BUSINESS (BUS)

100 Level Courses

BUS 100: Business and Society. 3 credits.
Provided students with a foundation for understanding the role of business in society by exploring the nature and history of business enterprise, the social context of business, and the interaction of individuals with business by selecting current events in business and analyzing the content as well as the impact of the reported activities. A third attempt will require academic advisor approval. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

Mason Core: Social/Behavioral Sciences (http://catalog.gmu.edu/mason-core/)

Recommended Prerequisite: Degree status.

Registration Restrictions:
Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

BUS 103: Develop Professional Skills I: Foundational Elements. 3 credits.
Students will investigate and develop their professional skill set. Topics include introduction to the business school and business world, what it means to be professional, how to consume the business press, and how to research business issues. Develop professional writing and presentation skills, explore career options and the job search process, and develop personal educational and professional development plans. A third attempt will require academic advisor approval. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

Specialized Designation: Mason Impact.

Registration Restrictions:
Non-Degree level students may not enroll.

Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

200 Level Courses

BUS 200: Global Environment of Business. 3 credits.
As world becomes increasingly connected, business serves as core institution that mediates relations between individuals across national boundaries. Provides overview of global environment of business through study of political economy, international institutions and international trade theories, and global conflicts and cooperation around issues (natural resources, labor, human rights, distribution of income, and the environment). Addresses implications of topics for business. Designated a Green Leaf Course. A third attempt will require academic advisor approval. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

Mason Core: Global Understanding, Encore: Sustainability (http://catalog.gmu.edu/mason-core/)

Specialized Designation: Green Leaf Related Course

Registration Restrictions:
Non-Degree level students may not enroll.

Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

BUS 210: Business Analytics I. 3 credits.
Course introduces business analytics and why businesses use analytics to create and sustain competitive advantage. Topics include data types, summarization and graphical display of data, application of basic probability rules, and probability distributions. Introduces fundamentals of spreadsheets and their use in business applications. Learn how to apply appropriate analytical tools to gain useful insights from real-life datasets. A third attempt will require academic advisor approval. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

Mason Core: Quantitative Reasoning (http://catalog.gmu.edu/mason-core/)

Registration Restrictions:
Non-Degree level students may not enroll.

Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

BUS 292: Internship for Academic Credit. 3 credits.
This is general elective course is designed to give students the opportunity to gain practical and professional experience in conjunction with their academic development. The internship must be completed within the same academic semester to receive course credit. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

Recommended Prerequisite: 24 credit hours

Registration Restrictions:
Non-Degree level students may not enroll.

Students with the terminated from BU major attribute may not enroll.

Schedule Type: Internship

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**300 Level Courses**

**BUS 303: Develop Professional Skills II: Advanced Elements.** 3 credits.
In this course, students will continue to develop their professional skill set. Topics covered include understanding the modern work environment, business ethics and professional responsibilities, and professional judgment. Students will also continue to hone their professional writing and presentation skills, prepare for the job search process, and develop personal job search and professional development plans. Notes: School of Business students will not be permitted to make more than three attempts to achieve a C or higher in BUS 303. The third attempt requires School of Business academic advisor approval. Those who do not successfully complete this course within three attempts will be terminated from their major and will not be eligible to receive a degree from the School of Business. For more information about this, see the "Termination from the Major" section under Academic Policies. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

Specialized Designation: Mason Impact.

Registration Restrictions:
Required Prerequisites: (BUS 103<sup>C</sup>, U103 or 103<sup>XS</sup>).<sup><br /></sup>C Requires minimum grade of C.<sup><br /></sup>XS Requires minimum grade of XS.
Students with a class of Freshman may not enroll.
Non-Degree level students may not enroll.
Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**BUS 310: Business Analytics II.** 3 credits.
Introduces modeling relationships contained in data and linear models to make predictions in business. Topics include estimation, hypotheses testing, statistical inference, analysis of variance and linear regression techniques. Fundamentals of linear programming to solve optimization problems in business. Apply analytical tools to gain insights from real-life datasets. Hands-on experience and application of the methods to data sets using spreadsheet software. A third attempt will require academic advisor approval. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

Registration Restrictions:
Required Prerequisites: BUS 210<sup>C</sup>, U210, 210T or 210<sup>XS</sup>.<sup><br /></sup>C Requires minimum grade of C.<sup><br /></sup>XS Requires minimum grade of XS.
Non-Degree level students may not enroll.
Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**BUS 315: Introduction to the Government Contracting Industry.** 3 credits.
The course provides students with a foundational knowledge of the government contracting (GovCon) industry. By explaining key concepts of the field, students will be able to understand how to leverage their knowledge immediately, upon hire in a GovCon-related opportunity by understanding the link between GovCon concepts and non-GovCon business concepts. A third attempt will require academic advisor approval. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

Registration Restrictions:
Required Prerequisites: (MGMT 303<sup>C</sup> or 303<sup>XS</sup>) and (BULE 303<sup>C</sup> or 303<sup>XS</sup>).<sup><br /></sup>C Requires minimum grade of C.<sup><br /></sup>XS Requires minimum grade of XS.
Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**BUS 325: Creating Value for Business Stakeholders.** 3 credits.
This course will challenge current business norms of "Shareholder Primacy or Profit Maximization" to a broader understanding and critical discussion of Stakeholder Theory of Management. Stakeholders - shareholders, employees, customers, community/society, supply chain, and the planet - can have a direct impact on the success of a business and can be impacted positively or negatively depending on how a business acts. Businesses with a stakeholder value orientation may make different choices in pursuit of goals than do businesses with purely shareholder value orientation. This multidisciplinary course, open to students across the University, will support student development of an advanced and critical understanding of the key stakeholders in a business. This course touches on concepts from finance, HR, marketing, supply chain, economics, public policy, and environmental science to address the complex business and societal challenges. A third attempt requires business advisor approval. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts. Equivalent to MGMT 325.

Registration Restrictions:
Students with a class of Freshman may not enroll.
Students with the terminated from CEC major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**400 Level Courses**

**BUS 491: Special Topics in Business.** 1-6 credits.
Advanced study of special topics in business Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

Specialized Designation: Topic Varies
**Registration Restrictions:**
Students with a class of Freshman or Sophomore may **not** enroll.

Non-Degree level students may **not** enroll.

Students with the terminated from BU major attribute may **not** enroll.

**Schedule Type:** Lecture

**Grading:**
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**BUS 492: Internship in Business.** 3 credits.
Opportunity to gain practical, professional experience in conjunction with academic development. An internship is an important part of academic and career preparation. May be used as elective credit, but may not be repeated. Notes: No more than 6 credits of School of Business internship coursework (BUS 492 or ACCT 492) can be applied towards a student’s 120 (BU) degree applicable credits. Students must receive departmental approval in order to register for this course; please contact the School of Business Office of Career Services for internal eligibility requirements. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). May be repeated within the degree for a maximum 6 credits. Equivalent to ACCT 492, FNAN 492, MGMT 492, MIS 492, MKTG 492, OM 492, OSCM 492.

**Recommended Prerequisite:** 75 credit hours

**Registration Restrictions:**
**Required Prerequisites:** ((MIS 301^C^ or 303^B^) and (OM 301^B^ or 303^B^)) or (ACCT 301^C^ or 330^B^) or (MKTG 301^C^, 303^C^ or 303^XS^).

^C^ Requires minimum grade of XS.

^B^ Requires minimum grade of B.

^XS^ Requires minimum grade of C.

Students with a class of Freshman or Sophomore may **not** enroll.

Non-Degree level students may **not** enroll.

Students with the terminated from BU major attribute may **not** enroll.

**Schedule Type:** Internship

**Schedule Type:** Lecture

**Grading:**
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**BUS 498: Capstone Course: Advanced Business Models.** 3 credits.
Advanced integrated exploration of business models and industry dynamics that uses case analyses to assess competition, organizational strategy, and firm performance. Students examine strategic change in organizations from multiple perspectives, integrating knowledge from core course work into several papers and major presentation. Students receive coaching from area business leaders as they complete their presentations. Students must earn a C or higher in order to meet the Business Core and Foundations degree requirements. A third attempt will require academic advisor approval. Summer session for BUS 498 is limited to students graduating in the summer term with a graduation application on file. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

**Mason Core:** Capstone (http://catalog.gmu.edu/mason-core/)

**Registration Restrictions:**

**Required Prerequisites:** (ACCT 301^C^, 301^XS^, 303^C^, 303^XS^, 330^C^, 330^XS^, L301, L303 or L330) and (BULE 302^C^, 303^C^, 303^XS^, L302 or L303) and (BUS 303^C^, 303^XS^, L303, SOM 301^C^ or L301) and (FNAN 301^C^, 301^XS^, 303^C^, 303^XS^, L301 or L303) and (MGMT 301^C^, 301^XS^, 303^C^, 303^XS^, L301 or L303) and (MIS 301^C^, 303^C^, 303^XS^, L301 or L303) and (MKTG 301^C^, 303^C^, 303^XS^, L301 or L303) and (OM 301^C^, 301^XS^, 303^C^, 303^XS^, OSCM 303^C^, 303^XS^, OM L301, DESC 301^C^, L301 or OM L303) and (BUS 310^C^, 310^XS^, L310, OM 210^C^, 210^XS^, DESC 210^C^, U210 or OM U210).

^C^ Requires minimum grade of C.

^XS^ Requires minimum grade of XS.

Enrollment limited to students with a class of Senior Plus or Senior.

Non-Degree level students may **not** enroll.

Students with the terminated from BU major attribute may **not** enroll.

**Schedule Type:** Lecture

**Grading:**
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**700 Level Courses**

**BUS 701: Professional Practicum.** 3 credits.
This course is designed to teach the practice of teaching, research, and philosophy of science. Classroom teaching, business research and other professional responsibilities common to business academics will be covered. This course will also introduce students to tools for the philosophical analysis of science. Students will learn about issues in observation, experiment, and reasoning, questions about the aims of science, scientific change, and the relations between science and values. This course should be taken in the first year of the program. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). May not be repeated for credit.

**Registration Restrictions:**
Enrollment limited to students in a Doctor of Philosophy degree.

Enrollment limited to students in the School of Business college.

**Schedule Type:** Lecture

**Grading:**
This course is graded on the Graduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**BUS 702: Writing for Business PhD Students.** 3 credits.
This course emphasizes a “learning by doing” approach to writing. It is run as a writing practicum with a focus on the procedural aspects of writing. Students will engage the writing process intensively and deliberately, both in and outside class. Students will read and evaluate different writings in business, providing evaluation and critique of them in the process of honing and refining their own writing skills. Students will develop strategies for writing regularly, for managing anxiety about writing, and developing critical, but constructive strategies of self-evaluation. Students will gain practice in different types of writing including research reports, scholarly journal articles, and research proposals. Students will read examples of the range of writings by business scholars, identifying persuasive argument, how to advance a claim and the productive use of evidence. This course should be taken in the second year of the program. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). May not be repeated for credit.
**Registration Restrictions:**
Enrollment limited to students in a Doctor of Philosophy degree.

Enrollment limited to students in the School of Business college.

**Schedule Type:** Lecture

**Grading:**
This course is graded on the Graduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**BUS 703: Research Project.** 3 credits.
Student must complete a two-semester long research project on an approved topic under the guidance of a faculty advisor, and write a research paper that will be presented as a departmental seminar and be submitted to an academic journal. This course must be completed no later than the end of the fourth semester in the PhD program. 6 credits combined from taking this course twice will apply to the PhD degree. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). May be repeated within the degree for a maximum 6 credits.

**Registration Restrictions:**
Enrollment limited to students in a Doctor of Philosophy degree.

Enrollment limited to students in the School of Business college.

**Schedule Type:** Research

**Grading:**
This course is graded on the Satisfactory/No Credit scale. (http://catalog.gmu.edu/policies/academic/grading/)

**900 Level Courses**

**BUS 998: Doctoral Dissertation Proposal.** 1-6 credits.
Work on research proposal that forms basis for doctoral dissertation. Note: Students must complete a minimum of 3 credits of BUS 998. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). May be repeated within the degree for a maximum 6 credits.

**Registration Restrictions:**
Enrollment is limited to Graduate level students.

Students in a Non-Degree Undergraduate degree may not enroll.

**Schedule Type:** Dissertation

**Grading:**
This course is graded on the Satisfactory/No Credit scale. (http://catalog.gmu.edu/policies/academic/grading/)

**BUS 999: Doctoral Dissertation Research.** 1-18 credits.
Research on approved dissertation topic under direction of dissertation committee. Notes: Students must complete a minimum of 3 credits of BUS 999. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). May be repeated within the degree for a maximum 18 credits.

**Registration Restrictions:**
Enrollment is limited to Graduate level students.

Students in a Non-Degree Undergraduate degree may not enroll.

**Schedule Type:** Dissertation

**Grading:**
This course is graded on the Satisfactory/No Credit scale. (http://catalog.gmu.edu/policies/academic/grading/)

**800 Level Courses**

**BUS 801: Field Research in Business.** 3 credits.
Student must complete a one-semester long independent study with their faculty advisor where they take the lead on a field research project. This course is more advanced than BUS 798: Research Project as the design of this course is such that the student is the project lead. This course will be ideally completed in the third year. The rationale behind this course is that the student takes the lead on gaining access to the problem to be solved. This could involve gaining access to collect primary data from a business or organization, acquiring historical data, or developing an analytical model. The goal is for the student to understand the research problem as it is situated in practice. The deliverable for this course is not a finished paper. Deliverables could include, but are not limited to: progress in securing data access, development of analytical models, demonstration of data organization, culling valuable business contacts, and making applied presentations to business and academic. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). May be repeated within the degree for a maximum 6 credits.

**Registration Restrictions:**
Enrollment limited to students in a Doctor of Philosophy degree.

Enrollment limited to students in the School of Business college.

**Schedule Type:** Research

**Grading:**
This course is graded on the Graduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)