

BUSINESS (SB)

SB 101. The Business Environment. 3 Credits.

This course introduces students to the business environment using a hands-on business simulation. Students work in teams and learn about the importance and interdependence of the functional areas of business. Students also discuss current business events, explore careers, learn basic Excel skills, and apply business ethics in decision making.

Offered: Every year, Fall and Spring

SB 105. Learning Strategies Seminar. 1 Credit.

The purpose of this course is to introduce students to evidence-based learning strategies and to help students become self-regulated learners who are capable of achieving their full academic potential. Students will reflect upon the fundamental nature of learning and what types of learning activities best facilitate their learning process. In addition, students will also explore topics related to achievement motivation and growth mindset. The ultimate goal of this course is to help students not only develop a deeper understanding of these topics, but learn ways that the strategies and tools discussed in class readings and discussions can inform their personal study habits.

Offered: Every year, Spring

SB 120. Introduction to Doing Business in Poland and Europe. 3 Credits.

This course focuses on the fundamentals of business practice and business culture in Poland. It provides an introduction to European law and European business in the context of the modern global economy. It includes topics of the European financial market, European regulation, Polish industrial structure and history, Polish political economy and history with a focus on the economic transformation and Poland's position in Europe today.

Offered: As needed

SB 185. Personal Finance. 3 Credits.

This course provides an overview of personal wealth building strategies and explores techniques for setting personal financial goals. Personal budgeting, investments and debt management also are investigated.

Offered: As needed

SB 188. Business Internship. 1-3 Credits.

This internship in business provides an opportunity for students to complete an additional internship experience beyond the internship within their chosen major. The business internship may only be used to satisfy open elective credit requirements. It is not a substitute for the internship within the major and does not count as a business elective. This internship may be used as an elective in the business minor. The internship must be approved by the department chair and the dean in accordance with school and departmental regulations. This course is graded on a pass/fail basis.

Offered: Every year, All

SB 199. Independent Study. 1-6 Credits.

SB 205. Special Topics in Business. 3 Credits.

This course explores current topics and trends in business. Designed for non-business majors. **Offered:** as needed

Offered: As needed

SB 250. Career Planning and Development. 1 Credit.

Career Planning and Development is a comprehensive course designed to provide students with the tools to manage a career search through the full internship/job search lifecycle. Course includes résumé workshops focused on self-reflection and employer-desired competencies; formatting for business industry; and in-depth content writing. Followed by hands-on assignments that will help students create their brand and stand out to employer including: career research, cover letter, mock interview, elevator pitch and LinkedIn profile. The course wraps up with a review of the value and impact of professionalism in students personal and professional lives. Course is intended for students in their sophomore year.

Offered: Every year, Fall and Spring

SB 320. Internship in Poland. 3 Credits.

This internship in Poland must be approved by the Central European Institute and the dean in accordance with school and departmental regulations. Junior/senior status is required. This course is graded on a pass/fail basis.

Prerequisites: Take SB 120.

Offered: As needed

SB 360. International Business Immersion. 3 Credits.

Students are immersed in international business and culture through short-term immersion trips led by School of Business faculty. Emphasis is placed on understanding of culture, business customs, and regulatory environment of the international destination(s). Some sections of this course may also involve small business consulting as part of Quinnipiac's microloan program. Additional course/travel fees apply.

Offered: As needed

SB 388. Business 3+1 Experience. 0 Credits.

SB 399. Special Topics in Business. 3 Credits.

Offered: As needed

SB 410. Business Ethics. 3 Credits.

This course helps students develop a framework for ethical decision making. Students learn to identify ethical issues, apply various models of ethical decision making, and analyze ethical cases. Topics include assessing and analyzing the ethics environment of business and identifying and managing ethics in a developing world including human rights, environmental sustainability, and technology.

Prerequisites: Junior Standing or higher.

Offered: As needed

SB 420. Strategic Management Integrated Seminar. 3 Credits.

This capstone course takes the top management perspective in formulating, implementing, and evaluating business and corporate strategy. The course integrates critical concepts from the business functions including accounting, finance, economics, marketing, operations, and others. Students study core strategic management concepts and apply this knowledge by implementing strategy in a computerized business simulation. In addition, the course serves as a university capstone in which students create a signature work incorporating strategic theory and concepts. For seniors only.

Prerequisites: Take AC 211 AC 212 FIN 201 IB 201 MK 201 MG 210 MG 211 and senior status.

Offered: Every year, All

SB 425. CEO Lessons in Leadership. 3 Credits.

This course offers students unique insights into the important topic of leadership, from both theoretical and practical perspectives. Specific skill development includes traits and values of leaders; emotional and social intelligence; crisis management; motivation and influence; building and working in teams; and followership, among other topics. Students explore leadership in practice through cases that simulate and reflect "real world" leadership challenges. Complementing this is the direct involvement of senior executives drawn from American corporate hierarchies who offer their unique insights into leadership done well and its specific challenges following the seminar format of the course. This is a unique opportunity to develop a deeper understanding of the key business dimension of leadership while at the same time networking with actual organizational leaders.

Prerequisites: Take one of the following: MK 201 FIN 201 IB 201 MG 210 CIS 101 AC 102 or AC 212.

Offered: As needed

SB 450. Strategic Integrated Management Seminar. 3 Credits.

This capstone course focuses on the job of top management in formulating and implementing short- and long-term corporate strategy. The course integrates critical concepts from core business subjects including accounting, finance, management, marketing, operations management, international business and economics. Course activities include case studies, individual and/or group projects and computerized business simulations. For seniors only.

Prerequisites: Take AC 211 FIN 201 IB 201 MK 201 MG 210 MG 211.

Offered: Every year, Fall and Spring

SB 450H. Honors Strategic Integrated Management Seminar. 3 Credits.

This capstone course focuses on the job of top management in formulating and implementing short- and long-term corporate strategy. The course integrates critical concepts from core business subjects including accounting, finance, management, marketing, operations management, international business and economics. Course activities include case studies, individual and/or group projects and computerized business simulations. For seniors only.

Prerequisites: Take AC 211 FIN 201 IB 201 MK 201 MG 210 MG 211.

Offered: Every year, Fall and Spring

SB 488. Independent Study: Business. 1-6 Credits.