

BUSINESS

BUS 5 Business Information Systems 

Introduces management information systems, systems design and development, data communications, data management, office automation, computer hardware and software concepts, and the use of information technology to compete in the business world.

Transfer Credit: CSU; UC.

Section	Days	Times	Units	Instructor	Room
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74206	Arr.	Arr.	4.00	C.Furbee	OL
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Section 74206 is an ONLINE course. For details, see instructor's web page at go.cabrillo.edu/online.

74207	T	08:00AM-09:20AM	4.00	D.Ambrosini	515
&	Arr.	Arr.		D.Ambrosini	OL

Section 74207 is a Hybrid ONLINE course. Meets weekly throughout the semester at the scheduled times with an additional 4 hr 5 min ONLINE lab per week. For details, see instructor's web page at go.cabrillo.edu/online.

74208	TH	09:30AM-10:50AM	4.00	D.Ambrosini	515
&	Arr.	Arr.		D.Ambrosini	OL

Section 74208 is a Hybrid ONLINE course. Meets weekly throughout the semester at the scheduled times with an additional 4 hr 5 min ONLINE lab per week. For details, see instructor's web page at go.cabrillo.edu/online.

BUS 9 Business Statistics

Collection and presentation of data; measures of central tendency, dispersion, probability, sampling distributions, statistical inference, regression correlation, index numbers, time series analysis, and forecasting. Prerequisite: MATH 152 with grade "C" or better, or two years of high school algebra with grade average "C" or better, or Math 13.

Transfer Credit: CSU; UC with limits: BUS 9 combined with MATH 12/12H-maximum credit: 1 course.

Section	Days	Times	Units	Instructor	Room
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74217	TH	06:00PM-09:05PM	3.00	R.Kaupp	510
&	Arr.	Arr.		R.Kaupp	OL

+ 50 min per week ONLINE instruction.

BUS 18 Business Law 

Introduces the United States justice system, covering and relating criminal, civil, employment, torts and contract laws to business operations.

Transfer Credit: CSU; UC.

Section	Days	Times	Units	Instructor	Room
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74201	Arr.	Arr.	4.00	P.Stokke	OL
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Section 74201 is an ONLINE course. For details, see instructor's web page at go.cabrillo.edu/online.

74199	MW	11:10AM-12:30PM	4.00	P.Stokke	509
&	Arr.	Arr.		P.Stokke	OL

+ 2 hr 5 min per week ONLINE instruction.

74200	M	05:30PM-08:35PM	4.00	P.Stokke	509
&	Arr.	Arr.		P.Stokke	OL

+ 2 hr 5 min per week ONLINE instruction.

BUS 20 Introduction to Business

Surveys business principles, problems, practices and procedures.

Transfer Credit: CSU; UC.

Section	Days	Times	Units	Instructor	Room
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74202	MW	11:10AM-12:30PM	3.00	M.Damkar	510
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74203	TTH	11:10AM-12:30PM	3.00	J.Klein	510
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74204	T	06:00PM-09:05PM	3.00	R.Kaupp	510
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BUS 50 Advertising for Small Business

Teaches advertising and promotion for small businesses, emphasizing local and regional media.

Transfer Credit: CSU.

Section	Days	Times	Units	Instructor	Room
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74209	W	06:00PM-09:05PM	3.00	J.Klein	515
&	Arr.	Arr.		J.Klein	OL

+ 2 hr 5 min ONLINE instruction.

BUS 52 Business Communications

Introduces business communication examining form, structures, and style specific to the business environment, focusing on written communication, develops the skills needed in today's global business environment.

Transfer Credit: CSU.

Section	Days	Times	Units	Instructor	Room
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74210	MW	09:30AM-10:50AM	3.00	M.Damkar	510
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BUS 67 Human Relations and Resources

Applies the principles of motivation, leadership fundamentals, quality improvement, communication, cultural awareness, and organizational structure as they pertain to Human Resources.

Transfer Credit: CSU.

Section	Days	Times	Units	Instructor	Room
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74211	TH	06:00PM-09:05PM	3.00	W.Woska	WatB107
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BUS 82 Marketing Principles

Teaches the application of business marketing concepts and principles.

Transfer Credit: CSU.

Section	Days	Times	Units	Instructor	Room
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74212	TTH	09:30AM-10:50AM	3.00	M.Damkar	510
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BUS 88 Starting and Operating a New Small Business

Teaches skills to succeed in new ventures: legal steps, paperwork, start-up capital, demand, pricing, business feasibility, location, expenses, cash flow, marketing and business plan. Repeatability: May be taken 2 times.

Transfer Credit: CSU.

Section	Days	Times	Units	Instructor	Room
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74215	M	09:30AM-10:50AM	3.00	D.Ambrosini	515
&	Arr.	Arr.		D.Ambrosini	OL

Section 74215 is a Hybrid ONLINE course. Meets weekly throughout the semester at the scheduled times with an additional 3 hr 5 min ONLINE lab per week. For details, see instructor's web page at go.cabrillo.edu/online.

74214	W	09:30AM-10:50AM	3.00	D.Ambrosini	515
&	Arr.	Arr.		D.Ambrosini	OL

Section 74214 is a Hybrid ONLINE course. Meets weekly throughout the semester at the scheduled times with an additional 3 hr 5 min ONLINE lab per week. For details, see instructor's web page at go.cabrillo.edu/online.

BUS 89 Starting and Operating an eCommerce Business

Introduces eCommerce for new or existing businesses planning to create a professional business presence online.

Transfer Credit: CSU.

Section	Days	Times	Units	Instructor	Room
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74216	T	09:30AM-10:50AM	3.00	D.Ambrosini	515
&	Arr.	Arr.		D.Ambrosini	OL

Section 74216 is a Hybrid ONLINE course. Meets weekly throughout the semester at the scheduled times with an additional 3 hr 5 min ONLINE lab per week. For details, see instructor's web page at go.cabrillo.edu/online.