BUSINESS ADMINISTRATION (BUSN)

Courses
BUSN 294 | TOPICS
Units: 1-4

BUSN 339 | LATIN AMERICA BUSINESS ENVIRONMENT
Units: 3
Prerequisites: ECON 102 and (MATH 130 or MATH 150 or MATH 151)
This course is designed to prepare participants to work effectively in or with Latin America organizations by providing an understanding of the issues, opportunities, and complexities associated with doing business in the region. The focus is on the cultural, historical, economic, social, political and business environments in Latin America and on the activities of companies operating in Latin America, both foreign and domestic. Successful Latin American companies competing internationally will also be an aspect of the course. Upon successful completion of the course, students will possess an awareness of the business and economic environments in Latin America, and be able to demonstrate analytical and strategic thinking skills that reflect an understanding of the competitive environment in which local and foreign companies operate in Latin America.

BUSN 361 | INTRODUCTION TO INTERNATIONAL BUSINESS
Units: 3
Prerequisites: MATH 130 or MATH 150 or MATH 151
An introduction to the international dimension of doing business. The purpose of this course is to make the student aware of the role played by culture, geography, government, and economics in shaping the environment in which businesses operate internationally. Topics include forward currency markets, foreign direct investment, negotiation, international distribution, etc.

BUSN 377 | NEGOTIATION IN A GLOBAL BUSINESS ENVIRONMENT
Units: 3
Prerequisites: MATH 130 or MATH 150 or MATH 151
In an increasingly interdependent world, the ability to negotiate with people with diverse socio-cultural backgrounds and in different regions of the world is crucial for managers and leaders. This course offers skills and knowledge for becoming an effective negotiator through lecture, class discussion, and experimental exercises. This course includes several negotiation simulations and exercises that incorporate cross-cultural and international components.

BUSN 383 | PROJECT MANAGEMENT
Units: 3
Prerequisites: (MATH 130 or MATH 150)

BUSN 401W | BUSINESS COMMUNICATION
Units: 3
Prerequisites: MATH 130 or MATH 150 or MATH 151
Analysis of the factors involved in planning, organizing, and writing in the business environment. Extensive practice in presenting effective letters, memorandum, and business reports using primary and secondary sources. This course satisfies the USD requirement of an upper division writing course.

BUSN 494 | SPECIAL TOPICS
Units: 1-3 Repeatability: Yes (Can be repeated for Credit)
Prerequisites: MATH 130 or MATH 150 or MATH 151

BUSN 498 | INTERNSHIP
Units: 1-3
Prerequisites: MATH 130 or MATH 150 or MATH 151
Experiential learning working in a business, government, or nonprofit organization. Placements provide the opportunity for practical application of business, economics, and accounting principles. See schedule of classes for special meeting times. This course may not be repeated for credit.

BUSN 499 | INDEPENDENT STUDY
Units: 1-3 Repeatability: Yes (Can be repeated for Credit)
Prerequisites: MATH 130 or MATH 150 or MATH 151
Independent study including empirical research and written reports. A maximum of three units of independent study may be used to satisfy requirements for the major.