

# B.S. IN BUSINESS DEGREE REQUIREMENTS

## PARTNERSHIP BETWEEN PALOMAR COLLEGE AND UNIVERSITY OF REDLANDS SCHOOL OF BUSINESS & SOCIETY

### BACHELOR OF SCIENCE IN BUSINESS – 120 TOTAL CREDITS REQUIRED

- Minimum of 40 transferable credits required for admission to the University of Redlands on-site program.
- Once matriculated with University of Redlands, students must take all remaining credits through Palomar College and University of Redlands, which can be done concurrently.

#### 44 CORE BUSINESS CREDITS

University of Redlands

- **BUSB 300 (4 credits)**  
Ethical and Legal Environment of Business
- **BUSB 301 (4 credits)**  
Critical Analysis: Written and Oral Communication
- **BUSB 330 (4 credits)**  
Managing and Leading Organizations
- **BUSB 333 (4 credits)**  
Business Information Systems
- **BUSB 340 (4 credits)**  
Principles of Marketing
- **BUSB 342 (4 credits)**  
International Business
- **BUSB 361 (4 credits)**  
Financial Management
- **BUSB 370 (4 credits)**  
Managing Quality and Operations
- **BUSB 433 (4 credits)**  
GIS for Business
- **BUSB 481 (4 credits)**  
Strategic Management
- **BUSB 485 (4 credits)**  
Capstone: Analysis and Integration in Business and Management

#### 76 GENERAL EDUCATION/ELECTIVE CREDITS

(2.0 / C grade or above at Palomar College)

Must include the following 6 business courses from Palomar College or their equivalents:

- ACCT 201 and ACCT 202
- ECON 101 and ECON 102
- MATH 120 or PSYC 205 or SOC 205 or BUS 204
- MATH 100 or MATH 110

#### GENERAL EDUCATION REQUIREMENTS

- Arts & Humanities (Minimum of 12 credits)
- Behavioral/Social Science (Minimum of 9 credits)  
[4 credits from this section will be earned in BUSB 300]
- Mathematics/Science (Minimum of 9 credits)  
[At least one course (1 credit minimum) in Natural Science]
- Writing/Communications (Minimum of 6 credits)  
[4 credits from this section will be earned in BUSB 301]

#### ELECTIVES

May include the following courses:

- Any approved CSU or UC transferrable course passed with a 2.0 ("C") or higher
- Select Military / JST courses

**For more information →**

thomas\_bozman@redlands.edu  
909-748-8135



# BACHELOR OF SCIENCE IN BUSINESS

## Course Descriptions

### CORE PROGRAM COURSES

**BUSB 300 → Ethical & Legal Environment of Business (4 credits)**

Examination of moral and legal business issues in domestic and international contexts with emphasis on contemporary problems.

**BUSB 301 → Critical Analysis: Written & Oral Communication (4 credits)**

Deepens students' analytical skills in written and oral communication. Focus on purpose, depth, organization, research, style, and effectiveness. Special attention paid to contemporary business contexts as well as historical perspectives.

**BUSB 330 → Managing & Leading Organizations (4 credits)**

Overview of organizational behavior and theory. Focus is on the behavior of individuals and groups within organizations. The study of organizational decision making, organizational design, culture, leadership, power and politics, and management of change. Ethics, diversity, and globalization are integrated throughout the course.

**BUSB 333 → Business Information Systems (4 credits)**

Introductory organizational and managerial overview of information systems. Assessing and constructing data and information for decision-making, designing interactive and spatial information systems, and assessing their ethical implications. Communicating effectively in a systems development environment.

**BUSB 340 → Principles of Marketing (4 credits)**

Introduction to the concept of marketing and marketing principles. Focus on creating value for customers. Develops an understanding of the four elements of the marketing mix (product, price, promotion, and place/distribution) with application to product, service, profit, and not-for-profit enterprises in local, national, and international environments.

**BUSB 342 → International Business (4 credits)**

Examination of developments within international markets and the effects of the activities of business enterprises. Students study the effects of increasing international linkages on the role and conduct of domestic and international business functions.

**BUSB 361 → Financial Management (4 credits)**

Principles of financial planning, control, and analysis of the firm and the role of the financial manager within the firm.

**BUSB 370 → Managing Quality & Operations (4 credits)**

Operations management issues and techniques to analyze problems for organizations that provide services and manufacturing products. Strategic issues and practical applications include productivity, competitiveness, supply chain management, decision making, quality management, process selection, linear programming, transportation models, forecasting, inventory management, enterprise resource planning, project management, and simulation.

**BUSB 433 → GIS for Business (4 credits)**

Overview of GIS and spatial analysis applied to organizations. Focus on geographic information, location-based decision-making, spatial data, investment in and value of GIS, ethical aspects, and GIS strategies. Students learn through case studies and lab practice with spatial data.

**BUSB 481 → Strategic Management (4 credits)**

Develops analytical tools critical to assessing environments, opportunities, and threats needed to build and sustain long-term competitive advantage. Addresses knowledge, skills, and approaches necessary to generate, evaluate, and implement strategic alternatives. Emphasizes interrelationships of various organizational functions.

**BUSB 485 → Capstone: Analysis & Integration in Business & Management (4 credits)**

Focuses on integrating knowledge and skills acquired during the program and applying them to an organizational analysis. Students develop and present a Capstone Paper that utilizes artifacts created in earlier courses, synthesizes principles and theories from a broad arena of learning, and demonstrates effective skills of critical inquiry.

# UNIVERSITY OF REDLANDS

## Tuition & Fees—Palomar College On-site

### BACHELOR OF SCIENCE IN BUSINESS

Tuition and Fees <sup>1</sup>	\$22,014
Parking Permits <sup>2</sup> and Books <sup>3</sup>	\$276 parking + \$495 books
<b>Grand Total</b>	<b>\$22,785</b>

### INVESTMENT BREAKDOWN

The University of Redlands undergraduate tuition rate for the School of Business & Society is \$692<sup>4</sup> per credit. Palomar College students (who have earned at least 21 transferable credits from Palomar College) receive a 30% tuition discount.

University of Redlands, School of Business & Society Tuition Rate	\$692 per credit
Palomar College Transfer Student Discounted Rate	\$692 - 30% discount = \$484.40 per credit

The tuition total for the program with the transfer student discount:

Bachelor of Science in Business Degree Program	44 credits total
44 Credits x \$484.40 per credit	\$21,314 tuition total

The following fees are then added to the tuition total, which brings the tuition total to \$22,014.

One-Time, non-refundable Matriculation Fee	\$150
Student Services Fee (\$50 per course)	\$50x 11 courses = \$550

Parking permits for Palomar College are projected to cost approximately \$276 (over the course of 22 months)

Textbooks (Used/Rental) are estimated at \$40 to \$50 per course: \$45 x 11 courses = approximately \$495

Total for Tuition + Fees + Parking + Textbooks = approximately **\$22,785**

<sup>1</sup> Tuition and fees do not include the cost of parking permits or textbooks.

<sup>2</sup> Parking permit cost is estimated; price is subject to change.

<sup>3</sup> Textbook costs are an estimated, average cost. Some courses may require the purchase of additional course materials (i.e. case studies and/or articles) as requested by the course instructor. All required course materials will be noted in the course syllabus.

<sup>4</sup> School of Business tuition rate of \$692 per credit is for 2021-2022 academic school year; cost per credit is subject to change.