BUSINESS ADMINISTRATION (BUSN)

BUSN 101 | CREATING AND GROWING SUSTAINABLE VENTURES
Units: 3 Repeatability: No
Core Attributes: First Yr Integration (LC Only), Social/Behavioral Inquiry area
This course focuses on introducing undergraduate students on how to create new sustainable ventures that maximize value for all their stakeholders, as well as, how to scale and grow them once they have been founded. The course will also introduce information technologies and business applications such as Microsoft Excel to analyze and present business ideas. The course will also include some personal exploration of entrepreneurial mindset and skills, exploration of career interests as well as provide an understanding of the key aspects of business creation and growth. The major themes addressed are: (a) introduction to entrepreneurship and business disciplines (b) major selection, (b) career preparation, (c) entrepreneurial thinking and practice (d) working in teams (e) communication (f) business ethics.

BUSN 294 | SPECIAL TOPICS IN BUSINESS
Units: 1-4 Repeatability: Yes (Repeatable if topic differs)
An overview and analysis of selected topics in business. The course may be repeated if the topic changes. Prerequisites may change depending on the topic.

BUSN 299 | INDEPENDENT STUDY
Units: 1-3 Repeatability: Yes (Can be repeated for Credit)
Independent study including empirical research and written reports. Approval is required by instructor, department chair and dean.

BUSN 309 | LGBTQ IN BUSINESS AND ECONOMICS
Units: 3 Repeatability: No
Prerequisites: ECON 101 and ECON 102 and (MATH 130 or MATH 133 or MATH 150)
This course is an examination of the effects of heteronormativity on the economic outcomes of the LGBTQ population. Topics examined will include the demographics of the LGBTQ population, LGBTQ in the workplace, marketing to the LGBTQ population, the formation of “Gay” neighborhoods, and public finance issues related to the LGBTQ population (tax treatment, impact of gay marriage).

BUSN 339 | LATIN AMERICA BUSINESS ENVIRONMENT
Units: 3 Repeatability: No
Prerequisites: ECON 102 with a minimum grade of C- and (MATH 130 with a minimum grade of C- or MATH 150 with a minimum grade of C- or MATH 151 with a minimum grade of C- or MATH 133 with a minimum grade of C-)
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 Repeatability: No
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. Note: Students are eligible for this course after successfully completing 45 units and the course prerequisites.

BUSN 377 | NEGOTIATION IN A GLOBAL BUSINESS ENVIRONMENT
Units: 3
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 Repeatability: No
Prerequisites: (MATH 130 with a minimum grade of C- or MATH 150 with a minimum grade of C-)
This course provides you with hands-on project management concepts, covering different project phases as well as several project-leadership practices. In addition, the class content consists of agile project management techniques, such as SCRUM, Scrumban, and/or hybrid agile conceptualizations. Course topics may include work breakdown structures, project organizational techniques, project leadership structures, risk analysis and mitigation practices, crisis management techniques, quality assurance, and/or modern agile project management techniques. Teaching methods can include case studies, simulations, lectures, and/or field-work with organizations.

BUSN 401 | BUSINESS COMMUNICATION
Units: 3 Repeatability: No
Analysis of the factors involved in planning, organizing, and writing in the business environment. Extensive practice in presenting effective letters, memoranda, and business reports using primary and secondary sources.

BUSN 494 | SPECIAL TOPICS IN BUSINESS
Units: 1-4 Repeatability: Yes (Repeatable if topic differs)
An in-depth analysis of selected topics in business. The course may be repeated if the topic changes. Prerequisites may change depending on the topic.

BUSN 496 | UNDERGRADUATE RESEARCH
Units: 1-3 Repeatability: Yes (Can be repeated for Credit)
Students develop and/or assist in research projects in various fields of business administration under the supervision of a faculty member. Students will meet with a faculty member, with whom a research relationship is established, on an on-going basis to discuss the research project, assess the student’s role and responsibilities, and to discuss the process of conducting scholarly research. Students may participate in a range of research activities, including but not limited to: survey construction and design, project management, participant solicitation, experimental research, qualitative interviewing, focus group moderation, fieldwork, literature searches, data entry, data analysis, critical analysis, political economy inquiries, and writing of instruments and manuscripts. Students must register with a specific faculty member with whom they complete a contract outlining the roles and responsibilities of the student and faculty member. A maximum of three units of undergraduate research may be used to satisfy requirements for the major. Requires professor’s and department chair’s approvals.

University of San Diego 2023-2024
BUS 498 | INTERNSHIP
Units: 1-3 Repeatability: No
Prerequisites: MATH 130 with a minimum grade of C- or MATH 150 with a minimum grade of C- or MATH 151 with a minimum grade of C-
Experiential learning working in a business, government, or nonprofit organization. Placements provide the opportunity for practical application of business, economics, and accounting principles. See the university class schedule for special meeting times. This course is restricted to School of Business majors who have completed at least 75 units and School of Business minors who have completed at least 90 units with instructor's approval. It may not be repeated for credit.

BUS 499 | INDEPENDENT STUDY
Units: 1-3 Repeatability: Yes (Can be repeated for Credit)
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.