**BUFW X501 Essentials of Accounting**
Upon completing this course, students should be knowledgeable in the basic procedures inherent in analyzing, recording, classifying, and reporting the economic transactions that occur in the firm. *Credits: 1*

**BUFW X502 Basic Finance**
The course is designed to provide basic information regarding corporate finance and will prepare students for higher level courses in finance. Topics covered include time value of money, capital budgeting, capital structure, dividend policy, basics of financial markets, and short-term financial management. *Credits: 1*

**BUFW X503 Introduction to Economics**
Brief overview of microeconomic topics include comparative advantage, diminishing returns, supply, and demand. Market price determination is examined with emphasis on elasticity in the determination of total revenue changes as price changes. Measurement of economy’s aggregate output, price level, and employment are macroeconomic topics covered. *Credits: 1*

**BUFW X504 Ethics and Regulatory Environment**
This course is a study of how organizations include ethics and regulatory environment in their decision making. It focuses on the development of effective strategies which include long-term ethical, and socially responsible behavior. Topics include organizational culture and ethical, values, legal and business ethics, and government regulation. *Credits: 1*

**BUFW A524 Decision Making and Economic Environment in a Global Economy**
The theory of consumer behavior, theory of production, and factor markets are examined in microeconomics. National income accounts, inflation, unemployment, and macroeconomic policy are examined in macroeconomics. Emphasis will be on global economic and trade issues. *Credits: 3*

**BUFW D542-Strategic Cost Management**
The course focuses on "strategic" cost management practices including capital budgeting, activity-based management, target costing, the just-in-time philosophy, quality costs, theory of constraints, and performance measures for automated factories. *Credits: 3*

**BUFW F542 Financial Analysis and Decision Making**
The course covers topics in corporate finance. The primary focus of the course is on the use of financial concepts to develop strategies that maximize firm value. The course examines topics that help students understand how firm value is determined. It also provides students with an understanding of global finance environment. *Credits: 3*

**BUFW M540 Data Analysis and Management Science**
The core of this course is a scientific way of approaching planning and decision-making problems that arise frequently in certain business contexts. The “mindset” of the course involves forming mathematical models of business situations, analyzing these models, and then deciding on some “optimal” course of action. In the course, mainly the application will be done on spreadsheets. The course unites some very fundamental mathematical tools with the scientific method in application to management problems of resource allocation and helps students gain an exposure to data analytics to support the decision making processes. *Credits: 3*

**BUFW M542 Leadership and Management of People in Organizations**
The course builds on the concepts and methods of psychology, sociology, and business management to give students an appreciation of behavior and management within complex organizations. Topics include globalization, ethical issues, diversity, problem solving, communication, motivation, leadership, organizational culture, personal growth, individual and group behavior, managing conflict and change, and team management. *Credits: 3***

---

**Orientation**
Orientation provides an avenue for students to begin to get to know their classmates and faculty. In addition, tools for success will be discussed. Orientation is mandatory.

---

**BUFW X501 Essentials of Accounting**
Upon completing this course, students should be knowledgeable in the basic procedures inherent in analyzing, recording, classifying, and reporting the economic transactions that occur in the firm. *Credits: 1*

**BUFW X502 Basic Finance**
The course is designed to provide basic information regarding corporate finance and will prepare students for higher level courses in finance. Topics covered include time value of money, capital budgeting, capital structure, dividend policy, basics of financial markets, and short-term financial management. *Credits: 1*

**BUFW X503 Introduction to Economics**
Brief overview of microeconomic topics include comparative advantage, diminishing returns, supply, and demand. Market price determination is examined with emphasis on elasticity in the determination of total revenue changes as price changes. Measurement of economy’s aggregate output, price level, and employment are macroeconomic topics covered. *Credits: 1*

**BUFW X504 Ethics and Regulatory Environment**
This course is a study of how organizations include ethics and regulatory environment in their decision making. It focuses on the development of effective strategies which include long-term ethical, and socially responsible behavior. Topics include organizational culture and ethical, values, legal and business ethics, and government regulation. *Credits: 1*

**BUFW A524 Decision Making and Economic Environment in a Global Economy**
The theory of consumer behavior, theory of production, and factor markets are examined in microeconomics. National income accounts, inflation, unemployment, and macroeconomic policy are examined in macroeconomics. Emphasis will be on global economic and trade issues. *Credits: 3*
**BUFW M552 - Management of Information Technology.**
This is a comprehensive study of the strategic role of information technology (IT) in contemporary organizations and society. Topics covered include structures, issues and trends in IT, impact of IT on corporate environment, and IT management strategies to achieve competitive advantage in an increasingly dynamic global business environment. *Credits: 3*

**BUFW M560 - Marketing and Customer Relationship Management**
The course is a study of how market-driven organizations strengthen their competitive advantage by creating value for customers. It focuses on the role of marketing and its relationship to other business functions; marketing analysis, planning and implementation in changing domestic and global markets; building customer relationships and ethical decision-making. *Credits: 3*

**BUFW M570 - Operations and Supply Chain Management**
The course explores how firms can better organize their operations so that they more effectively align their supply with the demand for their products and services. Throughout this course we illustrate mathematical analysis applied to real operational challenges, we seek rigor and relevance. The course covers a range of operations management topics that all impact managing supply, managing demand, or both. *Credits: 3*

**BUFW M590 - Strategic Management**
A comprehensive, integrated approach to the analysis and understanding of strategic management and competitiveness in the global economy. It focuses on the development of effective organizational strategies. Topics include external and internal environments of business, strategy implementation, strategic leadership, corporate entrepreneurship and governance. *Credits: 3*

**BUFW C600 - Experiential Learning**
The course is a valuable real world, resume building experience. Consulting teams of students are matched to business project needs. Guided by faculty experts, these consulting arrangements ensure projects are managed on schedule and to specifications. Sponsor of the project provides input that is critical to overall evaluation. *Credits: 3*

**BUFW C601 - Executive Mentoring**
A series of executive lectures, where high-level managers serve as "mentors in class". Each area of discussion is treated as a "reflective" learning assignment. The interaction with executives helps to establish stronger ties with regional businesses and acts as a strong learning tool. *Credits: 1*

**BUFW B600 - Revenue Management**
The course focuses on how firms should manage capacity, resources, and product availability decisions across different selling channels in order to maximize performance and profitability. The ultimate goal is to learn to identify and exploit opportunities for revenue optimization in different business contexts. *Credits: 1.5*

**BUFW B601 - Value Based Pricing Analytics**
Within the broader area of pricing theory, the course places particular emphasis on tactical optimization of pricing, setting prices for new products using quantitative models of consumer behavior (via appropriate price-response relations), demand forecasts, and market uncertainty. The pricing knowledge and tools are applicable to both B2C and B2B contexts. *Credits: 1.5*

**BUFW B602 - Discovery with Data Mining**
A predictive analytics course with an overview of creating and discovering value with techniques such as cluster and discriminant analysis. The techniques seek to find patterns and classifications that look toward the future, which not only provides a more complete understanding of data but, enables managers to make better decisions. *Credits: 1.5*

**BUFW B603 - Risk Analytics**
The course covers neural networks, advanced simulation, and decision tree as predictive tools to tackle uncertainty and to help in contingency planning. Examples are drawn from marketing, banking, finance, insurance, supply chain, logistics, manufacturing, transportation, energy, and health care. *Credits: 1.5*

**BUFW F600 - Investment Analysis**
This course focuses on analyzing common stock of corporations using various complex and analytical tools. Value line analysis and supplementing financial statement analysis is shown. Investment philosophies used by successful institutional investors are covered. *Credits: 1.5*

**BUFW F601 - Asset Valuation**
The course focuses on how asset valuation is used in major investment decisions and covers analysis of demand for and pricing of financial securities. Asset pricing models, theory and empirical tests, risk and return analysis, and derivative securities are introduced. *Credits: 1.5*

**BUFW F602 - Corporate Financial Risk Management**
All businesses operate under uncertainty and face financial risk. Therefore, managing financial risks is important for the success of the enterprise. The course emphasizes identifying financial risk, measuring financial risk, and applying Value at Risk (VaR) and stress testing methodologies to manage risk. *Credits: 1.5*

**BUFW F603 - Real Options in Capital Budgeting**
This course focuses on developing advanced capital budgeting skills to take uncertainty and managerial operating flexibility into account. The analysis of real options capitalizes on the flexibility, for example, in the timing and the scale. This course provides a more robust methodology for project valuation. *Credits: 1.5*

* Due to ongoing program updates, course offerings are subject to change.