Business

The designation of “business” refers to general business courses.

Business Minor
Program Admission Requirements: Each spring, approximately 100 students will be accepted into the Business Minor Program for the following fall. Applications to the program will be made by students and submitted to the program director by the last Friday in January. An admissions committee comprised of the Business Minor Program director and the Business Minor curriculum committee will make admission decisions based on G.P.A., experience, and interest in pursuing business opportunities upon graduation from Lehigh (to be evaluated on the basis of a written essay). Students will be notified of admissions decisions prior to registration for the fall semester. Applications are restricted to students from the P.C. Rosin College of Engineering and Applied Science, the College of Arts and Sciences, and College of Health only.

Business Courses
BUS 001 Foundations of Business 0.1 Credits
This course orients students in the College of Business to the study of business and to the college’s expectations of undergraduates. Different types of business organizations and their goals are introduced, including overviews of the functional areas of business, their contributions to organizations, and their related careers. Students will begin to identify their professional interests, understand the wider context of business, and be exposed to the College of Business programs and resources available to support their academic and professional success.

BUS 003 Business Communication I 1.5 Credit
Good business communication skills are essential for success on the job and career advancement. In this course, students are introduced to the frameworks and skills necessary to deliver communications that are professional, clear, concise, evidence-driven, and persuasive. Emphasis is on basic business communications including memos, reports, and presentations.
Prerequisites: BUS 001 or IBE 050
Can be taken Concurrently: BUS 001, IBE 050

BUS 125 Behavioral Skills Workshop 1 Credit
BUS 125 is aimed to equip students to work with others in a business setting in making business decisions. The focus of the class is on effective decision making and includes such topics as group and team decision making, conflict resolution and negotiation, ethical decision making, and creative problem solving. This course is offered as a series of intensive workshops in the fall semester and is heavily focused on experiential learning.
Prerequisites: ECO 001

BUS 126 Developing, Producing, and Marketing Products and Services I 3 Credits
Introduction to the key fundamentals of project management theory and practice - a temporary endeavor undertaken to produce a unique product, service, or result. Focuses on a project from start to finish by managing the triple constraints of scope, budget, and schedule; also developing motivated teams, maximizing resources, streamlining processes, assuring quality, and formally closing out the project. Theory is reinforced through experiential learning, four part web-based simulation, and managing an actual project in teams.
Prerequisites: BUS 125
Can be taken Concurrently: BUS 125

BUS 127 Developing, Producing, and Marketing Products and Services II 3 Credits
Introduction to the key elements in a company's marketing framework. Focus on defining marketing, analyzing the market competitors, developing effective marketing strategies, segmenting the market, creating customer value, delight and loyalty, analyzing consumer and business markets, creating brand equity, and managing an effective marketing program to deliver the right products or services to the right audience at the right place, at the right price and the right time. Experiential learning through the development of a marketing plan.
Prerequisites: BUS 126
BUS 347 Practicum in Real Estate I 2 Credits
This course is an interdisciplinary study of the creation of value in commercial real estate. Organized into groups, with each group assigned a different subject commercial real property, the class engages in the study of the physical and locational characteristics of commercial real estate as they relate to value including: property history; architecture; physical attributes that add to or detract from value; tenant mix; the immediate neighborhood environment; and, the specific market in which the real property competes for tenants. Each group submits a written report of their findings and produces a 10-minute video documentary on their subject property. Permission of the instructor. Students enrolling in this course must also commit to enrolling in the follow-on course - Bus 348 - Practicum in Real Estate II.
Prerequisites: (ECO 145 or ECO 045 or ECO 146) and ACCT 151 and FIN 225

BUS 348 Practicum II in Real Estate 2 Credits
This course is a continuation if the interdisciplinary study of the creation of value in commercial real estate begun in Bus 347 - Practicum in Real Estate I. Organized into groups, with each group continuing with the subject commercial real property assigned to them in Bus 347, the class engages in the study of the market and financial characteristics of commercial real estate as they relate to value through: a financial analysis of the market in which their property is located to include market rents, market vacancy rates and market absorption rates; and, financial analysis of the subject property to include both historical results, and pro forma estimates of revenues, expenses, cash flow and residual value.
Prerequisites: BUS 347

BUS 490 Thesis (Moc) 1 Credit

BUS 499 Dissertation (Moc) 1 Credit