

# BUSINESS & LAW

## Description

The business and law major will provide students with the legal knowledge and critical thinking skills necessary to become future business leaders. By understanding how the law works and how lawyers think, business executives can work more effectively with both inside and outside legal counsel to develop business strategies, maximize emerging business opportunities, and minimize potential legal risks. Combining business knowledge with an in-depth understanding of law, the judicial system, the legislative process, and the regulatory environment provides a unique educational opportunity and will make graduates marketable and attractive to a wide range of employers.

## COLLEGE REQUIREMENTS

### College Admission

The entrance requirements for the College of Business (CoB) are the same as the University of Nebraska–Lincoln General Admission Requirements.

### Honors Program

#### Nebraska Business Honors Academy

The Nebraska Business Honors Academy is a unique cohort-based program for high-ability students with demonstrated leadership potential. The goal of the Academy is to develop critical thinking, problem-solving, and communication skills to prepare graduates to be strategic decision-makers and innovators. The Academy combines a rigorous curriculum (including approximately 40 credit hours of cohort-based courses) with leadership training, co-curricular activities, and corporate involvement. Nebraska Business Honors Academy requirements differ from those listed in the catalog. Students work closely with the Academy's advisors on appropriate sequencing and enrollment in Academy-specific requirements.

### Jeffrey S. Raikes School of Computer Science and Management

The purpose of the Jeffrey S. Raikes School of Computer Science and Management is to produce unique graduates who combine business knowledge and computing fundamentals for enterprise information and software systems. Graduates will be professionals who understand the multiple levels of new information systems and who become the technology sector's innovators, product developers, entrepreneurs, chief information officers, and CEOs. Students interested in learning more about the Jeffrey S. Raikes School of Computer Science and Management program and curriculum requirements (which may differ from those listed here) are encouraged to call 402-472-6000 or visit the Jeffrey S. Raikes program website (<https://raikes.unl.edu/>). Students may also reference the Jeffrey S. Raikes School of Computer Science and Management catalog section under Other Academic Units.

## College Degree Requirements

### Overview of College Degree Requirements

The curriculum requirements for the College consist of coursework in four areas. All coursework (except electives and where otherwise noted) must be taken for a grade.

#### 1. Non-Business Requirements

- Consist primarily of College and University ACE (Achievement-Centered Education) coursework

#### 2. Business Core

- Purposeful Strategist (includes ACE 6, 8, 10)
- Data Driven Decision Maker
- Effective Communicator (includes ACE 1 and 2)
- Empowered Professional

#### 3. Business Major

#### 4. Electives

### Non-Business Requirements

(remaining ACE requirements not included in the Business Core and Business Major requirements)

Five Courses (normally 15-17 hours)

All students in the College of Business will take the following non-business courses (unless otherwise noted).

- The college requires a calculus course from the below options to complete the ACE 3 requirement.
- Most students will take coursework to fulfill these requirements during the freshman/sophomore year. However, if hours are still needed during the junior/senior year, there may also be options to 'double count' coursework for ACE 4 and/or ACE 9 toward the major or a minor. This is likely to be of most benefit to 'transfer-in students' due to the nature of the program and when ACE requirements are traditionally taken.

All ACE coursework must be taken for a grade.

### ACE 3: Mathematical, Computational, Statistical or Formal Reasoning Skills

Choose *ONE* of the following:

MATH 104 Applied Calculus

MATH 106 Calculus I

Any advanced calculus course above the 106 level

Notes regarding the selection of coursework for ACE 3:

- **Credit cannot be given for both MATH 104 and MATH 106.** Students must determine the appropriate course early in their program.
- A first-semester student's score on the Math Placement Exam will determine eligibility for MATH 104 or MATH 106. The student should select between these classes based on the following sets of circumstances:
  - Actuarial science majors **MUST** take MATH 106 (or a higher-level calculus). They will later take MATH 107 Calculus II and MATH 208 Calculus III.
  - Raikes students **MUST** take MATH 106 and MATH 107 (or a higher-level calculus).
  - MATH 106 (or higher calculus) is **strongly encouraged** for those students majoring in accounting, majoring in finance, majoring in economics, or considering graduate school.

### Math Placement Exam (MPE)

Students admitted to the College of Business are required to take a Math Placement Exam prior to enrolling in the college math requirement of MATH 104 or MATH 106 (or higher math). The results will determine where a student starts.

- Preparatory courses should be taken as soon as possible to avoid future sequencing problems.
- Additional information about the exam can be found on the Math Placement website (<http://www.math.unl.edu/resources/undergraduate/mpe/>).

Whether required to enroll in preparation coursework first, as indicated on the MPE (MATH 100A Intermediate Algebra, MATH 101 College Algebra and/or MATH 103 College Algebra and Trigonometry), or in one of the required courses, it is critical to begin math the first semester on campus.

#### **ACE 4: The Study of Scientific Methods and Knowledge of the Natural and Physical World**

*Choose one course from ACE 4 Certified Courses. (Course credit will vary between 3-5 credit hours.)*

#### **ACE 5: Study of Humanities**

*Choose one course from ACE 5 Certified Courses.*

#### **ACE 7: Study of the Arts to Understand Their Context**

*Choose one course from ACE 7 Certified Courses.*

#### **ACE 9: Global Awareness or Knowledge of Human Diversity Through Analysis of an Issue**

*Choose one course from ACE 9 Certified Courses.*

In any of the above instances where double counting is an option, only 3 hours of credit are awarded; students will still need to meet the 120 hours for graduation.

### **Business Core – Four Sections (approximately 53 hours for most majors)**

- Purposeful Strategist – 33 hours
- Data Driven Decision Maker – 7 hours (17 hours for Actuarial Science)
- Effective Communicator – 9 hours (7 hours for Actuarial Science)
- Empowered Professional – 3-4 hours

The Business Core is designed to expose students to the various business disciplines. The Business Major courses are those courses identified for each of the individual majors. All coursework for the Business Core (except where noted differently) must be taken for a grade. All students in the College of Business will take the Business Core (unless otherwise noted).

#### **Purposeful Strategist - 33 hours**

- MNGT 101 Introduction to Business
- ACCT 201 Introductory Financial Accounting
- ACCT 202 Introductory Managerial Accounting
- ECON 211 Principles of Macroeconomics (ACE 6)
- ECON 212 Principles of Microeconomics (ACE 6)
- BLAW 371 Legal Environment (ACE 8)
- FINA 361 Finance
  - Actuarial Science majors take FINA 461.
- MNGT 301 Introduction to Management
- MRKT 341 Marketing
- SCMA 331 Operations and Supply Chain Management
- MNGT 475 Business Strategies (ACE 10)
  - A capstone course integrating business concepts covered throughout the program.

- Actuarial science majors may take FINA 461 concurrently with MNGT 475.
- Must be taken at the University of Nebraska-Lincoln and taken for a grade.

#### **Data Driven Decision Maker**

- BSAD 50 Business Computer Applications
  - Required basic-skills computer course that uses Microsoft Access, Word, PowerPoint, and Excel.
- SCMA 250 Spreadsheet Analytics
  - Actuarial science majors take ACTS 250 Actuarial Technical Skills.
- ECON 215 Statistics (ACE 3)
  - Must take ECON 215 (not STAT 218 Introduction to Statistics nor EDPS 459 Statistical Methods nor CRIM 300 Applied Statistics and Data Processing in the Public Sector nor SOCI 206 Introduction to Social Statistics).
- Actuarial science majors **MUST** take ACTS 445 Introduction to Actuarial Models instead of ECON 215; (actuarial science majors will also take STAT 462 Introduction to Mathematical Statistics I: Distribution Theory and STAT 463 Introduction to Mathematical Statistics II: Statistical Inference).
- Economics majors or minors can take STAT 380 instead of ECON 215.
- SCMA 350 Business Analytics/Information Analysis
  - Marketing and agribusiness majors may choose to take MRKT 350.
- Actuarial science majors will take SCMA 451 Introduction to Predictive Analytics.

#### **Effective Communicator**

- BSAD 220 Business Writing (ACE 1)
- MRKT 257 Sales Communication (ACE 2)
  - Or, COMM 286 Business and Professional Communication (ACE 2)
- BSAD 261 Applied Improv for the Successful Business Leader
- BSAD 340 Navigating Emerging Technologies in Business
  - ACTS 475 meets the knowledge requirement for BSAD 340 for Actuarial Science majors; BSAD 340 is waived for Actuarial Science majors.

#### **Empowered Professional (PrEP) (3-4 hours)**

Designed to develop confident and professional business students positioned for lifelong career success, the Professional Enhancement Program (PrEP) consists of four required 1-hour courses.

- BSAD 111 PrEP I, Investing in Strengths or BSAD 111S PrEP I, Investing in Strengths for Transfer Students
- BSAD 222 PrEP II, Career Development and Planning
- BSAD 333 PrEP III, Internship and Job Search Strategies
- BSAD 444 PrEP IV, Professional and Life Skills
  - Taken the semester of graduation.

## Business Major – (21-31 hours)

- Coursework for the major requires completion of specific, required courses of the department (see individual major page), along with other guidelines.
- Business majors and minors cannot double count with Business Core (for example, MNGT 301 and MNGT 475 do not count towards the management majors).
- Business students cannot earn a major and a minor in the same area (for example, an Economics major cannot get an Economics minor; an International Business major cannot earn a Global Leadership minor). Similarly, International Business majors cannot earn a major or minor in the same option or subplan as their International Business major. (For example, an International Business-Finance major cannot earn a major or minor in Finance but could earn a major or minor in any other business area.)
- Business Administration majors cannot double count courses with any College of Business major or minor.
- Careful and advanced planning is necessary, as some courses for the major may not necessarily be available every semester, and classes for the major are limited in the summer sessions.
- ALL coursework for the major must be taken for a grade (students may not take classes Pass/No Pass).
- Sequencing of classes is critical; plan the major courses well in advance of enrollment. Visit with an academic advisor for assistance in planning critical class sequencing.
- A maximum of 3 hours of coursework may transfer if the 18-hour limitation has not been exceeded. Further restrictions may apply.

## Electives – Hours vary to meet 120 hour minimum to graduate

Electives round out the rest of the 120 hour curriculum. Students have the option to choose courses toward a second major, a dual degree, a minor (or two); or students can simply select courses of personal interest.

- Some hours may need to be additional business coursework (to meet the requirement that 60 hours of coursework be in business). This requirement will vary by major.
- In a 21-hour Business Major, students will average 28 hours of elective credit; second major options and/or minors may be appropriate to consider for elective hours.

## Other Requirements

### Business Course/Business Elective Hours

At a minimum, 60 hours of business courses are required for the BSBA degree.

The required hours WILL VARY BY MAJOR, dependent on how requirements have been accepted and/or completed throughout the previous components of the program. While **GENERAL MINIMUM** guidelines by major are noted below, the Degree Audit will specify *minimum business* credit hour expectations for each student. Students will generally see this addressed under the ELECTIVE section (BUSINESS ELECTIVES) on the Degree Audit.

- Economics, marketing, and management (Entrepreneurship, General, and Leadership options) majors – 3 hours of business electives.
- Accounting, business administration, and management (Human Resources and Clifton Builders options) majors – no additional

business coursework, as the major consists of 24 hours of business coursework.

- Actuarial science majors – no additional business coursework, as the major consists of more than 24 hours of business coursework.
- Finance majors – no additional business coursework, as the major consists of 24-27 hours of business coursework.
- Supply chain management and business analytics majors – no additional business coursework, as the major consists of 27 hours of business coursework.
- Agribusiness, Business & Law, and Raikes majors – no additional business coursework required due to intent of major as being 'business-related' coursework.
- Additional hours may be required if there is a variation in hours for Non-Business Requirement, Business Core, Business Major, or if there is a violation of transfer limits, etc.

## Experiential Learning Requirement

All undergraduates in the College of Business must complete an Experiential Learning designated course or experience (which may include 0-credit courses designated to document co-curricular activities recognized as experiential learning).

## Grade Rules

### C- and D Grades

While students may earn grades of C- or D, there are restrictions and recommendations for such grades and further enrollment options:

- A grade of C or higher is expected in prerequisite courses to enroll in ACCT courses.
- A grade of C or higher is required in FINA 361 in order to take most upper-level FINA courses.
- A grade of C or higher is required in other departmental higher-level sequencing courses (i.e., MATH 101 to take MATH 104, etc.). See course descriptions to determine enrollment restrictions.
- Grades of C- or lower may be replaced in the calculation of GPA by retaking the course at the University of Nebraska–Lincoln or within the University system (UNK, UNO).
- Grades of C or better are required to transfer courses from outside of the University of Nebraska system.
- Academic bankruptcy options may be considered for students who have one or two semesters of poor performance.

## Pass/No Pass

Several restrictions apply when considering the Pass/No Pass option:

- BSAD 111, BSAD 222, BSAD 333, BSAD 444, and BSAD 50 are offered only as Pass/No Pass. All are required.
- Students may apply no more than 6 hours of elective credit using the Pass/No Pass option (excludes ACCT 395A, BSAD 111, BSAD 222, BSAD 333, BSAD 444, BSAD 395 (and cross-listings), MRKT 395).
- No student enrolled in **any** college at the University of Nebraska–Lincoln may take business courses in the College of Business using the Pass/No Pass option.
- College of Business students may **NOT** take coursework to satisfy ACE requirements, nor any required business coursework, including in the major and minor, using the Pass/No Pass option.

- Students majoring in actuarial science through the College of Business may **NOT** take any math, actuarial science, or required courses using the Pass/No Pass option.
- Students taking courses to fulfill the requirements of a minor in an area of study outside the College of Business are subject to College rules restricting use of the Pass/No Pass option if courses in the minor are used to meet ACE or any college-specific requirements.
- Students seeking any minor outside the College should verify rules applying to minimum grade expectations and Pass/No Pass options with the advisor for their minor, as additional restrictions may apply and often vary.
- Students from UNO/UNK/UNMC and from other institutions are subject to the same restrictions listed here for University of Nebraska–Lincoln students.

**Exceptions to the above rules are limited to the following and no other exceptions will be made.**

- An independent study or an internship course (391, 395, 396) may be taken in the College of Business using the Pass/No Pass option with the permission of the instructor and the department chair, but College of Business students who qualify for this exception may use the independent study or an internship course (391, 395, 396) **only** as elective credit.
- ACCT 395A, BSAD 395 (and cross-listings) and MRKT 395 taken in the Pass/No Pass format will not count against the six hour Pass/No Pass maximum in open electives.
- Advanced Placement grades of Pass and Credit By Exam grades of Pass will be accepted to fulfill degree requirements. These hours will not count against the 6-hour-maximum hours permitted.
- Students who travel abroad and return with “credit” rather than grades from the institution where they studied may use Pass grades to fulfill degree requirements. These hours will not count against the 6-hour maximum number of hours permitted.

## Transfer Credit Rules

For detailed information on transfer credit rules, see Transfer Credit Restrictions (<https://catalog.unl.edu/undergraduate/business/>) under Course Exclusions and Restrictions (<https://catalog.unl.edu/undergraduate/business/>).

## Residency

At least 30 of the last 36 hours of credit must be registered for and completed in residence at the University of Nebraska–Lincoln.

Students electing to study abroad during part of this time are exempted for the hours earned abroad, but no additional hours may be transferred in the last 36 hours. This exemption requires filing a written appeal in the Business Advising and Student Engagement Office (Hawks Hall 125).

## ACE Requirements

All students must fulfill the Achievement-Centered Education (ACE) requirements. Information about the ACE program may be viewed at the Achievement-Centered Education website (<https://ace.unl.edu/>). MyRED may also be used to search for currently offered ACE classes.

## ACE Achievement-Centered Education—Ten Courses (normally 30 hours)

This is the university’s innovative, outcomes-focused general education component designed to enhance the undergraduate experience by providing broad exposure to multiple disciplines, complementing the major, and helping students develop important reasoning, inquiry, and civic capacities.

Important rules to remember when selecting coursework to meet this requirement:

- There are 10 ACE Student Learning Outcomes (SLOs). At least one course, equivalent to 3 credit hours, must be taken for each of the 10 SLOs.
- Up to three ACE SLOs from ACE 4–10 may be satisfied by work in one subject area.
- ACE SLOs must be satisfied by work in at least three subject areas.
- No ACE course may satisfy more than one ACE SLO in a student’s program.
- If an ACE course addresses two ACE SLOs, the student decides which one of the two outcomes the course will satisfy in that student’s program. (The Degree Audit will make an automatic decision based on first course taken, first SLO needed.)
- As part of the College requirements of non-business and business courses, many courses will also work for ACE. Students should carefully review required coursework with ACE options to make the best use of courses to fulfill both degree requirements as well as University of Nebraska–Lincoln ACE requirements.

## Catalog Rule

Students (including transfer students) must follow the Undergraduate Catalog in effect when they are admitted into the College of Business. Students who leave the College and return, or those applying for ‘readmission’ to the College, are subject to requirements in place at the time of their readmission to the College.

Students who have transferred from a community college may be eligible to fulfill the requirements as stated in the catalog for an academic year in which they were enrolled at the community college prior to attending the University of Nebraska–Lincoln. The College will determine eligibility in consultation with academic advisors, provided the student a) was enrolled in a community college during the catalog year they are utilizing, b) maintained continuous enrollment at the previous institution for 1 academic year or more, and c) continued enrollment at the University of Nebraska–Lincoln within 1 calendar year from their last term at the previous institution. Students must complete all degree requirements from a single catalog year and within the timeframe allowable for that catalog year.

## Learning Outcomes

Graduates of business and law will be able to:

1. Demonstrate knowledge of the common law of torts, contracts, and property, as applied in a business setting.
2. Understand how the civil and criminal justice systems operate and the implications for business activity.
3. Demonstrate the ability to analyze complex legal language and its impact on business activity.



4. Demonstrate the skills of critical thinking and logical reasoning through written communication.

## Major Requirements

In addition to the College Degree Requirements, students will complete 24 hours of coursework for the Business Major. As noted in the College Degree Requirements section, all coursework for the major must be taken for a grade. No departmental 395/396/499 courses may count toward the business and law major. Some courses, such as MNGT 412, BLAW 375, BLAW 376, BLAW 377 and BLAW 378 may only be offered once an academic year.

### Business and Law Major Requirements

BLAW 375	Common Law in Contemporary Society	3
BLAW 376	Civil and Criminal Litigation	3
BLAW 377	Introduction to Corporate Compliance	3
BLAW 378	Legislation and Regulation	3
MNGT 412	Negotiating and Conflict Management	3
Credit Hours Subtotal:		15

### Major Directed Electives

Please choose three of the following: 9

AECN 357 / NREE 357	Natural Resource and Environmental Law	
CRIM 475	International Criminology and Criminal Justice	
CRIM 478	White Collar Crime	
FINA 382	Real Estate Principles and Practice	
MNGT 466 / ECON 485	The Regulatory Environment for Employment and Labor	
POLS 345	Courts, Judges, and Lawyers	
POLS 441	Constitutional Law	
POLS 442	Civil Liberties: Freedom of Expression and Conviction	
POLS 443	Civil Liberties: Issues of Fairness and Equality	
POLS 469	International Law	
POLS 470	International Human Rights	
PSYC 401	Psychology and Law	
Credit Hours Subtotal:		9

**Total Credit Hours** 24

## Additional Major Requirements

### Prerequisite Requirements/Rules

Enrollment in any upper-level coursework offered by the departments requires the completion of appropriate prerequisites. Refer to course descriptions for specific course prerequisites. The prerequisites for BLAW 375, BLAW 376, BLAW 377, and BLAW 378 are a 3.25 cumulative GPA or higher and at least junior standing. While it is recommended that students take BLAW 375 and BLAW 376 first in the Business Major, the four BLAW courses in the Business Major area can be taken in any order.

## Grade Rules

### C- and D Grades

Same as College grade rules.

### Pass/No Pass

Same as College Pass/No Pass rules.

### GPA Requirements

Same as College GPA requirements.

## Requirements for Law and Business Minor

The law and business minor is open to students from all colleges.

No more than one course/requirement may be transferred into the minor. Students pursuing a College of Business degree may not double count coursework in this minor with the Business Core or the Business Administration major.

The law and business minor is a collaboration between the College of Business and the College of Law. This 12-credit-hour minor is open to both business majors and non-business majors. Designed to complement any major, the courses in the minor build students' familiarity with legal concepts and can increase marketability for jobs that don't require a juris doctorate but require some knowledge of the law. Many of these jobs are in growing fields such as regulatory compliance, human resources, accounting, contracts and procurement, technology consulting, policy analysis, environmental regulation, health care, financial services and securities regulation, and real estate development. The minor also allows students interested in a possible career in law to experience law classes as an undergraduate.

To be successful, top-level business executives need strong critical thinking and strategic analysis skills. Leaders in business also need to understand how the law can both create business opportunities or adversely impact a business. The courses in the law and business major focus on developing these advanced leadership skills. By understanding how the law works and how lawyers think, business executives can work more effectively with both, inside and outside legal counsel, to develop business strategies, maximize emerging business opportunities, and minimize potential legal risks.

The four courses in the law and business minor are each taught once per year by senior professors in the College of Law.

- BLAW 375 Common Law in Contemporary Society – Learn about the court system, sources of law, and the three major areas of the common law: torts, contracts, and property.
- BLAW 376 Civil and Criminal Litigation– Learn about the civil and criminal justice system and key legal concepts that frame the operations of these systems.
- BLAW 377 Introduction to Corporate Compliance – Examine the relationships between corporate governance, risk and compliance, and learn about the common features of effective compliance programs.
- BLAW 378 Legislation and Regulation– Learn about legislation, the sources of governmental policy, and the considerations that go into legislative and administrative policy making. Practice analyzing complex language through the art of statutory interpretation.

### Law and Business Minor – 12 Hours

#### Requirements

BLAW 375	Common Law in Contemporary Society	3
BLAW 376	Civil and Criminal Litigation	3

BLAW 377	Introduction to Corporate Compliance	3
BLAW 378	Legislation and Regulation	3
Credit Hours Subtotal:		12
Total Credit Hours		12

## Prerequisite Requirements

The prerequisites for all of the courses in the minor are a 3.25 cumulative GPA or higher and at least junior standing.

While it is recommended that students take BLAW 375 and BLAW 376 first, the four courses in the minor can be taken in any order.

## Grade Rules

### C- and D Grades

A grade of D- or above is required for all courses in the minor. Grades of C or better are required in transfer courses from outside of the University of Nebraska system. Course prerequisites still apply.

### Pass/No Pass

No course may be taken pass/no pass.

### BLAW 300 Business, Government & Society

**Prerequisites:** For non-CoB students only; 2.5 cum gpa; Sophomore Standing. Credit toward the degree cannot be earned in BLAW 300 and any of the following: BLAW 371, BLAW 371H, BLAW 372, BLAW 372H

**Description:** This course examines the business organization in relationship to government, employee groups and the community. A major theme in the course is the social responsibility of business. Topics of study include ethics, environmental issues, employee rights, government regulation, global management and the U.S. political system as it affects business decision making.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**ACE:** ACE 8 Civic/Ethics/Stewardship

### BLAW 371 Legal Environment

**Prerequisites:** Open to CoB Majors, 2.5 GPA, BSAD 220, BSAD 333. Credit toward degree cannot be earned in BLAW 300 & any of: BLAW 371, 371H, 372, 372H.

**Description:** Law as it relates to the business transaction. Torts, contracts, sales, and related topics in the political and economics environment in which business functions and consideration of social and ethical issues creating pressure for change.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**ACE:** ACE 8 Civic/Ethics/Stewardship

### BLAW 371H Legal Environment

**Prerequisites:** Sophomore standing; 2.5 GPA; MATH 104,106,107or208; BSAD 220; ACCT 201&202; ECON 211&212; ECON 215 or equiv. Prereqs differ for RAIKES, ACTS & ABUS majors-see catalog. Credit toward degree cannot be earned in BLAW 300 & any of: BLAW 371,371H,372,372H

**Notes:** Open only to CoB Honors Academy students in good standing or by permission. Cannot be taken Pass/No Pass.

**Description:** Law as it relates to the business transaction. Torts, contracts, sales, and related topics in the political and economics environment in which business functions and consideration of social and ethical issues creating pressure for change.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

### BLAW 372 Business Law I

**Prerequisites:** Sophomore standing; 2.5 GPA; MATH 104,106,107or208; BSAD 220; ACCT 201&202; ECON 211&212; ECON 215 or equiv. Prereqs differ for RAIKES, ACTS & ABUS majors-see catalog. Credit toward degree cannot be earned in BLAW 300 & any of: BLAW 371,371H,372,372H

**Notes:** Cannot be taken Pass/No Pass.

**Description:** Basic legal principles needed to recognize the relevant issues and the legal implications of business situations. Application of the principles of law to accounting and auditing. Political, social, and ethical implications. Property and contracts.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**ACE:** ACE 8 Civic/Ethics/Stewardship

### BLAW 372H Honors: Business Law I

**Prerequisites:** Soph standing;2.5 GPA; MATH104 or 106 or 107 or 208;BSAD220;ACCT201&202;ECON211&212;ECON215 or equiv. Open only to NE Business Hons Academy students or by permission. Credit toward degree cannot be earned in BLAW 300 & any of: BLAW371, 371H, 372, 372H

**Description:** Basic legal principles needed to recognize the relevant issues and the legal implications of business situations. Application of the principles of law to accounting and auditing. Political, social, and ethical implications. Property and contracts.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**Offered:** FALL

**ACE:** ACE 8 Civic/Ethics/Stewardship

### BLAW 375 Common Law in Contemporary Society

**Prerequisites:** Junior standing and at least a 3.25 cumulative GPA.

**Description:** An examination of the continuing influence of the common law on the resolution of contemporary legal issues. Considers the common law in the context of law created by other law-making institutions. Reviews the law of torts, contracts, and property and explores how traditional doctrines have evolved to govern current social problems, with emphasis on issues impacting business activity.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**Offered:** FALL

**BLAW 376 Civil and Criminal Litigation**

**Prerequisites:** Junior standing and at least a 3.25 cumulative GPA.

**Description:** Examines civil and criminal justice system and key legal concepts that frame the operations of these systems, including jurisdiction and venue, civil and criminal case progression, structure and function of key legal documents, discovery and evidence, civil appeals process, components of criminal responsibility criminal defenses, search and seizure, the privilege against self-incrimination, sentencing issues, and the post-conviction process. Examines issues that arise in business settings.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**Offered:** FALL

**BLAW 377 Introduction to Corporate Compliance**

**Prerequisites:** Junior standing and at least a 3.25 cumulative GPA.

**Description:** Examines relationships between corporate governance, risk and compliance. Identification and discussion of common features of compliance programs and specific regulations affecting corporate compliance. Discussion of the role of risk assessment and ethical considerations.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**Offered:** SPRING

**BLAW 378 Legislation and Regulation**

**Prerequisites:** Junior standing and at least a 3.25 cumulative GPA.

**Description:** Introduction to legislation, the structure of the U.S. government, the sources of governmental policy, and the various factors that influence policy and related regulations. Examines considerations that go into legislative and administrative policymaking and how businesses can play a role in shaping legislative and administrative agendas. Analyzes complex language through the art of statutory interpretation.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**Offered:** SPRING

**BSAD 111 PrEP I, Investing in Strengths**

**Prerequisites:** Open to CoB Majors, MNGT 101 (or 101T concurrent)

**Notes:** Pass/No Pass only.

**Description:** Focuses on identifying and developing your unique strengths for personal success in college and in life. Part of the Professional Enhancement Program (PREP), a series of classes designed to develop professional, confident and polished students for lifelong career success.

**Credit Hours:** 1

**Max credits per semester:** 1

**Max credits per degree:** 1

**Grading Option:** Pass No Pass

**Prerequisite for:** BSAD 222; BSAD 222H

**Course and Laboratory Fee:** \$20

**BSAD 111S PrEP I, Investing in Strengths for Transfer Students**

**Prerequisites:** Open to CoB Majors, sophomore standing or above, MNGT 101/101T or concurrent

**Description:** Focuses on identifying unique strengths for personal success in college and in life. Provides transfer students with essential information to understand their strengths. Part of the Professional Enhancement Program (PrEP), a series of classes designed to develop professional, confident and polished students for lifelong career success.

**Credit Hours:** 0

**Max credits per semester:**

**Max credits per degree:**

**Grading Option:** Pass No Pass

**Prerequisite for:** BSAD 222; BSAD 222H

**Course and Laboratory Fee:** \$10

**BSAD 181H Honors: Foundations of Accounting**

**Crosslisted with:** RAIK 181H

**Prerequisites:** Good standing in the University Honors Program; admission to the Raikes School of Computer Science and Management.

**Notes:** First course in the Raikes School core.

**Description:** Introduction to financial and managerial accounting, and accounting information systems. Content integration and application, problem-solving and situational analysis.

**Credit Hours:** 4

**Max credits per semester:** 4

**Max credits per degree:** 4

**Grading Option:** Graded

**Prerequisite for:** ACCT 301; ACCT 308; ACCT 309; ACCT 312; ACCT 313; BLAW 371H; BLAW 372; FINA 461; MNGT 475; MNGT 475H, RAIK 476H; MRKT 341H, RAIK 341H; RAIK 182H, BSAD 182H; SCMA 350H

**BSAD 182H Honors: Foundations of Economics**

**Crosslisted with:** RAIK 182H

**Prerequisites:** Good standing in the University Honors Program; admission to the Raikes School of Computer Science and Management and BSAD/RAIK 181H.

**Notes:** Second course in the Raikes School core.

**Description:** Introduction to microeconomics and macroeconomics. Content integration and application, problem-solving and situational analysis.

**Credit Hours:** 4

**Max credits per semester:** 4

**Max credits per degree:** 4

**Grading Option:** Graded

**Offered:** SPRING

**Prerequisite for:** BLAW 371H; BLAW 372; ECON 303; ECON 311A; ECON 311B; ECON 312A; ECON 312B; ECON 321; ECON 389; ECON 435; ECON 457; ECON 857; HIST 857; HIST 457; FINA 307; FINA 307H; FINA 361; FINA 361A; FINA 461; MNGT 475; MNGT 475H, RAIK 476H; MRKT 341H, RAIK 341H; RAIK 381H, BSAD 381H; SCMA 350H

**ACE:** ACE 6 Social Science

**BSAD 185H Honors: Foundations of Leadership I**

**Crosslisted with:** RAIK 185H

**Prerequisites:** Good standing in the University Honors Program; Admission to the Raikes School of Computer Science and Management.

**Description:** Introduction to personal development and its application to leadership.

**Credit Hours:** 1

**Max credits per semester:** 1

**Max credits per degree:** 1

**Grading Option:** Graded

**Prerequisite for:** RAIK 186H, BSAD 186H

**BSAD 186H Honors: Foundations of Leadership II****Crosslisted with:** RAIK 186H**Prerequisites:** Admission to the Raikes School of Computer Science and Management and BSAD/RAIK 185H.**Notes:** Second course in the Raikes School leadership core. Letter grade only.**Description:** Continued pursuit and analysis of personal development and its application to leadership. Introduction to teams.**Credit Hours:** 1**Max credits per semester:** 1**Max credits per degree:** 1**Grading Option:** Graded**BSAD 191 Special Topics****Prerequisites:** Permission**Notes:** Amount of credit to be earned is determined by the instructor at the time of registration.**Description:** Topics vary.**Credit Hours:** 0-6**Min credits per semester:****Max credits per semester:** 6**Max credits per degree:** 6**Grading Option:** Graded with Option**BSAD 191H Special Topics: CoB Honors Academy****Prerequisites:** Credit toward the degree cannot be earned in BSAD 191 and BSAD 191H.**Description:** Variety of topics at the undergraduate level. Open only to CoB Honors Academy students or by permission.**Credit Hours:** 0-6**Min credits per semester:****Max credits per semester:** 6**Max credits per degree:** 6**Grading Option:** Graded with Option**BSAD 220 Business Writing****Prerequisites:** Open to CoB Majors, 12 hours credit, MNGT 101/101T or concurrent**Description:** Principles of effective written business communication. Focus on effective writing strategies used in business disciplines.**Credit Hours:** 3**Max credits per semester:** 3**Max credits per degree:** 3**Grading Option:** Graded**Prerequisite for:** ABUS 341, MRKT 341; BLAW 371; BLAW 371H; BLAW 372; BLAW 372H; BSAD 261; FINA 361H; MNGT 475; MNGT 475H, RAIK 476H; SCMA 350**ACE:** ACE 1 Writing**BSAD 220H Honors Business Writing****Crosslisted with:** RAIK 288H**Prerequisites:** Open to University Honors Program, 12 hours credit, MNGT 101/101T or concurrent. Credit toward the degree can only be earned in one of the following: BSAD 220, BSAD 220H, or RAIK 288H.**Description:** Principles of effective written business communication. Focus on effective writing strategies used in business disciplines.**Credit Hours:** 3**Max credits per semester:** 3**Max credits per degree:** 3**Grading Option:** Graded**Prerequisite for:** ABUS 341, MRKT 341; BLAW 371; BLAW 371H; BLAW 372; BLAW 372H; BSAD 261; FINA 361H; MNGT 475; MNGT 475H, RAIK 476H; SCMA 350**ACE:** ACE 1 Writing**BSAD 222 PrEP II, Career Development and Planning****Prerequisites:** Open to CoB Majors, MNGT 101 (or 101T concurrent), BSAD 111/111s or concurrent**Notes:** Offered Pass/No Pass.**Description:** Focuses on career development and planning. Part of the Professional Enhancement Program (PrEP), a series of classes designed to develop professional, confident and polished students for lifelong career success.**Credit Hours:** 1**Max credits per semester:** 1**Max credits per degree:** 1**Grading Option:** Pass No Pass**Prerequisite for:** BSAD 333**BSAD 222H Honors: PrEP II, Career Development and Planning****Prerequisites:** Open only to students in the CoB Honors Academy or by permission. Major in College of Business, Sophomore standing, 2.5 GPA, BSAD 111/BSAD 111S or concurrent. Credit toward the degree cannot be earned in both BSAD 222 and BSAD 222H.**Notes:** Offered Pass/No Pass.**Description:** Focuses on career development and planning. Part of the Professional Enhancement Program (PrEP), a series of classes designed to develop professional, confident and polished students for lifelong career success.**Credit Hours:** 1**Max credits per semester:** 1**Max credits per degree:** 1**Grading Option:** Pass No Pass**Prerequisite for:** BSAD 333**BSAD 261 Applied Improv for the Successful Business Leader****Prerequisites:** CoB Major, MRKT 257, BSAD 220**Description:** Incorporation of applied improv principles to enhance listening and collaboration skills. Emphasis on fostering trust, driving innovation, and adapting to and engaging in dynamic situations.**Credit Hours:** 1**Max credits per semester:** 1**Max credits per degree:** 1**Grading Option:** Graded**Offered:** FALL/SPR**Prerequisite for:** BSAD 340**BSAD 320 Global Issues****Prerequisites:** Sophomore standing**Description:** Explores complex global issues from an interdisciplinary perspective. Examines how change and innovation are continuously transforming human endeavors such as technology, business, politics, laws, culture and arts. Investigates how innovation and change can provide new solutions to the many challenges humanity faces, yet may create novel problems and unintended consequences.**Credit Hours:** 3**Max credits per semester:** 3**Max credits per degree:** 3**Grading Option:** Graded**ACE:** ACE 9 Global/Diversity



### BSAD 333 PrEP III, Internship and Job Search Strategies

**Prerequisites:** Open to CoB Majors, 2.5 GPA, BSAD 222

**Notes:** Pass/No Pass.

**Description:** Focuses on internship/job search strategies. Part of the Professional Enhancement Program (PrEP), a series of classes designed to develop professional, confident and polished students for lifelong career success.

**Credit Hours:** 1

**Max credits per semester:** 1

**Max credits per degree:** 1

**Grading Option:** Pass No Pass

**Prerequisite for:** BLAW 371; BSAD 340; BSAD 444H

### BSAD 340 Navigating Emerging Technologies in Business

**Prerequisites:** 2.5 GPA, CoB Major, BSAD 333, BSAD 261, ACCT 202, ECON 211, ECON 212, SCMA 350, junior standing

**Description:** An introduction to emerging technologies and their impact on the business landscape. Duties, social, and ethical responsibilities of businesses as it relates to uses and implementation of each technology.

**Credit Hours:** 2

**Max credits per semester:** 2

**Max credits per degree:** 2

**Grading Option:** Graded

**Offered:** FALL/SPR

### BSAD 371H Honors: Data & Models III: Fundamentals of Management Science

**Crosslisted with:** RAIK 371H

**Prerequisites:** Junior standing in the Raikes School of Computer Science and Management and RAIK 270H and RAIK 370H.

**Notes:** Third course in Raikes School Data and Models course sequence.

**Description:** Focus on time series and random processes, simulation, network models, and constrained optimization for business modeling and decision making.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**Offered:** SPRING

**Prerequisite for:** SCMA 437; SCMA 450; SCMA 451; SCMA 452; SCMA 458; SCMA 459

### BSAD 372H Honors: Business Law

**Crosslisted with:** RAIK 372H

**Prerequisites:** Admission to the Raikes School of Computer Science and Management and RAIK 184H.

**Description:** Legal, ethical, and social issues related to the development and use of computer technology. Basic legal principles needed to recognize the relevant issues and the legal implications of business situations. Ethical theory, and social, political, and legal considerations. Scenarios in problem areas: privacy, reliability and risks of complex systems, intellectual property, and responsibility of professionals for applications and consequences of their work.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**Offered:** SPRING

**ACE:** ACE 8 Civic/Ethics/Stewardship

### BSAD 381H Honors: Fundamentals of Finance

**Crosslisted with:** RAIK 381H

**Prerequisites:** Good standing in the University Honors Program and admission to the Raikes School of Computer Science and Management; BSAD/RAIK 182H.

**Description:** Macroeconomics and introduction to advanced topics in accounting systems, finance, management and information systems. Content integration and application to problem-solving and situational analysis.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**Prerequisite for:** AECN 416; ECON 365, FINA 365; FINA 338; FINA 363; FINA 367; FINA 375; FINA 382; FINA 450; FINA 464; MNGT 475; MNGT 475H, RAIK 476H

### BSAD 391 Special Topics

**Prerequisites:** Permission of Department Chair

**Notes:** Amount of credit to be earned is determined by the instructor at the time of registration.

**Description:** Topic varies.

**Credit Hours:** 1-6

**Min credits per semester:** 1

**Max credits per semester:** 6

**Max credits per degree:** 6

**Grading Option:** Graded with Option

### BSAD 391H Special Topics

**Prerequisites:** Permission of Department Chair. Credit toward the degree cannot be earned in BSAD 391 and BSAD 391H.

**Notes:** Amount of credit to be earned is determined by the instructor at the time of registration.

**Description:** Topic varies.

**Credit Hours:** 1-6

**Min credits per semester:** 1

**Max credits per semester:** 6

**Max credits per degree:** 6

**Grading Option:** Graded

### BSAD 395 Professional Internship

**Crosslisted with:** ACCT 395, ACTS 395, ECON 395, FINA 395, MNGT 395, SCMA 395

**Prerequisites:** An undergraduate major in the College of Business with at least sophomore standing and departmental consent and acceptance into an approved internship. Departmental credit for course cross-listings may have additional requirements for consent.

**Notes:** May be repeated.

**Description:** Provides an opportunity to study theories, principles, practices, techniques, and strategies utilized in the business field through an internship related to the major field of study and an integral or important part of their program of study. Reflect on classroom knowledge and develop practical experience in professional business situations through an approved internship.

**Credit Hours:** 0-3

**Min credits per semester:**

**Max credits per semester:** 3

**Max credits per degree:** 6

**Grading Option:** Graded with Option

**Experiential Learning:** Internship/Co-op

**BSAD 401H Honors: RAIK Design Studio I****Crosslisted with:** RAIK 401H, CSCE 401H, SOFT 401H**Prerequisites:** Good standing in the University Honors Program or by invitation; admission to the Jeffrey S. Raikes School of Computer Science and Management; RAIK 284H/SOFT 261H or equivalent.**Notes:** First semester in the Jeffrey S. Raikes School of Computer Science and Management design studio**Description:** Application of Raikes School core content in a team oriented, project management setting. Complete projects in consultation with private and public sector clients.**Credit Hours:** 3**Max credits per semester:** 3**Max credits per degree:** 3**Grading Option:** Graded**Offered:** FALL**Prerequisite for:** RAIK 402H, BSAD 402H, CSCE 402H, SOFT 402H**ACE:** ACE 8 Civic/Ethics/Stewardship**Experiential Learning:** Case/Project-Based Learning**BSAD 402H Honors: RAIK Design Studio II****Crosslisted with:** RAIK 402H, CSCE 402H, SOFT 402H**Prerequisites:** Good standing in the University Honors Program or by invitation; admission to the Jeffrey S. Raikes School of Computer Science and Management; BSAD/CSCE/SOFT/RAIK 401H.**Notes:** Second semester in the Jeffrey S. Raikes School of Computer Science and Management design studio**Description:** Application of Raikes School core content in a team oriented, project management setting. Complete projects in consultation with private and public sector clients.**Credit Hours:** 3**Max credits per semester:** 3**Max credits per degree:** 3**Grading Option:** Graded**Offered:** SPRING**Prerequisite for:** RAIK 403H, BSAD 403H, CSCE 403H**ACE:** ACE 10 Integrated Product**Experiential Learning:** Case/Project-Based Learning**BSAD 403H Honors: RAIK Design Studio III****Crosslisted with:** RAIK 403H, CSCE 403H**Prerequisites:** Good standing in the University Honors Program or by invitation; admission to the Jeffrey S. Raikes School of Computer Science and Management; BSAD/CSCE/SOFT/RAIK 402H.**Notes:** Third semester of Jeffrey S. Raikes School of Computer Science and Management design studio sequence.**Description:** Application of Jeffrey S. Raikes School of Computer Science and Management core content in a team oriented, project management setting. Complete projects in consultation with private and public sector clients.**Credit Hours:** 3**Max credits per semester:** 3**Max credits per degree:** 3**Grading Option:** Graded**Prerequisite for:** RAIK 404H, BSAD 404H, CSCE 404H**Experiential Learning:** Case/Project-Based Learning**BSAD 404H Honors: RAIK Design Studio IV****Crosslisted with:** RAIK 404H, CSCE 404H**Prerequisites:** Good standing in the University Honors Program or by invitation; admission to the Jeffrey S. Raikes School of Computer Science and Management; and BSAD/CSCE/SOFT/RAIK 403H.**Notes:** Fourth semester in the Jeffrey S. Raikes School of Computer Science and Management design studio sequence.**Description:** Application of Raikes School core content in a team oriented, project management setting. Complete projects in consultation with private and public sector clients.**Credit Hours:** 3**Max credits per semester:** 3**Max credits per degree:** 3**Grading Option:** Graded**Experiential Learning:** Case/Project-Based Learning**BSAD 420 Global Leadership and the Culture Map****Prerequisites:** Sophomore standing**Description:** Connects business functional areas to global contexts in theory and practice. Covers international management from a strategic perspective with an in-depth focus on cross-cultural dimensions among countries. Examines emerging competitive strategies used by multinational companies and strategic issues in international company expansions and international venture launches.**Credit Hours:** 3**Max credits per semester:** 3**Max credits per degree:** 3**Grading Option:** Graded**ACE:** ACE 9 Global/Diversity**BSAD 444 PrEP IV, Professional and Life Skills****Prerequisites:** Open to CoB Majors, 2.5 GPA senior standing, BSAD 333, must be taken in final semester in the College**Notes:** Offered Pass/No Pass only.**Description:** Focuses on professional and life skills. Part of the Professional Enhancement Program (PrEP), a series of classes designed to develop professional, confident and polished students for lifelong career success.**Credit Hours:** 1**Max credits per semester:** 1**Max credits per degree:** 1**Grading Option:** Pass No Pass**BSAD 444H Professional Enhancement IV****Prerequisites:** Open only to CoB Honors Academy students in good standing or by permission. Major in College of Business, 2.5 GPA; BSAD 333. Credit toward the degree cannot be earned in BSAD 444 and BSAD 444H.**Notes:** Offered Pass/No Pass Only.**Description:** Focuses on professional and life skills. Part of the Professional Enhancement Program (PrEP), a series of classes designed to develop professional, confident and polished students for lifelong career success.**Credit Hours:** 1**Max credits per semester:** 1**Max credits per degree:** 1**Grading Option:** Pass No Pass

**BSAD 491 International Studies in Business and Economics**

**Prerequisites:** Permission of Program Coordinator; major or interest in business administration or by invitation.

**Notes:** Passport to travel in some countries required, educational visa may be required. Student must confer with the College of Business (CoB) faculty adviser to determine if course work is applicable towards a specific CoB major. Travel outside the United States is required.

Arrangements for payment and program costs (tuition, transportation, room and/or board, etc.) will vary depending on the program.

**Description:** Primary study at site(s) outside the United States with topics to vary depending on the country(ies) and area of study.

**Credit Hours:** 1-15

**Min credits per semester:** 1

**Max credits per semester:** 15

**Max credits per degree:** 15

**Grading Option:** Graded