BUSINESS ADMINISTRATION (BA)

BA 004, INTERNSHIP, 0 Credits
Provides basic personal and professional skills that can be used within and outside of a work setting. Through practice, this experience guides students in building and maintaining positive professional relationships, networking/mentoring relationships, and enhances students' understanding of the connection between theory and practice in their respective disciplines.

BA 101, BUSINESS NOW, 6 Credits
Presents an integrated view of both established and entrepreneurial business organizations by studying their common processes and characteristics. Introduces theory and develops basic skills in the areas of management, finance, accounting and marketing. Lec/lab/rec. Available via Ecampus

BA 140, FINANCIAL LITERACY FOR COLLEGE LIFE, 2 Credits
Helps you learn the fundamentals of personal finance. It is crucial you are prepared to be prudent managers of your financial resources, enabling you to achieve long- and short-term financial goals and security. In addition, this course will examine how your background experiences, values, goals, and decisions can impact your financial future. Available via Ecampus

BA 150, EXPLORING ENTREPRENEURSHIP, 1 Credit
Participants are challenged with economic concepts and projects. Inspirational speakers address key topics concerning all aspects of business and leadership development. Students must be registered for Young Entrepreneurs Business Week Camp to receive credit for the course. Graded P/N.

BA 151, EXPLORING INVESTING, 1 Credit
Students participating in Investing Week will learn about basic investment vehicles and the principles of evaluating a potential investment. Students will also learn how to understand the financial market system and how it affects their personal and business life. Students will be assigned a role as a junior analyst with Toots, Toots and Peabody, and critically assess the benefits and strengths of individual investment vehicles. Graded P/N.

BA 152, EXPLORING SOCIAL ENTREPRENEURSHIP, 1 Credit
Provides an immersive experience regarding responsible business practices. In addition, from an entrepreneurial prospective, students have the opportunity to explore ways in which real social change is being conducted worldwide. Graded P/N.

BA 153, EXPLORING FINANCE, 1 Credit
Students will establish real world financial literacy in a business capacity. Through this course, students will complete a case study involving a business financial plan.

BA 154, EXPLORING MARKETING, 1 Credit
Students will understand the process of developing and executing a marketing plan in the context of a business model. Each student will participate in a Case Study conducting a small business-marketing plan.

BA 160, B-ENGAGED, 3 Credits
Understand and accomplish college-level academic work and explore OSU resources and options that will enhance your college experience and success. Opportunity to connect with faculty and peers with common interests in a supportive learning environment. Equivalent to: BA 160H, BA 163 Available via Ecampus

BA 160H, B-ENGAGED, 3 Credits
Understand and accomplish college-level academic work and explore OSU resources and options that will enhance your college experience and success. Opportunity to connect with faculty and peers with common interests in a supportive learning environment. Attributes: HNRS – Honors Course Designator Equivalent to: BA 160, BA 163

BA 161, INNOVATION NATION-- AWARENESS TO ACTION, 3 Credits
First course in a two-course sequence. Begins a conversation on self-management, offering opportunities for active reflection on critical skill sets necessary for success in today's global market. Builds a foundation of entrepreneurial knowledge and gaining a competitive edge while becoming aware of your role in managing your own career. Equivalent to: BA 161H, BA 167

BA 161H, INNOVATION NATION-- AWARENESS TO ACTION, 3 Credits
First course in a two-course sequence. Begins a conversation on self-management, offering opportunities for active reflection on critical skill sets necessary for success in today's global market. Builds a foundation of entrepreneurial knowledge and gaining a competitive edge while becoming aware of your role in managing your own career. Attributes: HNRS – Honors Course Designator Equivalent to: BA 161, BA 167

BA 162, INNOVATION NATION-- IDEAS TO REALITY, 3 Credits
Second course in a two-course sequence. Topics include evaluating entrepreneurial capabilities, creativity and innovation, opportunity recognition, impression management, and responsible business practices. Continues a conversation on self-management, offering opportunities for active reflection on critical skill sets necessary for success in today's global market. Prerequisite: BA 161 with C- or better or BA 161H with C- or better Equivalent to: BA 162H, BA 168
BA 182, FIRST-YEAR PERSONAL PROFESSIONAL LEADERSHIP DEVELOPMENT I, 1 Credit

BA 182 – BA 184 is a series of three one-credit courses taken during a student’s first year. These courses, along with the respective 2nd to 4th year one-credit courses, are designed to help the student navigate college successfully and develop lifelong skills that are practical, meaningful, and useful. These courses revolve around personal, professional and leadership development, and the first-year series provides incoming first-year students with the skills to be successful during college.

BA 182 covers personal development skills; BA 183 covers professional development skills; and BA 184 covers leadership development skills.

BA 183, FIRST-YEAR PERSONAL PROFESSIONAL LEADERSHIP DEVELOPMENT II, 1 Credit

BA 182 – BA 184 is a series of three one-credit courses taken during a student’s first year. These courses, along with the respective 2nd to 4th year one-credit courses, are designed to help the student navigate college successfully and develop lifelong skills that are practical, meaningful, and useful. These courses revolve around personal, professional and leadership development, and the first-year series provides incoming first-year students with the skills to be successful during college.

BA 182 covers personal development skills; BA 183 covers professional development skills; and BA 184 covers leadership development skills.

BA 184, FIRST-YEAR PERSONAL PROFESSIONAL LEADERSHIP DEVELOPMENT III, 1 Credit

BA 182 – BA 184 is a series of three one-credit courses taken during a student’s first year. These courses, along with the respective 2nd to 4th year one-credit courses, are designed to help the student navigate college successfully and develop lifelong skills that are practical, meaningful, and useful. These courses revolve around personal, professional and leadership development, and the first-year series provides incoming first-year students with the skills to be successful during college.

BA 182 covers personal development skills; BA 183 covers professional development skills; and BA 184 covers leadership development skills.

BA 199, SPECIAL STUDIES, 1-6 Credits

This course is repeatable for 12 credits.

BA 210, INTERNSHIP, 1-6 Credits

Planned and supervised work experience at selected cooperating business firms. Supplementary training, conference, reports, and appraisals. Graded P/N.

This course is repeatable for 16 credits.

BA 211, FINANCIAL ACCOUNTING, 4 Credits

Accounting information from the perspective of external users, principally investors and creditors. Emphasis on the preparation and interpretation of financial statements, income recognition and determination, and asset valuation.

Prerequisite: (MTH 111 with C- or better or MTH 241 with C- or better or MTH 251 with C- or better or MTH 251H with C- or better) or Math Placement Test with a score of 24 or Math Placement - ALEKS with a score of 060

Available via Ecampus
BA 211H, FINANCIAL ACCOUNTING, 4 Credits
Accounting information from the perspective of external users, principally investors and creditors. Emphasis on the preparation and interpretation of financial statements, income recognition and determination, and asset valuation.
Attributes: HNRS – Honors Course Designator
Prerequisite: MTH 111 with C- or better or MTH 241 with C- or better or MTH 251 with C- or better or MTH 251H with C- or better or Math Placement Test with a score of 24 or Math Placement - ALEKS with a score of 60
Equivalent to: BA 211

BA 230, BUSINESS LAW I, 4 Credits
Nature and function of law in our business society. Obligations arising out of agency, contract formation and breach, crimes, torts, warranty, regulation of competition, and international aspects thereof.
Attributes: HNRS – Honors Course Designator
Equivalent to: BA 230
Available via Ecampus

BA 230H, BUSINESS LAW I, 4 Credits
Nature and function of law in our business society. Obligations arising out of agency, contract formation and breach, crimes, torts, warranty, regulation of competition, and international aspects thereof.
Attributes: HNRS – Honors Course Designator
Equivalent to: BA 230

BA 240, FINANCE, 4 Credits
Introduces basic tools of finance and applications of financial theory in use today. These tools include rates of return, the time value of money, those that can be applied to capital budgeting decisions, and the logic and fundamentals of financial statements. It is designed to enhance a student’s approach to financial decision-making and emphasizes quantitative approaches to decision making. This course will also introduce students to equity and debt markets and securities, and serves as a stepping stone to advanced courses in finance.
Prerequisite: (BA 211 with C- or better or BA 211H with C- or better) and (ECON 201 [C-] or ECON 201H [C-])
Equivalent to: BA 240H, BA 360, BA 360H

BA 240H, FINANCE, 4 Credits
Introduces basic tools of finance and applications of financial theory in use today. These tools include rates of return, the time value of money, those that can be applied to capital budgeting decisions, and the logic and fundamentals of financial statements. It is designed to enhance a student’s approach to financial decision-making and emphasizes quantitative approaches to decision making. This course will also introduce students to equity and debt markets and securities, and serves as a stepping stone to advanced courses in finance.
Attributes: HNRS – Honors Course Designator
Prerequisite: (BA 211 with C- or better or BA 211H with C- or better) and (ECON 201 [C-] or ECON 201H [C-])
Equivalent to: BA 240, BA 360, BA 360H

BA 253, PROFESSIONAL DEVELOPMENT, 4 Credits
Designed to improve the ability of students to describe their accomplishments and sell their ideas in situations like professional networking, company meetings, response to proposals for services, and interviews. It teaches writing skills and workplace integration for new jobs. Particular emphasis is put on verbal communication and preparation for verbal communication. Students will learn to create career plans that require them to research career options and potential employers, and prepare a developmental roadmap that will lead them to success within the chosen profession.
Prerequisite: (BA 101 with C- or better or BA 162 with C- or better or BA 162H with C- or better) and (WR 222 [C-] or WR 323 [C-] or WR 327 [C-] or WR 327H [C-])
Equivalent to: BA 253H, BA 281, BA 281H, BA 291, BA 292, BA 293, BA 294, BA 295, BA 296, BA 353, BA 381, BA 382, BA 383, BA 384, BA 385, BA 386, DSGN 253
BA 253H, PROFESSIONAL DEVELOPMENT, 4 Credits
Designed to improve the ability of students to describe their accomplishments and sell their ideas in situations like professional networking, company meetings, response to proposals for services, and interviews. It teaches writing skills and workplace integration for new jobs. Particular emphasis is put on verbal communication and preparation for verbal communication. Students will learn to create career plans that require them to research career options and potential employers, and prepare a developmental roadmap that will lead them to success within the chosen profession.
Attributes: HNRS – Honors Course Designator
Equivalent to: BA 253, BA 281H, BA 291, BA 292, BA 293, BA 294, BA 295, BA 296, BA 353, BA 381, BA 382, BA 383, BA 384, BA 385, BA 386, DSGN 253
Available via Ecampus

BA 260, INTRODUCTION TO ENTREPRENEURSHIP, 4 Credits
Topics include evaluating entrepreneurial capabilities, creativity, business plan creation, opportunity assessment and feasibility analysis, business implementation, new product introduction, and seeking funds.
Equivalent to: BA 260H
Available via Ecampus

BA 260H, INTRODUCTION TO ENTREPRENEURSHIP, 4 Credits
Topics include evaluating entrepreneurial capabilities, creativity, business plan creation, opportunity assessment and feasibility analysis, business implementation, new product introduction, and seeking funds.
Attributes: HNRS – Honors Course Designator
Equivalent to: BA 260

BA 270, BUSINESS PROCESS MANAGEMENT, 4 Credits
Introduces and integrates some core concepts from Operations Management (OM) and Business Information System (BIS) disciplines by introducing a process-oriented view of the flows of materials, information, products and services through and across organizational functions. Helps students to: identify information-bearing events and actors, model and analyze business processes, assess and improve process efficiency, recognize probabilistic components of business processes and understand the interactions between human behavior and process design. Hands-on, case-based assignments allow for practicing some principles and concepts addressed in the course.
Prerequisite: BA 275 with C- or better or BA 275H with C- or better
Equivalent to: BA 270H, BA 302, BA 302H
Available via Ecampus

BA 270H, BUSINESS PROCESS MANAGEMENT, 4 Credits
Introduces and integrates some core concepts from Operations Management (OM) and Business Information System (BIS) disciplines by introducing a process-oriented view of the flows of materials, information, products and services through and across organizational functions. Helps students to: identify information-bearing events and actors, model and analyze business processes, assess and improve process efficiency, recognize probabilistic components of business processes and understand the interactions between human behavior and process design. Hands-on, case-based assignments allow for practicing some principles and concepts addressed in the course.
Prerequisite: BA 275 with C- or better or BA 275H with C- or better
Equivalent to: BA 270, BA 302, BA 302H

BA 272, BUSINESS APPLICATION DEVELOPMENT, 4 Credits
Introduction to business computer programming. Beginning computer programming skills and concepts for scripting and console applications using the Python programming language.
Available via Ecampus

BA 275, FOUNDATIONS OF STATISTICAL INFERENCE, 4 Credits
An introductory course on statistical inference with an emphasis on business applications. Coverage includes descriptive statistics, random variables, probability distributions, sampling and sampling distributions, statistical inference for means and proportions using one and two samples, and linear regression analysis.
Prerequisite: MTH 111 with C- or better or MTH 241 with C- or better or MTH 251 with C- or better or MTH 251H with C- or better or Math Placement - ALEKS with a score of 046
Equivalent to: BA 275H, BA 276
Available via Ecampus

BA 275H, FOUNDATIONS OF STATISTICAL INFERENCE, 4 Credits
An introductory course on statistical inference with an emphasis on business applications. Coverage includes descriptive statistics, random variables, probability distributions, sampling and sampling distributions, statistical inference for means and proportions using one and two samples, and linear regression analysis.
Attributes: HNRS – Honors Course Designator
Prerequisite: MTH 241 with C- or better or MTH 251 with C- or better or MTH 251H with C- or better or Math Placement - ALEKS with a score of 046
Equivalent to: BA 275, BA 276

BA 280, BUSINESS INSIGHTS, 2 Credits
Connect with faculty and peers and explore OSU resources designed to enhance your college experience and success. Engage in professional development activities and cultivate the soft skills employers are looking for in their future employees.
Equivalent to: BA 170
Available via Ecampus
BA 281, PROFESSIONAL DEVELOPMENT, 3 Credits
Designed to give students an early start on the process of career planning and development. The process involves thoughtful self-assessment, career exploration, planning and follow-through with preliminary employment strategies.
Equivalent to: BA 253, BA 253H, BA 281H, BA 291, BA 292, BA 293, BA 294, BA 295, BA 296, BA 353, BA 381, BA 382, BA 383, BA 384, BA 385, BA 386, DSGN 253
Available via Ecampus

BA 281H, PROFESSIONAL DEVELOPMENT, 3 Credits
Designed to give students an early start on the process of career planning and development. The process involves thoughtful self-assessment, career exploration, planning and follow-through with preliminary employment strategies.
Attributes: HNRS – Honors Course Designator
Equivalent to: BA 253, BA 253H, BA 281, BA 281H, BA 292, BA 293, BA 294, BA 295, BA 296, BA 353, BA 381, BA 382, BA 383, BA 384, BA 385, BA 386, DSGN 253

BA 282, DRAFTING YOUR CAREER BLUEPRINT, 1 Credit
Part of Blueprint – a 12 course professional development course series to guide the student from college to career. Topics include characteristics of exemplary leadership, analyzing own strengths and talents, and developing a plan for strengthening leadership capacity.
Equivalent to: DSGN 282
Available via Ecampus

BA 283, CREATIVITY, CULTURE, AND THE WORKPLACE, 1 Credit
Part of Blueprint – a 12 course professional development course series to guide the student from college to career. Topics include exploration of students’ unique talents; understanding of how teams as well as organizations can benefit from diverse and inclusive communities.
Equivalent to: DSGN 283

BA 284, FOUNDATIONS OF PERSONAL FINANCE I, 1 Credit
Part of Blueprint – a 12 course professional development course series to guide the student from college to career. First of four courses dedicated to the foundations of personal finances. Topics include basics of personal finances and resources available; setting academic plan; setting strategic financial goals; budgeting.
Equivalent to: DSGN 284
Available via Ecampus

BA 290, INTRODUCTION TO CAREERS IN MARKETING, 3 Credits
Explores marketing through the perspectives of current marketing professionals. Introductory language and principles of marketing are introduced and examined through real world examples. Presents various careers within marketing.
Available via Ecampus

BA 291, BLUEPRINT - TRANSFER TRANSITIONS - SECOND YEAR FALL EXTERNAL, 4 Credits
Customized entry course for transfer students that provides a ‘welcome to OSU and the College of Business’ component, and Professional Development content, including business writing and verbal communication. Appropriate for second year external transfer students matriculating to the College in the Fall term.
Equivalent to: BA 253, BA 253H, BA 281, BA 281H, BA 292, BA 293, BA 294, BA 295, BA 296, BA 353, BA 381, BA 382, BA 383, BA 384, BA 385, BA 386, DSGN 253

BA 292, BLUEPRINT - TRANSFER TRANSITIONS - SECOND YR WINTER EXTERNAL, 4 Credits
Customized entry course for transfer students that provides a ‘welcome to OSU and the College of Business’ component, and Professional Development content, including business writing and verbal communication; CliftonStrengths; Gap Analysis. Appropriate for second year external transfer students matriculating to the College in the Winter term.
Equivalent to: BA 253, BA 253H, BA 281, BA 281H, BA 291, BA 293, BA 294, BA 295, BA 296, BA 353, BA 381, BA 382, BA 383, BA 384, BA 385, BA 386, DSGN 253

BA 293, BLUEPRINT-TRANSFER TRANSITIONS-SECOND YEAR SPRING EXTERNAL, 4 Credits
Customized entry course for transfer students that provides a ‘welcome to the College of Business’ component, and Professional Development content, including business writing and verbal communication; CliftonStrengths; Gap Analysis; Corporate Culture. Appropriate for second year external transfer students matriculating to the College in the Spring term.
Equivalent to: BA 253, BA 253H, BA 281, BA 281H, BA 291, BA 292, BA 294, BA 295, BA 296, BA 353, BA 381, BA 382, BA 383, BA 384, BA 385, BA 386, DSGN 253

BA 294, BLUEPRINT - TRANSFER TRANSITIONS - SECOND YEAR FALL INTERNAL, 4 Credits
Customized entry course for transfer students that provides a welcome to the College of Business’ component, and Professional Development content, including business writing and verbal communication. Appropriate for second year internal transfer students matriculating to the College in the Fall term.
Equivalent to: BA 253, BA 253H, BA 281, BA 281H, BA 291, BA 292, BA 293, BA 294, BA 295, BA 296, BA 353, BA 381, BA 382, BA 383, BA 384, BA 385, BA 386, DSGN 253
BA 295, BLUEPRINT - TRANSFER TRANSITIONS - SECOND YR WINTER INTERNAL, 4 Credits
Customized entry course for transfer students that provides a 'welcome to the College of Business' component, and Professional Development content, including business writing and verbal communication; CliftonStrengths; Gap Analysis. Appropriate for second year internal transfer students matriculating to the College in the Winter term. 
Equivalent to: BA 253, BA 253H, BA 281, BA 281H, BA 291, BA 292, BA 293, BA 294, BA 295, BA 353, BA 381, BA 382, BA 383, BA 384, BA 385, BA 386, DSGN 253

BA 296, BLUEPRINT-TRANSFER TRANSITIONS-SECOND YEAR SPRING INTERNAL, 4 Credits
Customized entry course for transfer students that provides a 'welcome to the College of Business' component, and Professional Development content, including business writing and verbal communication; CliftonStrengths; Gap Analysis; Corporate Culture. Appropriate for second year internal transfer students matriculating to the College in the Spring term. 
Equivalent to: BA 253, BA 253H, BA 281, BA 281H, BA 291, BA 292, BA 293, BA 294, BA 295, BA 353, BA 381, BA 382, BA 383, BA 384, BA 385, BA 386, DSGN 253

BA 302, BUSINESS PROCESS MANAGEMENT, 4 Credits
Integrates core concepts from Business Information Systems (BIS) with those of Operations Management and introduces a process-oriented view of the flows of materials, information and services through and across organizations. The course helps students identify information-bearing events, assess and improve process efficiency, learn to model and analyze business processes, and understand the interactions between human behavior and process design. Hands-on, case-based assignments and labs allow students to practice the principles addressed. 
Prerequisite: BA 275 with C- or better or BA 276 with C- or better 
Equivalent to: BA 270, BA 270H, BA 302H

BA 302H, BUSINESS PROCESS MANAGEMENT, 4 Credits
Integrates core concepts from Business Information Systems (BIS) with those of Operations Management and introduces a process-oriented view of the flows of materials, information and services through and across organizations. The course helps students identify information-bearing events, assess and improve process efficiency, learn to model and analyze business processes, and understand the interactions between human behavior and process design. Hands-on, case-based assignments and labs allow students to practice the principles addressed. 
Prerequisite: BA 275 with C- or better or BA 276 with C- or better 
Equivalent to: BA 270, BA 270H, BA 302

BA 311, FRAMING YOUR CAREER PLAN, 1 Credit
Part of Blueprint – a 12 course professional development course series to guide the student from college to career. Course topics are designed to help the student explore different types of business communications and how to effectively communicate their ideas in a variety of methods. 
Equivalent to: DSGN 311 
Available via Ecampus

BA 312, FOUNDATIONS OF PERSONAL FINANCE II, 1 Credit
Part of Blueprint – a 12 course professional development course series to guide the student from college to career. The second of a four course series in Blueprint that is dedicated to the foundations of personal finances for life here at OSU. 
Equivalent to: DSGN 312 
Available via Ecampus

BA 313, THE ORANGE AND BLACK CASE COMPETITION, 1 Credit
Part of Blueprint – a 12 course professional development course series to guide the student from college to career. Topics include leadership practices; business ethics case competition. 
Prerequisite: (BA 260 with C- or better or BA 260H with C- or better) and (BA 213 [C-] or BA 213H [C-]) 
Equivalent to: DSGN 313 
Available via Ecampus

BA 314, SUSTAINABLE BUSINESS OPERATIONS, 4 Credits
Operations are the processes by which an organization transforms inputs (e.g., labor, material, and knowledge) into outputs (products and services). Operations managers are responsible for designing, running and improving the processes and systems to efficiently accomplish this for production or service businesses. This course focuses on the concepts and tools employed by operations managers to provide their organization a competitive advantage. Topics include statistical tools and quantitative methods (descriptive statistics, probabilities, sampling, interval estimation and hypothesis testing) and operations management concepts (strategies, forecasting, process design, capacity utilization, quality systems, supply chain management, inventory management, resource planning, sustainability and lean systems.) 
Available via Ecampus

BA 315, ACCOUNTING FOR DECISION MAKING, 4 Credits
Looks at how the accounting model reflects business transactions and events. Students are introduced to both financial and managerial accounting and the creation, interpretation, and analysis of financial statements. In addition, students obtain an understanding of the determination, organization, and management of costs and revenues including management decisions based upon this information. 
Equivalent to: BA 215 
Recommended: Third-year (junior) standing 
Available via Ecampus
BA 330, LEGAL ENVIRONMENT OF BUSINESS, 4 Credits
Nature and function of law in our business society. Obligations arising out of agency, contract formation and breach, crimes, torts, warranty, regulation of competition, and international aspects thereof.
Equivalent to: BA 230, BA 230H
Recommended: Third-year (junior) standing
Available via Ecampus

BA 347, INTERNATIONAL BUSINESS, 4 Credits
Integrated view of international business including current patterns of international business, socioeconomic and geopolitical systems within countries as they affect the conduct of business, major theories explaining international business transactions, financial forms and institutions that facilitate international transactions, and the interface between nation states and the firms conducting foreign business activities.
Prerequisite: (ECON 202 with C- or better or ECON 202H with C- or better) and (BA 230 [C-] or BA 230H [C-] or BA 330 [C-])
Equivalent to: BA 347H
Available via Ecampus

BA 347H, INTERNATIONAL BUSINESS, 4 Credits
Integrated view of international business including current patterns of international business, socioeconomic and geopolitical systems within countries as they affect the conduct of business, major theories explaining international business transactions, financial forms and institutions that facilitate international transactions, and the interface between nation states and the firms conducting foreign business activities.
Attributes: HNRS – Honors Course Designator
Prerequisite: (ECON 202 with C- or better or ECON 202H with C- or better) and (BA 230 [C-] or BA 230H [C-] or BA 330 [C-])
Equivalent to: BA 347

BA 348, INTERNATIONAL EXCHANGE ORIENTATION, 1 Credit
Consists of large-group sessions as well as small-group break-out sessions for each country individually. It is vital to attend all sessions as valuable information pertaining to your study abroad opportunity will be presented. Graded P/N.

BA 349, IMPACT OF CULTURE ON BUSINESS, 1 Credit
A requirement of all students participating in a College of Business-approved international exchange program and for completing the College of Business International Business option. The major emphasis is for students to reflect on their experience while studying, living and traveling in a foreign culture and for them to determine how the foreign culture impacts how they would conduct business in that country. Graded P/N.
Prerequisite: BA 348 (may be taken concurrently) with C- or better

BA 351, MANAGING ORGANIZATIONS, 4 Credits
A systems perspective to understanding the management functions of planning, organizing, leading and controlling. Ethical and diversity issues are addressed as they are relevant in entrepreneurial and established ventures.
Available via Ecampus

BA 352, MANAGING INDIVIDUAL AND TEAM PERFORMANCE, 4 Credits
Diagnose individual and small-group behavior and develop skill in improving individual and small-group performance in entrepreneurial and established ventures. Emphasis on professional skill development and the practical application of theory and research. Concepts of ethics, diversity and cross-cultural relations are integrated throughout the course.
Prerequisite: (COMM 111 with C- or better or COMM 111H with C- or better or COMM 114 with C- or better or COMM 114H with C- or better or COMM 218 with C- or better or COMM 218H with C- or better) and (WR 222 [C-] or WR 323 [C-] or WR 327 [C-] or WR 327H [C-] or HC 199 [C-])
Equivalent to: BA 352H
Available via Ecampus

BA 352H, MANAGING INDIVIDUAL AND TEAM PERFORMANCE, 4 Credits
Diagnose individual and small-group behavior and develop skill in improving individual and small-group performance in entrepreneurial and established ventures. Emphasis on professional skill development and the practical application of theory and research. Concepts of ethics, diversity and cross-cultural relations are integrated throughout the course.
Attributes: HNRS – Honors Course Designator
Prerequisite: (COMM 111 with C- or better or COMM 111H with C- or better or COMM 114 with C- or better or COMM 114H with C- or better or COMM 218 with C- or better or COMM 218H with C- or better) and (WR 222 [C-] or WR 323 [C-] or WR 327 [C-] or WR 327H [C-] or HC 199 [C-])
Equivalent to: BA 352

BA 354, MANAGING ETHICS AND CORPORATE SOCIAL RESPONSIBILITY, 4 Credits
Introduces contemporary issues that business professionals face making ethical and socially responsible decisions in an increasingly fast-paced, transparent, and global environment. (Writing Intensive Course)
Attributes: CWIC – Core, Skills, WIC
Prerequisite: (COMM 111 with C- or better or COMM 111H with C- or better or COMM 114 with C- or better or COMM 114H with C- or better or COMM 218 with C- or better or COMM 218H with C- or better) and (WR 222 [C-] or WR 323 [C-] or WR 327 [C-] or WR 327H [C-] or HC 199 [C-])
Equivalent to: BA 354H, MGMT 459
Available via Ecampus
BA 354H, MANAGING ETHICS AND CORPORATE SOCIAL RESPONSIBILITY, 4 Credits
Introduces contemporary issues that business professionals face making ethical and socially responsible decisions in an increasingly fast-paced, transparent, and global environment. (Writing Intensive Course)
**Attributes:** CWIC – Core, WIC; HNRS – Honors Course Designator
**Prerequisite:** COMM 111 with C- or better or COMM 111H with C- or better or COMM 114 with C- or better or COMM 114H with C- or better or COMM 218 with C- or better or COMM 218H with C- or better and (WR 222 [C-] or WR 323 [C-] or WR 327 [C-] or WR 327H [C-] or HC 199 [C-])
Equivalent to: BA 354, MGMT 459

BA 357, OPERATIONS MANAGEMENT, 4 Credits
Provides an overview of the functional activities necessary for the creation/delivery of goods and services. Topics covered include: productivity; strategy in a global business environment; project management; quality management; location and layout strategies; supply chain and inventory management; material requirements planning; JIT; work-place safety; maintenance and reliability; sourcing and sustainability.
**Prerequisite:** (BA 275 with C- or better or BA 275H with C- or better or BA 276 with C- or better) and (BA 270 [C-] or BA 270H [C-] or BA 302 [C-] or BA 302H [C-])
Equivalent to: BA 357H
Available via Ecampus

BA 357H, OPERATIONS MANAGEMENT, 4 Credits
Provides an overview of the functional activities necessary for the creation/delivery of goods and services. Topics covered include: productivity; strategy in a global business environment; project management; quality management; location and layout strategies; supply chain and inventory management; material requirements planning; JIT; work-place safety; maintenance and reliability; sourcing and sustainability.
**Attributes:** HNRS – Honors Course Designator
**Prerequisite:** BA 275 with C- or better or BA 275H with C- or better or BA 276 with C- or better and (BA 270 [C-] or BA 270H [C-] or BA 302 [C-] or BA 302H [C-])
Equivalent to: BA 357H

BA 360H, INTRODUCTION TO FINANCIAL MANAGEMENT, 4 Credits
Explore the issues facing a financial manager in new business ventures, small businesses, and corporations. Focus on the role of the financial manager in business settings, explores the functions of a financial manager in financial analysis, forecasting, planning, and control; asset and liability management; and liability management; capital budgeting; and raising funds for new business ventures, small businesses, and corporations.
**Attributes:** HNRS – Honors Course Designator
**Prerequisite:** (BA 211 with C- or better or BA 211H with C- or better) or (BA 215 with C- or better or BA 215H with C- or better) or AEC 250 with C- or better and ((ECON 201 with C- or better or ECON 201H with C- or better) or (AEC 250 with C- or better or AEC 250H with C- or better) or AEC 251 with C- or better)
Equivalent to: BA 240, BA 240H, BA 360H
Available via Ecampus

BA 362, SOCIAL ENTREPRENEURSHIP AND SOCIAL INITIATIVES, 4 Credits
The core concepts of entrepreneurship, using entrepreneurship to craft innovative responses to social problems. Entrepreneurial skills are as valuable in the social sector as they are in business. Includes both profit and non-profit firms that have programs designed to create social value.

BA 363, TECHNOLOGY AND INNOVATION MANAGEMENT, 4 Credits
Introduces students to the fundamentals of managing innovation and technology toward the production of intellectual assets; how innovations are created, evaluated and leveraged within business strategy; and how innovation is managed within various business environments.
Available via Ecampus

BA 365, FAMILY BUSINESS MANAGEMENT, 4 Credits
Focuses on the opportunities and the problems characteristic of family businesses: entrepreneurship, management succession, transfer of ownership, mixing family and business roles, family conflicts, personnel issues, non-family employees, and outside advisors.
Available via Ecampus

BA 367, LAUNCH ACADEMY, 3 Credits
The Oregon State Launch Academy is an incubator for student entrepreneurs who want to be immersed in an innovative, high-energy environment that promotes the creation, evolution and implementation of business ideas. Launch Academy students earn academic credit for working on their businesses and have access to seed funding, prototyping equipment, co-working space, mentoring and training to help them advance their ideas. Launch Academy students learn about developing new products or services, marketing their ideas, building teams and securing funding, among other critical elements of entrepreneurial success.
Available via Ecampus
BA 368, ADVANCED LAUNCH ACADEMY, 1-3 Credits
The Oregon State Launch Academy is an incubator for student entrepreneurs who want to be immersed in an innovative, high-energy environment that promotes the creation, evolution and implementation of business ideas. Launch Academy students earn academic credit for working on their businesses and have access to seed funding, prototyping equipment, co-working space, mentoring and training to help them advance their ideas. In BA 368 Advanced Launch Academy students/teams will receive coaching from the instructor to move their business ideas forward. Students will secure and engage mentors, complete and test prototypes of their ideas, market their ideas, and prepare to secure funding for their ideas. Graded P/N. 
Prerequisite: BA 367 with C- or better
This course is repeatable for 12 credits.

BA 370, BUSINESS INFORMATION SYSTEMS OVERVIEW, 4 Credits
Introduce students to the field of information management. Topics include information systems technology, the strategic role of IT, the business applications of networks, databases and Internet technologies, and the development and implementation of information systems. Use relational database models to design a real-world case study.
Prerequisite: BA 270 with C- or better or BA 270H with C- or better or 
BA 302 with C- or better
Equivalent to: BA 370H
Available via Ecampus

BA 372, BUSINESS INFORMATION SYSTEMS DESIGN AND DEVELOPMENT, 4 Credits
Logical and physical design of computer-based information systems; tools and techniques that underlie the design processes. Design of an enterprise information system with CASE tools. Alternative approaches to systems design with emphasis on object-orientation. Lec/rec.
Prerequisite: BA 272 with C- or better and (ACTG 378 [C-] or ACTG 378H [C-] or BA 370 [C-] or BA 370H [C-])
Recommended: BA 371

BA 375, APPLIED QUANTITATIVE METHODS, 4 Credits
Introduces students to the basics of data science and data analytics for handling of large-scale databases. It provides an overview of the main data-analytic techniques and topics including data visualization, linear and nonlinear regression analysis, time series analysis and forecasting, classification, and clustering methods.
Prerequisite: BA 275 with C- or better or BA 275H with C- or better
Equivalent to: BA 375H
Available via Ecampus

BA 381, PERSONAL AND PROFESSIONAL DEVELOPMENT, 4 Credits
Designed to help students transition to the OSU and COB communities, identify and employ academic success strategies, and start the process of career planning and development. Teaches students how to set financial goals.
Equivalent to: BA 253, BA 253H, BA 281, BA 281H, BA 291, BA 292, BA 293, BA 294, BA 295, BA 296, BA 353, BA 382, BA 383, BA 384, BA 385, 
BA 386, DSGN 253
Available via Ecampus

BA 382, BLUEPRINT - TRANSFER TRANSITIONS - THIRD YR WINTER EXTERNAL, 4 Credits
Customized entry course for transfer students that provides a 'welcome to OSU and College of Business' component, and Professional Development content, including business writing and verbal communication; CliftonStrengths; Gap Analysis; Corporate Culture; Map to Graduation; Paying for College; Managing Professional Career Opportunities and Personal Fit. Appropriate for third year external transfer students matriculating to the College in the Winter term.
Equivalent to: BA 253, BA 253H, BA 281, BA 281H, BA 291, BA 292, 
BA 293, BA 294, BA 295, BA 296, BA 353, BA 381, BA 383, BA 384, BA 385, 
BA 386, DSGN 253
BA 383, BLUEPRINT-TRANSFER TRANSITIONS-THIRD YEAR SPRING EXTERNAL, 4 Credits
Customized entry course for transfer students that provides a ‘welcome to OSU and College of Business’ component, and Professional Development content, including business writing and verbal communication; CliftonStrengths; Gap Analysis; Corporate Culture; Map to Graduation; Paying for College; Managing Professional Career Opportunities and Personal Fit; Investing, Taxes, Credit/Banking. Appropriate for third year external transfer students matriculating to the College in the Spring term.
Equivalent to: BA 253, BA 253H, BA 281, BA 281H, BA 291, BA 292, BA 293, BA 294, BA 295, BA 296, BA 353, BA 381, BA 382, BA 384, BA 385, BA 386, DSGN 253

BA 384, BLUEPRINT - TRANSFER TRANSITIONS - THIRD YEAR FALL INTERNAL, 4 Credits
Customized entry course for transfer students that provides a ‘welcome to the College of Business’ component, and Professional Development content, including business writing and verbal communication; CliftonStrengths; Gap Analysis; Corporate Culture; Map to Graduation; and Paying for College. Appropriate for third year internal transfer students matriculating to the College in the Fall term.
Equivalent to: BA 253, BA 253H, BA 281, BA 281H, BA 291, BA 292, BA 293, BA 294, BA 295, BA 296, BA 353, BA 381, BA 382, BA 383, BA 385, BA 386, DSGN 253

BA 385, BLUEPRINT - TRANSFER TRANSITIONS - THIRD YR WINTER INTERNAL, 4 Credits
Customized entry course for transfer students that provides a ‘welcome to the College of Business’ component, and Professional Development content, including business writing and verbal communication; CliftonStrengths; Gap Analysis; Corporate Culture; Map to Graduation; and Paying for College; Managing Professional Career Opportunities and Personal Fit. Appropriate for third year internal transfer students matriculating to the College in the Winter term.
Equivalent to: BA 253, BA 253H, BA 281, BA 281H, BA 291, BA 292, BA 293, BA 294, BA 295, BA 296, BA 353, BA 381, BA 382, BA 383, BA 385, BA 386, DSGN 253

BA 386, BLUEPRINT-TRANSFER TRANSITIONS-THIRD YEAR SPRING INTERNAL, 4 Credits
Customized entry course for transfer students that provides a ‘welcome to the College of Business’ component, and Professional Development content, including business writing and verbal communication; CliftonStrengths; Gap Analysis; Corporate Culture; Map to Graduation; Paying for College; Managing Professional Career Opportunities and Personal Fit; Investing, Taxes, Credit/Banking. Appropriate for third year internal transfer students matriculating to the College in the Spring term.
Equivalent to: BA 253, BA 253H, BA 281, BA 281H, BA 291, BA 292, BA 293, BA 294, BA 295, BA 296, BA 353, BA 381, BA 382, BA 383, BA 384, BA 385, DSGN 253

BA 390, PRINCIPLES OF MARKETING, 4 Credits
Explores consumer and industrial markets, and activities and enterprises involved in distributing products to those markets. Develops an understanding of distribution processes, marketing problems, and marketing principles.
Prerequisite: ECON 201 with C- or better or ECON 201H with C- or better or AREC 250 with C- or better or AEC 250 with C- or better or AEC 251 with C- or better
Equivalent to: BA 223, BA 223H, BA 390H
Available via Ecampus

BA 390H, PRINCIPLES OF MARKETING, 4 Credits
Explores consumer and industrial markets, and activities and enterprises involved in distributing products to those markets. Develops an understanding of distribution processes, marketing problems, and marketing principles.
Attributes: HNRS – Honors Course Designator
Prerequisite: ECON 201 with C- or better or ECON 201H with C- or better or AREC 250 with C- or better or AEC 250 with C- or better or AEC 251 with C- or better
Equivalent to: BA 223, BA 223H, BA 390

BA 399, SPECIAL TOPICS IN BUSINESS ADMINISTRATION, 1-4 Credits
This course is repeatable for 16 credits.

BA 403, THESIS, 1-16 Credits
This course is repeatable for 16 credits.

BA 405, READING AND CONFERENCE, 1-16 Credits
Supervised individual work in some field of special application and interest. Subjects chosen must be approved by professor in charge.
This course is repeatable for 16 credits.

BA 406, PROJECTS, 1-16 Credits
This course is repeatable for 16 credits.
Available via Ecampus

BA 407, SEMINAR, 1-16 Credits
This course is repeatable for 16 credits.
Equivalent to: BA 407H
This course is repeatable for 16 credits.

BA 410, BUSINESS INTERNSHIP, 1-12 Credits
Planned and supervised work experience at selected cooperating business firms. Supplementary training, conference, reports, and appraisals. Graded P/N.
This course is repeatable for 16 credits.
Available via Ecampus
BA 411, NAVIGATING YOUR WORKPLACE, 1 Credit
Part of Blueprint — a 12 course professional development course series to guide the student from college to career. Builds a foundation of financial planning, offering students the tools to successfully manage their career pathways. Topics include: analyzing job offers and benefits packages, negotiating a job’s salary/benefits, strategizing the first 90 days on the job, and advocating for opportunities at work.
Equivalent to: DSGN 411
Available via Ecampus

BA 412, FINANCIAL PLANNING I, 1 Credit
Part of Blueprint — a 12-course professional development course series to guide the student from college to career. Continues to build a foundation of financial planning, offering students the tools to successfully prepare for future wealth. Topics include: budgeting for life after graduation, planning for new earnings and income, saving for your future self, and keeping your money and yourself secure.
Equivalent to: DSGN 412
Available via Ecampus

BA 413, FINANCIAL PLANNING II, 1 Credit
Part of Blueprint — a 12 course professional development course series to guide the student from college to career. Fourth of four courses dedicated to the foundations of professional financial planning so the student can have the tools needed to successfully manage their career pathway.
Equivalent to: DSGN 413
Available via Ecampus

BA 432, *ENVIRONMENTAL LAW, SUSTAINABILITY AND BUSINESS, 3 Credits
Explores fundamental business, legal, and policy issues raised by environmental law, sustainable business practices, and clean energy policies, and their impact on business and management practices.
Attributes: CSGI – Core, Synth, Global Issues
Available via Ecampus

BA 447, TOPICS IN INTERNATIONAL BUSINESS, 1-4 Credits
Analysis of current topics in international business. Topics will vary from term to term.
Prerequisite: BA 347 with C- or better or BA 347H with C- or better

BA 451, SUPPLY AND SOURCING MANAGEMENT, 3 Credits
Use of operations and supply chain management to make sourcing and supply decisions in international business contexts. Topics include purchasing/procurement procedures and policy, supply organization, specifications, sourcing strategy, supplier evaluation, competitive bidding, and e-procurement. Global contexts and environmentally and socially responsible supply management are emphasized.
Prerequisite: BA 270 with C- or better or BA 270H with C- or better
Available via Ecampus

BA 453, SUPPLY CHAIN MODELING AND DECISION ANALYSIS, 4 Credits
Introduce decision modeling and analysis tools with a particular emphasis on linear programming and stochastic decision making tools for solving various business decision problems pertaining to supply chain management. The major goals are to enhance students’ ability to think, formulate and analyze business problems using optimization and stochastic simulation (Monte Carlo simulation and discrete-event simulation). The case study approach, lectures, discussions and computer-aided problem solving will be used to develop and apply the relevant concepts and methodologies.
Prerequisite: BA 375 with C- or better

BA 454, LEAN ENTERPRISE MANAGEMENT AND CAPSTONE, 3 Credits
Analyze business cases that address global value creation and production/delivery systems. Complete integrated business projects to identify critical operations and supply chain management issues, apply multidisciplinary knowledge, analyze and evaluate alternative solutions and write and present reports recommending firm strategies. International business and cross-cultural competencies are emphasized.
Prerequisite: BA 459 with C- or better and MGMT 457 [C-]
Available via Ecampus

BA 456, TECHNOLOGY APPLICATIONS IN SUPPLY CHAIN MANAGEMENT, 4 Credits
Introduction to the knowledge and skills necessary to quantify the impact of supply chain management decisions on the bottom line. Basic understanding of accounting, finance, production cost, scheduling, and the link between supply chain and overall financial performance. Management of a company’s integrated supply chain using a sophisticated ERP system.
Prerequisite: BA 375 with C- or better
Equivalent to: MGMT 456
Recommended: a minimum grade of C- or better. Senior standing.

BA 458, INNOVATION AND NEW PRODUCT DEVELOPMENT, 4 Credits
Strategic management of an organization's system and technologies in support of innovation and new product/service development. Application experience with new product/service development process using problem solving skills, information management, and critical thinking.
Prerequisite: BA 223 with C- or better or BA 223H with C- or better or BA 390 with C- or better or BA 390H with C- or better

BA 459, SERVICE OPERATIONS MANAGEMENT, 3 Credits
Focus on the management of global service operations including designing and managing systems to coordinate global information and material flows within and between firms in a supply chain. Covers planning operations, evaluating system alternatives, designing and researching global supply networks, examining complex adaptive systems and evaluating value stream synchronization.
Prerequisite: BA 375 with C- or better or BA 375H with C- or better
BA 460, VENTURE MANAGEMENT, 4 Credits
Entrepreneurial and innovation processes applied to new business start-ups, existing small businesses, and new ventures within larger organizations; new venture planning, project management, and productivity improvement. Cases and projects are used to apply concepts and to develop communication skills.
Prerequisite: (BA 260 with C- or better or BA 260H with C- or better) and (BA 351 [C-] or BA 352 [C-] or BA 352H [C-]) and (BA 223 [C-] or BA 223H [C-] or BA 390 [C-] or BA 390H [C-])

BA 463, FAMILY ENTERPRISE GOVERNANCE, 4 Credits
Explores and analyzes family enterprise governance practices. Addresses the governance of established family enterprises as distinct from publicly-held firms. Examines succession, stewardship, conflict resolution, communications, legal, and financial aspects, estate planning, strategy, philanthropy and other topics that drive successful family enterprise governance.
Available via Ecampus

BA 464, NEW VENTURE FINANCING, 4 Credits
Explore financial issues facing entrepreneurial business ventures: cash flow and budgets, financial analysis, financial statement forecasting, financial controls, asset management, and understanding the funding options at different points in the business life cycle including SBA loans, angel investment, venture capital, bank loans, and going public.
Prerequisite: ((BA 260 with C- or better or BA 260H with C- or better) and (BA 240 [C-] or BA 240H [C-] or BA 360 [C-] or BA 360H [C-] or FIN 340 [C-] or FIN 340H [C-])
Available via Ecampus

BA 465, *SYSTEMS THINKING AND PRACTICE, 4 Credits
Hard and soft system theories examined, methods and techniques for dealing with real-world problems; skills and dialogue techniques to identify mindsets, define problems, and explore alternative pathways for solutions. (Bacc Core Course)
Attributes: CSGI – Core, Synth, Global Issues
Equivalent to: BA 465H, ENGR 465, H 490, HORT 490

BA 465H, *SYSTEMS THINKING AND PRACTICE, 4 Credits
Hard and soft systems theories are examined, including methods and techniques for dealing with real-world problems; skills and dialogue techniques to identify mindsets, define problems, and explore alternative pathways for solutions.
Attributes: CSGI – Core, Synth, Global Issues; HNRS – Honors Course Designator
Equivalent to: BA 465

BA 466, INTEGRATIVE STRATEGIC EXPERIENCE, 4 Credits
Provides students with an overview of the basic concepts in strategic management. Students learn frameworks and models to understand and analyze a firm’s external environment and internal resources in an effort to create sustainable competitive advantages. Analysis and critique of conventional conceptions of business ethics. Evaluation of ethical issues involving businesses at firm, national, and international levels.
Prerequisite: ((BA 240 with C- or better or BA 240H with C- or better or FIN 340 with C- or better or FIN 340H with C- or better or BA 360 with C- or better or BA 360H with C- or better) and (BA 352 [C-] or BA 352H [C-]) and (BA 357 [C-] or BA 357H [C-]) and (BA 223 [C-] or BA 223H [C-] or BA 390 [C-] or BA 390H [C-])
Equivalent to: BA 466H
Available via Ecampus

BA 466H, INTEGRATIVE STRATEGIC EXPERIENCE, 4 Credits
Provides students with an overview of the basic concepts in strategic management. Students learn frameworks and models to understand and analyze a firm’s external environment and internal resources in an effort to create sustainable competitive advantages. Analysis and critique of conventional conceptions of business ethics. Evaluation of ethical issues involving businesses at firm, national, and international levels.
Attributes: HNRS – Honors Course Designator
Prerequisite: ((BA 240 with C- or better or BA 240H with C- or better or FIN 340 with C- or better or FIN 340H with C- or better or BA 360 with C- or better or BA 360H with C- or better) and (BA 352 [C-] or BA 352H [C-]) and (BA 357 [C-] or BA 357H [C-]) and (BA 223 [C-] or BA 223H [C-] or BA 390 [C-] or BA 390H [C-])
Equivalent to: BA 466

BA 467, NEW VENTURE LABORATORY, 4 Credits
Entrepreneurship capstone course. Fully develop a business plan including product specs with prototype, financial analysis, market analysis, marketing plan, management structure and proposed financing.
Prerequisite: (BA 357 with C- or better or BA 357H with C- or better) and BA 458 [C-]
Equivalent to: ENGR 467

BA 468, TECHNOLOGY COMMERCIALIZATION, 2-4 Credits
*Hands on* class in which students will exercise commercialization concepts on recently awarded Oregon State University patents or individual commercialization projects. Students will learn a process and tools to assess the business viability of a technical idea, and to develop the best business approach for commercialization.
Prerequisite: BA 363 with C- or better
Equivalent to: BA 468X
This course is repeatable for 8 credits.
BA 474, DATA MANAGEMENT, 3 Credits
Familiarize students with the major activities involved in collecting and managing data for a data analytics project, including extracting information from relational databases, mapping organizational requirements into a data design, transforming data into information, and exploring basic concepts underlying noSQL data management and analysis methods.
Prerequisite: BA 481 with C- or better or BA 483 with C- or better

BA 475, DATA EXPLORATION AND VISUALIZATION, 3 Credits
Exploring and visualizing data in business analytics projects. We will focus on exploring and wrangling data to discover interesting analysis questions and prepare for other analytics activities. We will pay special attention to data visualization methods and their overall place in data science and business analytics.
Prerequisite: BA 481 with C- or better or BA 483 with C- or better

BA 476, DATA AND TEXT MINING, 3 Credits
Introduces the concepts and applications of data and text mining. As the core of business analytics, mining structured and unstructured information is critical for better decision making by deriving valuable insights from your enterprise data repositories regardless of source or format. It allows deep, rich analysis of information. Data/text mining can help organizations surface undetected problems, fix process inefficiencies, improve customer service and corporate accountability, reduce operating costs and risks and discover new revenue opportunities. Student groups will implement a comprehensive project of data/text analytics.
Prerequisite: BA 474 with C- or better and BA 475 [C-]

BA 478, SUPPLY CHAIN ANALYTICS, 3 Credits
Explores modeling methods for design, analysis, execution and integration of supply chains. Introduces students to a variety of modeling and optimization techniques for the analysis of strategic, tactical and operational supply chain problems, including demand forecasting, risk analysis, revenue management, distribution and facility location.
Prerequisite: (BA 357 with C- or better or BA 357H with C- or better) and (BA 375 [C-] or BA 375H [C-])

BA 479, BUSINESS TELECOMMUNICATIONS AND NETWORKING, 4 Credits
Provide a fundamental understanding of the five-layer Internet model and its effects on the business environment and enterprise-wide computing. Assignments relate to network administration in a virtualized cloud environment.
Prerequisite: BA 270 with C- or better or BA 270H with C- or better

BA 480, INFORMATION SYSTEMS SECURITY, 4 Credits
Covers security risk mitigation methods and procedures such as access control, identity management, intrusion prevention and detection, network and physical security, etc. These and other topics will be placed in both the operational and strategic context of the business. Addresses several IS governance and IS security frameworks within which the various security concepts, aspects, policies and procedures can be viewed and discussed.
Prerequisite: (ACTG 378 with C- or better or ACTG 378H with C- or better or BA 370 with C- or better or BA 370H with C- or better) and BA 479 [C-]

BA 481, INTRODUCTION TO BUSINESS ANALYTICS, 4 Credits
How organizations can successfully collect, evaluate and apply information for better decision making. Emerging technologies such as transaction processing systems, RFID, weblogs, social networks, website usage, and online communities have the potential to reveal market trends, suppliers’ preferences, and competitors’ next moves. The success of an organization largely depends on its ability to take advantage of those data sets that are already available to it. The class starts with basic IT strategy concepts for the identification of the opportunities for BI solutions, and ends with hands-on experience using Business Intelligence tools to implement such solutions.
Equivalent to: BA 483
Available via Ecampus

BA 482, INFORMATION SECURITY GOVERNANCE, 4 Credits
As a discipline cybersecurity covers software, hardware, networking, systems, individuals, organizations and applicable policies, laws and standards, among others. Given societies’ dependence on the security of global infrastructure and the increasing complexity of maintaining the security of those systems, there is a growing need for an interdisciplinary approach to study this topic. This course introduces several well-regarded and well-used IT and IT security governance frameworks which can be used to apply and govern security policies and protocols in organizations. The course also delves into SOC IT auditing.
Available via Ecampus

BA 483, BUSINESS ANALYTICS, 4 Credits
Presents how organizations can successfully “collect, evaluate and apply information” for better decision making. Technologies such as transaction processing systems, RFID, weblogs, social networks, website usage, and online communities have the potential to reveal market trends, suppliers’ preferences, and competitors’ next moves. The success of an organization largely depends on its ability to take advantage of those data sets that are already available to it.
Prerequisite: BA 371 with C- or better and BA 479 [C-]
Equivalent to: BA 481

BA 487, HOSPITALITY FINANCIAL MANAGEMENT, 4 Credits
Introduces students to the evaluation of investments in competitive products and services as sustainable strategies for the hospitality industry.
Prerequisite: BA 360 with C- or better and BA 486 [C-]
BA 488, ADVANCED HOSPITALITY MANAGEMENT, 4 Credits
Designed to provide students with an in-depth understanding of the importance of core competencies in the hospitality industry in terms of overall value addition, competitive methods, and competitive advantage, taking into consideration both present and future effects.
Prerequisite: BA 352 with C- or better

BA 499, SPECIAL TOPICS IN BUSINESS ADMINISTRATION, 1-4 Credits
This course is repeatable for 16 credits.

BA 501, RESEARCH, 1-16 Credits
This course is repeatable for 16 credits.

BA 503, THESIS, 1-16 Credits
This course is repeatable for 999 credits.

BA 505, READING AND CONFERENCE, 1-16 Credits
This course is repeatable for 16 credits.

BA 506, PROJECTS, 1-16 Credits
This course is repeatable for 16 credits.

BA 507, SEMINAR, 1-16 Credits
This course is repeatable for 16 credits.

BA 510, BUSINESS INTERNSHIP, 1-6 Credits
Planned and supervised work experience at selected cooperating business firms. Supplementary training, conferences, reports, and appraisals.
This course is repeatable for 16 credits.

BA 512, BUSINESS ANALYSIS AND COMMUNICATION, 6 Credits
Students will be guided through a process of determining business issues or challenges given specific situations, providing reasons/justifications why these are important, proposing solutions to the identified business problems, and communicating this analysis through in-class discussions and writing.
Recommended: ALS 162 with a minimum grade of B

BA 513, BUSINESS LEGAL ENVIRONMENT, 3 Credits
Provides the essential legal foundation for business managers in companies operating in the U.S. Effective strategies for managers to prevent and resolve legal disputes will be stressed. Topics include legal issues related to corporate forms, creating and enforcing contracts, reducing exposure to tort liability and the role of employees as agents of a business.
Available via Ecampus

BA 514, OPERATIONS MANAGEMENT, 3 Credits
Provides a foundation for business managers in statistics and operations management. Emphasis on quantitative tools for sampling, interval estimation and hypothesis testing as well as operations management concepts for processes, quality systems, supply chain management, inventory management, resource planning, and sustainable lean systems.
Recommended: College algebra (including probabilities).
Available via Ecampus

BA 515, MANAGERIAL DECISION TOOLS, 3 Credits
Develop business management skills by learning the principles of managerial and financial accounting. Emphasis will be placed on understanding financial statements, cost analysis, and funding decisions. Focuses on integrating the theoretical framework of accounting and finance with the “hands on” technical skills needed to evaluate financial decisions within an organization.
Recommended: College algebra.
Available via Ecampus

BA 516, CREATING VALUE IN EXCHANGE, 3 Credits
A graduate-level survey course that provides a foundation for business managers in the concepts of marketing. The student will develop an understanding of marketing principles and an awareness of marketing challenges.
Recommended: Microeconomics
Available via Ecampus

BA 517, MARKETS AND VALUATION, 3 Credits
Introduces students to the basic questions facing a financial manager and the tools a financial manager uses to find answers to these questions. Introduces the basic tools of finance and applications of financial theory in use today. Students will be introduced to legal, ethical, technology, and global issues facing a financial manager. The course is designed to enhance a student’s approach to financial decision making and emphasizes technical analysis and quantitative approaches to decision making.
Available via Ecampus

BA 518, ADOPTING THE ENTREPRENEURIAL MINDSET, 3 Credits
Introduces the fundamentals of entrepreneurship and innovation, and exposes the concepts, practice, and tools of the entrepreneurial world.
Available via Ecampus

BA 528, FINANCIAL AND COST ANALYSIS, 3 Credits
Analysis of the balance sheet and income statement to determine profitability, risk, and rate of return; preparation of pro forma financial statements; cost measurement for products, projects, jobs, customers, and markets; strategic cost decision making for pricing and resource allocation.
Recommended: BA 213 with a grade of C- or higher
Available via Ecampus
BA 531, BUSINESS LAW - TECHNOLOGY/NEW VENTURES, 3 Credits

An integrative course on managing legal and ethical issues for new ventures. Focuses on business law for founders of start-up companies including formation of new business entities, protecting intellectual property, workforce management and global issues. Topics presented from an entrepreneurial perspective and include technology law, e-commerce law and government regulation. Students develop skills to identify and resolve legal and ethical issues, deal with administrative agencies, and proactively manage legal liability. Considerations of ethics and corporate responsibility are emphasized.

Recommended: BA 230 or BA 330 or BA 513 with a minimum grade of B-

BA 532, ENVIRONMENTAL LAW, SUSTAINABILITY, AND BUSINESS, 4 Credits

Explores fundamental business, legal, and policy issues raised by environmental law, sustainable business practices, and clean energy policies, and their impact on business and management practices.

BA 533, BUSINESS LAW FOR MANAGERS, 3 Credits

Develops knowledge and skills about business law used by managers in global organizations. Topics covered include establishing lawful and ethical business practices; preventing and responding to compliance failures, infringement and other legal threats; effective use of contracts; and resolving disputes through litigation and alternative dispute resolution.

Recommended: BA 230 and BA 233 and BA 513 and PHAR 707 and PHAR 708
Available via Ecampus

BA 540, CORPORATE FINANCE, 3 Credits

Emphasizes analytical tools to measure and manage firm value, through corporate strategies such as mergers and acquisitions, leveraged buyouts, international expansion, and new venture development.

Recommended: (BA 340 or FIN 340 or FIN 340H) with a minimum grade of C-
Available via Ecampus

BA 543, FINANCIAL MARKETS AND INSTITUTIONS, 3 Credits

Investigates the five major financial markets: common stock, bond, derivatives, mortgage, and currency. The course examines the agents in each of these markets, the rules of trading, and the rationale of the agents participating in the different markets.

Recommended: (BA 340 or FIN 340 or FIN 340H) with a minimum grade of C-

BA 550, ORGANIZATION LEADERSHIP AND MANAGEMENT, 3 Credits

Organization-wide implementation issues driven by change. Provides a balanced view of the structural and human sides of organization design.

Recommended: BA 352 with a minimum grade of C-
Available via Ecampus

BA 551, SUPPLY AND SOURCING MANAGEMENT, 3 Credits

Use of operations and supply chain management to make sourcing and supply decisions in international business contexts. Topics include purchasing/procurement procedures and policy, supply organization, specifications, sourcing strategy, supplier evaluation, competitive bidding, and e-procurement. Global contexts and environmentally and socially responsible supply management are emphasized.

Available via Ecampus

BA 554, LEAN ENTERPRISE MANAGEMENT AND CAPSTONE, 3 Credits

An integrative course on managing legal and ethical issues for new ventures. Focuses on business law for founders of start-up companies including formation of new business entities, protecting intellectual property, workforce management and global issues. Topics presented from an entrepreneurial perspective and include technology law, e-commerce law and government regulation. Students develop skills to identify and resolve legal and ethical issues, deal with administrative agencies, and proactively manage legal liability. Considerations of ethics and corporate responsibility are emphasized.

Recommended: BA 230 or BA 330 or BA 513 with a minimum grade of B-

BA 555, PRACTICAL BUSINESS ANALYSIS, 3 Credits

Advanced survey of quantitative business methods useful for aiding management decisions. Topics include a review of basic statistics, mathematical programming, business simulation, statistical process control, advanced regression analysis and forecasting.

Recommended: BA 275 with a minimum grade of C- or higher
Available via Ecampus

BA 557, GLOBAL LOGISTICS MANAGEMENT: FUNDAMENTALS AND STRATEGY, 3 Credits

Focus on the management of global service operations including designing and managing systems to coordinate global information and material flows within and between firms in a supply chain. Covers planning operations, evaluating system alternatives, designing and researching global supply networks, examining complex adaptive systems and evaluating value stream synchronization.

Recommended: BA 551 with B- or better and BA 555 [B-]
Available via Ecampus

BA 559, SERVICE OPERATIONS MANAGEMENT, 3 Credits

Entrepreneurial and innovation processes applied to new business start-ups, existing small businesses, and new ventures within larger organizations; emphasis on venture planning with project management. Lec/rec.

Recommended: ((BA 340 or BA 340H or FIN 340 or FIN 340H) and (BA 390 or BA 390H)) with a minimum grade of C-
BA 561, SUPPLY CHAIN MANAGEMENT, 3 Credits
Covers tools and concepts needed to manage the entire supply chain effectively. Topics include negotiation, purchasing, logistics operations, and applying e-business tools. Emphasis on creating integrated supply chains.
Recommended: (BA 357 and BA 555) with a minimum grade of C-

BA 562, MANAGING PROJECTS, 3 Credits
Covers tools and concepts used by managers to plan and initiate business projects. Computer applications, cases and a project.
Recommended: (BA 352 and BA 357) with a minimum grade of C-
Available via Ecampus

BA 563, FAMILY ENTERPRISE GOVERNANCE, 4 Credits
Builds on the introductory family business management course to examine the required elements of a successful enterprise, a diversified and multigenerational organization comprised of multiple business lines.
Recommended: BA 365
Available via Ecampus

BA 567, SELECTED TOPICS IN MANAGEMENT, 0-4 Credits
Examination of the impact of recent advances in management on contemporary business. Topic will vary from term to term. Lec/rec.
This course is repeatable for 16 credits.

BA 568, INTEGRATED BUSINESS PROJECT, 3 Credits
The project requires students to complete a business plan, as a means of directing the development of a business. A business plan can help focus a business idea, chart a course for strategic business development, and facilitate setting objectives and creating evaluative benchmarks of progress. To be taken during the last year of the MBA program.

BA 569, ADVANCED STRATEGIC MANAGEMENT, 3 Credits
Advanced integrative case-based course on the process of systematically developing and managing firm strategies. Topics are covered from a general management perspective and include setting corporate goals and objectives, analyzing external competitive environments, understanding business models, identifying strategy options, and designing appropriate organization systems and structure for implementation of plans. International and e-business issues are integrated throughout.
Recommended: All foundation courses
Available via Ecampus

BA 570, INNOVATION STRATEGY, IP, AND NPD, 3 Credits
 Enables students who are aspiring entrepreneurs forming new ventures or corporate managers leading existing businesses to understand the fundamental drivers of the success or failure of new products, from the perspective of the strategic management of technological innovation.
Prerequisite: BA 560 with B- or better

BA 571, HEALTHCARE AND BIOMEDICAL INNOVATION, 3 Credits
An integrative learning experience intended to provide current and future managerial, analytical, clinical, and technical professionals in health-related fields with an understanding of the full range of strategic issues associated with innovation management, intellectual property (IP) protection, and new product development. Through the use of conceptual frameworks, relevant case studies, simulations, and product/service examples drawn from the global healthcare ecosystem, explore the effective use of IP to reduce and manage risk, facilitate market entry, and enhance competitive positioning.

BA 572, ADVANCED INFORMATION SYSTEMS, 3 Credits
The development, implementation and management of information technology applications will be addressed. Topics will address the development and application of technology to support linkages within the organization and outside the organization. Projects will be assigned to illustrate the topics.
Available via Ecampus

BA 573, DATA ANALYTICS FOR COMPETITIVE ADVANTAGE, 3 Credits
Case studies, hands-on data analysis experience, and a class project will introduce basic concepts of data analytics, sketch the lifecycle of a data analytics project, and connect analytics to business consequences. Students will use representative analytic tools to support decision making.
Available via Ecampus

BA 574, DATA MANAGEMENT, 3 Credits
Familiarize students with the major activities involved in collecting and managing data for a data analytics project, including extracting information from relational databases, mapping organizational requirements into a data design, transforming data into information, exploring data warehouse concepts, and exploring basic concepts underlying Hadoop and other noSQL data management and analysis methods.
Prerequisite: BA 573 with C or better

BA 575, DATA EXPLORATION AND VISUALIZATION, 3 Credits
In this course we concentrate on the initial, exploratory phases of business analytic data analysis. We explore different types of data and the types of analysis they allow; aggregating and disaggregating data and issues of validity with both selecting and collecting data. We also start exploring one or more datasets relating to our Integrated Business Analytics Project (BA 577).
Prerequisite: BA 573 with C or better

BA 576, DATA AND TEXT MINING, 3 Credits
Examine how data/text analysis technologies can be used to improve decision making. The class covers the fundamental principles and techniques of data mining, text analysis, and uses real-world examples and cases to place data-mining techniques in context. Students will have hands-on experience with data/text mining software.
Prerequisite: BA 574 with C or better and BA 575 [C]
Available via Ecampus
BA 577, INTEGRATED BUSINESS ANALYTICS PROJECT, 3 Credits
Students will integrate what they have learned to solve industry-sponsored problems. The goal of the class is to provide students with opportunities to design, implement, and evaluate analytic solutions for a real-world enterprise. Student teams will examine the data requirements, technical requirements, and organizational requirements necessary for the success of analytical solutions. The project will give students the experience of leading and managing an analytical team, much as a Chief Analytics Officer (CAO) would be expected to do.
Prerequisite: BA 555 with C or better and BA 574 [C] and BA 575 [C]
Available via Ecampus

BA 578, SUPPLY CHAIN ANALYTICS, 3 Credits
Explores modeling methods for design, analysis, execution and integration of supply chains. Introduces students to a variety of modeling and optimization techniques for the analysis of strategic, tactical and operational supply chain problems including demand forecasting, risk analysis, revenue management, distribution and facility location.
Prerequisite: BA 555 with B- or better

BA 590, MARKETING MANAGEMENT, 3 Credits
Provides students with an understanding of how a market-orientation can help firms to profitably deliver value to their targeted customers. Through a combination of lectures, in-class exercises, and case discussions, students will learn how to analyze complex marketing challenges, and make strategic decisions based on established marketing management principles.
Recommended: BA 390 with a minimum grade of C-

BA 599, SPECIAL TOPICS IN BUSINESS ADMINISTRATION, 1-4 Credits
This course is repeatable for 16 credits.

BA 601, RESEARCH AND SCHOLARSHIP, 1-16 Credits
Graded P/N.
This course is repeatable for 32 credits.

BA 602, INDEPENDENT STUDY, 1-16 Credits
This course is repeatable for 32 credits.

BA 603, THESIS/DISSERTATION, 1-16 Credits
Graded P/N.
This course is repeatable for 999 credits.

BA 605, READING AND CONFERENCE, 1-16 Credits
This course is repeatable for 32 credits.

BA 607, SEMINAR, 1-16 Credits
This course is repeatable for 32 credits.

BA 611, TEACHING EFFECTIVENESS, 1-6 Credits
Provides an overview of a broad range of effective teaching techniques and common issues associated with teaching at the college level (e.g., defining learning outcomes, common pitfalls, assessing of student learning, etc.).
This course is repeatable for 6 credits.

BA 612, FOUNDATIONS OF BUSINESS RESEARCH, 3 Credits
Introduces first-year business doctoral students to concepts fundamental to conducting research in business as a social science. Specific topics may change from quarter to quarter, but sample topics include the academic environment in business, research paradigms, ethics in research, fundamentals of scientific research, constructs, validity, sampling, and analysis and interpretation.

BA 613, SEMINAR IN BUSINESS RESEARCH METHODS, 3 Credits
Provides first-year business PhD students with an in-depth introduction to the most common research methodologies used by current business faculty across multiple functional disciplines. Specific research methods covered may change from quarter to quarter, but sample topics include use of basic econometric models for analysis of archival data, experimental methodologies, qualitative research techniques, and survey research.

BA 660, FOUNDATIONS OF ENTREPRENEURSHIP RESEARCH, 3 Credits
Provides a broad overview of the foundations of entrepreneurship research, including theoretical underpinnings of the field as well as some of the common and/or promising approaches to the study of entrepreneurial phenomena.

BA 661, DOCTORAL SEMINAR IN ORGANIZATIONAL THEORY, 3 Credits
Surveys research on classic and contemporary developments in basic organizational theory.

BA 662, CORPORATE ENTREPRENEURSHIP AND NEW VENTURES, 3 Credits
Surveys research in the area of corporate entrepreneurship and venturing, focusing on relevant theoretical underpinnings and core concepts in the corporate entrepreneurship, entrepreneurship, and strategy literatures.

BA 663, STRATEGIC MANAGEMENT, 3 Credits
Surveys research exploring the central question in strategy: Why do some firms outperform others? The course considers a wide variety of foundational and contemporary issues in the field, and while specific topics may change from quarter to quarter, sample topics include competitive and cooperative interactions, the resource-based view and firm capabilities, organizational learning and adaptation, and industry evolution.
BA 664, TECHNOLOGY AND INNOVATION MANAGEMENT, 3 Credits
Surveys research on the management of innovation and technology in organizations, focusing on innovation as an outcome (product, service, technology, practice) and on the process of generation, adoption, and implementation of innovation in organizations.

BA 808, WORKSHOPS, 0-16 Credits
Workshops aimed at practicing professionals in the discipline. Topics may vary.