

PAUL COLLEGE BUSINESS & ECONOMICS (PAUL)

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

PAUL 405 - Freshman Academic Experience I

Credits: 0 or 1

This course is an introduction to the nature of academic knowledge, academic standards and academic management skills essential for success in the University and the Paul College. This course, along with PAUL 406 which follows in the spring term, provides academic foundation for the FIRE (First-year Innovation and Research Experience Program). PAUL 405 and 406 are required of all first-year students in Paul College.

Equivalent(s): ADMN 405

Grade Mode: Credit/Fail Grading

PAUL 406 - Freshman Academic Experience II

Credits: 0 or 1

This course is the second part of Freshman Academic Experience for all first-year students in Paul College. The second part of the course reviews academic skills and begins to focus on the student's academic career as a student in Paul College including: major choices, opportunities for enrichment, networking, internships and career paths as well as grand challenge research and presentations. This course, along with PAUL 405 which follows the spring term, provides the academic foundation for the FIRE (First-year Innovation and Research Experience Program). PAUL 405 and 406 are required of all first-year students in Paul College.

Equivalent(s): ADMN 406

Grade Mode: Credit/Fail Grading

PAUL 407 - Paul Scholars Seminar

Credits: 1

Weekly seminar curriculum is designed to guide academically talented students to achieve their full potential, enhancing their overall educational experience at UNH. The course will expose the Paul Scholars to the high-impact opportunities available at UNH (study abroad, study away, research, etc.) and guide students in evaluating current and desired skillsets leading to the identification of experiences to close their skills gap. Students are responsible for attending and participating in all class sessions and other activities as assigned throughout the course.

Grade Mode: Credit/Fail Grading

PAUL 440A - Honors/Design Thinking for Social Justice, Change, and Innovation

Credits: 4

Utilizing the powerful, application-oriented methodology of human-centered design (design thinking), the course will enable students to become change makers and transformational leaders, by helping them understand the context and develop creative solutions to problems characterized by multiple forms of inequality (economic, social, racial, and gender-based), thus working toward social justice, change, and innovation.

Attributes: Honors course; Social Science (Discovery)

Grade Mode: Letter Grading

PAUL 450 - Personal Finance

Credits: 4

This course will provide an overview of the personal financial planning process, including the establishment of goals and objectives, forecasting of lifetime income and expenditures, evaluation of investment options, money management, and understanding of all the many ways a person can achieve their financial goals through various strategies. The course covers the concepts, theories and analytical methods used in professional personal financial planning. Students analyze the effects of inflation, changing interest rates and taxation (high level taxation) on their investment decisions. The course is designed to expose students to all of the directly applicable mathematical formulas involved in the finance world that we utilize on a daily basis.

Attributes: Quantitative Reasoning(Disc)

Grade Mode: Letter Grading

PAUL 520 - Topics I

Credits: 1-4

Special Topics, vary by semester.

Repeat Rule: May be repeated for a maximum of 8 credits.

Grade Mode: Credit/Fail Grading

PAUL #535A - Professional Culture in the European Union - Case Study: Germany

Credits: 4

This English-language course will provide an introduction to doing business with the countries of the European Union, with an emphasis not only on political and economic issues of Europe, but also on the varied professional values that constitute it. Professional culture will be the primary focus of this course. The second half of the course will take Germany as a case study for an in-depth analysis of professional culture. We will compare German and American business practices, and will investigate various aspects of the German professional world. Of primary importance will be a study of communication with potential German business partners, employers, and customers. Also listed as LLC 535A.

Attributes: World Cultures(Discovery)

Equivalent(s): LLC 535A

Grade Mode: Letter Grading

PAUL #535C - Professional Culture in Asia - Case Study: China and Japan

Credits: 4

This course, taught in English, will provide students with an introduction to doing business in Asia, with an emphasis not only on political and economic issues of the region, but also on the varied professional value systems and interactional styles that characterize it. This course will take China and Japan as case studies for an in-depth analysis of professional culture. We will compare Chinese, Japanese, and American business practices, and will investigate various aspects of the Asian professional world. Of primary importance will be a study of communication with potential Asian business partners, employers, and customers. In addition, the growing influence of Asian companies in the U.S. and the so-called Asian Market will be examined.

Attributes: World Cultures(Discovery)

Equivalent(s): LLC #535C

Grade Mode: Letter Grading

PAUL 620 - Topics

Credits: 4

Special topics, vary by semester.

Repeat Rule: May be repeated for a maximum of 12 credits.

Grade Mode: Letter Grading

PAUL 626 - Supervised Student Teaching

Credits: 2-4

Participants are expected to perform such functions as leading discussion groups, assisting faculty in undergraduate courses that they have successfully completed. For juniors and seniors with 3.0 or better cumulative GOA. No more than four credits may be earned a teaching assistant in any one course. Permission of instructor and undergraduate programs office required.

Repeat Rule: May be repeated for a maximum of 16 credits.

Grade Mode: Credit/Fail Grading

PAUL 660 - BiP-Social Intelligence Topics

Credits: 2

Business in Practice: Social Intelligence develops students' abilities to navigate complex social relationships and environments. An emphasis is placed on experiential learning and instruction from business professionals. Rotating topic courses are offered to meet the needs of the ever-changing business environment. Cr/F, unless noted as letter graded in the section or additional course details.

Repeat Rule: May be repeated for a maximum of 8 credits.

Grade Mode: Credit/Fail Grading

PAUL 670 - BiP-Analytical Intelligence Topics

Credits: 2

Business in Practice: Analytical Intelligence develops students' abilities to analyze ideas, solve problems and make decisions. An emphasis is placed on experiential learning and instruction from business professionals. Rotating topic courses are offered to meet the needs of the ever-changing business environment. Cr/F, unless noted as letter graded in the section or additional course details.

Repeat Rule: May be repeated for a maximum of 8 credits.

Grade Mode: Credit/Fail Grading

PAUL 680 - BiP-Competitive Intelligence Topics

Credits: 2

Business in Practice: Competitive Intelligence develops students' abilities to gather, analyze, and distribute information and ideas about products, customers, competitors or the external environment. An emphasis is placed on experiential learning and instruction from business professionals. Rotating topic courses are offered to meet the needs of the ever-changing business environment. Cr/F, unless noted as letter graded in the section or additional course description.

Repeat Rule: May be repeated for a maximum of 8 credits.

Grade Mode: Credit/Fail Grading

PAUL 690 - BiP-Professional Intelligence Topics

Credits: 2

Business in Practice: Professional Intelligence develops students' abilities to achieve professional success. An emphasis is placed on experiential learning and instruction from business professionals. Rotating topic courses are offered to meet the needs of the ever-changing business environment. Cr/F, unless noted as letter graded in the section or additional course details.

Repeat Rule: May be repeated for a maximum of 8 credits.

Grade Mode: Credit/Fail Grading

PAUL 705 - Supervised Student Teaching: Peer Advisor

Credits: 0-2

Training course for peer advisors to prepare for leading student FIRE Teams. For Paul College juniors and seniors with 3.0 or better cumulative GPA. Permission from Undergraduate Programs Office required.

Repeat Rule: May be repeated for a maximum of 12 credits.

Grade Mode: Credit/Fail Grading

PAUL 720 - Topics II

Credits: 4

Special topics, vary by semester.

Repeat Rule: May be repeated for a maximum of 12 credits.

Grade Mode: Letter Grading

PAUL 725 - Independent Study

Credits: 1-4

Individual research projects that are student designed. Initial sponsorship of a Paul College faculty member must be obtained followed by approval of Paul advisor and Dean's Office. Special permission required to earn more than 4 credits in one semester. For Paul College Juniors and Seniors with 3.0 or better cumulative GPA.

Repeat Rule: May be repeated for a maximum of 12 credits.

Grade Mode: Letter Grading

PAUL 725W - Independent Study

Credits: 1-4

Individual research projects that are student designed. Initial sponsorship of Paul College faculty member must be obtained followed by approval of Paul advisor and Dean's Office. Special permission required to earn more than 4 credits in one semester. For Paul College Juniors and Seniors with 3.0 or better cumulative GPA.

Attributes: Writing Intensive Course

Repeat Rule: May be repeated for a maximum of 12 credits.

Grade Mode: Letter Grading

PAUL 790 - Honors/The Workshop

Credits: 2

Open to students enrolled in the Paul Honors Program, this workshop is specifically designed for honors students starting the program in their junior year. It is designed to enable students to share the work they are doing for the honors designated course. The workshop will also include guest speakers and other programming of interest to Paul Honors Students. Permission required. Cr/F.

Attributes: Honors course

Equivalent(s): ADMN 790

Grade Mode: Credit/Fail Grading

PAUL 792 - Honors/The Consulting Project

Credits: 2

Open to students enrolled in the Paul Honors Program, this course is designed to broaden perspectives and build bridges to the external business community. Students will work across all of the disciplines offered by Paul College on consulting projects developed in conjunction with the NH SBDC (Small Business Development Center). Permission required. Cr/F.

Attributes: Honors course

Equivalent(s): ADMN 792

Grade Mode: Credit/Fail Grading

PAUL 794 - Honors/The Research Process

Credits: 2

Open to students enrolled in the Paul Honors Program, this course is designed to help students formulate a thesis topic, learn the skills needed to write a thesis and serve as a mechanism for pairing students with a faculty thesis advisor. In addition, students will be expected to attend several research seminars. Permission required. Cr/F.

Attributes: Honors course

Equivalent(s): ADMN 794

Grade Mode: Credit/Fail Grading

PAUL 795 - Internship**Credits:** 1-4

The internship is designed to provide practical experience in a major related field (organizations may include: business, industry, health, public service, non-profit), Supervision to be provided by a qualified individual in the organization, with student consultation by a faculty sponsor. Written report required. Initial sponsorship of an Paul College faculty member must be obtained followed by approval of PAUL advisor and Dean's Office. Special permission required to earn more than 4 credits in one semester. For Paul College Juniors and Seniors with 3.0 or better cumulative GPA.

Repeat Rule: May be repeated for a maximum of 12 credits. May be repeated up to 4 times.

Equivalent(s): ADMN 795

Grade Mode: Credit/Fail Grading

PAUL #796 - International Internship**Credits:** 1-4

The International Internship is designed to provide practical experience in a major related field (organizations may include: business, industry, health, public service, non-profit). Supervision to be provided by a qualified individual/program in the organization, with student consultation by a faculty sponsor. Written report required. Initial sponsorship of an Paul College faculty member must be obtained followed by approval of PAUL advisor and Dean's Office. Special permission required to earn more than 4 credits in one semester. Must also register for INCO 588 (co-requisite). For Paul College Juniors and Seniors with 3.0 or better cumulative GPA.

Co-requisite: INCO 588

Repeat Rule: May be repeated for a maximum of 12 credits.

Grade Mode: Credit/Fail Grading