BMGT-BUSINESS MANAGEMENT (BMGT)

BMGT 112. Banks and Your Money
3 Credits (3)
Banking in today's economy: language and documents of banking, check processing, teller functions, deposit function, trust services, bank bookkeeping, loans, and investments.

Learning Outcomes

1. Define and explain the importance of full-service commercial banking.
2. Explain the impacts of the banking industry on the economy, the community, and individuals.
3. Describe the major functions of commercial banks and their interrelationships.
4. List and describe the major products and services provided by commercial banks.
5. Contrast the differences and similarities between time and demand deposits.
6. Describe the process and rationale behind issuing credit and loans.
7. Discuss the importance, necessity and process of bank investments.
8. Explain the concept of liquidity and its importance to the banking industry.
9. Identify and describe the duties of the various bank regulating agencies and the major regulations they enforce. 1
10. Describe the history and growth of the banking industry in the United States. 1
11. Explain the functions and importance of the Federal Reserve System.

BMGT 126. Retail Management
3 Credits (3)
Phases of retailing, including types of retail outlets and basic problems of organizing and operating a retail store. Restricted to: Community Colleges only.

BMGT 132. Principles of Selling
3 Credits (3)
Analysis of customer behavior, persuasive communication, process of the sales interview. Restricted to: Community Colleges only.

BMGT 136. Forecasting Business Activity
3 Credits (3)
Course covers the important elements of forecasting all types of business activities including inventory control, revenue forecasts, staffing, and other industry specific activities using metrics and data analysis processes. Restricted to Community Colleges campuses only.
Prerequisite: BUSA 1110.

Learning Outcomes

1. Define integrity and understand its importance to small business and explain how it applies to various stakeholders.
2. Distinguish among the different types and sources of startup ideas.
3. Understand the pros and cons of franchising.
4. Describe the purpose and content of an income statement and balance sheet.
5. Designate the purpose of financial forecasting.
6. Diagnose a pro forma income statement to forecast a new ventures profitability.
7. Realize the concepts of forecasting a firm's cash flows.
8. Identify various scenarios for effective financial forecasting.
9. Evaluate the choice between debt and equity financing. 1
10. Comprehend how technology can be used to improve customer relationships. 1
11. Explain how the internet and social media are changing promotional and communication practices. 1
12. Discuss the key financial issues in managing a firm's inventory.

BMGT 138. Advertising
3 Credits (3)
Psychological approach to non-personal consumer persuasion; applied techniques in media selection, layout mechanics, production methods, and campaign structures. Restricted to: Community Colleges only.

BMGT 140. Principles of Supervision I
3 Credits (3)
Principles of supervision emphasizing planning, organization, rating of employees and procedures to develop good morale. Introduction to interpretation of case studies. Restricted to: Community Colleges only.

BMGT 150. Income Taxation
3 Credits (3)
Federal income taxation of individuals, sole proprietorships, partnerships, corporations, trusts, and estates with particular reference to CLU, life insurance and annuities. Restricted to: Community Colleges only.

BMGT 155. Special Topics I
1-3 Credits (1-3)
Introductory special topics of lower division level work that provides a variety of timely subjects and content material. May be repeated up to 9 credits. Restricted to Community Colleges campuses only.

BMGT 160. Self-Presentation and Etiquette
3 Credits (3)
Introduction to business etiquette based on tradition, social expectations, and professional behavior standards. Restricted to: Community Colleges only.

BMGT 201. Work Readiness and Preparation
3 Credits (3)
Instruction in methods of selection, seeking, acquiring and retaining employment. Addresses work success skills, business etiquette, employer expectation and workplace norms. Restricted to Community Colleges campuses only.

BMGT 205. Customer Service in Business
3 Credits (3)
Establishes concepts of service quality in relationship to business success and maximization of returns to the organization. Explores techniques for delivering quality and service in a variety of business settings. Restricted to: Community Colleges only.

BMGT 208. Business Ethics
3 Credits (3)
The course examines the underlying dimensions of ethics in business, investigating ethics in relationship to the organization, the stakeholders, and society. Exploration of ethical issues from a historical context, analyzing actual events through the lens of business decision making, including legal/political, sociocultural, economic, and environmental considerations will be undertaken. Restricted to Community Colleges campuses only.

BMGT 216. Business Math
3 Credits (3)
Application of basic mathematical procedures to business situations, including percentage formula applications, markup, statement analysis,

simple and compound interest, and annuities. Restricted to: Community Colleges only.
Prerequisite(s): CCDM 103 N or satisfactory math score on ACT.

BMGT 221. Internship I
1-3 Credits (1-3)
Work experience that directly relates to a student's major field of study that provides the student an opportunity to explore career paths and apply knowledge and theory learned in the classroom. Internships may be paid or unpaid. Students are supervised/evaluated by both the employer and instructor. May be repeated up to 3 credits. Consent of Instructor required. Restricted to: BMGT majors. Graded: S/U Grading (S/U, Audit). Restricted to Community Colleges campuses only.

BMGT 232. Personal Finance
3 Credits (3)
Budgeting, saving, credit, installment buying, insurance, buying vs. renting a home, income tax statement preparation, investment, and estate disposal through will and trust. Restricted to: Community Colleges only.

BMGT 236. Small Business Start-Up
3 Credits (3)
Starting a small business is a complex endeavor that requires specialized knowledge. This course prepares students to take the first step in business ownership and operations. Restricted to Community Colleges campuses

Learning Outcomes

1. Identify the unique challenges of starting a small business.
2. Identify opportunities to start up a business and conduct a needs analysis.
3. Develop value proposition/market fit for proposed products and services.
4. Develop an appropriate business model.
5. Identify the availability of necessary resources.

BMGT 237. Managing Small Businesses
3 Credits (3)
Managing a small business requires the owner/operator to be proficient in a number of skills and technical areas. This course provides small business owners/operators with the training and essential knowledge to manage a small business. Restricted to Community Colleges campuses

Learning Outcomes

1. Identify the strengths and weaknesses of small businesses
2. Define entrepreneurship and identifying its traits
3. Demonstrate a capability to explore and research business opportunities
4. Explain how to plan to start a new business, identifying legal structures, financing options, and organizing a management team
5. Identify and analyze financial statements
6. Review the importance of management information systems
7. Identify their own managerial leadership style
8. Review purchasing and inventories, taxation and insurance
9. Describe the process of writing a business plan

BMGT 250. Diversity in the Workplace
3 Credits (3)
Concepts of culture, diversity, prejudice, and discrimination within the domestic workforce/society. Restricted to Community Colleges campuses only.
Prerequisite(s): BUSA 1110.

BMGT 272. E-Commerce Operations
3 Credits (3)
Includes the many forms of e-commerce and emerging technologies that will impact the business of tomorrow. Restricted to Community Colleges campuses only.
Prerequisite(s): OECS 105 or BCIS 1110.

BMGT 280. Introduction to Human Resources
3 Credits (3)
Personnel functions encompassing job analysis, recruitment, selection, training, appraisals, discipline, and terminations. Prerequisite(S): BUSA 1110 or B A 104. Restricted to Community Colleges campuses only.

BMGT 282. Introduction to International Business Management
3 Credits (3)
Overview of the social, economic and cultural environment of international business transactions. Restricted to Community Colleges only.
Prerequisite(s): BUSA 1110.

BMGT 286. Introduction to Logistics
3 Credits (3)
Overview on the planning, organizing, and controlling of transportation, inventory maintenance, order processing, purchasing, warehousing, materials, handling, packaging, customer service standards, and product scheduling. Restricted to: Community Colleges only.

BMGT 287. Introduction to Export/Import
3 Credits (3)
Procedures and documentation for exporting and importing products. Emphasis on NAFTA regulations and other U.S. border operations crossings. Restricted to Community Colleges only.
Prerequisite(s): BUSA 1110.

BMGT 290. Applied Business Capstone
3 Credits (3)
Refines skills and validates courses taken in BMGT program. Business simulations, case studies and projects used to test and improve business practices. Student must be within 25 credits of graduation. Restricted to: BMGT majors. Restricted to Community Colleges campuses only.
Prerequisite: BUSA 1110, and (BMGT 140 or MGMT 2110), and (BMGT 240 or SOCI 1110G or PSYC 1110G), and MKTG 2110.

Learning Outcomes

1. Plan, design, and create a real world project related to their field of study.
2. Participate in job shadowing in positions related to their field of study.
3. Create a portfolio in preparation for career applications.
4. Collaborate as a member of a team in their field of study.
5. Identify and use ethical decision-making in working on individual projects, job shadowing, and a team.

BMGT 298. Independent Study
3 Credits (3)
Individual studies directed by consenting faculty with prior approval of department chair. May be repeated up to 6 credits. Restricted to Community Colleges campuses only.
Prerequisite(s): Sophomore standing with 3.0 GPA.