

QUINEBAUG VALLEY COMMUNITY COLLEGE

COURSE RECORD

BBG* 101 – Intro to Business

BUS 101 - American Business

Dept. & Course No.	Course Name	No. of Credits	Date of Approval
BUS 101	American Business	3	71-72

Prerequisite:

CHANGES IN PREREQUISITES

Date of Change:

Catalog Description

A basic course in business, designed to provide an overall view of the ownership patterns, structure, and essential operations of business organizations.

CHANGES IN CATALOG DESCRIPTION

Date of Change:

Course Content Objectives – BBG* 101

The student will:

- Trace the history and development of business in the United States;
- Understand the relationship of business to society and the individual. This includes the interrelationships with law and politics;
- Critically examine ethical behavior in business and be able to derive a code of ethics for themselves and apply to business decisions;
- Understand the principles of capitalism and compare them to other economic systems;
- Analyze the ownership patterns of business and understand the three most common legal forms and their respective advantages and disadvantages;
- Understand the basic skills required to run a business:
 - Managing: functions and principles
 - Accounting: statements and analysis
 - Data Processing: principles and uses
- Recognize the major economic inputs that are resources of the business production process: land, labor, and capital. Understand how to synergistically combine these for financial success;
- Know about the basic principles of marketing: consumers centrality and their servicing through the four P's (Price, Product, Place, and Promotion);
- Develop creative and analytic skills through the use of various techniques, including case study analysis.

CHANGES IN CONTENT OBJECTIVES

Date of Change:

QUINEBAUG VALLEY COMMUNITY COLLEGE

COURSE RECORD

BBG* 115- Business Software Applications

Dept. & Course No.	Course Name	No. of Credits	Date of Approval
BBG* 115	Business Software Applications	3	9/8/09

Prerequisite: Eligible for ENG* 101 and MAT* 137

CHANGES IN PREREQUISITES

Date of Change:

Catalog Description

Using Microsoft Suite application software, students in this hands-on course will learn to use each of the software packages as they relate to the business environment. These software packages include an emphasis on Excel to build flexible spreadsheets used in business decision-making, supplemented with Word to produce professional-looking documents, Access to select and analyze data to produce valid results, and PowerPoint to effectively present and communicate. A basic course in business, designed to provide an overall view of essential operations of business organizations.

CHANGES IN CATALOG DESCRIPTION

Date of Change:

Course Content Objectives – BBG* 115

The student will:

- Apply technology to problem solve, manage and communicate both information and ideas;
- Recognize the value of information technology to an organization;
- Develop critical thinking and information literacy skills for analyzing real business problems;
- Examine the various information systems that are applied in organizations;
- Demonstrate an understanding of the technical and ethical limits of information systems.

CHANGES IN CONTENT OBJECTIVES

Date of Change:

QUINEBAUG VALLEY COMMUNITY COLLEGE

COURSE RECORD

BBG* 195 - Business Colloquium

BUS 196 - Business Colloquium

Dept. & Course No.	Course Name	No. of Credits	Date of Approval
BUS 196	Business Colloquium	3	4/90

Prerequisite: Consent of instructor.

CHANGES IN PREREQUISITES

Date of Change:

Catalog Description

The purpose of the colloquium is to provide groups of students with a structured opportunity for independent study, research or specialization in aspects of business. Participation in scheduled meetings is required.

CHANGES IN CATALOG DESCRIPTION

Date of Change:

Course Content Objectives – BBG* 195

The student will:

CHANGES IN CONTENT OBJECTIVES

Date of Change:

QUINEBAUG VALLEY COMMUNITY COLLEGE

COURSE RECORD

BBG* 215 - Global Business

BUS 185 - Global Business

Dept. & Course No.	Course Name	No. of Credits	Date of Approval
BUS 185	Global Business	3	10/97

Prerequisite: Recommended: BUS 101

CHANGES IN PREREQUISITES

Date of Change:

Recommended BBG* 101 and IS 135

Catalog Description

A survey course to introduce the field of global business. Students will study diverse and multiple facets--such as cultural, political/legal, social, economic and others--that affect the operations and performances of international business enterprises. As a part of their coursework, students will concentrate on a selected culture, region or country.

CHANGES IN CATALOG DESCRIPTION

Date of Change:

Course Content Objectives – BBG* 215

The student will:

- Recognize the impact of the global marketplace and interdependence of the global business community;
- Know the significance and benefits of international trade to the United States generally and the local economy specifically;
- Understand the complexities of managing, generally, in international arena and, specifically, in a selected country, region or culture;
- Be aware of culture diversity and the need for sensitive and appropriate communication, motivation and leadership styles;
- Understand the Theory of Comparative Advantage and other applicable international trade theories and monetary systems;
- Be able to analyze and evaluate case studies which incorporate global business elements.

CHANGES IN CONTENT OBJECTIVES

Date of Change:

QUINEBAUG VALLEY COMMUNITY COLLEGE

COURSE RECORD

BBG* 234 – Legal Environment of Business

Dept. & Course No.	Course Name	No. of Credits	Date of Approval
BBG* 234	Legal Environment of Business	3	9/2012

Prerequisite:

CHANGES IN PREREQUISITES

Date of Change:

Catalog Description

This course introduces the student to the structure of the American legal system and its impact on the operations of American business. Ethics and social responsibility are examined from many perspectives including that of decision-makers and stakeholders. Major aspects of government regulation of business are explored, including product liability, securities regulation, employment and labor law, and intellectual property. The course also examines fiduciary duties and tort and criminal liability.

CHANGES IN CATALOG DESCRIPTION

Date of Change:

Course Content Objectives – BBG* 234

The student will:

- Identify potential legal consequences of behavior in business;
- Describe the way in which the American legal system operates;
- Identify and be able to define basic legal terminology and apply it in business situations;
- Apply legal reasoning to business situations knowledge acquired in a variety of legal areas including criminal, tort, contract and agency law;
- Discuss the role of ethics, fiduciary duties and social responsibility in business;
- Demonstrate an understanding of the ethical role and responsibility of decision makers and stakeholders;
- Be familiar with, identify, and describe the forms of business organizations, their advantages and disadvantages;
- Demonstrate an understanding of the Uniform Commercial Code provisions applicable to sales, commercial paper and security interests;
- Demonstrate knowledge of government regulation of business, including securities regulation, employment and labor law, product liability and intellectual property.

CHANGES IN CONTENT OBJECTIVES

Date of Change:

QUINEBAUG VALLEY COMMUNITY COLLEGE

COURSE RECORD

BBG* 236 – Commercial Law

Dept. & Course No.	Course Name	No. of Credits	Date of Approval
BBG* 236	Legal Environment of Business	3	9/2012

Prerequisite:

CHANGES IN PREREQUISITES

Date of Change:

Catalog Description

This course provides a framework for the legal and ethical consideration impacting many basic commercial transactions, and deals with the formation of contracts and the rights and responsibilities of contracting parties. Specific topics included are contract law and the Uniform Commercial Code, including sales, secured transactions and negotiable instruments. Also covered are aspects of agency, partnerships, corporations, limited partnerships, limited liability companies and bankruptcy.

CHANGES IN CATALOG DESCRIPTION

Date of Change:

Course Content Objectives – BBG* 236

The student will:

- Generally understand the U.S. legal system and how it works;
- Be able to relate the legal system to the everyday world of business primarily through an understanding of the Uniform Commercial Code;
- Understand the principles of law relating to contracts, defenses to contracts and available remedies;
- Understand the legal aspects of banking including loans, checks and investments;
- Define the elements of an insurance contract and describe the requirements of a valid will;
- Discuss the advantages and disadvantages of different types of business structures;
- Be able to effectively judge situations from a legal perspective through objective evaluation from differing perspectives.

CHANGES IN CONTENT OBJECTIVES

Date of Change:

QUINEBAUG VALLEY COMMUNITY COLLEGE

COURSE RECORD

BBG* 280 – Problem Solving & Decision Making

BUS 280 - Seminar: Business Decision-Making

Dept. & Course No.	Course Name	No. of Credits	Date of Approval
BUS 280	Seminar: Business Decision-Making	3	11/88

Prerequisite: BUS 202, BUS 208 and BUS 211 (may be taken concurrently) or consent of instructor.

CHANGES IN PREREQUISITES **Date of Change:**
BUS 202, BUS 208 and BUS 211 (may be taken concurrently) or consent of instructor, IS 135 4/96

CHANGES IN PREREQUISITES 5/24/01
Students are required to complete IS 135 and at least 10 of the required Program Core courses, or obtain consent of instructor.

CHANGES IN PREREQUISITES 6/25/01
Students are required to complete IS 135 and at least 10 of the required Program Core courses, or obtain permission of instructor.

CHANGES IN PREREQUISITES 2/13/09
Completion of program core or permission of instructor

Catalog Description

Business decision making through synthesis of the concepts and techniques of business administration developed in prior courses in order to establish a rational basis for developing business objectives, strategies, and implementation activities. Strategic management methods and techniques will be applied in this capstone course by individual and team cases and projects.

CHANGES IN CATALOG DESCRIPTION **Date of Change:**

Course Content Objectives – BBG* 280

The student will:

- Identify their own primary decision-making style; be able to recognize and understand other persons' styles; and thus improve their total decision-making process;
- Improve their decision-making skills through practical hands-on experience with business simulations;
- Learn at least four decision-making/problem-solving methods. In doing this, students will learn to solve business situations: gathering relevant data, define problems, devise innovative solutions, and decide on the optimum outcomes;
- Develop negotiating skills and strategies;
- Understand the dynamics of group interaction and how to create synergy in a group effort;
- Understand the relationships of various facets of business (e.g. production, marketing, financing) and how each facet needs to be coordinated and interrelated to achieve successful global decision making;
- Improve oral and written communications through individual/group presentations and research papers/case studies.

CHANGES IN CONTENT OBJECTIVES **Date of Change:**

QUINEBAUG VALLEY COMMUNITY COLLEGE

COURSE RECORD

BBG* 294 - Business Internship

BUS 298 - Business Internship

Dept. & Course No.	Course Name	No. of Credits	Date of Approval
BUS 298	Business Internship	3/4	3/95

CHANGE IN NUMBER OF CREDITS

3 credits

6/01

Prerequisite: Minimum of 21 credits completed in program core or permission of instructor.

CHANGES IN PREREQUISITES

Date of Change:

Catalog Description

Fieldwork experience in business and accounting. Assignments may be in private, public, or non-profit organizations in areas such as manufacturing, retailing, personnel, accounting or finance. This experience will enable students, under supervision, to integrate experience with theoretical knowledge. Each credit earned requires 40 hours of work placement. In addition, six one-hour classroom seminar periods will be required during the semester.

CHANGES IN CATALOG DESCRIPTION

Date of Change:

Course Content Objectives – BBG* 294

Students, through working in approved organizational settings, class discussion and assignments will:

- Integrate knowledge and skills acquired to function in entry-level positions;
- Utilize theoretical content knowledge appropriate to the placement;
- Develop a practical understanding of the manner in which organization functions;
- Develop skill working as part of a team;
- Perform as competent workers in placement settings.

CHANGES IN CONTENT OBJECTIVES

Date of Change: