ADMINISTRATION (ADMN)

Course numbers with the # symbol included (e.g. #400) have not been taught in the last 3 years.

ADMN 400 - Introduction to Business
Credits: 0 or 4
This course will introduce students to business organizations, the business disciplines and critical issues in contemporary business. The priority will be in having students develop strong intellectual foundations in business, knowledge of core disciplines of business, and an awareness of businesses' role in the economy and in the larger society. The course will include once a week lectures and also small group discussion sessions. The lectures will be organized by the lead PAUL faculty person and include visits and discussions with executives from New Hampshire companies.
Attributes: Writing Intensive Course
Grade Mode: Letter Grading

ADMN 403 - Computing Essentials for Business
Credits: 0 or 1
Self-paced course covering the fundamental skills and proficiency of general business software applications. Topics will include word processing and spreadsheet applications.
Grade Mode: Credit/Fail Grading

ADMN 410 - Management Information Systems
Credits: 0 or 4
This course provides an introduction to computer literacy, basic computer hardware and software concepts, business applications of information technology and computer ethics. Hands-on exercises include spreadsheets, databases and web pages. Students registering for this course are expected to be able to bring a laptop computer to each class session running the Windows version of Microsoft Office Professional (including Microsoft Access).
Prerequisite(s): ADMN 403 (may be taken concurrently) with a minimum grade of D-.
Grade Mode: Letter Grading

ADMN #444 - Business for People, Planet, and Profits
Credits: 4
Many experts and practitioners have realized that the traditional approaches of government and the non-profit sector will not - alone - be enough to solve the myriad of social and environmental challenges facing the world. Rather than seeing big business as "part of the problem" many are considering how the immense power of the private sector can contribute to addressing social and environmental issues. This course will allow students to explore the growing phenomenon of "socially and environmentally conscious capitalism," a more considered type of capitalism with the potential to be a platform for social and environmental change.
Attributes: Social Science (Discovery); Inquiry (Discovery); Writing Intensive Course
Grade Mode: Letter Grading

ADMN 502 - Financial Accounting
Credits: 4
Fundamentals of financial accounting concepts and procedures for analyzing economic events and the preparation and use of financial statements.
Equivalent(s): ACC 501, ACFI 501
Grade Mode: Letter Grading

ADMN 503 - Managerial Accounting
Credits: 0 or 4
The use of information by managers to (1) determine the cost and profitability of the organization's products or services; (2) plan, control, and evaluate routine operations; and (3) make special non-routine decisions. The demand for managerial accounting information is derived from an integrated treatment of organizational objectives, an orientation to customers, and a focus on activities as the unit of analysis for measurement of cost, quality, and time.
Prerequisite(s): ADMN 502 with a minimum grade of C-.
Grade Mode: Letter Grading

ADMN 510 - Business Statistics
Credits: 4
Introductory coverage of statistical methods for managerial decision-making: probability. descriptive and inferential statistics, and regression. Quantitative techniques common to many introductory statistics courses are covered, but the emphasis is on understanding concepts such as uncertainty, inferences from sample data, and model formulation, and on utilizing these techniques as aids in decision-making.
Attributes: Quantitative Reasoning(Disc)
Prerequisite(s): ADMN 403 with a minimum grade of D- and (MATH 420 with a minimum grade of D- or MATH 422 with a minimum grade of D- or MATH 424A with a minimum grade of D- or MATH 424B with a minimum grade of D- or MATH 425 with a minimum grade of D-).
Equivalent(s): ADMN 420
Mutual Exclusion: No credit for students who have taken ADM 430, BIOL 528, BUS 430, EREC 525, HHS 540, MATH 439, MATH 539, MATH 644, PSYC 402, PSYC 402H, SOC 402, SOC 402H, SOC 502, SOC 502H.
Grade Mode: Letter Grading

ADMN #520 - Topics in Business
Credits: 1-4
Special topics, vary by semester.
Repeat Rule: May be repeated for a maximum of 12 credits.
Grade Mode: Credit/Fail Grading

ADMN 570 - Introduction to Financial Management
Credits: 4
The investments, financing, and dividend decisions of the firm in a global setting. Topics include capital budgeting, designing and issuing securities, manager performance evaluation, resolution of agency problems, and working capital management.
Prerequisite(s): (ECON 401 with a minimum grade of C- or ECON 401H with a minimum grade of C- or EREC 411 with a minimum grade of C-) and ADMN 510 (may be taken concurrently) with a minimum grade of C- and ADMN 502 (may be taken concurrently) with a minimum grade of C- and (ECON 402 (may be taken concurrently) with a minimum grade of C- or ECON 402H (may be taken concurrently) with a minimum grade of C-).
Equivalent(s): ADMN 601
Grade Mode: Letter Grading

ADMN 575 - Behavior in Organizations
Credits: 4
Behavioral science concepts applied to work settings. Focus on understanding and analyzing individual beliefs, values, goals, perceptions, motivation, commitment, and decision making; group structures and processes (interpersonal skills, communication, conflict resolution, leadership, and team work); organizational control systems (rewards, task design, performance appraisal); outcomes (satisfaction and development of the person as well as the organization); and organizational change.
Attributes: Inquiry (Discovery); Writing Intensive Course
Prerequisite(s): ADMN 400 with a minimum grade of C- and ADMN 502 with a minimum grade of C-.
Equivalent(s): BUS 620
Mutual Exclusion: No credit for students who have taken MGT 535, MGT 580.
Grade Mode: Letter Grading

ADMN 580 - Quantitative Decision Making
Credits: 4
Introduction to the use of quantitative tools in the decision-making process of an organization. Planning and operational problems in the manufacturing and services sectors are emphasized. Topics include forecasting, capacity planning, optimization, project scheduling, simulation and risk analysis, quality, inventory management, and waiting lines.
Prerequisite(s): ADMN 420 with a minimum grade of C- or ADMN 510 with a minimum grade of C-.
Grade Mode: Letter Grading

ADMN 585 - Marketing
Credits: 4
Covers marketing as the process of planning and developing goods and services to satisfy the needs of target customers: consumers, other businesses, institutions. Focus on how marketing contributes to the firm's goals through product planning, pricing, promotion, and distribution policies, through both digital and traditional channels.
Prerequisite(s): ADMN 400 with a minimum grade of C- and (ECON 401 with a minimum grade of C- or ECON 401H with a minimum grade of C-).
Mutual Exclusion: No credit for students who have taken HMGT 600, MKTG 530, MKTG 550.
Grade Mode: Letter Grading

ADMN #620 - Topics in Business
Credits: 4
Special topics, vary by semester.
Repeat Rule: May be repeated for a maximum of 12 credits.
Grade Mode: Letter Grading

ADMN 700 - PAUL Assessment of Core Knowledge
Credits: 0
One of the learning objectives in the Business Administration Program is that all students will graduate with an understanding of these core knowledge assembled from the various disciplines that contribute courses to the program. We assess this learning as part of our Assurance of Learning Program. The zero credit course provides an administrative mechanism for accomplishing this goal.
Co-requisite: ADMN 775
Grade Mode: Credit/Fail Grading

ADMN #720W - Topics in Business
Credits: 4
Special topics, vary by semester.
Attributes: Writing Intensive Course
Repeat Rule: May be repeated for a maximum of 12 credits.
Grade Mode: Letter Grading

ADMN 775 - Strategic Management: Decision Making
Credits: 4
Capstone course: Problem-solving, decision-making, and strategic thinking relative to managerial, economic, ethical, legal, political, social, and technological aspects of an organization's environment. Integrates the functional discipline skills within the role of the general manager as leader and chief strategist, organizational builder and doer. Case discussion and analysis, industry and competitive analysis, environmental scanning, industry simulation, strategic audit, stakeholder analysis, values, ethics and social issues management within the public policy process are important course components.
Co-requisite: ADMN 700
Prerequisite(s): ADMN 570 with a minimum grade of C- and ADMN 575 with a minimum grade of C- and ADMN 580 with a minimum grade of C- and ADMN 585 with a minimum grade of C-.
Equivalent(s): ADMN 703
Grade Mode: Letter Grading

ADMN 799 - Honors Thesis/Project
Credits: 4-8
Supervised research leading to the completion of an honors thesis or project; required for graduation from the honors program in administration.
Attributes: Honors course; Writing Intensive Course
Mutual Exclusion: No credit for students who have taken FIN 799H.
Grade Mode: Letter Grading