BUSINESS FOUNDATIONS (BIZ)

BIZ 1000 - Business Foundations
Credit(s): 1 Credit
This course provides students with an overview of the nature of business and shows students how the business curriculum is designed to help prepare them for a business career. In addition, the course will address some common transition to college issues faced by freshmen. Pre or Co-requisite: BIZ 1002 Excel Lab.
Prerequisite(s): BIZ 1002 with a grade of S or higher
Corequisite(s): BIZ 1002
Restrictions:
Enrollment limited to students with a classification of Freshman.
Enrollment limited to students in the Chaifetz School of Business college.

BIZ 1001 - Business Foundations for Transfer Students
Credit(s): 1 Credit
This course provides students with an overview of the nature of business and shows students how the business curriculum is designed to help prepare them for a business career. Offered fall and spring. Pre or Co-requisite: BIZ 1002 Excel Lab.
Prerequisite(s): BIZ 1002 with a grade of S or higher
Corequisite(s): BIZ 1002
Restrictions:
Enrollment limited to students in the Chaifetz School of Business college.

BIZ 1002 - Business Foundations Excel Lab
Credit(s): 0 Credits
This course provides students with an introduction to basic spreadsheet skills. Offered fall and spring. Must be enrolled in John Cook School of Business. Pre or Co-requisite: D or Better in BIZ 1000 or BIZ 1001.
Prerequisite(s): BIZ 1000 or BIZ 1001
Corequisite(s): BIZ 1002
Restrictions:
Enrollment limited to students in the Chaifetz School of Business college.

BIZ 1200 - Leadership, Service, and Self
Credit(s): 1 Credit
This course is designed to be the foundational module for students enrolled in the Service Leadership Program in the School of Business at Saint Louis University. Utilizing the Social Change Model of Leadership Development, students will take a critical look at themselves and their own understanding and beliefs around service and leadership. Through the module students will explore the values of consciousness of self, congruence, and commitment. Through class discussion, exercises, and small group sharing, the module will ground a student in leadership theory and reflection. Throughout the course of the semester, students will be engaged in ongoing service in the community. Offered fall and spring. Prerequisite: Service Hour Completion Requirement: 20 hours to enroll in spring of freshmen year, 57 hours if enrolling fall of sophomore year, 94 hours if enrolling spring of sophomore year. Undergraduate Business Majors Only.
Restrictions:
Enrollment limited to students in the Chaifetz School of Business college.

BIZ 2200 - Leadership, Service and Groups
Credit(s): 1 Credit
This course is designed to build on the concepts learned in the Level 1 Module. Utilizing the Social Change Model of Leadership Development, students will take a critical look at others and their group/student organizational involvement. Through the Module students will explore the values of collaboration, common purpose, and controversy with civility. Through class discussion, exercises, and small group sharing, the Module will ground a student in leadership theory and reflection. Prerequisites: Service Hour Completion Requirement: 75 hours to enroll if sophomore/150 if junior. Undergraduate Business Majors Only.
Restrictions:
Enrollment limited to students in the Chaifetz School of Business college.

BIZ 2930 - Special Topics
Credit(s): 3 Credits (Repeatable for credit)

BIZ 2980 - Independent Study
Credit(s): 1 or 3 Credits (Repeatable for credit)

BIZ 3000 - Career Foundations
Credit(s): 1 Credit
This course is designed to teach and develop the skills necessary for students to: • Identify and select an appropriate Business concentration and career • Market themselves confidently to build relationships, and secure an internship and/or eventual full-time position • Grow personally and professionally through self-reflection and experiential learning. Prerequisite(s): Minimum Earned Credits of 30
Restrictions:
Enrollment limited to students in the Chaifetz School of Business college.

BIZ 3200 - Leadership, Service & Society
Credit(s): 1 Credit
This course is designed to teach and develop the skills necessary for students to: • Identify and select an appropriate Business concentration and career • Market themselves confidently to build relationships, and secure an internship and/or eventual full-time position • Grow personally and professionally through self-reflection and experiential learning. Prerequisite(s): Minimum Earned Credits of 30
Restrictions:
Enrollment limited to students in the Chaifetz School of Business college.

BIZ 3930 - Special Topics
Credit(s): 3 Credits (Repeatable for credit)

BIZ 3980 - Independent Study
Credit(s): 1 or 3 Credits (Repeatable for credit)

BIZ 4000 - Business Capstone
Credit(s): 1 Credit
This course is designed to teach and develop the skills necessary for students to: • Identify and select an appropriate Business concentration and career • Market themselves confidently to build relationships, and secure an internship and/or eventual full-time position • Grow personally and professionally through self-reflection and experiential learning. Prerequisite(s): Minimum Earned Credits of 30
Restrictions:
Enrollment limited to students in the Chaifetz School of Business college.

BIZ 4930 - FOCUS Career Development Program
Credit(s): 0 Credits (Repeatable for credit)
BIZ 4980 - Independent Study  
Credit(s): 1 or 3 Credits (Repeatable for credit)

BIZ 6000 - Professional Effectiveness  
Credit(s): 1-3 Credits  
BIZ 6000 (Professional Effectiveness) is designed to introduce students to knowledge and skills related to effectiveness and leadership in professional settings. The course will cover select topics in professional effectiveness and/or leadership with an emphasis on both thinking and doing – improving knowledge of key skill sets in contemporary professional settings and developing these skills through experiential learning and application. The course will facilitate the development of multiple approaches to inspiring, influencing, and guiding others.

BIZ 6100 - Professional Effectiveness: Creative Leadership Skills  
Credit(s): 1 Credit  
Creative Leadership Skills is designed to introduce students to contemporary leadership skills through creative, arts-based learning. The course will cover select topics in leadership with an emphasis on both thinking and doing – improving knowledge of leadership skill sets through readings and discussion, developing these skills through experiential learning and application. Offered in fall.

BIZ 6101 - Professional Effectiveness: Coaching and Mentoring  
Credit(s): 1 Credit  
Coaching and mentoring are two different methods for developing job and career skills. This course will provide students with an opportunity to learn more about, practice, and reflect upon these different methods. These methods both rely heavily on active listening and giving feedback, therefore these foundational skills will also be covered. Similarly, networking serves as both a precursor and outcome of mentoring and will therefore also be included in the course. Offered in spring.

BIZ 6102 - Professional Effectiveness: Leadership Assessment and Development  
Credit(s): 1 Credit  
The focus of this course is Leadership Assessment and Development. This course will provide students with an opportunity to better understand their leadership strengths and development opportunities, and create an individualized plan to help them improve in areas relevant to their jobs and organizations.

BIZ 6103 - Professional Effectiveness: Leadership Challenge  
Credit(s): 1 Credit  
This course provides a practical, hands-on experience designed to inspire, engage, and help leaders develop the skills needed to meet the leadership challenges they face. It is designed to help leaders achieve their personal best and improve their effectiveness in a leadership role.

BIZ 6200 - Professional Effectiveness: Emotional and Social Intelligence  
Credit(s): 1 Credit  
The focus of this course is Emotional and Social Intelligence. Unlike cognitive ability, emotional and social intelligence are skills that can be improved via awareness and practice. Learn how to identify and manage emotions in yourself and others to become a more effective team member and leader in this course. Through this course, students will complete an assessment of their own emotional intelligence, and learn how to evaluate and improve this critical skill through self-study and the study of others. Offered in spring.

BIZ 6201 - Professional Effectiveness: The Artful Speaker  
Credit(s): 2 Credits  
The Artful Speaker is an immersive, highly interactive, practical experience designed to sharpen participants’ story construction skills, image use and improve personal presence for powerful, persuasive communication even when dealing with complex concepts, information or challenging audiences. Offered in spring.

BIZ 6202 - Professional Effectiveness: Power, Politics, Influence, and Negotiation  
Credit(s): 1 Credit  
Power, politics, influence and negotiation is designed to introduce students to the knowledge and skills for success at both the personal and organizational levels. Considering these four phenomena influence day to day decisions and directly affect interrelations of individual actions it becomes imperative to decipher the unwritten codes of conduct, to maneuver within office politics, and effectively influence others. Offered in summer.

BIZ 6204 - Having Difficult Conversations  
Credit(s): 1 Credit  
This course, Having Difficult Conversations, is designed to introduce students to the knowledge, skills, and abilities needed to improve communication between themselves and constituents who are resistant to feedback and change. The course will cover a step-by-step process for initiating difficult conversations and adding additional structure at the start of the feedback process for conversations that are particularly confrontational. The course utilizes, in part, the "SWAG & SHAREe" model utilized by Saint Louis University Division of Human Resources regarding having difficult conversations with employees and managers. The importance of developing these skills is critical to addressing issues in a way that helps the other person focus on the content of the feedback, rather than focusing on the emotional and defensive reactions to the feedback. By the conclusion of the class, the student will be equipped to provide comprehensive and effective evaluation of conflict with another employee and turn negative reactions into positive performance.

BIZ 6300 - Professional Effectiveness: Managing the 5 Dysfunctions of a Team  
Credit(s): 1 Credit  
The focus of this course is Overcoming the Five Dysfunctions of a Team, and is based largely on Patrick Lencioni’s Five Dysfunctions of a Team model. Teams are often more than the sum of their individual parts in terms of both complexity and potential. In this course, students will learn about group dynamics and team development, as well as tips for building and maintaining healthy teams. Offered in spring.

BIZ 6301 - Professional Effectiveness: Culture-Organizational, Country of Origin, and Cultural Intelligence  
Credit(s): 1 Credit  
Culture: Organizational, Country of Origin, and Cultural Intelligence is designed to introduce students to the knowledge and issues that emerge at the micro (individual) and macro (organizational) levels. In this course, students will assess the culture of an organization, individual cultural intelligence, and country of origin, through cases and tools designed for this purpose. These findings will allow students to “see the world through a different set of eyes” and give them a strong base and ability to navigate the socially complexities of culturally-related idiosyncrasies faced in daily and work lives. Offered in spring.
BIZ 6302 - Professional Effectiveness: Professional Enrichment  
Credit(s): 1 Credit
This course provides a content/process model of professional behavior. The content elements are: accountability, altruism, duty, honor, integrity, excellence, and respect for others. The process elements are: professional sensitivity, professional motivation, professional judgment and implementing professional choices. Offered in summer.

BIZ 6303 - Professional Effectiveness: Generational Differences  
Credit(s): 1 Credit
The focus of this course is sensitizing yourself with other generations by understanding how different generations define respect, get motivated, and feel valued. While a birth year alone does not necessarily dictate generational outlook, this course will also address the real challenge younger managers face motivating older employees, how to overcome common obstacles, effectively address conflict, and how to create an environment that promotes the success of each member – not matter which generation that are in. Offered in fall periodically.

BIZ 6304 - Professional Effectiveness: Global Cultural Dexterity  
Credit(s): 1 Credit (Repeatable for credit)
In this course, you will gain a basic understanding of your personal level of self-awareness within the larger context of intercultural communication effectiveness in doing business abroad. You will become familiar with basic intercultural tools and gain an understanding of cultural dexterity and why it is an essential skill in today's global working environment. The course is highly interactive and discussion based. Case studies will draw from intercultural interactions encountered while working abroad. Offered fall and spring as needed.

BIZ 6401 - Professional Effectiveness: Business Model Design with the Lean Canvas  
Credit(s): 1 Credit
In this course, students will explore how to use a one-page business plan, known as the "Lean Canvas" to design a business model. As they flow through the "Lean Canvas" modeling process, students will learn how to ask questions, generate ideas, and test assumptions around all aspects of launching a business. Offered in spring.

BIZ 6402 - Professional Effectiveness: Simulation  
Credit(s): 1 Credit
The focus of this course is on a Startup Business Simulation. Students will participate as entrepreneurs involved in creating a new business, making decisions about location, inventory, employment, and pricing. Once made, these decisions are fed into the simulation and results are generated, both as a narrative and as a set of financial and performance figures, giving the student feedback on their decisions. Students can then revise their decisions with an eye toward improving their firm's performance. Depending on the specific simulation, these decisions may cover a week, month or longer in the life of the business. The simulation is supplemented with discussions in class and presentations by faculty and outside experts on the issues in running a business and interpreting performance results. This course will help students understand the ebb and flow of business, the relationship of the business to its market and environment, and the relationship of the business to the decisions made by the entrepreneur. Offered in spring.

BIZ 6403 - Professional Effectiveness: Due Diligence  
Credit(s): 1 Credit
The focus of this course is on a due diligence. Due diligence is the process of evaluating a business' key documents presented to current or potential stakeholders, such as business plans, SEC Form C filings, financial statements, business canvases and pitch decks. The evaluation process depends on a critical review of these documents, checking the assumptions, computations, and documentation of the businesspeople, asking questions of the businesspeople and doing additional research to test alternative hypotheses and assess the evaluator's own ideas about the business. This course will help students understand how businesses present themselves to the world, and how to review these presentations to assess the firm's current and projections of future performance. Offered in spring.

BIZ 6930 - Special Topics  
Credit(s): 3 Credits (Repeatable for credit)

BIZ 6980 - Independent Study  
Credit(s): 1 or 3 Credits (Repeatable for credit)