BUSINESS (BUS)

BUS 300GW Business Communication for Professionals - GWAR (Units: 3)
Prerequisite: Restricted to upper-division Business majors; ENG 214 or equivalent with a grade of C- or better.

Written and oral fundamentals of business communication; hands-on experience creating common formats of written and oral communication at the standard expected of business professionals; ethical and legal implications of business communication. (ABC/NC grading only)

Course Attributes:
- Graduation Writing Assessment

BUS 320 Legal Aspects of Business Transactions (Units: 3)
Prerequisite: Restricted to accounting majors; ENG 214 recommended.

Rights and obligations arising out of common business transactions such as contracts, agency, employment, business organizations, and negotiable instruments. Consideration of the law related to investors, including securities law and the professional and legal responsibilities of accountants.

BUS 440 Ethics at Work: Business Impacts (Units: 3)
Prerequisite: Successful completion of GE Areas A1, A2, A3, and B4 or consent of the instructor.

Analysis of applied ethical theory, decision-making and practice to workplace issues in business and related organizations using interactive learning case studies, class exercises, and student presentations.

Course Attributes:
- UD-C: Arts and/or Humanities

BUS 450 Greening of Business (Units: 3)
Prerequisites: ENG 214, COMM 150.

Impact of business firms on the natural environment; forces driving businesses to become environmentally sustainable and types of approaches businesses are taking to respond to environmental issues.

BUS 499 Culminating Experience Continuous Enrollment (Unit: 0)
Prerequisite: Consent of instructor, adviser, and department chair.

Intensive problem analysis under the direction of a business faculty member. Open only to upper division students who have demonstrated ability to do independent work. [CSL may be available]

BUS 699 Independent Study (Units: 1-3)
Prerequisite: Consent of instructor, adviser, and department chair.

Integrated basic writing skills with principles of business writing and organizational communication. May not be used to meet master’s degree ATC requirements. (CR/NC grading only)

BUS 714 Elements of Graduate Business Writing (Units: 3)
Prerequisite: Restricted to graduate business students, graduate students in other majors with the consent of the Faculty Director of Graduate Programs.

Spreadsheet-based statistical tools to support decision making in operations, finance, marketing; graphical and descriptive tools for data analysis, correlation, regression, estimation, probability distributions, hypothesis testing. (Plus-minus letter grade only)

BUS 716 Financial Accounting (Units: 3)
Prerequisite: Restricted to graduate business students, graduate students in other majors with the consent of the Faculty Director of Graduate Programs.

Survey of financial accounting including relevant standards and concepts. Preparation and use of financial statements; measurement and reporting of financial information to external parties. (Plus-minus letter grade only)

BUS 717 Business Policy and Strategic Management (Units: 3)
Prerequisite: Restricted to graduate business students, graduate students in other majors with the consent of the Faculty Director of Graduate Programs.

Information systems and their use in business management. Information technology for managers, the role of different types of information systems in businesses, common information systems, problem-solving, and application development. (Plus-minus letter grade only)

BUS 718 The Political, Social, and Legal Environment of Business (Units: 3)
Prerequisite: Restricted to graduate Business students, graduate students in other majors with the consent of the Faculty Director of Graduate Programs.

Contemporary social, political, and legal issues that demonstrate the mutual impacts of economic and non-economic institutions both here and abroad. (Plus-minus letter grade only)
BUS 785 Financial Management (Units: 3)  
Prerequisites: Restricted to graduate Business students; graduate students in other majors with the consent of the Faculty Director of Graduate Programs; BUS 780, BUS 776.  
Using valuation as the theme, the course covers the conceptual, analytical, and institutional aspects of financial decision making. Specific topics include time value of money, valuation models, capital budgeting, risk and return, required rate of return, modern portfolio theory, and capital structure. (Plus-minus letter grade only)  

BUS 786 Operations Analysis (Units: 3)  
Prerequisites: Restricted to graduate Business student; graduate students in other majors with the consent of the Faculty Director of Graduate Programs.  
Production management and control with related computer applications: production and distribution planning, inventory control, and demand forecasting. Quantitative analysis. (Plus-minus letter grade only)  

BUS 787 Marketing Management (Units: 3)  
Prerequisite: Restricted to graduate Business student, graduate students in other majors with the consent of the Faculty Director of Graduate Programs.  
Introduction to basic marketing concepts, principles, theories, and techniques. (Plus-minus letter grade only)  

BUS 788 Management Principles and Organizational Behavior (Units: 3)  
Prerequisite: Restricted to graduate Business students, graduate students in other majors with the consent of the Faculty Director of Graduate Programs.  
Management, organization theory, and behavioral analysis applied to conventional management problems in domestic and international environments. (Plus-minus letter grade only) [CSL may be available]  

BUS 857 Business Management, Ecology, and Environmental Leadership (Units: 3)  
Prerequisite: Restricted to graduate Business students, graduate students in other majors with the consent of the Faculty Director of Graduate Programs.  
Impact of business organizations on the natural environment. Approaches to effectively respond to environmental issues. (Plus-minus letter grade only)  

BUS 859 International Business Negotiating (Units: 3)  
Prerequisites: 6 units in SF State graduate program. Restricted to graduate business students and students in the Ethics & Compliance Certificate program. Graduate students in other majors may enroll on a space-available basis with the consent of the Faculty Director of Graduate Programs.  
Development of intercultural negotiating skills through cases involving protagonists, organizational contexts, and situations. (Plus-minus letter grade only)  
(This course is offered as BUS 859 and IBUS 859. Students may not repeat the course under an alternate prefix.)
BUS 887 Strategic Marketing Management (Units: 4)
Prerequisites: Restricted to EMBA students or consent of the Faculty Director of Graduate Programs.

Strategic marketing management: the development, evaluation, and implementation of marketing plans for product-markets. Strategic decisions, decisions which have a long-term impact on the organization. (Plus-minus letter grade only)

BUS 888 Managing Organizational Change (Units: 4)
Prerequisite: Restricted to EMBA students or consent of the Faculty Director of Graduate Programs.

How organizations evolve, how they are structured and designed, and how they function. Provides a basis for the application of practical models to increase organizational effectiveness. Diagnosis of organizational problems, management of change, and influence on organizational structure. (Plus-minus letter grade only)

BUS 890 Culminating Experience in Strategic Management (Units: 3)
Prerequisite: Consent of instructor and approval of Advancement to Candidacy (ATC) and Culminating Experience (CE) forms by Graduate Studies.

Case study analysis as a culminating experience option in fulfillment of the requirements for the master's degree. Strategy formulation, implementation, techniques and decision-making in the context of the economic, social, political, and competitive global environment. (ABC/NC grading; RP allowed)

BUS 895 Research Project in Business (Units: 3)
Prerequisites: Minimum 12 units of 800 level business course, consent of instructor and Business graduate office; approval of Advancement to Candidacy (ATC) and Culminating Experience (CE) forms by Graduate Studies.

Advancement to Candidacy (ATC) and Proposal for Culminating Experience Requirement forms must be approved by the Graduate Division before registration. (ABC/NC grading; RP allowed)

BUS 896EXM Culminating Experience Examination (Unit: 0)
Prerequisites: Minimum 12 units at the 800 level; overall GPA and ATC GPA of at least 3.0; concurrent enrollment in BUS 890.

Individual written examination based on knowledge and application of multi-disciplinary business courses and strategic management. (CR/NC grading only)

BUS 898 Master's Thesis (Units: 3)
Prerequisites: Minimum 12 units at the 800 level, consent of instructor and Business graduate studies office; approval of Advancement to Candidacy (ATC) and Culminating Experience (CE) forms by Graduate Studies.

Advancement to Candidacy (ATC) and Proposal for Culminating Experience Requirement forms must be approved by the Graduate Division before registration. (Plus-minus letter grade, RP)

BUS 899 Independent Study (Units: 1-3)
Prerequisites: Consent of instructor, adviser, and department chair.

Intensive study of a particular problem under the direction of a business faculty member. Open only to graduate students of demonstrated ability to do independent work. (Plus-minus letter grade only) [CSL may be available]