

# Tippie College of Business

## Dean

- Amy L. Kristof-Brown

## Senior Associate Dean

- Barrett W. Thomas

## Associate Dean, Graduate Management Programs

- Jennifer J. Blackhurst

## Associate Dean, Research and PhD Programs

- Nick Street

## Associate Dean, Undergraduate Programs

- Charles W. Keene

**Undergraduate major:** BBA

**Undergraduate minors:** business administration; economics

**Undergraduate certificates:** entrepreneurial management; international business; risk management and insurance

**Professional degree:** MBA

**Professional certificates:** business fundamentals; corporate finance; finance; financial decision-making; innovation; investment management; leadership; marketing; responsible resource management; risk management and insurance

**Graduate degrees:** MA; MAc; MS; PhD

**Graduate certificate:** business analytics

**Website:** <https://tippie.uiowa.edu/>

The Tippie College of Business is composed of six academic departments: accounting, business analytics, economics, finance, management and entrepreneurship, and marketing.

The college's undergraduate and graduate programs are accredited by AACSB International—the Association to Advance Collegiate Schools of Business.

Research, executive development, and education activities are supported by these centers and institutes: America's Small Business Development Center, Emmett J. Vaughan Institute of Risk Management and Insurance, Frank Business Communication Center, Hawkinson Institute of Business Finance, Institute for International Business, Iowa Electronic Markets Institute, John Pappajohn Entrepreneurial Center, Marketing Institute, Pomerantz Career Center, RSM Institute of Accounting Education and Research, the Tippie Analytics Cooperative, and Tippie Undergraduate Career Services.

Integrity and honesty are essential to success in all facets of life. The purpose of the undergraduate Tippie Honor Code and the MBA and Master's Honor Code is to promote honorable and ethical behavior. Students admitted to the college or enrolled in courses offered by the college are required to uphold the honor code.

## Facilities and Resources

The Tippie College of Business is located in the John Pappajohn Business Building, at the heart of the campus. The

Pappajohn Business Building contains seminar and conference rooms, a computer laboratory, two auditoriums, two computer classrooms, a behavioral laboratory, a restaurant (Pat's Diner), a café and study space called Biz Hub, the Marvin A. Pomerantz Business Library, and a variety of classroom facilities.

The computer laboratory in the John Pappajohn Business Building serves the instructional programs of the college, and the staff maintains a current library of computational programs to accommodate users' needs. Business students also have access to the full range of services offered by the university's Information Technology Services and the extensive research materials and other resources of the University of Iowa Libraries.

## Alumni Relations

The Tippie College of Business alumni network boasts 58,000 graduates worldwide. The Alumni Engagement Office works to maintain relationships with alumni on behalf of the college and the programs and departments within, including graduate-level degrees. The Alumni Engagement Office hosts many events annually both in-person and virtually, which allow alumni nationwide and around the world connect back to the college and to each other.

By providing an up-to-date email address, alumni and friends will receive electronic communication regarding Tippie College of Business events and virtual programs. Alumni who have updated their home mailing address with the college within the past two years will receive copies of the biannual alumni publication, *Tippie Magazine*. Current undergraduate students can interview to become members of the Business Student Ambassadors Organization (BSAO) and those students often serve as hosts and guides for alumni who visit the college. The Tippie Young Alumni Board works to strengthen ties between the college and more recent graduates.

To learn more about alumni programs or to update contact information, please visit Alumni on the college's website.

## Programs

### Undergraduate Programs of Study

The Tippie College of Business offers the Bachelor of Business Administration (BBA) with majors in accounting, business analytics and information systems, economics, finance, management, marketing, and risk management and insurance, and it collaborates with the College of Liberal Arts and Sciences to offer an undergraduate major in economics for Bachelor of Arts and Bachelor of Science students. See Bachelor of Business Administration for information about requirements common to all BBA majors as well as the admission and academic rules and procedures. View the Tippie College of Business departments in the catalog for information about the college's majors.

The college also offers combined undergraduate degrees with the College of Engineering and the College of Liberal Arts and Sciences, as well as the 3+3 program with the College of Law; see Combined Programs in the Bachelor of Business Administration, BBA section of the catalog. The John Pappajohn Entrepreneurial Center also collaborates with the College of Liberal Arts and Sciences to offer the Bachelor of Arts in enterprise leadership, which is offered both on campus and online.

The college offers the undergraduate Certificate in Entrepreneurial Management and the Certificate in Risk Management and Insurance. It collaborates with the College of Engineering to offer the Certificate in Technological Entrepreneurship and with the College of Liberal Arts and Sciences to offer the Certificate in International Business.

The college also offers a minor in economics for all students and a minor in business administration for non-business students.

## Graduate and Professional Programs of Study

The Tippie College of Business offers several graduate and professional degree programs: the Master of Accountancy (MAc), the Master of Business Administration (MBA), the Master of Science in business analytics, the Master of Science in finance, the Doctor of Philosophy in business administration, and the Doctor of Philosophy in economics. The MA in business administration is a terminal degree; students are admitted into the PhD in business administration degree program. For information about the MAc and the PhD in economics, see Master of Accountancy and PhD in economics in the catalog.

For information about the graduate Certificate in Business Analytics and MS in business analytics, administered jointly by the Department of Business Analytics and Graduate Management Programs, see Certificate in Business Analytics, MS in business analytics (career), and MS in business analytics (professional) in the catalog.

To view more about the Master of Science in finance, administered jointly by the Department of Finance and Graduate Management Programs, see MS in finance in the catalog.

For information on MBA programs, see Master of Business Administration Program in the catalog.

For a description of the PhD in business administration, see PhD in business administration in the catalog. The PhD is an interdepartmental degree; programs leading to the degree are offered by the departments of Accounting, Business Analytics, Finance, Management and Entrepreneurship, and Marketing.

## CIMBA Italy

CIMBA Italy offers semester and summer study abroad programs for undergraduate and graduate students in Paderno del Grappa, an hour northwest of Venice. Students who attend the programs come from a variety of public and private universities worldwide.

At CIMBA, students immerse themselves in a wide range of rigorous courses, including innovative leadership and development programming, while living amidst the Venetian countryside in one of the most popular travel and study destinations in the world. Business and cultural immersions begin for students the minute they arrive on campus. All courses are taught in English by professors from top universities throughout the United States and Europe. CIMBA programs offer unparalleled amounts of travel time for students to explore Italy and beyond, as well as cultural exploration opportunities. For more information, see the CIMBA Italy website.

## Centers and Institutes

### America's Small Business Development Center

Since 1981, America's Small Business Development Center at the University of Iowa has played an important role in helping enterprising Iowans manage or start their own successful businesses. The center provides support for small business owners and entrepreneurs. Its personnel are trained to meet the varied needs of small business management, including marketing, financing, human resource planning, cash flow analysis, product commercialization, market research and analysis, strategic planning, international trade, and advertising. Services are free and confidential.

### Emmett J. Vaughan Institute of Risk Management and Insurance

The Emmett J. Vaughan Institute of Risk Management and Insurance prepares students for risk management careers. The institute is part of the finance department and offers both a major and a Certificate in Risk Management and Insurance. The certificate program is open to undergraduate students pursuing any major. In addition to the coursework, the Institute provides professional development, including networking events with industry speakers, scholarships, a mentorship program with young alumni, and a job fair.

There are great career opportunities in risk management and insurance. The industry accounts for 11% of Iowa's gross domestic product, Chicago is a regional insurance hub, and approximately 60 other risk management and insurance programs in the country meet less than 10% of the national demand for talent.

Graduates of the program begin their careers as corporate risk managers, risk management consultants, employee benefits managers, insurance brokers, underwriters, personal banking wealth managers, asset managers, financial analysts, claims adjusters, producers (sales), actuaries, and auditors.

In addition to its teaching mission, the Vaughan institute provides innovative research and thought leadership on contemporary risk management practice and insurance markets. In 2016, the Vaughan institute was labeled a Global Center of Insurance Excellence; only 12 universities and colleges in the United States have been awarded this honor.

### Frank Business Communication Center

The Frank Business Communication Center is the hub for all Tippie College of Business communication initiatives. The center provides individual and team tutoring for written, oral, and visual communication assignments for all Tippie class assignments, as well as for résumés, cover letters, and interview preparation. It develops, directs, and delivers all undergraduate and specialty master's communication courses in the college. At the graduate level, the center supports MBA communication curriculum development and engages with PhD students through extensive wrap-around summer programming in writing instruction and job talk/presentation preparation.

The Frank center partners with Tippie academic departments to establish departmental communication plans and initiatives that develop discipline-specific communication skills. It

also oversees the Department of Accounting's writing and communications program, which integrates communication assignments across the required accounting curriculum courses. The Frank center engages with diversity, equity, and inclusion (DEI) practices as power communication skills. It teaches DEI as a way to encourage differing perspectives and foster the innovative ideas that come from inclusive discussions. The required course, BUS:3000 Business Communication and Protocol, particularly integrates DEI practices into its semester-long curriculum.

The center currently houses five instructional track faculty members, two full-time staff members, and over 40 additional part-time faculty, staff, and peer consultants, as well as post-graduate professionals with specialized expertise in multiple writing formats and genres. Along with dedicated tutoring spaces, its facilities include the One Button Studio, where students can practice and record elevator pitches, team presentations, or other oral and visual communication assignments.

The Frank center helps undergraduate students prepare for nationwide competitions, such as the annual National Diversity Case Competition and the Eller Ethics in Business Case Competition. The center's staff facilitates the annual Mary Thomas Prappas Business Ethics Essay Competition and the Norman J. Kallaus Business Communication Scholarship Competition.

## Hawkinson Institute of Business Finance

The Hawkinson Institute of Business Finance facilitates career opportunities in investment banking, private equity, and related fields for students in the Tippie College of Business. The institute prepares high-achieving undergraduates for interviews, internships, and full-time jobs in the industry. Criteria for admission to the institute include a strong academic record, involvement in campus and community activities, high motivation, strong interpersonal skills, and demonstrated interest in business and financial markets.

Hawkinson Scholars participate in a course taught by former investment bankers that features guest speakers from leading banks, private equity firms, and hedge funds. Hawkinson Scholars also receive intensive education in equity valuation, financial market dynamics, soft skills, and more. An extensive network of dedicated Hawkinson alumni serve as mentors.

The institute has worked to broaden entry-level employment opportunities for Iowa graduates, who land jobs at prestigious firms such as Goldman Sachs, Barclays, Bank of America, Merrill Lynch, and JP Morgan. Graduating Hawkinson Scholars enjoy a 100% placement rate.

## Institute for International Business

The Institute for International Business (IIB) is the international education and engagement arm of the University of Iowa Tippie College of Business. While promoting entrepreneurship as a tool to empower people in developing countries and frontier markets, the IIB develops and delivers international business programs that provide students, faculty, and staff with opportunities to connect with the world. The IIB is committed to educating students and marginalized communities about entrepreneurship, encouraging innovation, fostering a global mindset, and growing start-ups. The IIB team has leveraged its years of combined experience in cross-cultural networking, economic development, and international

development to develop new initiatives. The Institute for International Business has made a name for itself at home and abroad with programs such as the African Innovators Internship program for UI students, graduate-level Global Learning Opportunities, Mandela Washington Fellowship, Venture School International, and the Hawkeyes in Haiti program.

The IIB connects locally while engaging globally through international business research, entrepreneurship, and consulting resources. The key attributes that set IIB apart are:

- unique opportunities for Tippie students at all levels to gain real-world and impactful international experience;
- connection to resources in and outside of the University of Iowa;
- growing network in Sub-Saharan Africa and other developing and emerging markets;
- an industry-experienced advisory board that develops mentor relationships with students and provides unique coaching opportunities;
- sustained relationships with entrepreneurs in developing and emerging markets that provide solid business consulting experience to students; and
- experience in building programs and highlighting faculty expertise for international markets.

## Iowa Electronic Markets Institute

The Iowa Electronic Markets Institute supports scholarship in prediction markets and experimental economics. It operates the Iowa Electronic Markets (IEM), a small-scale, real-money online futures markets where contract payoffs are based on real-world events such as political outcomes, the U.S. federal funds rate, companies earnings per share, and stock price returns. Known internationally as the genesis of modern prediction markets, the Iowa Electronic Markets are used as tools for research and teaching.

## John Pappajohn Entrepreneurial Center

The John Pappajohn Entrepreneurial Center (Iowa JPEC) serves as the hub for entrepreneurship education and outreach at the University of Iowa. Iowa JPEC prepares entrepreneurial-minded leaders and innovators through interdisciplinary academic programs that integrate applied classroom learning, community and international engagement, and extensive cocurricular experiences. It also supports students, faculty, and community members seeking to launch a business by providing training, mentoring, technical assistance, capital, and physical space to help them move from idea to enterprise.

Students earning the Bachelor of Business Administration degree who are majoring in management may complete the major's entrepreneurial management track. This track is specifically designed to prepare students to apply entrepreneurship and innovation approaches and strategies to successfully lead teams and accelerate career success. Within the program, students have multiple opportunities to work on real-world challenges facing Iowa-based companies, learn from business leaders and entrepreneurial faculty who have built successful companies, and be introduced to alumni and executives to help develop a strong professional network.

Students working toward any bachelor's degree at the University of Iowa may earn the Certificate in Entrepreneurial Management. Both programs are offered on campus at the

Tippie College of Business. The certificate also is offered online through Distance and Online Education. Students may earn the Certificate in Entrepreneurial Management in addition to their undergraduate degree unless they are currently pursuing the BBA in management with the entrepreneurial management track or the BA in enterprise leadership.

Graduate and professional students may earn a Certificate in Innovation in addition to their graduate degrees or enroll in advanced entrepreneurship courses; see the Certificate in Innovation or the Master of Business Administration Program in the catalog.

Students in the College of Liberal Arts and Sciences may earn a Bachelor of Arts degree with a major in enterprise leadership. Students develop a solid foundation in entrepreneurial management as well as leadership and communication skills that prepare them for a variety of professional career opportunities or position them to start their own business. Students are able to apply their innovative problem-solving and critical thinking skills to contemporary issues, develop strategies to seize upon opportunities, and build and lead successful teams. The major presents a unique blend of skills, theory, and content, encouraging students to apply their knowledge and skills to entrepreneurial concepts and ventures. Offering a combination of business and liberal arts approaches, the major allows students to enhance their skills in communication, leadership, innovation, and critical thinking. The major in enterprise leadership is offered jointly by the John Pappajohn Entrepreneurial Center and the College of Liberal Arts and Sciences; the degree is awarded by the College of Liberal Arts and Sciences. The degree is offered on campus and online.

Iowa JPEC and the Department of Management and Entrepreneurship offer the Entrepreneurial Leadership Academy (ELA) for select undergraduate students earning the BBA in management, the BA in enterprise leadership, or one of the entrepreneurship certificates. The ELA is a two-course program designed to help students develop advanced leadership and project management skills and then apply them to a strategic entrepreneurial management consulting project. Students work closely with alumni and business experts to build their professional network and receive assistance in pursuing high quality professional career opportunities.

The center offers the Technology Innovation Academy for select undergraduate students earning the BBA in management with the entrepreneurial management track, the BA in enterprise leadership, or one of the entrepreneurship certificates. The Technology Innovation Academy is a two-course advanced entrepreneurial practicum designed to teach students the latest tools in innovation, design thinking, entrepreneurship, and business modeling. Students experience what entrepreneurs and corporate innovators go through when advancing ideas in the business world. Students also work closely with alumni and entrepreneurial leaders to build their professional network and position themselves for success.

College of Engineering students may earn the Certificate in Technological Entrepreneurship in addition to their undergraduate degree. The certificate allows students to develop a competitive advantage in the professional workplace by developing their business strategy, entrepreneurship, innovation, and leadership skills. Students also learn how to commercialize their innovations—critical for working in industry as well as for pursuing entrepreneurial

ventures. Students learn from a select group of faculty who have built and lead successful ventures. The program combines engineering technology, entrepreneurship, and business education to position students for success in today's competitive work environment.

Iowa JPEC also offers students additional opportunities to develop their professional skills and network with entrepreneurial leaders and industry experts through business consulting projects and internships, sponsorship of applied workshops and seminars, coordination of company visits, support of student participation at regional and national conferences, and fostering global awareness through international trips and consulting. It also sponsors several entrepreneurial student organizations designed to support students' professional and career development.

For students who may want to pursue the creation of a new business and/or develop a new product or software application while at the University of Iowa, Iowa JPEC is dedicated to training and support of student entrepreneurs. Welcoming both individual students and teams, the Startup Incubator program is located in the Bedell Entrepreneurship Learning Laboratory (BELL), providing a physical home for student businesses on campus. Participants have access to a variety of resources including collaborative workspace and equipment, one-on-one mentoring from experienced professionals, workshops, trainings, networking, and funding opportunities.

The Hawkeye Summer Accelerator program is designed to help student teams conduct a detailed assessment of their entrepreneurial opportunity and develop a plan to successfully launch a new venture. Students receive advanced training and mentoring as well as financial support to focus on their start-up during this advanced summer program.

Iowa JPEC also hosts several events for students to experience entrepreneurship without a significant time commitment. Iowa Startup Games is a weekend event where student teams come together to identify a new venture opportunity and complete a business model in one weekend. IdeaStorm is a quick pitch competition for students to pitch ideas to receive cash prizes and coaching on how to move their concepts forward. Game Changer is another short program that focuses on social entrepreneurship opportunities. All of these are open to students from across the campus regardless if they are pursuing formal education in entrepreneurship.

Iowa JPEC also hosts the Iowa Innovation Challenge, a campus-wide innovation funding competition to provide capital for university affiliated start-ups and early-stage ventures. In addition, Iowa JPEC leads the Iowa Venture Mentoring Service, a program to connect entrepreneurial start-ups with leading mentors to help provide strategic input and assist in growth planning for the companies. Iowa JPEC has an impressive menu of programs and services available for students, faculty, and community members seeking to start and grow entrepreneurial ventures.

Iowa JPEC offers programs and services to community members to enhance the region and state's entrepreneurial ecosystem. Venture School is an innovative training program focused on real-world experimentation, customer discovery, and Lean LaunchPad methodologies. Iowa JPEC also offers student consulting services led by faculty members through business consulting courses and the Institute for International Business, as well as business advising and mentoring through the Iowa Small Business Development Center, numerous workshops, and networking events. Iowa JPEC partners with entrepreneurial service organizations, economic

development organizations, and private sector businesses to advance entrepreneurship and economic development across Iowa. The Jacobson Institute is committed to infusing the entrepreneurial mindset with 21st-century skills in K-12 students through teacher professional development and innovative curricula.

## Marketing Institute

The Marketing Institute prepares students for today's diverse and competitive job market in many areas of marketing, including marketing strategy, market research, marketing analytics, advertising, and sales.

The Marketing Institute is a three-semester marketing elective program in which students earn 6 s.h. of elective credit. Students also fulfill both the research and experiential course components of Tippie RISE by successfully completing the program.

Undergraduate students apply in the fall, and 16-20 students are admitted. Admittance criteria include academic performance, leadership, interpersonal skills, and executive potential. Field immersion projects are a major component of the program. Field projects include student work as consultants for a variety of clients, including start-ups, multimillion- or billion-dollar businesses or nonprofits. Students gain hands-on experience in identifying and solving marketing-related issues and providing recommendations to their assigned client. In addition, students are mentored by an advisory board of top executives from companies that include ASM Global, Chicago Blackhawks, Hormel, John Deere, Twitter, McGraw Hill, Medtronic, Meredith Corporation, Newell Brands, Reckitt Benckiser, Principal Financial Group, and Unilever.

The Marketing Institute and its advisory board work together to foster networking opportunities and provide career guidance that help students use their skills and talents to develop rewarding careers.

## Pomerantz Career Center

Career development and campus recruiting services are provided by the Marvin A. and Rose Lee Pomerantz Career Center. Professional career coaches and online resources provide university undergraduate students with assistance on résumés, cover letters, internship and job searches, employer research, interviewing skills, negotiation of job offers, graduate school personal statements, as well as drop-in sessions with trained student career peer advisors. The center helps students choose a major and identify careers related to industry interests through online assessment tools and customized advising. Career coaches specialize in specific career interest communities to assist students. The center also presents multiple fall and spring semester career fairs and networking events. Campus recruitment is facilitated through Handshake, where students can search and apply for full-time employment, internships, and student employment positions. Students may participate in mock interviews and on-campus interviews for full-time positions and internships during the academic year. Additionally, the center offers career-related and professional development courses such as LS:2002 Career Leadership Academy Part 1: Leadership in Practice, LS:3002 Career Leadership Academy Part 2: Leadership in Action, CCP:1300 Major and Career Explorations, and CCP:1303 Successful Teamwork for the Workplace. For more information, contact the Pomerantz Career Center.

## RSM Institute of Accounting Education and Research

The RSM Institute of Accounting Education and Research fosters educational excellence in accounting at the University of Iowa, promotes high-quality research by Iowa accounting faculty members, and facilitates the development of doctoral students in accounting. The institute sponsors an annual national speaker series, an educational initiative that allows accounting students to expand their perspectives of accounting by bringing in external thought leaders and experts in different fields of accounting. The director of the institute also coordinates various research activities, including the ongoing PwC Accounting Research Workshops, the biennial Sidney Winter Lecture Series, and the accounting department's Sullivan Scholar in Residence series.

## Tippie Undergraduate Career Services

Tippie Undergraduate Career Services is a new initiative intended to provide Tippie College of Business students with personalized career support, job leads, and other useful career information. The office supplements the existing career support provided by the Pomerantz Career Center by offering helpful, timely information and a personalized space where Tippie undergraduates can find answers to their career questions.

Through targeted job opportunity research and outreach, Tippie Undergraduate Career Services will distribute up-to-the-minute information that's personalized to the student's major and number of semesters completed. Students access this information on the Undergraduate Career Services website, on LinkedIn, in a biweekly lead sheet email and circular, and live on interactive monitors outside the Tippie Undergraduate Career Services office. Outreach efforts are optimized to fit in with students busy schedules and provide them with accessible, relevant career leads and professional development opportunities.

Tippie Undergraduate Career Services also aids students in their job and internship searches by tracking their first destinations after graduation in real time and giving personalized attention to students who are still seeking their first job or internship. This initiative aims to improve overall student outcomes across the board at Tippie, as well as driving higher traffic to placement surveys for reporting to rankings institutions. With on-staff specialists in career preparation and research, student-centered outreach, and data science, the Tippie Undergraduate Career Services office plans to become the central hub for career information for Tippie undergraduates.

## Courses

Most Tippie College of Business courses are offered by the college's departments and programs. They are listed and described in the corresponding catalog sections.

The college also offers the following nondepartmental courses for undergraduate students.

## Tippie College of Business Courses

### **BUS:1200 Tippie College Direct Admit Seminar 1 s.h.**

Facilitates an introduction to the undergraduate student experience in the Tippie College of Business; discussions of transition issues, academic skill acquisition, and professional goal setting. Requirements: admitted to the direct admission program.

### **BUS:1300 First-Year Seminar 1 s.h.**

Small discussion class taught by a faculty member; topics chosen by instructor; may include outside activities (e.g., films, lectures, performances, readings, visits to research facilities and local businesses).

### **BUS:1400 Pre-Business First-Year Seminar 1 s.h.**

Connection to Tippie College of Business resources; support for student's pathway to admission to the Tippie College of Business; transition to college life, academic skill acquisition, and professional goal setting; for pre-business students. Requirements: pre-business standing.

### **BUS:1999 Introduction to Research in Business 1 s.h.**

Introduction to research in business including scope and methods of business research, questions for which business research seeks answers, and impact of business research on society; weekly seminars include discussion and exploration and serve as preparation for engaging in mentored research.

### **BUS:2013 Introduction to Sustainability 3 s.h.**

Introduction to sustainability knowledge, skills, and habits as a means to shape one's vision of a sustainable citizen; emphasis on basic skills of literacy, applied math, and finding information; traditional sustainability knowledge areas related to society, economy, and environment; intersecting themes (e.g., informed consumerism, eco-economics, and livable environments). GE: Sustainability. GE: Social Sciences. Same as GEOG:2013, SUST:2013, URP:2013.

### **BUS:2200 Foundations for Success in Business 1 s.h.**

Designed to facilitate business students' career exploration and professional development; students participate in a variety of career-related activities including informational interviews, networking events, guest speakers, and workshops; topics include exploring majors, researching career fields and associated qualifications, identifying experiential learning opportunities, networking with integrity, searching for internships, and developing professionalism.

### **BUS:2300 Searching for Business Information 1 s.h.**

Search concepts and sources specific to business information; subscription and government online research sites.

### **BUS:2350 Introduction to Global Business: Asia Pacific 3 s.h.**

Virtual exploration of business and culture in Asia Pacific with focus on Singapore, Hong Kong, Australia, and New Zealand; faculty-led study program includes lectures, readings, case studies, virtual business briefings, and cultural activities from the region. Prerequisites: ECON:1100. Requirements: admission to global business in Asia Pacific study abroad program.

### **BUS:2360 Introduction to Global Business: Northern Italy 3 s.h.**

Virtual exploration of the business and culture of Italy; instructor based in Italy; examination of business, social, financial, and political happenings in Italy and the European Union; hands-on cultural events using virtual reality headsets for city visits, live tours with interactive guides, hands-on cooking class, language lesson, and more; features industry speakers and opportunity to network with Italian students. Prerequisites: ECON:1100. Requirements: admission to global business Northern Italy study abroad program.

### **BUS:2550 International Business in Asia Pacific 3 s.h.**

International business in the Asia Pacific region and related management issues confronting small-medium enterprises and multinational enterprises in that region; topics include rise of the Association of Southeast Asian Nations (ASEAN), challenges and opportunities for trade growth and collaboration, and practical guidance on how to develop and sustain a competitive advantage in a fast growing and dynamic environment; offered by the international business in Sydney, Australia study abroad program through Tippie College of Business. Prerequisites: MGMT:2100. Requirements: admission to international business in Sydney, Australia study abroad program.

### **BUS:3000 Business Communication and Protocol 3 s.h.**

Foundation in business communication and protocol; composing business messages, organizing and reporting workplace data, developing business presentation and team-building skills, exploring issues pertaining to professional behavior. Prerequisites: RHET:1030 or (RHET:1040 and RHET:1060). Requirements: admission to Tippie College of Business and 30 s.h. earned.

### **BUS:3025 Global Internship Preparation 1 s.h.**

Classroom preparation for the Tippie Global Internship Program; includes interview preparation, host country research, internship goal setting, international business practices, cultural awareness and adjustment, and other preparation topics.

### **BUS:3050 Business, Culture, and Society 3 s.h.**

International business environment and interpersonal traits and skills expected of successful international businessperson; interdisciplinary overview of issues related to business in Western Europe; important cultural differences, the code of business and professional etiquette, business protocol, Italian business history, cultural appreciation, and executive legal/ethical concerns in the workplace; series of lectures, workshops, speakers, plant tours, and cultural events.

### **BUS:3100 Academic Internship or Cooperative Education 0 s.h.**

Participation in an internship or cooperative education; fulfills Tippie College of Business experiential learning requirement.

### **BUS:3200 Advanced Business Presentation Workshop: Strategy and Implementation 2 s.h.**

Advanced oral business presentation skills for solo, paired, and team presentations; suitable for students considering participating in case competitions; emphasis on articulating a particular strategy for an oral presentation and three areas of implementation—content structuring, visual design of PowerPoint slides, and vocal and physical delivery; how to integrate presentation technologies effectively, evaluate other speakers, speak clearly, use gestures appropriately, and engage the audience during the presentation and in question-and-answer sessions. Prerequisites: BUS:3000 with a minimum grade of B.

**BUS:3500 Tippie Senate 1 s.h.**

For elected student representatives on the Tippie Senate.

**BUS:3600 Mentored Research arr.**

Business research conducted by undergraduate students under faculty supervision.

**BUS:3800 Business Writing 3 s.h.**

Series of practical projects; development of effective and persuasive business communication and analytical skills in public relations context.

**BUS:3900 Business Communication Internship I 3 s.h.**

Opportunity for students to earn academic credit for serving as a peer tutor, an orientation and training assistant, or an administrative intern in the Judith R. Frank Business Communications Center.

**BUS:3910 Business Communication Internship II 1-3 s.h.**

Continuation of BUS:3900; opportunity for students to earn academic credit for serving as a peer tutor, an orientation and training assistant, or an administrative intern in the Judith R. Frank Business Communications Center. Prerequisites: BUS:3900.

**BUS:4025 Certified Global Business Professional Exam Prep 1 s.h.**

Preparation for the Certified Global Business Profession (CGBP) exam; topics include global business management, global marketing, supply chain management, and trade finance; students build knowledge and skills in areas of documentation, legal and regulatory compliance, intercultural awareness, technology, and resources; students will be eligible to sit for the CGBP exam upon completion; attainment of CGBP credential complements student's postsecondary education as it represents the achievement of advanced specialization in international business. Prerequisites: MGMT:2100 or ECON:1200. Corequisites: MGMT:3450. Requirements: 60 s.h. completed.

**BUS:4900 Academic Internship arr.**

Professional internship experience with associated academic content (e.g., paper, coursework).

**BUS:4999 Honors Thesis in Business arr.**

Independent student project directed by faculty or staff advisor; culminates in thesis that conforms to University of Iowa Honors Program guidelines; may include empirical research, library research, applied projects. Prerequisites: BUS:1999.