21. Business Mathematics (2)

Not open to students with credit in Bus Ad 22, Ag 27, Math 2 or 51. Fundamental operations and arithmetical processes; equations and use of formulas; application to specialized fields.

22. Business Data (3)

Not open to students with credit in Bus Ad 102. Prerequisite: one year high school algebra. Application of mathematical processes to business: marketing, economics, finance; introduction to statistics; compilation and classification of data.

50. Business Lectures (1; max total 2)

Not open to freshmen. Points of view of business executives on current business developments; problems of various businesses presented by visiting lecturers.

61. COBOL Programming (1)

Introduction to the use of a compiler, oriented toward the handling of business data; study of the structure of COBOL (Common Oriented Business Language), organization of data and files, practice in COBOL processing.

100. Business Economics (3)

Prerequisite: Bus Ad 133, 151; senior standing. Application of economic principles in business management; measure of profit, analysis of demand, cost analysis; price, wage, and public policies; case studies.

102. Business Statistics (3)

Primarily for juniors. Prerequisite: Math 51 or equivalent; Econ 1A-B. Recommended: Off Ad 16. Principles and methods of statistical analysis; application to business and economic problems; descriptive statistics, introduction to probability, statistical inference, index numbers, time series analysis, correlation and regression analysis. (2 lecture, 2 lab hours)

104. Business Forecasting (3)

Prerequisite: Bus Ad 102. Analysis of forecasting techniques currently utilized to estimate cyclical and secular-trend changes in both firm and industry output; correlation techniques, models, composite indexes; time series, lead-lag, and flow-of-funds analyses.

107. Transportation Management (3)

Prerequisite: Econ 1A-B. Movement of goods and people; comparison of alternatives; firm management; national transportation policy; significance of transportation to industrial location, pricing, and markets.

109. Industrial Traffic Management (3)

Prerequisite: Bus Ad 107 or Econ 170. Physical distribution systems; cost and service comparisons of transportation alternatives; impact of legal restrictions and regulatory controls. Organization and operation of traffic departments.

110. Principles of Management (3)

Primarily for juniors. Art, science, and theory of management, universal functions of the manager. Use of the case method to develop analytical skills and administrative orientation.

118A-B. Business Law (3-3)

Prerequisite: junior standing. (A) Sources, forms and expressions of law; general law of contracts; law of agency and employment; case studies. (B) Law of bailments, shipments; sale of personal property; negotiable instruments; personal property security; case studies.