

PAC Courses	Outcomes	Aligned NISD Course	NISD Semester
BMGT 1307 - Team Building	<ol style="list-style-type: none"> 1. Describe the principles and processes of team building. 2. Identify interpersonal skills, group dynamics, and team leadership. 3. Demonstrate techniques for team problem-solving and conflict resolution. 	8653 Entrepreneurship 1	Fall
BMGT 1327 - Principles of Management ***	<ol style="list-style-type: none"> 1. Explain various theories, processes, and functions of management. 2. Apply theories to a business environment. 3. Identify leadership roles in organizations. 4. Describe elements of the communication process. 	8653 Entrepreneurship 1	Spring
MRKG 1301 - Customer Relations	<ol style="list-style-type: none"> 1. Assess internal and external customer relationship management (CRM) strategies. 2. Integrate short, intermediate, and long-term goals leading to development of CRM plans. 	8673 Entrepreneurship 2	Fall
BUSI 1301 - Business Principles	<ol style="list-style-type: none"> 1. Identify major business functions of accounting, finance, information systems, management, and marketing. 2. Describe the relationships of social responsibility, ethics, and law in business. 3. Explain forms of ownership, including their advantages and disadvantages. 4. Identify and explain the domestic and international considerations for today's business environment: social, economic, legal, ethical, technological, competitive, and international. 4. Identify and explain the role and effect of government on business. 5. Describe the importance and effects of ethical practices in business and be able to analyze business situations to identify ethical dilemmas and ethical lapses. 6. Describe basic financial statements and show how they reflect the activity and financial condition of a business. 7. Explain the banking and financial systems, including the securities markets, business financing, and basic concepts of accounting. 8. Explain integrity, ethics, and social responsibility as they relate to leadership and management. 9. Explain the nature and functions of management. 10. Identify strengths, weaknesses, opportunities, and threats of information technology for businesses. 	8673 Entrepreneurship 2	Spring
BMGT 2305 - Advanced Communications in Management	<ol style="list-style-type: none"> 1. Apply procedures for writing reports, proposals, and conducting research 2. Produce oral presentations 	8653 Practicum in Entrepreneurship	Fall
BMGT 1301 - Supervision *	<ol style="list-style-type: none"> 1. Explain the role, characteristics, and skills of a supervisor. 2. Identify the principles of management at the supervisory level. 3. Identify and discuss the human relations skills necessary for supervision. 4. Explain motivational techniques. 5. Cite examples of how motivational techniques can be used by a supervisor in a working environment. 	8653 Practicum in Entrepreneurship	Spring
*** denotes Milestone course(s)			
* Capstone Course			