



Operational Excellence and Assessment Support

Academic Learning Compacts

**College of Business Administration
Academic Learning Compacts**

Integrated Business - B.S.B.A.

Discipline Specific Knowledge, Skills, Behavior and Values

- 1. Teamwork**
Students will demonstrate effective teamwork by collaborating in group settings to solve selected business problems.
- 2. Team Leadership**
Students will demonstrate effective leadership within their teams.
- 3. Common Technology Usage**
Students will demonstrate the ability to effectively use common business technology.
- 4. Specialized Technology Usage**
Students will demonstrate the ability to effectively use specialized business technology.
- 5. Research and Citation**
Students will demonstrate the ability to engage in effective research and properly cite work done by others.
- 6. Technology Solutions**
Students will demonstrate the ability to identify, evaluate, and recommend modern technological solutions for contemporary business problems.
- 7. Approaches to Selling**
Students will demonstrate the ability to analyze and evaluate selling approaches for small and medium size companies in B2C and B2B markets.
- 8. Human Resources Policies**
Students will demonstrate the ability to contribute to the development and implementation of effective human resource management policies and procedures.
- 9. Effective Negotiation**
Students will demonstrate the ability to identify and apply the principled negotiation process to reach a win-win solution when dealing with conflict.
- 10. Pricing Strategies**
Students will demonstrate the ability to identify appropriate pricing

strategies in a variety of business conditions.

11. Cash Flow Cycle

Students will demonstrate the ability to track and improve the cash flow cycle with a firm.

12. Project Management

Students will demonstrate the ability to create a detailed project management plan.

Critical Thinking

1. Critical Thinking

Students will demonstrate critical thinking by applying systematic and logical reasoning to evaluated data and draw valid conclusions in business situations.

Communication

1. Oral Presentation

Students will demonstrate effective oral presentation skills related to business scenarios.

2. Group Discussion

Students will demonstrate effective discussion skills related to business scenarios.

3. Written Communication

Students will demonstrate effective writing skills related to business scenarios.

Assessment of Integrated Business - B.S.B.A. Outcomes

These outcomes will be assessed using a variety of assessment methods, including:

- Exams
- Projects
- Written papers
- Oral presentations