

# BUSI - BUSINESS ADMIN

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**BUSI 1301 Business Principles 3 Credit Hours (3 Lec)**

This course provides a survey of economic systems, forms of business ownership, and considerations for running a business. Students will learn various aspects of business, management, and leadership functions; organizational considerations; and decision-making processes. Financial topics are introduced, including accounting, money and banking, and securities markets. Also included are discussions of business challenges in the legal and regulatory environment, business ethics, social responsibility, and international business. Emphasized is the dynamic role of business in everyday life.

**BUSI 1307 Personal Finance 3 Credit Hours (3 Lec)**

Personal and family accounts, budgets and budgetary control, bank accounts, charge accounts, borrowing, investing, insurance, standards of living, renting or home ownership, and wills and trust plans.

**BUSI 1311 Salesmanship 3 Credit Hours (3 Lec)**

course in general salesmanship involving the factors of successful selling of goods and ideas. Buying motives, sales psychology, customer approach and sales techniques are studied.

**BUSI 2301 Business Law 3 Credit Hours (3 Lec)**

Principles of law which form the legal framework for business activity.