

# BUSINESS & ECONOMICS INTERDEPARTMENTAL (BEINDP)

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## Courses

### **BEINDP 691 TRAVEL STUDY *Repeatable* 3 Units**

Variable topics. Faculty-led courses abroad.

### **BEINDP 740 PERSUASION AND NEGOTIATION STRATEGIES 2 Units**

This course will emphasize persuasive communication strategies and applied negotiation techniques. The course also contains a strong written communication component. The course will apply a case-based methodology to teaching and learning in the class.

PREREQ: MUST BE ADMITTED TO A COBE GRADUATE DEGREE OR CERTIFICATE PROGRAM

### **BEINDP 793 PRACTICUM/INTERNSHIP IN BUSINESS *Repeatable* 1-3 Units**

This course provides students, under the direction of a faculty advisor, the opportunity to apply their theoretical backgrounds to approved activities related to the practice of various aspects of business. A learning contract will be developed by the faculty advisor and student that clearly delineates the expectations and responsibilities. Open only to students in an approved internship employment.

PREREQ: MUST BE ADMITTED TO A COBE GRADUATE DEGREE PROGRAM

### **BEINDP 798 INDIVIDUAL STUDIES *Repeatable* 1-3 Units**

Study of a selected topic or topics under the direction of a faculty member.

PREREQ: MUST BE ADMITTED TO A COBE GRADUATE PROGRAM; HAVE DEPARTMENT CONSENT