

# GRADUATE STUDIES (GRAD)

## Additional Resources

- Catalog Course Search (<https://catalog.unc.edu/course-search/>)
- Course Numbering Guide (<https://catalog.unc.edu/courses/course-numbering/>)
- Scheduled Classes (<https://reports.unc.edu/class-search/>)
- Historical Course Record ([https://reports.unc.edu/historical\\_course\\_record/](https://reports.unc.edu/historical_course_record/))

## Courses

### GRAD 705. Responsible Conduct of Research. 1 Credits.

This course will explore ethical issues in research, including rigorous and reproducible experimental design; misconduct, plagiarism, and data falsification; data management and ownership; responsibility, and criteria for authorship; peer review of manuscripts and grants; definition and management of conflicts of interest; faculty/graduate student interactions; intellectual property and commercialization; and appropriate design and implementation of research with animals and humans. Each lecture will be followed by student-lead case discussion to illustrate principles addressed in the lecture.

#### Rules & Requirements

**Grading Status:** Letter grade.

### GRAD 710. Professional Communication: Writing. 1.5 Credits.

This writing-intensive, seminar-style course focuses on crafting effective email messages, short reports, and executive summaries in professional settings. Key topics include content selection, organization, accessibility, plain language, clarity and conciseness, tone, and graphic displays of information. This course requires a strong command of English.

#### Rules & Requirements

**Grading Status:** Letter grade.

### GRAD 711. Professional Communication: Presenting. 1.5 Credits.

This speaking-intensive, seminar-style course focuses on presenting complex topics using plain language in professional settings. Key topics include selecting and organizing content, developing audience-centered visual aids, incorporating storytelling, projecting a professional image, and managing Q & A. This course requires a strong command of English.

#### Rules & Requirements

**Grading Status:** Letter grade.

### GRAD 712. Leadership in the Workplace. 1.5 Credits.

Effective leadership begins with understanding your capacity to influence others and galvanize them around positive change. This course examines your current leadership behaviors and addresses the relationship of those behaviors to leadership development opportunities including influencing team dynamics, building productive relationships and managing change as a professional and a leader.

#### Rules & Requirements

**Grading Status:** Letter grade.

### GRAD 713. Applied Project Management: Frameworks, Principles and Techniques. 1.5 Credits.

This course focuses on practical project management principles and techniques, demonstrating their effectiveness in the workplace. Key topics include frameworks and methodologies, planning and monitoring projects, risk management, stakeholder management, managing your team, and time and cost management. This course will include group work.

#### Rules & Requirements

**Grading Status:** Letter grade.

### GRAD 714. Introduction to Financial Accounting. 1.5 Credits.

This course will teach the basics of Financial Accounting, including the Balance Sheet, the Income Statement, and the Statement of Cash Flows and Budgeting. The final presentation will incorporate financial skills and knowledge that can be used to support a future project proposal to business managers in an organization.

#### Rules & Requirements

**Grading Status:** Letter grade.

### GRAD 715. Business Communication. 1.5 Credits.

Business Communication is a 7-week course and development series designed to provide Carolina graduate students strategies and tactics for: (1) clearly, concisely, and convincingly communicating their ideas in business settings; and (2) operating with a client (eg, internal, external) focus. Students will explore some of the fundamentals of business writing, including practices for writing common business documents.

#### Rules & Requirements

**Grading Status:** Letter grade.

### GRAD 716. Market Research Practicum: Assess and Validate Your Market. 1.5 Credits.

Enrollment in this course is offered by invitation only for KickStart Venture Services Venture Catalyst Fellows and select graduate students. Market Research: Assess and Validate Your Market is a 7-week, online course offered through Innovate Carolina's KickStart Venture Services and The Graduate School's CareerWell programs. This course is intended to provide participants with strategies, tactics, and resources to conduct real-world primary market research and evaluate sources of secondary market research.

#### Rules & Requirements

**Grading Status:** Letter grade.

### GRAD 717. Introduction to Entrepreneurship and The Entrepreneurial Mindset. 1.5 Credits.

Provides graduate students from a wide range of programs with an overview of entrepreneurship and entrepreneurial thinking. As part of this, students will learn and apply the lean startup methodology to develop and validate a business idea.

#### Rules & Requirements

**Grading Status:** Letter grade.

**GRAD 718. Start the Startup: Bringing Ideas to Market. 3 Credits.**

Do you have an idea for a startup company? Would you like to explore the feasibility of launching a business? Start the Startup (STS) gives graduate students the opportunity to test and validate a new business idea using the Lean Startup methodology. Don't have an idea but want to learn the process? You can join a team going through the course. Teams will receive coaching as well as a final recommendation from an expert panel.

**Rules & Requirements**

**Grading Status:** Letter grade.

**GRAD 720. Team-based Consulting for Technology Commercialization. 3 Credits.**

Permission of PSM Program Director is required. Course matches student teams with a small business that has received a phase 1 SBIR. Students will be guided through development of a commercialization plan. Topics include: conducting market research and analysis of findings, intellectual property protection, team selection, and business model alternatives.

**Rules & Requirements**

**Grading Status:** Letter grade.

**GRAD 721. Research Ethics. 1 Credits.**

This class introduces current and future researchers to the rewards of and obstacles to research: the causes and consequences of misconduct; the rights and obligations of professionals; the habits of excellent mentors. The course will give an overview of traditional ethical theories, such as utilitarian and Kantian theories, and challenge students to apply those theories to their own research and practice. NOTE: This course will not satisfy the NIH Responsible Conduct of Research (RCR) requirement.

**Rules & Requirements**

**Grading Status:** Pass/Fail.

**GRAD 725. Build Your Professional Brand: Develop Job Search Skills and Materials to Make Employers Notice You. 1.5 Credits.**

Building effective job search strategies, materials, and a strong online presence is essential for career success inside and outside the academy. Work with professionals with expertise in all areas of the job search process to develop your brand including a LinkedIn profile, resume/CV, cover letters and identify your job values and job skills and develop a Professional Development Plan. Interactive sessions will provide the setting to develop/refine your materials and your career approach.

**Rules & Requirements**

**Grading Status:** Letter grade.

**GRAD 726. Executive Perspective: Business Fundamentals. 1 Credits.**

This seminar series will introduce students to many of the topics essential to the workplace including the structure and culture of a variety of organizations, interpersonal skills in the workplace, and more. Broadly, the series will reinforce concepts taught in the GRAD business fundamentals/professional skills classes by placing them in the context of career paths that are of interest to students.

**Rules & Requirements**

**Grading Status:** Letter grade.

**GRAD 727. Team Collaboration. 1.5 Credits.**

Team Collaboration is a half-semester course and development series offered through the Graduate School's CareerWell program to prepare Carolina graduate students to work within multidisciplinary teams and complete real-world projects designed jointly with partnering companies and organizations. This 7-week series will support the ability of Carolina graduate students to develop skills in several areas, gain practical work experience as a part of a cross-disciplinary team, and leverage their disciplinary training and creativity to move ideas.

**Rules & Requirements**

**Requisites:** Prerequisite, Enrollment will occur by invitation only.

**Grading Status:** Letter grade.

**GRAD 735. Regulatory Toxicology-Interacting with regulatory agencies & approval for drug, device, and chemical. 3 Credits.**

Regulatory agency fundamentals, regulatory process for drug, medical device, cosmetic and agrochemical products. Industry, regulatory agency representatives and consultants will be invited to speak directly about their regulatory policies, challenges, and expectations. Students will develop and present a regulatory submission package as part of a group project.

**Rules & Requirements**

**Grading Status:** Letter grade.

**Same as:** TOXC 735.

**GRAD 736. Venture Capital Practicum. 1.5 Credits.**

In this experiential course, students will explore the activities and tools needed to make actual investment decisions for emerging companies. The course is offered in collaboration with Carolina Research Ventures (CRV), which supports companies engaged in commercializing technologies and other assets emanating from the University and UNC Health. Students will learn principles of rigorous and reproducible due diligence and market research; learn key components to the conduct of thorough due diligence on early-stage companies.

**Rules & Requirements**

**Grading Status:** Letter grade.

**GRAD 737. Journey to Entrepreneurship: Building Your Start Up Skillset. 1.5 Credits.**

Provides a skill-driven curriculum for trainees interested in the fundamentals of launching and financing startups, including university spinouts. Led by a different subject matter expert each week, course topics will include fundraising strategies for your startup, preparing for due diligence and how to effectively pitch to your investors. Insights and skills gained from this course will enable students to work effectively with startup companies and entrepreneurs.

**Rules & Requirements**

**Grading Status:** Letter grade.

**GRAD 750. Innovations to Impact: The Translation of Scientific Research into Societal Benefit. 1.5 Credits.**

Most scientific research takes place in major academic universities. The knowledge, discoveries, and innovations emanating from breakthrough research can have societal impact by many avenues, namely translated into public policy, programs, products and services. This course provides an understanding of the value of translating science and processes involved in translation.

**Rules & Requirements**

**Grading Status:** Letter grade.

**GRAD 751. Consulting Fundamentals For Adv. Professional Degree Graduate Students. 1.5 Credits.**

The course covers the fundamental skills required in consulting: defining the problem, gathering relevant information, analyzing data, synthesizing findings, drawing conclusions, developing recommendations, and communicating those recommendations.

**Rules & Requirements**

**Grading Status:** Letter grade.

**GRAD 755. Fundamentals of Technology Commercialization. 1.5 Credits.**

This course provides an overview of the fundamental first steps of technology commercialization, with a specific emphasis on university technology commercialization (aka technology transfer). The course will cover the following topics: Market Assessment, Intellectual Property, Technology Development, Licensing, Commercial Development, and University Startups. Permission from the instructor required.

**Rules & Requirements**

**Grading Status:** Letter grade.

**GRAD 756. Research to Revenue - University Startups. 1.5 Credits.**

Universities are rich sources of ideas and innovation. As such, they provide the springboard for launching high growth startups. These startups emanate from a variety of university sources, ranging from students with disruptive business models to faculty and graduate students with innovative research discoveries. This course explores the latter: university startups developed as part of the university research engine. The course builds on the concepts of GRAD 755-Fundamentals of Technology Commercialization.

**Rules & Requirements**

**Requisites:** Prerequisite, GRAD 755.

**Grading Status:** Letter grade.

**GRAD 757. MAPS Introduction. 3 Credits.**

MAPS: Introduction to Applied Professional Studies explores and expands upon the student's goals and intentions in relation to their career objective and its impact on the workforce. MAPS: Introduction to Applied Professional Studies strives to build a solid foundation in which students engage in self-assessment, meaningful exploration of values, reflection on career trajectory, analysis of workforce trends, and the impact of their professional development on the workforce.

**Rules & Requirements**

**Requisites:** Prerequisite, Acceptance into MAPS.

**Grading Status:** Letter grade.

**GRAD 758. Managing People and Professional Relationships. 1.5 Credits.**

Managing People and Professional Relationships is designed to prepare graduate students in all disciplines for the formal or informal leadership roles that they are likely to hold in their career. Topics will include personnel management, difficult conversations, negotiation, emotional intelligence, and ethical behavior. Through case studies, role play, readings, discussion, and written or recorded deliverables, students will enhance their ability to manage up, down, and laterally in any professional setting.

**Rules & Requirements**

**Grading Status:** Letter grade.

**GRAD 770. Executive Perspective: The Digital Revolution and its Impact on Business. 1.5 Credits.**

The Digital Revolution is transforming the way we live and work - from technology-driven to human-centered; from point solutions to end-to-end; and from fragmented to integrated. The course is designed to provide an overview and introduction to transformational principles for individuals, organizations, and industry ecosystems. Students will explore new models of engagement, persona discovery, value mapping, and systems thinking to anchor them to the critical attributes of the digital revolution.

**Rules & Requirements**

**Grading Status:** Letter grade.

**GRAD 989. Professional Science Master's Internship/Practicum. 1-3 Credits.**

A PSM internship is a planned, individualized, mentored, evaluated, experiential learning opportunity that serves as a bridge between a student's academic training and non-academic practice. Students complete the practicum/internship and accompanying paper and report in their first year of study as a substitute for the master's thesis and comprehensive exam.

**Rules & Requirements**

**Grading Status:** Letter grade.

**GRAD 992. Master's (Non-Thesis). 3 Credits.****Rules & Requirements**

**Repeat Rules:** May be repeated for credit.