FOCUS Facts

NORTHWESTERN COLLEGE
ST. PAUL, MINNESOTA

ADULT EDUCATION YOU CAN HAVE FAITH IN.

BUSINESS MANAGEMENT

A Bachelor of Science in Business Management from the FOCUS Degree Completion program provides the education necessary to become a dynamic leader in any business setting. You will gain an essential competitive advantage through an in-depth study of solid business practices and proven management techniques—all taught in the context of a Christian worldview.

Program Cost

Academic year
2012-2013
Tuition: $400 per credit
Books: $2,300 (est.)

General Education Requirements
(31 credits)

English Composition	4
Research Writing	2
Speech	3
Humanities (2 areas)	6
Math	4
Science	4
Social Science (2 areas)	8

Electives
(47 credits)

Talk to your FOCUS admission counselor about these options for earning elective credit:

- DSST/CLEP
- Distance education
- Additional college courses
- Vocational or technical credits
- Prior learning essays
- Military training
- Internships

Business Management Coursework
(47 credits)

ETH4021	Foundations for Ethics	3
ETH4023	Worldview and Ethics	3
BSN4025	Business Ethics	3
BSN4031	Business Communication	3
BSN4034	Management	3
BSM4035	Managerial Finance and Accounting	5
BSM4043	International Business	3
BSN4050	Business Mathematics and Statistics	3
BSN4052	Macroeconomics	2
BSN4054	Microeconomics	2
BSN4061	Marketing	3
BSN4063	Business Law and Contracts	3
BSM4065	Information Management	3
BSM4067	Corporate Strategies	5
BSN4069	Management of Operations	3

Bachelor of Science in Business Management coursework can be completed in approximately 18 months.

Courses subject to change. Consult current catalog at nwc.edu/catalog for complete course descriptions.
Contact your FOCUS admission counselor at 651-631-5200 for more information.

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BSN4021 Foundations for Ethics 3 cr
Students construct a value system for making ethical decisions based upon biblical principles. Attention is given to methods of interpretation and the application of biblical concepts.

BSN4023 Worldview and Ethics 3 cr
Students continue to develop their value systems with greater emphasis on the philosophical and theological foundations for ethics. Attention is given to the application of ethical principles to economic and political ideologies.

BSN4025 Business Ethics 3 cr
Students address ethical theory and values from a Christian perspective. Accountability in government, human rights, and ethics in business are covered in readings, classroom discussions, and debates.

BSN4031 Business Communication 3 cr
This course examines the mechanics of business communications, including the study of grammar fundamentals, sentence structure, punctuation, vocabulary, and spelling. Basic writing, proofreading skills, and clear business English are stressed. Students are taught to draft and evaluate a variety of letters, e-mails, memos, and reports, as well as demonstrate oral presentation skills using PowerPoint.

BSN4034 Management 3 cr
Students apply management principles and theory from a Christian worldview. The course focuses on organizational theory, the shift from hierarchical management structures, quantitative methods for problem-solving, hiring, appraisals, outplacement, and other management concepts. Organizational behavior and international business topics are explored.

BSM4035 Managerial Finance and Accounting 5 cr
(*PQ: knowledge of current Windows-based spreadsheet software*) Students use accounting principles and financial methods such as ratio analysis to determine alternative financial decisions which best accomplish company financial objectives.

BSM4043 International Business 3 cr
Students examine the impact of the global community and develop a greater understanding of the international market, managing a diverse work force, and the cross-cultural and financial issues associated with international operations.

BSN4050 Business Mathematics and Statistics 3 cr
This course covers the practical business application of finite mathematics and elementary statistics. Finite mathematics concepts include functions, percent increase/decrease, contribution margin, simple interest, compound interest, the future value of an annuity, the present value of an annuity, and consumer credit. Elementary statistics covers types of data, critical thinking, the design of experiments, frequency distributions, the visualization of data, measures of center, variation, and relative standing. Additional topics include the standard normal distribution, applications of normal distributions, estimating population proportions and means, correlation and regression analysis, goodness of fit testing, and statistical process control.

BSN4052 Macroeconomics 2 cr
The student studies economic history, tracing the development of capitalism and communism through the current international economy. Marginal analysis; demand, supply, and full employment; and fiscal and monetary policies are also discussed.

BSN4054 Microeconomics 2 cr
(*PQ: completion of BSM4052 with grade of "C" or above*) Students study production and cost, household behavior, and markets and pricing. An analysis is done on the American economic system, savings, investment, employment, and pricing.

BSN4061 Marketing 3 cr
(PQ: knowledge of current Windows-based presentation software) Students explore the structure, function, and behavior of marketing systems, with discussion of the implications of international marketing. They explore market-driven and consumer-centered marketing principles. Emphasis is placed on decision making in the marketing process as a marketing plan is developed.

BSN4063 Business Law and Contracts 3 cr

Students examine the legal framework and issues that arise from business entities. Emphasis is placed on contemporary issues and contracts as the basic law affecting business transactions. Negotiable instruments and the law of principal and agency relationships are discussed.

BSM4065 Information Management 3 cr

Information Management introduces students to the complex function of information management and presents the definition, deployment, and utilization of information technology that gives business organizations a competitive advantage in the marketplace.

BSM4067 Corporate Strategies 5 cr

Students explore case studies and outside readings centered on contemporary business problems in an integrated group analysis format. Students apply skills acquired throughout the program to investigate a specific business issue related to their professions, which is summarized in an oral presentation to the class and submitted as a formal written report.

BSN4069 Management of Operations 3 cr

An overview of the operations environment and the kinds of problems and issues an operations manager must address. This course offers an organized and disciplined study of the approaches, techniques, and tools used in solving production and operational problems in both service and manufacturing organizations. In addition, the course will include the study of continuous improvement models to address operational problems in manufacturing, distribution, and service organizations. Emphasis will be placed on understanding and applying the use of Six Sigma, Lean, Constraint Management, Supply Chain Management, Just-In-Time, Total Quality Management, and Performance Measures to organizations.

Optional: BSM4995 Business Management Internship 1–3 cr

(PQ: Junior/senior status, 4+ major courses completed, must be related to major, consent of faculty supervisor)