

**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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65127	Arr.	Arr.	4.00	C.Furbee	OL
&	Arr.	Arr.		B.Durland	1400

Section 65127 is an ONLINE course. For details, see instructor's web page at [www.cabrillo.edu/services/disted/](http://www.cabrillo.edu/services/disted/) "Distance Courses." + 3 hr 5 min open lab per week.

65129	TH	09:00AM-10:20AM	4.00	D.Ambrosini	515
&	Arr.	Arr.		D.Ambrosini	OL
&	Arr.	Arr.		B.Durland	1400

One hour 20 min of class will be ONLINE instruction. + 3 hr 5 min open lab per week.

65128	T	09:30AM-10:50AM	4.00	D.Ambrosini	515
&	Arr.	Arr.		D.Ambrosini	OL
&	Arr.	Arr.		B.Durland	1400

One hour 20 min of class will be ONLINE instruction. + 3 hr 5 min open lab per week.

**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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65135	TTH	09:30AM-10:50AM	3.00	R.Kaupp	510
&	Arr.	Arr.		B.Durland	1400

+ 50 min open lab per week.

**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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65122	Arr.	Arr.	4.00	M.Hassan	OL
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Section 65122 is an ONLINE course. For details, see instructor's web page at [www.cabrillo.edu/services/disted/](http://www.cabrillo.edu/services/disted/) "Distance Courses."

65120	MW	11:10AM-12:30PM	4.00	M.Hassan	509
&	Arr.	Arr.		B.Durland	1400

+ 2 hr 5 min open lab per week.

65121	M	05:30PM-08:35PM	4.00	M.Hassan	509
&	Arr.	Arr.		B.Durland	1400

+ 2 hr 5 min open lab per week.

**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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65126	Arr.	Arr.	3.00	M.Hassan	OL
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Section 65126 is an ONLINE course. For details, see instructor's web page at [www.cabrillo.edu/services/disted/](http://www.cabrillo.edu/services/disted/) "Distance Courses."

65123	MW	11:10AM-12:30PM	3.00	R.Kaupp	510
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65124	TTH	11:10AM-12:30PM	3.00	R.Kaupp	510
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65125	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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65130	T	08:00AM-09:20AM	3.00	D.Ambrosini	515
&	Arr.	Arr.		D.Ambrosini	OL
&	Arr.	Arr.		B.Durland	1400

One hour 20 min of class will be ONLINE instruction. + 2 hr 5 min open lab per week.

**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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65131	W	06:00PM-09:05PM	3.00	P.Stokke	Wat4560
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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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65132	TTH	05:30PM-08:35PM	3.00	P.Stokke	SV02
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Meets 8 weeks 4/13-6/3.

**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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65133	TH	06:00PM-09:05PM	3.00	R.Kaupp	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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66582	M	09:00AM-10:20AM	3.00	D.Ambrosini	Wat4530
&	Arr.	Arr.		D.Ambrosini	OL
&	Arr.	Arr.		M.Nogueira	Wat4510

1 hr 20 minutes of class will be ONLINE instruction. + 2 hr 5 min open lab per week.

66583	W	09:00AM-10:20AM	3.00	D.Ambrosini	515
&	Arr.	Arr.		D.Ambrosini	OL
&	Arr.	Arr.		B.Durland	1400

One hour 20 minutes of class will be ONLINE instruction. + 2 hr 5 min open lab per week.

66584	T	05:30PM-06:50PM	3.00	D.Ambrosini	515
&	Arr.	Arr.		D.Ambrosini	OL
&	Arr.	Arr.		B.Durland	1400

One hour 20 minutes of class will be ONLINE instruction. + 2 hr 5 min open lab per week.

## Cabrillo College *Schedule of Classes* – Spring 2010

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### **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
65134	T	07:00PM-08:20PM	3.00	D.Ambrosini	515
&	Arr.	Arr.		D.Ambrosini	OL
&	Arr.	Arr.		B.Durland	1400

One hour 20 min of class will be ONLINE instruction. + 2 hr 5 min open lab per week.