

# BUSINESS ADMINISTRATION (BUSAD)

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*Any experimental courses offered by BUSAD can be found at:*  
[registrar.iastate.edu/faculty-staff/courses/explistsings/](http://registrar.iastate.edu/faculty-staff/courses/explistsings/) (<http://www.registrar.iastate.edu/faculty-staff/courses/explistsings/>)

**Courses primarily for undergraduates:**

## **BUSAD 102: Business Learning Team Orientation**

(1-0) Cr. 1. F.S.

A required orientation for all College of Business Students involved with a Business Learning Team. Review of college and university requirements, transfer credits, academic planning, university policies and deadlines and registration procedures. Includes a consideration of various business majors and careers, tools for success in college including writing skills and presentations from employers, alumni and current students. Only one of BusAd 102 or BusAd 103 may be counted towards graduation.

## **BUSAD 103: Orientation**

(1-0) Cr. 1. F.S.

A required orientation for all College of Business students. Review of college and university requirements, transfer credits, academic planning, university policies and deadlines, and registration procedures. Includes group advising for course selection and registration. Only one of BUSAD 102 or BUSAD 103 may be counted toward graduation.

## **BUSAD 203: Professional Development in Business**

(1-0) Cr. 1.

*Prereq: BUSAD 102 or 103*

Designed to develop prepared, professional and engaged students directly aligned with current workplace competencies: individual and team strengths, professional branding, developing and implementing a professional job/internship search, resume and other professional job seeking communications, interviewing, evaluating offers, and networking. Team presentations will be a requirement of this course.

## **BUSAD 250: Applied Principles of Business**

(3-0) Cr. 3.

*Prereq: COM S 113*

Introduction to the functional areas of business and how the functional areas are integrated for the purpose of implementing business strategy. Introduces students to decision making tools (spreadsheets and databases) that are integral to business decision making. Includes application exercises to all functional areas of business.

## **BUSAD 292: Entrepreneurship & Innovation Learning Community (EILC) Seminar**

(1-0) Cr. 1.

Topics related to entrepreneurship and entrepreneurial thinking. Presentations by entrepreneurs and faculty, field trips, business concept development.

## **BUSAD 391: Professional Experiential Learning**

Cr. 1. Repeatable, maximum of 6 credits.

*Prereq: 12 credits from College of Business; written approval of Career Services Internship Coordinator on required form prior to the learning experience.*

Supervised work experience in a business related discipline. Offered on a satisfactory-fail basis only.

## **BUSAD 391A: Professional Experiential Learning: Domestic Internship**

Cr. 1. Repeatable, maximum of 6 credits.

*Prereq: 12 credits from College of Business; written approval of Career Services Internship Coordinator on required form prior to the learning experience*

Supervised work experience in a business related discipline. Offered on a satisfactory-fail basis only.

## **BUSAD 391B: Professional Experiential Learning: International Internship**

Cr. 1. Repeatable, maximum of 6 credits.

*Prereq: 12 credits from College of Business; written approval of Career Services Internship Coordinator on required form prior to the learning experience*

Supervised work experience in a business related discipline. Offered on a satisfactory-fail basis only.

## **BUSAD 391C: Professional Experiential Learning: Domestic Travel and Study**

Cr. 1. Repeatable, maximum of 6 credits.

*Prereq: 12 credits from College of Business; written approval of Career Services Internship Coordinator on required form prior to the learning experience*

Supervised travel and study in a business related discipline. Offered on a satisfactory-fail basis only.

## **BUSAD 391D: Professional Experiential Learning: International Travel and Study**

Cr. 1. Repeatable, maximum of 6 credits.

*Prereq: 12 credits from College of Business; written approval of Career Services Internship Coordinator on required form prior to the learning experience*

Supervised travel and study in a business related discipline. Offered on a satisfactory-fail basis only.

**BUSAD 398: Cooperative Education**

Cr. R. Repeatable, maximum of 3 times.

*Prereq: Permission of department*

Required of all cooperative education students engaged in full-time internship/co-op. Students must register for this course prior to commencing each work period. No more than three credits may be taken in addition to BusAd 398 during any given semester. Offered on a satisfactory-fail basis only.

**BUSAD 490: Independent Study**

Cr. 1-3. Repeatable.

*Prereq: Professional program in Business; permission of instructor; for 490H: Admission to the Business Honors Program*

**BUSAD 490A: Independent Study: International Business**

Cr. 1-3. Repeatable.

*Prereq: Professional program in Business; permission of instructor*

**BUSAD 490E: Independent Study: Entrepreneurship**

Cr. 1-3. Repeatable.

*Prereq: senior classification, permission of instructor*

**BUSAD 490G: Independent Study: General**

Cr. 1-3. Repeatable.

*Prereq: Professional program in Business; permission of instructor*  
Independent Study.

**BUSAD 490H: Independent Study: Honors**

Cr. 1-3. Repeatable.

*Prereq: Admission to the Business Honors Program*

**BUSAD 491: Okoboji Entrepreneurship Institute**

Cr. 1-3.

*Prereq: Selection to Okoboji Entrepreneurship Institute*

Advanced study of entrepreneurship that includes a team-based entrepreneurial simulation, seminars with successful entrepreneurs and business community leaders, a formal pitch presentation, and networking and mentoring in an immersive experiential environment. Students must apply and be selected for participation. Offered on a satisfactory-fail basis only.

**Courses primarily for graduate students, open to qualified undergraduates:**

**BUSAD 501: Strategic Management**

(Cross-listed with STB). (2-0) Cr. 2.

*Prereq: Admission to the Graduate Program in Seed Technology and Business or approval of instructor must be obtained.*

Critical analysis of current practice and case studies in strategic management with an emphasis on integrative decision making. Strategy formulation and implementation will be investigated in the context of complex business environments.

**BUSAD 502: Quantitative Business Analysis and Decision Making**

(3-0) Cr. 3.

*Prereq: Enrollment in MBA program or departmental permission*

Introduction to the sources and statistical analysis of data as well as optimization models for use in making business decisions. Data collection, descriptive and inferential statistics including hypothesis testing, analysis of variance, multiple regression, linear programming and simulation.

**BUSAD 503: Information Systems**

(Cross-listed with STB). (2-0) Cr. 2.

*Prereq: Admission to the Graduate Program in Seed Technology and Business or approval of instructor must be obtained.*

Introduction to a broad variety of information systems (IS) topics, including current and emerging developments in information technology (IT), IT strategy in the context of corporate strategy, and IS planning and development of enterprise architectures. Cases, reading, and discussions highlight the techniques and tactics used by managers to cope with strategic issues within an increasingly technical and data-driven competitive environment.

**BUSAD 504: Marketing and Logistics**

(Cross-listed with STB). (3-0) Cr. 3.

*Prereq: Admission to the Graduate Program in Seed Technology and Business or approval of instructor must be obtained.*

Integration of the business functions concerned with the marketing and movement of goods along the supply chain with the primary goal of creating value for the ultimate customer. Coordination of marketing, production, and logistics activities within the firm and with outside suppliers and customers in the supply chain.

**BUSAD 507: Organizational Behavior**

(Cross-listed with STB). (2-0) Cr. 2.

*Prereq: Admission to the Graduate Program in Seed Technology and Business or approval of instructor must be obtained.*

Understanding human behavior in organizations, and the nature of organizations from a managerial perspective. Special emphasis on how individual differences, such as perceptions, personality, and motivation, influence individual and group behavior in organizations and on how behavior can be influenced by job design, leadership, groups, and the structure of organizations.

**BUSAD 508: Accounting and Finance**

(Cross-listed with STB). (3-0) Cr. 3.

*Prereq: Admission to the Graduate Program in Seed Technology and Business or approval of instructor must be obtained.*

Survey of fundamental topics in accounting and finance. Financial statement reporting and analysis for agriculture firms, corporate governance issues related to financial reporting, (e.g., Sarbanes-Oxley). Basic tools and techniques used in financial management, including stock and bond valuation. How to assess and use capital budgeting methods to evaluate proposed firm investments.

**BUSAD 509: International Seed Business Practices, Policies, & Regulation**

(Cross-listed with STB). (3-0) Cr. 3.

*Prereq: Admission to the Graduate Program in Seed Technology and Business or approval of instructor must be obtained.*

Cultural, financial, economic, political, legal/regulatory environments shaping an organization's international business strategy. Topics include entry (and repatriation) of people, firms, goods, services, and capital. Special attention to the institutions of seed regulation and policy. Ethical issues facing managers operating in an international context.

**BUSAD 590: Special Topics in Business**

(3-0) Cr. 3. Repeatable.

*Prereq: Enrollment in MBA program or departmental permission.*

A special topics course covering contemporary issues in business. Topics vary by semester.

**BUSAD 591: Professional Experiential Learning**

Cr. 1-5. Repeatable.

*Prereq: Graduate standing; written approval of supervising instructor and department chair on required form prior to the learning experience*

Academically supervised travel and/or work experiences in a business related discipline.

**BUSAD 592: MBA Professional Skills Development**

Cr. R.

*Prereq: Admission to Full-time MBA Program*

Provides first-year MBA students with tools necessary to develop and implement a successful internship and career search, and to develop professional skills critical for success in the competitive business environment. Topics include career search strategy, resume and cover letter development, interviewing, strategic networking, salary negotiation, impression management, team skills development, presentation skills development, and business etiquette. Required for all full-time MBA students. Offered on a satisfactory-fail basis only.

**BUSAD 594: MBA Professional Skills Development II**

Cr. R.

*Prereq: BUSAD 592*

A second course designed to improve the professional skills of first-year MBA students. Emphasis on building effective communications and networking skills. Students will participate in professional workshops, company visits, executive speaker seminars, service learning projects, business case competitions, and related activities. Offered on a satisfactory-fail basis only.

**BUSAD 598: Cooperative Education**

Cr. R.

*Prereq: Permission of instructor*

Professional work experience. Students must register for this course prior to commencing work. Offered on a satisfactory-fail basis only.

**BUSAD 599: Creative Component**

Cr. 3.

*Prereq: Graduate classification, permission of supervisory committee chair*

Preparation and writing of creative component.

**BUSAD 599A: Creative Component: Accounting**

Cr. 3.

*Prereq: Graduate classification, permission of supervisory committee chair*

Preparation and writing of creative component.

**BUSAD 599C: Creative Component: Finance**

Cr. 3.

*Prereq: Graduate classification, permission of supervisory committee chair*

Preparation and writing of creative component.

**BUSAD 599E: Creative Component: Management**

Cr. 3.

*Prereq: Graduate classification, permission of supervisory committee chair*

Preparation and writing of creative component.

**BUSAD 599F: Creative Component: Marketing**

Cr. 3.

*Prereq: Graduate classification, permission of supervisory committee chair*

Preparation and writing of creative component.

**BUSAD 599I: Creative Component: Agribusiness**

Cr. 3.

*Prereq: Graduate classification, permission of supervisory committee chair*

Preparation and writing of creative component.

**BUSAD 599J: Creative Component: General Business**

Cr. 3.

*Prereq: Graduate classification, permission of supervisory committee chair*

Preparation and writing of creative component.

**BUSAD 599K: Creative Component: Management Information Systems**

Cr. 3.

*Prereq: Graduate classification, permission of supervisory committee chair*

Preparation and writing of creative component.

**BUSAD 599L: Creative Component: Supply Chain Management**

Cr. 3.

*Prereq: Graduate classification, permission of supervisory committee chair*

Preparation and writing of creative component.

**Courses for graduate students:**

**BUSAD 644: Business Research Methods**

(3-0) Cr. 3. F.

*Prereq: In PhD program in the College of Business or consent of instructor*

A survey of the wide variety of research methods used in business.

Methods will be presented and discussed with emphasis on applicability in different research situations.

**BUSAD 699: Research**

Cr. 3-6. Repeatable. F.S.SS.

*Prereq: Graduate classification, permission of major professor*

Research.