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Full-time Instructors:

Jeffrey K. Fawcett, D.B.A., Dean

Richard Koontz, D.B.A., Chair

Roger Stichter, D.B.A., CPA

Heidi Miller, M.B.A.

Melissa Chappell, M.B.A.

Danielle Deal, B.S., C.P.A.

Thomas Pycraft, Jr., B.S., J.D.

Part-time Instructors:

Paul Finley, M.B.A.

Randy Koser, M.B.A.

James Flecker, J.D.

Brad Stamm, PhD.

BUS1010 Foundations of Business

ACC2110 Financial Accounting

ACC2120 Managerial Accounting

MKT2150 Marketing Principles

MGT2430 Principles of Management

BUS2230 Economics

BUS3050

ACC3110 Intermediate Accounting I
ACC3120 Intermediate Accounting II
ACC3320 Intermediate Managerial Accounting
ACC3300 Introduction to Tax
ACC4310 Auditing Principles
ACC4110 Advanced Accounting

ACC4420 Advanced Managerial Accounting

ACC4530 Tax Compliance & Planning
ACC3270 Financial Planning

Applied Learning

Choose from the following:

ACC4930 Accounting Internship (3 APL)
ACC4980 Accounting Internship (Second 3-hr Intern) (3 APL)
ACC4940 Accounting Internship (4 APL)
ACC4950 Accounting Internship (5 APL)
ACC4990 Accounting Internship (9 APL)

Twenty-one hours of electives within the School of Business.
(any ACC, BUS, FIN, ISM, MGT, MKT, or SMT classes)

Applied Learning

BUS4730 Business Practicum (3 APL)
OR
BUS4930 Business Internship (3 APL)

The requirement for the major in business education is the 42 hours of the Business Common Professional Components plus:

Students also take 612 7t60.1al Components plus:

SED4700 The Moral Practitioner
SED4900 Student Teaching & Seminar (9 APL)

BUS2750 Entrepreneurship & Service Practicum
BUS3260 Small Business Entrepreneurship
BUS3510 Innovation & Design for Business
BUS3600 Business Plan Competition Practicum
MGT4240 Human Resources Management

FIN3350 Entrepreneurial Finance
MKT4190 Sales & Sales Management

Applied Learning
BUS4730 Practicum in Business (3 APL)
OR
BUS4930 Internship in Business (3 APL)

MKT3430 Advertising and Promotions
MKT3550 Services & Non-Profit Marketing
MKT4190 Sales and Sales Management
COM2700 Public Relations Principles

SMT2050 Risk Management
SMT2320 Facility Management
SMT3060 Event Management
SMT3080 Event Management Lab

Applied Learning (3 credits)
BUS4730 Practicum in Business (3 APL)
OR
BUS4930 Internship in Business (3 APL)

FIN3270 Financial Planning
FIN 3170 Money, Banking & Fixed Income
FIN 4280 Investments
FIN 4530 International Finance & Economics
FIN 4610 Advanced Financial Topics & Mathematics
Choose *two of the following*:
ACC3110 Intermediate Accounting I
ACC 3320 Intermediate Managerial Accounting
FIN3350 Entrepreneurial Finance
ACC3300 Introduction to Tax
MAT3200 Probability & Statistics

Applied Learning

FIN4930 Internship in Finance (3 APL)

MGT3310 Global Supply Chain Management

FIN 4530 International Finance & Economics

ICS 3110 Intercultural Communication

ICS3210 Applied Cultural Anthropology

MKT 4300 International Marketing

Choose one of the following:

STA-XXXX Study Abroad (6 APL)

BUS4960- International Internship (6 APL)

MGT2650 Leadership & Motivation

MGT4240 Human Resources Management

MGT3405 Organizational Behavior

MKT4100 Product Management

BUS2750 Entrepreneurship & Service Practicum

BUS3260 Small Business Entrepreneurship

BUS3510 Innovation & Design for Business

MGT3310 Global Supply Chain Management

MKT4190 Sales/Sales Management

COM2700 Public Relations Principles

ICS3110 Intercultural Communication

MGT2650 Leadership & Motivation

MGT3310 Global Supply Chain Management

MGT3405 Organizational Behavior

LPM2110 Introduction to Project Management

LPM2130 Project Planning

LPM3110 Project Execution, Monitoring, & Control

LPM4110 Advanced Project Management Practicum

MGT2650 Leadership & Motivation

MGT3310 Global Supply Chain Management

MGT3405 Organizational Behavior

LSC2110 Introduction to Project Management

LSC2130 Forecasting and Logistics

LSC3110 Sourcing and Operations

LSC4110 Advanced Logistics Management- Practicum

MGT3405 Organizational Behavior
MGT4240 Human Resources Management
MGT2650 Leadership & Motivation
LHR2110 Training and Development
LHR2130 Total Compensation Management
LHR3110 Human Resources Risk Management
LHR3130 Employment and Labor Law

Applied Learning

BUS4730 Practicum in Business (3 APL)
OR
BUS4930 Internship in Business (3 APL)

ISM1150 Introduction to Computer Science
ISM2150 Object-Oriented Computer Programming
ISM2700 HTML and Web Development
ISM3800 Database Programming
ISM4110 Client-side Programming
ISM4200 Application Development Lab

Applied Learning

ISM4930 Internship in Information Systems (3 APL)

MKT3270 Consumer Behavior
MKT4150 Marketing Research
MKT4170 Advanced Marketing

Choose four of the following:

MKT2500 Digital/International Marketing
MKT3430 Advertising and Promotion
MKT3550 Services & Nonprofit Marketing
MKT4100 Product Management
MKT4190 Sales and Sales Management
MKT4300 International Marketing

MKT2500 Digital/Internet Marketing
MKT3000 Social Community & Content Marketing
MKT2600 Online Advertising & Email Marketing
MKT4200 Advanced Digital Marketing
ISM2700 HTML and Web Development
MKT3270 Consumer Behavior
MKT4150 Marketing Research

MKT3270 Consumer Behavior
MKT4190 Sales/Sales Management
COM3030 Persuasion
LPS3110 Relationship-Driven Professional Selling
LPS3130 Negotiation in Business and Sales
LPS3150 Sales Leadership
LPS4110 Adv. Relationship-Driven Professional Selling

Applied Learning
BUS47

* : The following majors have some ISM or Sport Management components in them but are housed in other departments on campus:

Actuarial Science Math and Computing	o School of Arts & Sciences - Math/Science Dept.
Sport Management	o School of Business - Sport Management Dept.
Sport Marketing	o School of Business - Sport Management Dept.
Sport Ministry	o School of Ministry Studies
Sport Psychology	o School of Behavioral Sciences

The requirement for the minor in Accounting is 21 hours in accounting including:

ACC2110 Financial Accounting
ACC2120 Managerial Accounting
ACC3110 Intermediate Accounting I
ACC3120 Intermediate Accounting II
ACC3320 Intermediate Managerial Accounting
ACC3300 Introduction to Tax
BUS3050 Business Spreadsheet Applications

(Not available to Business Majors.)

BUS1010 Foundations of Business
ACC2110 Financial Accounting
MKT2150 Marketing Principles
MGT2430 Principles of Management
MGT3405 Organizational Behavior
BUS3050 Business Spreadsheet Applications

The requirement for the minor in Digital Marketing is 21 hours in digital marketing including:

ISM2700 HTML & (HT)103W* n

The requirement for the minor in Entrepreneurship is 18 hours including:

BUS2750 Entrepreneurship & Service Practicum BUS3260 Small Business Entrepreneurship

BUS3510 Innovation & Design for Business

FIN3350 Entrepreneurial Finance

MGT4240 Human Resources Management

Choose one of the following (if not a Business Major):

ACC2110 Financial Accounting

MKT2150 Marketing Principles

Business majors must also take:

MKT4190 Sales & Sales Management

The requirement for the minor in Finance is 18 hours including:

BUS3050 Business Spreadsheet Application

FIN3240 Corporate Finance

FIN4280 Investments

FIN4610 Advanced Financial Topics & Math

Choose 2 of the following:

FIN3170 Money, Banking, & Fixed Income

FIN4530 International Finance and Economics

FIN3270 Financial Planning

FIN3350 Entrepreneurial Finance

The requirement for the minor in Information Systems is 18 hours including:

ISM1150 Introduction to Computer Science

ISM2150 Object-Oriented Computer Programming

ISM2700 HTML & Web Development

ISM3800 Database Programming

ISM4110 Client-side Programming

ISM4200 Application Development Lab

The requirement for the minor in International Business is 21 hours including:

BUS3570 Fundamentals of International Business

MGT3310 Global Supply Chain Management

FIN4530 International Finance and Economics

ICS3110 Intercultural Communication

ICS3210 Applied Cultural Anthropology

Choose one of the following:

STA- XXX Study Abroad (6 APL)

BUS4960 International Internship (6 APL)

The requirement for the minor in Management is 21 hours including:

MGT2430 Principles of Management

BUS 2750 Entrepreneurship & Service Practicum

MGT3405 Organizational Behavior

MGT4240 Human Resources Management
MGT2650 Leadership & Motivation
BUS3050 Business Spreadsheet Applications

Choose one of the following:

BUS 3260 Small Business Entrepreneurship
MGT3480 Operations & Production Management
BUS3510 Innovation & Design for Business

The requirement for the minor in Marketing is 21 hours including

MKT2150 Marketing Principles
MKT 2500 Digital Marketing
MKT3270 Consumer Behavior
MKT4150 Marketing Research
MKT4170 Advanced Marketing

Choose three of the following:

MKT3430 Advertising and Promotion
MKT3550 Services & Nonprofit Marketing
MKT4100 Product Management
MKT4190 Sales and Sales Management
MKT 4300 International Marketing

Develops an understanding and application of basic financial accounting principles. Emphasis on building together serve as the first year of accounting. Three hours. This course and ACC2120

The study of the managerial aspects of accounting and finance. Includes an in-depth study of the

The role of Christians in the marketplace is discussed with consideration of economic reasoning and methodology through examination of fundamental concepts in micro- and macroeconomics and through extension and applications of economic theory. Examination of the general functioning of a price system using fundamentals of supply and demand is evaluated. Exploration of the variety of market forms, theory of factor incomes and the effects of government intervention to promote efficiency and equity occurs. Three hours.

Students will apply concepts learned in common professional component courses to start and run a business. A business plan will be written, a loan obtained and products commercialized within the semester. Each student company will also serve a local nonprofit organization with their time, talent and company profits. Pre/Corequisites: ACC 2110, MGT 2430, & MKT 2150 or permission by the instructor. Three hours.

Students advance their skill and confidence in using the workbook, database and output capabilities of Microsoft Excel. Focus is on understanding the advanced features of Excel and key issues of design and advanced output capabilities of spreadsheet programs. Three hours.

Basic legal principles which control modern business transactions. Deals with such topics as contracts, agencies, employment, negotiable instruments, property, sales, and business relations with government. Three hours.

Applying the fundamentals of small business to the planning, organizing, leading, and controlling to the

Receive mentoring from advisors, faculty and Service Core of Retired Executives (SCORE) in a lab setting. This includes placing the components of a business plan into a narrative and presentation format for the Business Plan Competition held in the Spring semester each school year. 0 hours.

A presentation of the principles and techniques used in teaching business courses. Includes the study of various learning theories as well as various curriculum materials available. Will involve field experiences. Three hours.

This course in the School of Business offers experimental courses and instructional opportunities before putting them into the permanent system. Occasionally, instruction in cutting edge business topics by outside experts will also be offered. Permission by the Faculty of Record. One to three hours.

This course examines the biblical treatment of critical topics in business and economics. This examination provides a foundation for developing a framework for understanding business from a biblical perspective and for acting consistently within that perspective. The course develops a macro-level framework for the biblical understanding of the role of business organizations and the role of business professionals within those operations. This course complements the micro-level biblical frameworks developed in the discipline specific business courses. This content is designed to challenge the thinking of the student about how they will integrate their understanding of scriptural truth into creating an ethical life walk in a business setting. Prerequisite: Senior status (within two semesters of graduation) or permission. Three hours.

This course is intended to integrate the field experiences and presentations by guest faculty in the areas of international business with the current developments and literature. Students will be expected to prepare analytical reports on the various firms and institutions visited in the program. Major topics included in reading and discussion in this course are the role of the multinational firm in the world economy, international business strategy, organizational behavior and international investment and financing.
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A course designed for the second three-hour experience for selected business majors. Involvement will vary according to the nature of the practicum, type of business consulted and the number of hours approved by the practicum committee. Prerequisite: Approval by Dean. Three hours. (Three Applied Learning Credits)

A course designed to give selected business majors practical experience in a variety of entrepreneurial settings. Involvement will vary according to the nature of the practicum, type of business consulted and the number of hours approved by the practicum committee. Prerequisite: Approval by Dean. Three hours. (Three Applied Learning Credits)

Students make management decisions on finance, production, and marketing for companies in a competitive market, giving consideration to economic forecast, relative position of company, and company objectives. The student should have taken most of the major course requirements before enrolling in this course. Prerequisite: Senior status (within 2 semesters of graduation) or permission. Three hours.

Open to qualified junior and senior business majors who are employed by cooperating firms to receive training in business. Periodic reports and evaluations are submitted by the firm and the students. Prerequisite: Approval by department chair. Prerequisite: Approval by Dean. One to four hours. (One to four Applied Learning Credits)

Open to qualified junior and senior business majors who are employed by cooperating firms to receive training in business. Periodic reports and evaluations are submitted by the firm and the students. Prerequisite: Approval by Dean. Five or six hours. (Five or six Applied Learning Credits)

The study of the principles of money, banking, and credit with emphasis on monetary theory and policy and their role in domestic and international economics. Prerequisites: FIN3240. Three hours.

This foundational course explores corporate financial topics such as financial statement analysis, net present value, corporate valuation, the stock market, the bond market, financial governance and the role of the CFO in managing a business. This course provides a practical approach to the discipline. Prerequisite: ACC2110. Three hours.

To acquaint the student with the principles and concepts of basic financial planning and personal finance, with both theoretical and personal application. Prerequisite: ACC2110. Three hours.

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A case method course using real world marketing dilemmas as a means to learn how to apply marketing principles into a workable solution. The course also focuses on the fundamental concepts of strategy, its creation, execution and evaluation, plus learning the technical and relationship skills to manage the process. Prerequisite: Senior status (final Spring Semester on campus) or permission. Three hours.

A practical approach of learning the sales function of a business organization. Emphasis is placed on exploring techniques, issues and ethics pertinent to sales analysis, territory alignment, presentations, and analysis. Prerequisite: MKT2150. Three hours.

A case method course, using real world marketing dilemmas as a means to learn how to apply digital marketing principles into a workable solution. The course also focuses on preparing the student for the American Marketing Association PCM®, digital marketing certification. Prerequisite: Senior status or permission. Three Hours.

The International Marketing course is designed to demonstrate how businesses can expand their marketing efforts globally while acting regionally (globalization). The course examines the factors businesses must understand when expanding into other countries, and the important considerations necessary to successfully implement a global marketing strategy (GMSO). It is built around how general marketing principles, such as the 4Ps, are applied in a global context. Prerequisite: UMI, BUS3570 or permission of the instructor. Three hours.