Biotechnology
BIOT 260. Biotechnology Seminar. 1 credit.
An introduction to biotechnology. Topics will include research opportunities, careers and current topics in biotechnology. Not available for biology major or minor credit.

Business Analytics
BSAN 391. Quantitative Business Modeling. 3 credits.
This course addresses a wide range of complex business problems through quantitative modeling and appropriate computer applications, especially spreadsheets. Approaches include optimization and sensitivity analysis, multi-objective decision making and risk analysis. Prerequisites: COB 291 or equivalent with a grade of "B-" or higher and junior or senior standing.

BSAN 392. Descriptive and Predictive Analytic Methods. 3 credits.
This course integrates advanced analytical methods from statistics and management science for enhanced understanding of business performance and improved predictive capabilities. The emphasis is on applying computer applications for statistical modeling and analysis of data from a variety of business processes to support managerial decision-making. Prerequisites: COB 291 or equivalent with a grade of "B-" or higher and junior or senior standing.

BSAN/CIS 393. Predictive Analytics and Data Mining. 3 credits.
This course focuses on quantitative techniques and computer applications that allow the extraction of useful, previously unrecognized information from large data sets for predictive purposes. By effectively sifting through databases such as those generated by many businesses, data mining allows the analyst to recognize potentially important patterns and to target business opportunities. Prerequisites: COB 291 or equivalent with a grade of "B-" or higher and junior or senior standing.

BSAN/CIS 490. Special Studies in Computer Information Systems or Business Analytics. 1-3 credits.
An advanced course in information and/or business analytics designed to give qualified students an opportunity to complete independent study under faculty supervision. Prerequisites: Senior standing, recommendation of the instructor and written approval of the department head prior to registration.

BSAN 498. Special Topics in Business Analytics. 3 credits.
An advanced course designed to allow exploration of current topics in business analytics. Course content will vary. See adviser for current content. Prerequisite: Permission of the instructor.

Business and Marketing Education
BMED 200. Introduction to Business and Marketing Education. 3 credits.
A general survey of business and marketing principles as they relate to preparation for teaching with emphasis on the history of business and marketing in America, the basic forms of business organizations, ownership, finance, management, taxes and wages, and labor relations.

BMED 230. Document Design and Production. 3 credits.
Experience in planning, designing and producing documents for the business office with focus on transferability of productivity among the genre of word processing software. Prerequisite: Keyboard in excess of 40 words per minute with at least 95 percent word accuracy without visual reference to the keyboard.

BMED 300. Data and Records Management. 3 credits.
Develops skills in managing the information of business by organizing data through the creation and use of computer spreadsheets and databases. Includes the management and organization of hard records.

BMED 376. Occupational Experience in Business. 3 credits.
Supervised internship providing business office experience for students seeking licensure as business education teachers in middle and secondary schools. A credit/no credit grade will be assigned. Prerequisite: Permission of the instructor.

BMED 377. Occupational Experience in Marketing. 3 credits.
Supervised internship promoting marketing (retail, promotion, entertainment, merchandising, etc.) for students seeking licensure as marketing education teachers in middle and secondary schools. A credit/no credit grade will be assigned. Prerequisite: Permission of the instructor.

BMED 380. Demonstration Methods for Business and Marketing. 3 credits.
Development of an instructional model incorporating demonstrations and supervised walk-throughs in planning and directing the learning of computer-related and other complex business and marketing procedures and processes.

BMED 400. Business and Marketing Communications. 3 credits.
Develops skills in communicating effectively through formal and informal business reports, letters and memorandums. Emphasis on realistic problem solving involving collecting, organizing, analyzing, interpreting and presenting data. Prerequisites: WRITC 103 and BMED 230 or equivalent.

BMED 430. Desktop Publishing Design and Production. 3 credits.
Experience in planning, designing and producing the publications of business and education with focus on transferability of functions among the genre of desktop publishing software.

BMED 490. Independent Study in Business and Marketing Education. 1-3 credits.
Provides opportunity to complete independent study or research on problems in business and marketing education. Prerequisite: Permission of the program coordinator.

Business Law
BLAW 314. Real Estate Law. 3 credits.
A study of the principles of law-governing interests in real estate including acquisition, encumbrance, transfer, rights and obligations of parties, and state and federal regulations thereof. Prerequisites: COB 218 and junior standing.

BLAW 470. Financial Products: Regulation and Protection. 3 credits.
An inquiry into the legal environment of the financial marketplace. Topics explored include the role of regulatory agencies, the design of contracts which minimize credit risk and maximize marketability, and methods of protecting the proprietary component of innovative financial products. Prerequisites: COB 218 and junior standing.

BLAW 494. White Collar Crime. 3 credits.
A study of white collar crime in America, a unique type of criminal activity that primarily affects businesses. The course explores the substance of white collar crime and focuses on the unique elements of various crimes through the study of actual cases. The course also examines how white collar crimes are prosecuted and defended in state and federal courts. Students are introduced to federal and state criminal procedure, substantive defenses, and the use of sentencing guidelines. Prerequisite: COB 300.

BLAW 495. Contract Law, Sales and Secured Transactions. 3 credits.
A study of the law of contracts. Article Two of the Uniform Commercial Code, product liability, legal liability of accountants, secured transactions and bankruptcy with emphasis on the role these play in professional and personal decision making. The courts, the legislature and the interaction of these two branches of government in responding to a changing society are studies throughout. Prerequisites: COB 218 and COB 300.

BLAW 496. The Law of Business Organizations, Negotiable Property Instruments and Property. 3 credits.
A study of Article Three of the Uniform Commercial Code, agency, partnerships, corporations, securities regulations, real property, trusts and decedents estates with emphasis on the role these play in professional and personal decision making. Prerequisites: COB 218 and COB 300 or permission of the instructor.

BLAW 497. Legal Aspects of International Business. 3 credits.
Survey of legal implications of international business dealings including foreign direct sales, distributorship arrangements, licensing of technology and legal aspects of the multi-national corporation. The foreign legal environment, relevant conventions and trade regulations, and the transnational reach of regulatory law will be considered. Prerequisites: COB 218 and senior standing.

BLAW 498. Special Topics in Business Law. 3 credits.
This course is designed to allow explorations of areas of current topics in business law. Course content will vary by semester and instructor. For current content, consult the adviser. Prerequisites: COB 300 and permission of the instructor.

Chemistry
CHEM 100. Chemistry Today. 3 credits.
Provides the background necessary to understand how chemistry affects our daily lives. An enriched overview of the fundamental principles of chemistry is followed by applications to topics of current interest. A high school science background is assumed. Not available for major or minor credit in chemistry.

CHEM 120. Concepts of Chemistry. 3 credits.
A one-semester introduction to the fundamental principles, laws and applications of chemistry. Examples relating to the health sciences are emphasized. Not available for major or minor credit in chemistry. May be used for general education credit.