topics as advertising, working conditions, environmental pollution, work force reduction and supplier relations. The relationship of management to the rule of law will be considered in such topics as business involvement in the formation of law as well as business use of the legal and political process. Managerial response to such personal ethical and legal issues as affirmative action, product safety and sexual harassment will be considered. The ethical and social responsibility of management and employees will be explored in the context of profit motive and the implementation of ethical change in a business setting.

BUS 602. Business Law. 3 Credit Hours.

This course will survey the legal techniques used to control business behavior. The role of courts, legislatures and regulatory agencies, as well as common, statutory and regulatory law, will be viewed both from the historical and the current perspective. Specific topics will include contracts, commercial paper, agency, partnerships, corporations, antitrust and securities.

BUS 603. International Business. 3 Credit Hours.

This course seeks to provide an in-depth understanding of diverse aspects of international business including international politics, culture, economics, finance, technology, marketing, ethical decision-making, strategic planning and management, and human resource development in a global environment. Decision-making in, and challenges facing multinational enterprises are given special attention.

BUS 750. Strategic Management. 3 Credit Hours.

The content and process of the capstone course have been designed to provide a rigorous, integrative experience of all areas of management in a variety of environments. Through lectures and discussions of articles, students are exposed to seminal theory on a given topic. In addition, topic specific, integrative thinking and communication skills are developed throughout the discussions of the articles and cases. Among others, topics will include competitive strategy and formulation, industry analysis, globalization or management, manufacturing as a competitive strategy, horizontal and vertical integration, computer integrated manufacturing and capacity expansion.

BUS 790. Special Topics in Business. 3 Credit Hours.

Courses in this series (BUS 790-794) offer an in-depth exploration of specific issues within the field of business, as well as topics of current interest to students and instructors.

Prerequisite: Permission of instructor.

BUS 795. Internship. 1-6 Credit Hours.

This designates credit for approved experiential programs in consultation with the MBA committee.

BUS 799. Independent Study. 1-6 Credit Hours.

This designates individual study programs approved by the MBA committee.