BUSINESS ADMINISTRATION

BUSI 89. First-Year Seminar: Special Topics. 3 Credits.
Special topics course. Content will vary each semester.
Repeat rules: May be repeated for credit; may be repeated in the same term for different topics; 6 total credits. 2 total completions.
Grading status: Letter grade.

BUSI 101. Management Accounting. 4 Credits.
Elements of accounting for management planning, budgeting, and control. Emphasis is on management uses of accounting information. Students may not receive credit for both BUSI 101 and BUSI 106, 107, or 108.
Grading status: Letter grade.

BUSI 106. Financial Accounting CS. 3 Credits.
Offered online by Continuing Studies. UNC-Chapel Hill business majors/minors may not take BUSI 106. Role of accounting, basic concepts and methodology, mass data processing, valuation and income determination principles, management and internal control problems, and basic financial statement components. Students may not receive credit for BUSI 106 and BUSI 101.
Requisites: Pre- or corequisite, ECON 101.
Grading status: Letter grade.

BUSI 107. Management Accounting SS. 3 Credits.
Offered in summer school only. Elements of accounting for management planning, budgeting, and control. Emphasis is on management uses of accounting information. Students may not receive credit for both BUSI 107 and BUSI 101 or 108.
Grading status: Letter grade.

BUSI 108. Management Accounting CS. 3 Credits.
Offered online by Continuing Studies. UNC-Chapel Hill business majors/minors may not take BUSI 108. May be taken before, after, or concurrently with BUSI 106. Elements of accounting for management planning, budgeting, and control. Emphasis is on management uses of accounting information. Students may not receive credit for both BUSI 108 and BUSI 101 or 107.
Grading status: Letter grade.

BUSI 188. Foundations of Leadership: Discovering Your Strengths. 1.5 Credit.
This course introduces the concepts of strengths-based leadership development to help uncover strengths and maximize potential for overall success. Students will learn how to connect these strengths to all areas of life, including, but not limited to, their academic journey as well as their future career path.
Grading status: Letter grade.

BUSI 189. Introduction to Careers in Business. 1.5 Credit.
This course gives students an overview of the career options in business. This overview provides an understanding of the foundations of business and allows students to reflect on what specific business areas they might want to pursue.
Grading status: Letter grade.

BUSI 201. Business in Europe. 0.5-15 Credits.
Business in Europe
Repeat rules: May be repeated for credit. 15 total credits. 4 total completions.
Grading status: Letter grade.

BUSI 202. Business in East Asia. 0.5-15 Credits.
Business in East Asia
Repeat rules: May be repeated for credit. 15 total credits. 4 total completions.
Grading status: Letter grade.

BUSI 203. Business in South Asia. 0.5-15 Credits.
Business in South Asia
Repeat rules: May be repeated for credit. 15 total credits. 4 total completions.
Grading status: Letter grade.

BUSI 204. Business in Latin America. 0.5-15 Credits.
Business in Latin America
Repeat rules: May be repeated for credit. 15 total credits. 4 total completions.
Grading status: Letter grade.

BUSI 205. Business in the Middle East. 0.5-15 Credits.
Business in the Middle East
Repeat rules: May be repeated for credit. 15 total credits. 4 total completions.
Grading status: Letter grade.

BUSI 206. Business in Africa. 0.5-15 Credits.
Business in Africa
Repeat rules: May be repeated for credit. 15 total credits. 4 total completions.
Grading status: Letter grade.

BUSI 207. Business in Oceania. 0.5-15 Credits.
Business in Oceania
Repeat rules: May be repeated for credit. 15 total credits. 4 total completions.
Grading status: Letter grade.

BUSI 401. Management and Corporate Communication. 3 Credits.
Open to business majors. Writing- and speaking-intensive course that emphasizes professional communication. Provides opportunities to learn and apply the conventions and expectations for standard business documents and presentations. Features strategies for addressing informative, persuasive, and bad-news messages using a variety of media (print documents, electronic messages, and oral presentations).
Gen Ed: CI.
Grading status: Letter grade.

BUSI 403. Operations Management. 3 Credits.
Analysis of the operations functions in both manufacturing and service organizations. Formulating operational policies that improve efficiency and support high-level business strategy. Developing remedies that mitigate uncertainty and variability in operational processes.
Grading status: Letter grade.

BUSI 404. The Legal and Ethical Environment of Business. 1.5 Credit.
An introduction to the legal system and an examination of ethical issues that affect business.
Repeat rules: May be repeated for credit; may be repeated in the same term for different topics; 3 total credits. 2 total completions.
Grading status: Letter grade.
BUSI 405. Leading and Managing: An Introduction to Organizational Behavior. 3 Credits.
An introduction to leading and managing in organizations. Examines the impact of individual, group, and organizational factors on organizational performance and employee attitudes. Topics include leadership, perceptions, attitudes, motivation, group development, norms and cohesiveness, empowerment, conflict, negotiations, culture, structure, stress, innovation, and change.
Grading status: Letter grade.

BUSI 406. Marketing. 3 Credits.
Introduction to marketing with emphasis on the social and economic aspects of distribution, consumer problems, marketing functions and institutions, marketing methods and policies.
Grading status: Letter grade.

BUSI 407. Financial Accounting and Analysis. 3 Credits.
Students will acquire the tools to understand and analyze information presented in corporate financial statements. Financial accounting results and projected results are utilized in virtually every segment of the business world. Knowledge of financial accounting and analysis is necessary for managers, investors, bankers, financial analysts, and professional accountants.
Grading status: Letter grade.

BUSI 408. Corporate Finance. 3 Credits.
Theoretical foundations of optimal financial policy. Problems and cases provide application of theory to financial decisions involving cash flow, capital structure, capital budgeting.
Requisites: Prerequisites, BUSI 101 and ECON 101.
Grading status: Letter grade.

BUSI 409. Advanced Corporate Finance. 1.5 Credit.
A follow-up course to BUSI 408 that goes more deeply into the theory and application of financial management. Emphasis is placed on investment, financing, and dividend decisions.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 409H. Advanced Corporate Finance. 1.5 Credit.
A follow-up course to BUSI 408 that goes more deeply into the theory and application of financial management. Emphasis is placed on investment, financing, and dividend decisions.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 410. Business Analytics. 3 Credits.
While witnessing an explosion of data, most organizations tend to be awash with data but short on information. This course exposes students to techniques that will help them impact on an organization’s strategy, planning, and operations, working on applications spanning a number of fields, including operations management, finance, and marketing.
Requisites: Prerequisite, STOR 155.
Grading status: Letter grade.

BUSI 411. Strategic Management at the Business Level. 1.5 Credit.
Students analyze sources of competitive success in business organizations using case analysis and written reports to develop analytical reasoning skills for assessing forward looking opportunities for the company. The emphasis is on industry analysis and organizational analysis and the development and management of firm specific competencies for successful growth.
Repeat rules: May be repeated for credit; may be repeated in the same term for different topics; 3 total credits. 2 total completions.
Grading status: Letter grade.

BUSI 412. Strategic Management in the Modern Corporation. 1.5 Credit.
Students study the development of alternate forms of corporate-level diversification, with an emphasis on understanding the varied paths of corporate development. There is a focus on the challenges of integrating activities across diversified corporations and the tools to manage firms through the transitions that signal a change in strategy.
Requisites: Prerequisite, BUSI 411.
Repeat rules: May be repeated for credit; may be repeated in the same term for different topics; 3 total credits. 2 total completions.
Grading status: Letter grade.

BUSI 463. Business and the Environment. 3 Credits.
This course explores the intersection of business/economic growth and the major sustainability issues affecting the environment and societal well-being and raises questions about business ethics and the moral responsibility of business leaders, consumers, and citizens. Previously offered as ENEC 306.
Gen Ed: PH, CI.
Grading status: Letter grade
Same as: ENEC 463.

BUSI 463H. Business and the Environment. 3 Credits.
This course explores the intersection of business/economic growth and the major sustainability issues affecting the environment and societal well-being and raises questions about business ethics and the moral responsibility of business leaders, consumers, and citizens. Previously offered as ENEC 306.
Gen Ed: PH, CI.
Grading status: Letter grade
Same as: ENEC 463H.

BUSI 490. Business Topics. 1.5 Credit.
Varied topics in business administration.
Repeat rules: May be repeated for credit; may be repeated in the same term for different topics; 9 total credits. 6 total completions.
Grading status: Letter grade.

BUSI 490H. Business Topics. 1.5 Credit.
Varied topics in business administration.
Repeat rules: May be repeated for credit; may be repeated in the same term for different topics; 9 total credits. 6 total completions.
Grading status: Letter grade.

BUSI 493. Business Internship Project I. 3 Credits.
Permission of the department. With prior approval, a student may propose and complete an academic research project (paper and presentation) derived from an internship experience.
Gen Ed: EE-Academic Internship.
Grading status: Letter grade.

BUSI 496. Independent Study in Business. 1.5-3 Credits.
Permission of the department. Supervised individual study and research in the student’s special field of interest.
Repeat rules: May be repeated for credit; may be repeated in the same term for different topics; 3 total credits. 2 total completions.
Grading status: Letter grade.

BUSI 500. Entrepreneurship and Business Planning. 3 Credits.
Students gain an understanding of entrepreneurship and the tools and skills necessary to conceive, plan, execute, and scale a successful new venture. Students develop business ventures in teams through an experiential pedagogy.
Grading status: Letter grade.
BUSI 500H. Entrepreneurship and Business Planning. 3 Credits.
Students gain an understanding of entrepreneurship and the tools and skills necessary to conceive, plan, execute, and scale a successful new venture. Students develop business ventures in teams through an experiential pedagogy.
Grading status: Letter grade.

BUSI 501. Professional Selling Strategies and Skills. 3 Credits.
Critical concepts and skills for selling products and services, and influencing others in business. Applicable to people considering sales or consulting as a career; to those thinking of starting an entrepreneurial company; or for those who want to understand how to influence peers, subordinates, and management.
Requisites: Prerequisite, BUSI 406.
Grading status: Letter grade.

BUSI 503. Family Business I: Introduction to Family Enterprise. 1.5 Credit.
Helps the student understand the evolutionary stages in the life of a family business and the challenges and opportunities that must be managed at each stage.
Grading status: Letter grade.

BUSI 504. Launching the Venture. 1.5 Credit.
This is a cross-campus course for exceptional students, staff, and faculty, designed to help launch UNC-Chapel Hill start-ups. Only for students serious about launching in the next nine to 12 months. Admission by online application. More information at www.launch.unc.edu.
Requisites: Prerequisite, BUSI 500.
Repeat rules: May be repeated for credit; may be repeated in the same term for different topics; 6 total credits. 4 total completions.
Grading status: Letter grade.

BUSI 505. Consulting to Entrepreneurial Firms. 3 Credits.
Student teams engage in consulting projects to help local start-ups tackle entrepreneurial challenges. Data is collected through fieldwork, such as client meetings, customer surveys, interviews with thought leaders, site visits, product tests, and/or focus groups.
Gen Ed: EE-Field Work.
Grading status: Letter grade.

BUSI 506. Venture Capital and Start-Ups. 3 Credits.
An introduction to the tools and skills necessary to recognize opportunities in high tech, biotech, and traditional start-ups. Local entrepreneurs come to class to pitch to students, who analyze the start-ups from the perspective of venture capitalists.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 507. Sustainable Business and Social Entrepreneurship. 3 Credits.
Examines what it means to pursue business success as measured by the triple-bottom line of people, planet, and profit. Focuses on strategies that companies implement to reduce environmental impact internally and through the supply chain. Examines the responsibility of business to employees, consumers, the local community, and society at large.
Grading status: Letter grade.

BUSI 507H. Sustainable Business and Social Entrepreneurship. 3 Credits.
Examines what it means to pursue business success as measured by the triple-bottom line of people, planet, and profit. Focuses on strategies that companies implement to reduce environmental impact internally and through the supply chain. Examines the responsibility of business to employees, consumers, the local community, and society at large.
Grading status: Letter grade.

BUSI 512. Family Business II: Governance and Ownership. 1.5 Credit.
Recommended preparation, completion of BUSI 503. Helps the student understand specific ownership, stewardship, tax, transition, and wealth management issues that affect family enterprises.
Grading status: Letter grade.

BUSI 514. STAR. 4.5 Credits.
Student Teams Achieving Results (STAR) is a live management consulting project that leverages and integrates UNC Kenan-Flagler course curricula. Teams of five to seven M.B.A. and undergraduate students and one faculty member work with major corporations or not-for-profit entities to solve a major strategic issue.
Requisites: Pre- or corequisite, BUSI 554.
Gen Ed: EE-Field Work.
Repeat rules: May be repeated for credit; 9 total credits. 2 total completions.
Grading status: Letter grade.

BUSI 514H. Star. 4.5 Credits.
Student Teams Achieving Results (STAR) is a live management consulting project that leverages and integrates UNC Kenan-Flagler course curricula. Teams of five to seven M.B.A. and undergraduate students and one faculty member work with major corporations or not-for-profit entities to solve a major strategic issue.
Requisites: Pre- or corequisite, BUSI 554.
Gen Ed: EE-Field Work.
Repeat rules: May be repeated for credit; 9 total credits. 2 total completions.
Grading status: Letter grade.

BUSI 517. Private Equity and Debt Markets. 1.5 Credit.
The objective of this course is to examine the changing world of private equity investments today. This is a survey course and will help prepare you to work for private equity and venture capital funds or to work for investment banks.
Requisites: Prerequisite, BUSI 508.
Grading status: Letter grade.

BUSI 518. Applied Private Equity. 3 Credits.
Permission of the instructor. Explores, at a very advanced level, all stages of the management of a venture capital and private equity fund, from capital formation, deal sourcing, due diligence, monitoring and adding value, and exiting of a portfolio company.
Requisites: Prerequisites, BUSI 502 and 517.
Repeat rules: May be repeated for credit; 9 total credits. 3 total completions.
Grading status: Letter grade.

BUSI 518H. Applied Private Equity. 3 Credits.
Permission of the instructor. Explores, at a very advanced level, all stages of the management of a venture capital and private equity fund, from capital formation, deal sourcing, due diligence, monitoring and adding value, and exiting of a portfolio company.
Requisites: Prerequisites, BUSI 502 and 517.
Repeat rules: May be repeated for credit; 9 total credits. 3 total completions.
Grading status: Letter grade.
BUSI 519. STAR--Global. 4.5 Credits.
A global, live management consulting project that integrates other curricula and students (UNC and beyond). Teams of graduate and undergraduate students and one faculty member work to solve a major strategic issue. Team members participate in a three-day training weekend, virtual teaming, and two weeks of in-country project work.
Gen Ed: EE-Field Work.
Repeat rules: May be repeated for credit. 9 total credits. 2 total completions.
Grading status: Letter grade.

BUSI 519H. STAR--Global Business Projects. 4.5 Credits.
A global, live management consulting project that integrates other curricula and students (UNC and beyond). Teams of graduate and undergraduate students and one faculty member work to solve a major strategic issue. Team members participate in a three-day training weekend, virtual teaming, and two weeks of in-country project work.
Gen Ed: EE-Field Work.
Repeat rules: May be repeated for credit. 9 total credits. 2 total completions.
Grading status: Letter grade.

BUSI 520. Advanced Spreadsheet Modeling for Business. 3 Credits.
Primarily an online class. Use critical thinking and advanced Excel features to create spreadsheet models of common business problems. Topics include flexible design, problem solving, statistical analysis, charting, logic, reference functions, financial analysis, organizing data for complex analysis, what-if analysis, enhanced decision-making tools, troubleshooting workbooks, and VBA.
Grading status: Letter grade.

BUSI 524. Applied Improvisation for Business Communication. 3 Credits.
Focuses on improving students’ soft skills, such as presenting, expressiveness, and interviewing, by applying the principles and techniques of improvisational theater. Participants explore creativity, adaptation, awareness, self-confidence, risk taking, physicality, intuition, and teamwork. Students can stretch their abilities and discover things about themselves and others that are crucial to success.
Grading status: Letter grade.

BUSI 525. Advanced Business Presentations. 1.5 Credit.
This course is grounded in argument, persuasion, and visual rhetoric to give students skills needed to develop winning presentations. Students learn strategies to help their messages “stick” with their audiences and to develop slide decks for the boardroom and advanced media devices. The course emphasizes efficiency in presentation preparation.
Requisites: Prerequisite, BUSI 401.
Grading status: Letter grade.

BUSI 526. Leadership in Action. 3 Credits.
Permission of the department. Provides student leaders with practical leadership frameworks and tools; creates opportunities to apply these on the job as leaders; and provides individualized coaching, feedback, and mentoring. This is an applied learning course taught by a seasoned practitioner designed to accelerate each student’s development and growth.
Grading status: Letter grade.

BUSI 532. Service Operations. 3 Credits.
Studies key challenges in effective service delivery through the analysis of staffing and scheduling, customer waiting, and revenue management. Case studies illustrate examples of effective service design and delivery in various service industries including professional services, banking, health care, hospitality, and entertainment. A simulation project is used.
Requisites: Prerequisite, BUSI 403.
Grading status: Letter grade.

BUSI 532H. Service Operations. 3 Credits.
Studies key challenges in effective service delivery through the analysis of staffing and scheduling, customer waiting, and revenue management. Case studies illustrate examples of effective service design and delivery in various service industries including professional services, banking, health care, hospitality, and entertainment. A simulation project is used.
Requisites: Prerequisite, BUSI 403.
Grading status: Letter grade.

BUSI 533. Supply Chain Management. 3 Credits.
Analyzes the key drivers of supply chain performance including inventories, transportation, information technology, and sourcing. Studies strategies for supply chain coordination, and challenges and opportunities in global supply chains. A supply chain simulation is used.
Requisites: Prerequisite, BUSI 403.
Grading status: Letter grade.

BUSI 533H. Supply Chain Management. 3 Credits.
Analyzes the key drivers of supply chain performance including inventories, transportation, information technology, and sourcing. Studies strategies for supply chain coordination, and challenges and opportunities in global supply chains. A supply chain simulation is used.
Requisites: Prerequisite, BUSI 403.
Grading status: Letter grade.

BUSI 534. Business Modeling with Excel. 3 Credits.
Provides a broad scope of analytic experience across corporate functions that is beneficial in consulting environments.
Grading status: Letter grade.

BUSI 536. Project Management. 1.5 Credit.
Permission of the department. This course prepares students to take part in and lead projects effectively. The goal is to equip individuals across any career concentration rather than extend the expertise of project-management specialists. Students may not receive credit for both BUSI 536 and MBA 710.
Requisites: Prerequisite, BUSI 403.
Grading status: Letter grade.

BUSI 537. Retail Operations. 1.5 Credit.
Permission of the department. Examines developments in retailing and operations management principles applicable to these developments. Topics: consumer behavior, demand forecasting, logistics and distribution, store execution, international retailing, internet-based retailing, performance assessment, and impact on financial performance. Students may not receive credit for both BUSI 537 and MBA 708.
Requisites: Prerequisite, BUSI 403.
Grading status: Letter grade.

BUSI 538. Sustainable Operations. 1.5 Credit.
This course explores the link between sustainability and the operations function of a firm. The course focuses on the following activities: product and process design; manufacturing; transportation; logistics and distribution; closed-loop/after-sales operations such as recycling, remanufacturing, and reuse; supply chain management.
Requisites: Prerequisite, BUSI 403.
Grading status: Letter grade.
BUSI 539. Health Care Operations. 1.5 Credit.
Permission of the department. Students apply principles and tools of operations management to explore improvement opportunities in the design, delivery, and management of the health care value chain. The course examines the health care operation from the perspective of operations metrics such as cost, quality, time (access), and variety/customization.
Requisites: Prerequisite, BUSI 403.
Grading status: Letter grade.

BUSI 545. Negotiations. 1.5 Credit.
This course enables students to develop their expertise in managing negotiations. It integrates existing theory and research with personal experiences and ideas. Using hands-on exercises, readings, and lively discussions, students build and hone their ability to understand, adapt to, and evaluate the personal, social, and situational dynamics of negotiations.
Requisites: Prerequisite, BUSI 405.
Grading status: Letter grade.

BUSI 554. Consulting Skills and Frameworks. 3 Credits.
Permission of the instructor. The course is dedicated to teaching the core skills for success in consulting and business in general: teamwork, analysis, and presentations.
Requisites: Pre- or corequisite, BUSI 408.
Grading status: Letter grade.

BUSI 554H. Consulting Skills and Frameworks. 3 Credits.
Permission of the instructor. The course is dedicated to teaching the core skills for success in consulting and business in general: teamwork, analysis, and presentations.
Requisites: Pre- or corequisite, BUSI 408.
Grading status: Letter grade.

BUSI 555. Groups and Teams in Organizations. 1.5 Credit.
Examines the design, management, and leadership of teams in organizational settings. Focus is on the interpersonal processes and structural characteristics that influence the effectiveness of teams, individual behavior in face-to-face interactions, and the dynamics of interpersonal relationships.
Requisites: Prerequisite, BUSI 405.
Grading status: Letter grade.

BUSI 562. Consumer Behavior. 3 Credits.
Review of conceptual models and empirical research in consumer behavior. Topics include decision processes, social and cultural influences, information processing, and ethical issues.
Requisites: Prerequisite, BUSI 406.
Grading status: Letter grade.

BUSI 564. New Product Development. 3 Credits.
The course concentrates on the fuzzy front end of the innovation process, focusing on tools and techniques to uncover consumer insights (needs). The design thinking process is emphasized as part of a semester-long team project. Other topics explored include creativity, intellectual property basics, prototyping, and Innovation 2.0.
Requisites: Prerequisite, BUSI 406.
Grading status: Letter grade.

BUSI 566. Marketing Strategy. 3 Credits.
The objective of this course is to understand and practice the strategic decision-making process in a dynamic competitive environment. The course builds on the foundations of marketing, and is based on lectures, cases, and computer simulations.
Requisites: Prerequisite, BUSI 406.
Grading status: Letter grade.

BUSI 568. Marketing Analysis and Decision Making. 3 Credits.
Marketing analytics is a systematic approach to harnessing these data to drive effective marketing decision making. We will learn to analyze historical data, market research data, and competitive information for making strategic marketing decisions. This course will be extensively based on case analysis and hands-on exercises.
Requisites: Prerequisites, BUSI 406 and 410.
Grading status: Letter grade.

BUSI 572. Business Taxation. 1.5 Credit.
Permission of the department. Required in spring semester for senior B.S.B.A.s who are admitted to the Kenan-Flagler Master of Accounting Program. Provides students with an initial understanding of the basic framework of the United States income tax system as it applies to businesses.
Requisites: Prerequisite, BUSI 570.
Grading status: Letter grade.

BUSI 580. Investments. 3 Credits.
A survey of investment principles and practices. Emphasis is given to the problems of security analysis and portfolio management with special attention to the investment problems of the individual investor.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 580H. Investments. 3 Credits.
A survey of investment principles and practices. Emphasis is given to the problems of security analysis and portfolio management with special attention to the investment problems of the individual investor.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 582. Mergers and Acquisitions. 3 Credits.
Through lectures, case studies, and guest speakers, this course will cover all aspects of mergers and acquisitions from strategy to post-merger integration with an emphasis on valuation. Related activities such as hostile takeovers, private equity deals, and international acquisitions will also be discussed.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 582H. Mergers and Acquisitions. 3 Credits.
Through lectures, case studies, and guest speakers, this course will cover all aspects of mergers and acquisitions from strategy to post-merger integration with an emphasis on valuation. Related activities such as hostile takeovers, private equity deals, and international acquisitions will also be discussed.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 583. Applied Investment Management. 3 Credits.
Permission of the department. Year-long course. A live, student-managed investment fund with real dollars and fiduciary responsibility to the UNC Foundation. Emphasis is on the decisions that must be made by and/or for the ultimate investor and the analytic tools and empirical evidence that can help inform such decisions.
Requisites: Prerequisites, BUSI 407, 408, 520, and 580.
Grading status: Letter grade.
BUSI 583H. Applied Investment Management. 3 Credits.
Permission of the department. Year-long course. A live, student-managed investment fund with real dollars and fiduciary responsibility to the UNC Foundation. Emphasis is on the decisions that must be made by and/or for the ultimate investor and the analytic tools and empirical evidence that can help inform such decisions.
Requisites: Prerequisites, BUSI 407, 408, 520, and 580.
Grading status: Letter grade.

BUSI 584. Financial Modeling. 3 Credits.
Skill development in constructing financial models for analyzing problems with decisions faced by financial professionals. Analyzing historical performance, forecasting free cash flows, estimating discount rates, determining terminal value, identifying other sources of value, and interpreting results in a dynamic setting.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 585. Introduction to Real Estate. 3 Credits.
An overview of residential and commercial real estate. This survey course examines 1) buying a house and constructing a portfolio of single-family rental houses, 2) commercial real estate product types, 3) amortization, cash flows, capital expenditures, cap rates, debt and equity, hurdle rates and taxes, 4) investment analysis, 5) acquisition, development, operation, and disposition, 6) real estate and contract law, and 7) the partnership negotiation process.
Grading status: Letter grade.

BUSI 586. Personal Finance. 1.5 Credit.
Introduces and broadens the concept of personal finance and increases understanding of the process of accumulating and protecting personal wealth. Students learn to identify and analyze risk and return relationships, understand investment alternatives and how strategies develop as life situations mature, and gain understanding of retirement planning and effectively transferring wealth.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 587. Investment Banking. 1.5 Credit.
Permission of the instructor and confirmed offer of investment banking analyst internship or full-time job. This course prepares students for investment banking positions and internships. The focus of the class is on financial modeling, general knowledge of banking, and what it takes to succeed in the industry.
Grading status: Letter grade.

BUSI 587H. Investment Banking. 1.5 Credit.
Permission of the instructor and confirmed offer of investment banking analyst internship or full-time job. This course prepares students for investment banking positions and internships. The focus of the class is on financial modeling, general knowledge of banking, and what it takes to succeed in the industry.
Grading status: Letter grade.

BUSI 588. Introduction to Derivative Securities and Risk Management. 1.5 Credit.
Introduction to derivative securities instruments (options and futures) and applications in investments and corporate finance.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 588H. Introduction to Derivative Securities and Risk Management. 1.5 Credit.
Introduction to derivative securities instruments (options and futures) and applications in investments and corporate finance.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 589. Fixed Income. 1.5 Credit.
The course covers traditional bonds and term structure concepts as well as fixed income derivatives and interest rate modeling.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 589H. Fixed Income. 1.5 Credit.
The course covers traditional bonds and term structure concepts as well as fixed income derivatives and interest rate modeling.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 590. Business Seminar. 3 Credits.
Completion of requisite core course(s) and permission of the instructor required. Selected topics in business administration presented in seminar format with students engaged in individual and team study under the supervision of a member of the faculty.
Repeat rules: May be repeated for credit; may be repeated in the same term for different topics; 9 total credits. 3 total completions.
Grading status: Letter grade.

BUSI 590H. Business Seminar. 3 Credits.
Completion of requisite core course(s) and permission of the instructor required. Selected topics in business administration presented in seminar format with students engaged in individual and team study under the supervision of a member of the faculty.
Repeat rules: May be repeated for credit; may be repeated in the same term for different topics; 9 total credits. 3 total completions.
Grading status: Letter grade.

BUSI 591. Behavioral Finance. 1.5 Credit.
Completion of BUSI 409 recommended. An abundance of evidence suggests that the standard economic paradigm, "rational agents in an efficient market," does not adequately describe behavior in financial markets. This course will survey the evidence and use psychology to guide alternative theories of financial markets.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 591H. Behavioral Finance. 1.5 Credit.
Completion of BUSI 409 recommended. An abundance of evidence suggests that the standard economic paradigm, "rational agents in an efficient market," does not adequately describe behavior in financial markets. This course will survey the evidence and use psychology to guide alternative theories of financial markets.
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 592. Applied Private Equity: Real Estate. 1.5 Credit.
Permission of the instructor. This course explores, at a very advanced level, all stages of the management of a real estate private equity fund: from capital formation, deal sourcing, due diligence, monitoring and adding value, and exiting of the fund's real estate holdings.
Requisites: Prerequisites, BUSI 601 and 603.
Repeat rules: May be repeated for credit; may be repeated in the same term for different topics; 9 total credits. 6 total completions.
Grading status: Letter grade.
BUSI 603. Real Estate Development. 1.5 Credit.
Introduces students to the capital markets for financing real estate assets. Topics include an overview of real estate as an asset class in the US economy, risk and return in real estate markets, the economics of discount and capitalization rates, the market for mortgage-backed securities (with a peek into the role that these instruments played in the recent financial crisis), and the valuation/analysis of Real Estate Investment Trusts (REITs).
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 604. Real Estate and Capital Markets. 1.5 Credit.
Introduces students to the capital markets for financing real estate assets. Topics include an overview of real estate as an asset class in the US economy, risk and return in real estate markets, the economics of discount and capitalization rates, the market for mortgage-backed securities (with a peek into the role that these instruments played in the recent financial crisis), and the valuation/analysis of Real Estate Investment Trusts (REITs).
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 604H. Real Estate and Capital Markets. 1.5 Credit.
Introduces students to the capital markets for financing real estate assets. Topics include an overview of real estate as an asset class in the US economy, risk and return in real estate markets, the economics of discount and capitalization rates, the market for mortgage-backed securities (with a peek into the role that these instruments played in the recent financial crisis), and the valuation/analysis of Real Estate Investment Trusts (REITs).
Requisites: Prerequisite, BUSI 408.
Grading status: Letter grade.

BUSI 610. Global Environment of Business. 3 Credits.
Issues in operating overseas, including analyses of differences in country settings, legal and economic systems, and governmental policies affecting foreign operations. Studies trade theory, country groupings, and financial issues; managing operations in foreign lands; exporting.
Gen Ed: GL.
Grading status: Letter grade.

BUSI 611. International Development. 3 Credits.
Poverty is part of life for most of the world's population, with half living on less than two dollars a day. Course focuses on understanding this from a business school perspective. Looks at institutional failures that contribute to persistent poverty and the multiple roles managers can play in reducing poverty.
Gen Ed: GL.
Grading status: Letter grade.

BUSI 617. Global Marketing. 3 Credits.
Examination of the problems involved in marketing products and services across national boundaries. Problem issues include culture, ideology, economics, technical standards, and currency movements.
Requisites: Prerequisite, BUSI 406.
Gen Ed: GL.
Grading status: Letter grade.

BUSI 623. Global Entrepreneurship I. 1.5 Credit.
The course ranges from developing the creative mindset, ideation, development/manufacturing, marketing, selling, and managing. The course places heavy emphasis on doing and collaborating rather than listening passively: 1) dream: design process, 2) think: feasibility, 3) create: product development and manufacturing, and 4) tell: marketing. Restricted to GLOBE students.
Grading status: Letter grade.

BUSI 624. Global Entrepreneurship II. 3 Credits.
The course ranges from developing the creative mindset, ideation, development/manufacturing, marketing, selling, and managing. The course places heavy emphasis on doing and collaborating rather than listening passively: 1) sell: sales; 2) run: management, finance and fundraising; and 3) launch Chapel Hill projects. Restricted to GLOBE students.
Grading status: Letter grade.
BUSI 650. Symposium Core Committee. 1.5-3 Credits.
Permission of the instructor. Service on the B.S.B.A. Symposium Core Committee to plan, execute, and evaluate the annual event.
Gen Ed: EE-Field Work.
Grading status: Letter grade.

BUSI 653. Applied Learning: Symposium Core Committee. 1.5 Credit.
Permission of the department. This course is by invitation only to students who previously served on the Undergraduate Business Symposium core committee. As senior advisors, students practice the leadership, organization, delegation, communication, and teamwork skills that they learn about in their other courses.
Repeat rules: May be repeated for credit. 3 total credits. 2 total completions.
Grading status: Letter grade.

BUSI 688. Applied Derivatives. 1.5 Credit.
This seminar style course develops a set of financial tools useful for trading primary and derivative securities with the goal of obtaining specific exposures in equity, fixed income, and commodity markets. The course examines methods for managing financial price risk of positions and how hedge funds use derivatives in practice.
Requisites: Prerequisites, BUSI 408 and 588.
Repeat rules: May be repeated for credit. 3 total credits. 2 total completions.
Grading status: Letter grade.

BUSI 688H. Applied Derivatives. 1.5 Credit.
This seminar style course develops a set of financial tools useful for trading primary and derivative securities with the goal of obtaining specific exposures in equity, fixed income, and commodity markets. The course examines methods for managing financial price risk of positions and how hedge funds use derivatives in practice.
Requisites: Prerequisites, BUSI 408 and 588.
Repeat rules: May be repeated for credit. 3 total credits. 2 total completions.
Grading status: Letter grade.

BUSI 691H. Honors Research Proposal. 3 Credits.
Permission of the department. Open to senior business administration majors with a minimum 3.5 grade point average in business courses. Students learn business research techniques and develop individual proposals for business research. Successful proposals may advance to honors thesis research and writing (BUSI 692H).
Repeat rules: May be repeated for credit. 6 total credits. 2 total completions.
Grading status: Letter grade.

BUSI 692H. Honors Thesis. 3 Credits.
Permission of the department. Open to senior business majors with a minimum 3.5 grade point average in business courses. Original investigation of a topic in business and preparation of a substantive research project under the direction of a faculty advisor. Written essay and oral presentation are required.
Requisites: Prerequisite, BUSI 691H.
Gen Ed: EE-Mentored Research.
Grading status: Letter grade.

BUSI 701. Artistic Entrepreneurship. 3 Credits.
This course is a study in entrepreneurship and the specific challenges faced by artistic entrepreneurs.

BUSI 702. Introduction to Social Entrepreneurship. 1-3 Credits.
An overview of how entrepreneurship is transforming students’ fields and disciplines and how the application of principles of entrepreneurship may be used to advance their professional objectives.

BUSI 703. Introduction to Commercial Entrepreneurship. 1-3 Credits.
A cross-disciplinary curriculum that brings together the core field with the wide-ranging literature in entrepreneurship to seek new approaches to traditional problems.

BUSI 704. Entrepreneurship Capstone. 1-3 Credits.
Capstone project, business plan, or paper that links the work done in the certificate to the field it is intended to complement.
Requisites: Prerequisites, BUSI 701, 702, and 703.

BUSI 705. Entrepreneurship Capstone Project. 1.5-3 Credits.
This Graduate Certificate in Entrepreneurship capstone project is self-paced, and overseen by the faculty director of each track (life sciences, public health, and artistic).

BUSI 801. Independent Study. 1-9 Credits.
Independent study intends to extend a student’s learning beyond the classroom or allows a student the opportunity to explore a topic not offered in a traditional format.
Repeat rules: May be repeated for credit.

BUSI 808. Applied Research Methods I. 3 Credits.
Addresses fundamentals of empirical social science research. Topics include framing a research question, comparing research designs, instrumentation, reliability, validity, and exploratory and confirmatory factor analysis. Emphasizes application and analysis.

BUSI 809. Applied Research Methods II. 3 Credits.
Continuation of BUSI 808. Topics include statistical control, categorical variables, interaction, curvilinear and similarity effects, longitudinal analysis, path analysis, structural equation modeling, and publication. Emphasizes application and analysis.

BUSI 810. Empirical Operations. 3 Credits.
Required preparation, working knowledge of probability, statistics, and regression. The course prepares students to perform academic research, and it will be conducted in a manner that simulates an academic research conference. The course will focus on empirical research approaches used in solving many classical problems in operations management.

BUSI 830. Theory of Operations Management I. 1.5 Credit.
Permission of the instructor. Rigorous study of traditional and modern issues, problems, and approaches in operations management.

BUSI 831. Theory of Operations Management II. 3 Credits.
A continuation of BUSI 830. Topics include statistical control, categorical variables, interaction, curvilinear and similarity effects, longitudinal analysis, path analysis, structural equation modeling, and publication. Emphasizes application and analysis.

BUSI 832. Theory of Operations Management III. 3 Credits.
A continuation of BUSI 830.
Requisites: Prerequisite, BUSI 830.

BUSI 837. Advanced Topics in Operations Management. 3 Credits.
Permission of the instructor. Intensive study of a specific area in operations management.
Repeat rules: May be repeated for credit; may be repeated in the same term for different topics.

BUSI 838. Seminar in Operations Management. 3 Credits.
Permission of the instructor. Intensive study of a specific area in operations management.

BUSI 851. Individual Behavior in Organizations. 3 Credits.
Analysis of individual behavior, adjustment, and effectiveness. Examination of attitudes, stress, problem solving, decision making, motivation, and personality. Applications to management of human resources.
BUSI 852. Interpersonal and Intergroup Behavior in Organizations. 1-3 Credits.
Intensive critical examination of interpersonal and intergroup behavior, including decision processes, communication, conflict, and conflict resolution in large organizations.

BUSI 853. Macro Organizational Behavior. 3 Credits.
Graduate standing in business administration required. Intensive study of theory and research in organizational structure, coordinating and control mechanisms, design parameters, and environments.

BUSI 854. Organizational Design and Development. 3 Credits.
The development of understanding and skills in changing and evolving organizational design, interpersonal relationships, and people to achieve organizational goals.

BUSI 855. Seminar in Organizational Behavior. 3 Credits.
Permission of the instructor. Intensive study of important current theory and research in organizational behavior.

BUSI 856. Seminar in Human Resource Management. 3 Credits.
Review the research literature on how firms are made more effective through their people. Coverage includes topics like recruitment, hiring, compensation, socialization, culture, and performance management.

BUSI 858. Special Topics in Organizational Behavior. 3 Credits.
BUSI 858 is a second doctoral course in organizational behavior, meant to be taken after completing BUSI 851: Individual Behavior in Organizations. While BUSI 851 gave an overview of many important topics in organizational behavior, the field is too broad to be covered in depth, with a single class. The goal of this course is to introduce developing scholars to the history and current status of important topics in organizational behavior. This course is intended for developing scholars who intend to pursue academic careers.

Repeat rules: May be repeated for credit. 6 total credits. 2 total completions.

BUSI 860. Seminar in Marketing I. 3 Credits.
Permission of the instructor. Overview of current paradigms and research in marketing. Topics include philosophy of science, differing views of what marketing is, strengths and weaknesses of various research approaches, and career socialization issues.

BUSI 861. Seminar in Marketing II. 3 Credits.
Intensive study of the empirical and analytical literature involving problems in pricing, product development and management, advertising and promotion, distribution, and strategy.

Requisites: Prerequisite, BUSI 860.

BUSI 862. Marketing Models. 3 Credits.
This class covers a range of econometric principles and models of relevance to marketing. The emphasis will be on model formulation and estimation.

BUSI 865. Seminar in Current Marketing Topics. 1 Credit.
Permission of the instructor. Advanced research in marketing. A seminar to discuss current research of doctoral candidates, faculty, and invited guests.

BUSI 867. Issues in the Design and Analysis of Research in Marketing. 3 Credits.
Graduate standing in business administration required. A review of major issues in marketing, including philosophy of science, measurement, and experimental and quasi-experimental design.

BUSI 868. Seminar in Marketing Research Methodology. 3 Credits.
Permission of the instructor. An introduction to multivariate data analysis methods including factor analysis, cluster analysis, logic, discriminant analysis and multidimensional scaling.

BUSI 876. Seminar in Research in Accounting. 1 Credit.
Permission of the instructor. An informal seminar to discuss current research in accounting.

BUSI 880. Financial Economics. 3 Credits.
Permission of the instructor. Introduction to the theories of asset pricing.

BUSI 881. Corporate Finance. 1-6 Credits.
Introduction to corporate finance theory.

Requisites: Prerequisite, BUSI 880; Permission of the instructor for students lacking the prerequisite.

BUSI 882. Empirical Corporate Finance. 3 Credits.
Permission of the instructor. An introduction to the empirical corporate finance literature.

BUSI 885. Seminar in Research in Finance. 1.5 Credit.
Permission of the instructor. Advanced research in business finance and investment. An informal seminar to discuss current research of doctoral candidates, faculty, and others.

BUSI 886. Introduction to Empirical Finance. 3 Credits.
This course provides an introduction to the quantitative methods used in empirical asset pricing. Model specification and estimation issues are discussed at length. The course emphasizes both theoretical and practical research.

BUSI 887. Quantitative Methods in Finance. 3 Credits.
Permission of the instructor. Review of information generating and optimizing models and their applicability to decision making in finance.

BUSI 888. Seminar in Financial Markets. 3 Credits.
Permission of the instructor. Advanced methods in finance.

BUSI 890. Strategic Management Overview. 3 Credits.
A seminar to provide a broad and current understanding of strategic management. Exposure to the entire field is emphasized.

BUSI 891. Strategic Formulation. 3 Credits.
This seminar emphasizes both process and content issues to provide students with an in-depth understanding of strategy formulation topics.

Requisites: Prerequisite, BUSI 890.

BUSI 892. Strategy Implementation. 3 Credits.
This seminar focuses on strategy implementation, with particular emphasis devoted to the process, systems, and structures required for effective implementation.

Requisites: Prerequisites, BUSI 890 and 891.

BUSI 899. Seminar. 1-6 Credits.
Permission of the instructor. Individual research in a special field under direction of a member of the department

Repeat rules: May be repeated for credit; may be repeated in the same term for different topics.

BUSI 899C. Seminar. 1-21 Credits.
Individual research in a special field under direction of a member of the department.

BUSI 992. Master's (Non-Thesis). 3 Credits.

BUSI 994. Doctoral Research and Dissertation. 3 Credits.