**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.  
**Corequisite(s):** BIZ 1002  
**Restrictions:**  
Enrollment limited to students with a classification of Freshman.

Attributes: Business Common Body Knowledge

**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.  
**Corequisite(s):** BIZ 1002  
**Restrictions:**  
Enrollment limited to students in the Chaifetz School of Business college. Students in the Madrid, Spain campus may not enroll.

Attributes: Business Common Body Knowledge

**BIZ 1002 - Business Foundations Excel Lab**  
**Credit(s):** 0 Credits  
This course provides students with an introduction to basic spreadsheet skills. Students must become Microsoft Excel Level 1 certified to successfully complete the lab. Must be enrolled in the business school.  
**Prerequisite(s):** (BIZ 1000* or BIZ 1001*)  
* Concurrent enrollment allowed.  
**Restrictions:**  
Enrollment limited to students in the Chaifetz School of Business college.

Attributes: Business Common Body Knowledge

**BIZ 1007 - 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.

**BIZ 1200 - Leadership, Service, and Self**  
**Credit(s):** 1 Credit  
This course is designed to be the foundational class for students enrolled in the Service Leadership Program. Utilizing the Social Change Model of Leadership Development, students will take a critical look at others and their group/student organizational involvement. Through the course, students will explore the values of collaboration, common purpose and controversy with civility. Through class discussion, exercises and small group sharing, the course will ground a student in leadership theory and reflection. Students will be engaged in ongoing service in the community.  
**Prerequisite(s):** BIZ 1200  
**Restrictions:**  
Enrollment limited to students in the Chaifetz School of Business college.

Students in the Madrid, Spain campus may not enroll.

Attributes: Business Common Body Knowledge

**BIZ 1220 - Leadership, Service and Groups**  
**Credit(s):** 1 Credit  
This course is designed to build on the concepts learned in BIZ-1200. Utilizing the Social Change Model of Leadership Development, students will take a critical look at others and their group/student organizational involvement. Through the course, students will explore the values of collaboration, common purpose and controversy with civility. Through class discussion, exercises and small group sharing, the course will ground a student in leadership theory and reflection. Students will be engaged in ongoing service in the community.  
**Prerequisite(s):** BIZ 1200  
**Restrictions:**  
Enrollment limited to students in the Chaifetz School of Business college.

Students in the Madrid, Spain campus may not enroll.

Attributes: Business Common Body Knowledge

**BIZ 2200 - Leadership, Service and Groups**  
**Credit(s):** 1 Credit  
This course is designed to build on the concepts learned in BIZ-1200. Utilizing the Social Change Model of Leadership Development, students will take a critical look at others and their group/student organizational involvement. Through the course, students will explore the values of collaboration, common purpose and controversy with civility. Through class discussion, exercises and small group sharing, the course will ground a student in leadership theory and reflection. Students will be engaged in ongoing service in the community.  
**Prerequisite(s):** BIZ 1200  
**Restrictions:**  
Enrollment limited to students in the Chaifetz School of Business college.

Students in the Madrid, Spain campus may not enroll.

Attributes: Business Common Body Knowledge

**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 major and career; market themselves confidently to build relationships and secure an internship and/or eventual full-time position; and 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.

Students in the Madrid, Spain campus may not enroll.

Attributes: Business Common Body Knowledge

**BIZ 3200 - Leadership, Service & Society**  
**Credit(s):** 1 Credit  
Utilizing the Social Change Model of Leadership Development, students will take a critical look at societal issues that require action on behalf of social justice. Through the course, students will explore the value of citizenship. Through class discussion, exercises and small group sharing, the course will ground a student in leadership theory and reflection. Students will be engaged in ongoing service in the community.  
**Prerequisite(s):** BIZ 2200  
**Restrictions:**  
Enrollment limited to students with a minor in Service Leadership.

Attributes: Business Common Body Knowledge

**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 major and career; market themselves confidently to build relationships and secure an internship and/or eventual full-time position; and 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.

Students in the Madrid, Spain campus may not enroll.

Attributes: Business Common Body Knowledge

**BIZ 4000 - Business Capstone**  
**Credit(s):** 1 Credit  
Application of knowledge and skills gained through completion of the Business Common Body of Knowledge in an interactive robust business simulation. Also covers ethics and value-based decision making.  
**Prerequisite(s):** (ACCT 2200, ACCT 2220, ECON 1900, ECON 3120, ECON 3140, FIN 3010, IB 2000, MGT 2000, MGT 3000, MKT 3000, and BIZ 3000); (ITM 2000, ITM 2010, or BTM 2000); (DSCI 2070 or OPM 2070); (DSCI 3050 or OPM 3050); MGT 4000*; Minimum Earned Credits of 90  
* Concurrent enrollment allowed.  
**Corequisite(s):** MGT 4000  
**Attributes:** Business Common Body Knowledge
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.

Restrictions:  
Students in the Madrid, Spain campus may not enroll.

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: The 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 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.

Restrictions:  
Students in the Madrid, Spain campus may not enroll.

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.

Restrictions:  
Students in the Madrid, Spain campus may not enroll.

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.

Restrictions:  
Students in the Madrid, Spain campus may not enroll.

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.

Restrictions:  
Students in the Madrid, Spain campus may not enroll.

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.

Restrictions:
Students in the Madrid, Spain campus may not enroll.

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.

Restrictions:
Students in the Madrid, Spain campus may not enroll.

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.

Restrictions:
Students in the Madrid, Spain campus may not enroll.