

# College of Business Courses

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## **COB 1301 - Introduction to Business**

Hours: 3

This course provides an understanding of business strategies and how they impact the global economy and wellness of populations. It encompasses various aspects of business, management, and leadership functions, including organizational considerations and decision-making processes relating to people at work. It provides students a survey of economic systems, forms of business ownership, and considerations for running a business. Included are discussions of business challenges, ethics, social responsibility, diversity, and environmental considerations. Emphasized is the dynamic role of business in everyday life.

## **COB 101 - Dist in Prof Dev Org**

Hours: 0

## **COB 102 - Foundations of Personal Money Management**

Hours: 3

The 3 credit hour course is designed to give students the opportunity to learn about the basics of personal financial management. Students will be introduced to topics pertaining to budgeting, financial statements, credit and debt management, investing, compound interest, and retirement planning. This course provides a student with the knowledge to make better financial decisions, set and achieve financial goals, and to become a better-informed buyer in the consumer-driven economy.

## **COB 108 - The Aurora Initiative**

Hours: 3

The Aurora Initiative is designed to help guide students execute projects that generate social and/or economic value. Using the Lean Launchpad methodology, students refine their project ideas by actively researching, interviewing sources, networking, and finding resources. This experience concludes with students pitching their value-creating projects to potential donors with the intention of obtaining financing to advance their projects to a pre-launch stage. This process helps students develop empirical and quantitative skills, critical thinking skills, and communications skills. The syllabus/schedule is subject to change. No prerequisites are required for this course

## **COB 320 - AI for Business**

Hours: 3

In the rapidly evolving business environment, leveraging the latest technological advancements is essential for gaining a competitive edge. Throughout this course, students will explore and understand the transformative technologies that are redefining industries and creating new business opportunities. Through a combination of theoretical insights and practical applications, students will investigate how emerging technologies can influence business strategies, optimize operations, enhance customer experiences, and drive innovations for sustainable growth and competitive advantage.

## **COB 330 - Basic Concepts of Real Estate License**

Hours: 3

This course is an introduction to the concepts, principles, problems and applications of real estate. We will emphasize all functional areas and institutions of real estate principles and practices with real world applications.

## **COB 341 - Bank Operations**

Hours: 3

This course is designed to teach students about topics such as retail and corporate banking operations, client services, technical operations, risk analysis and mitigation, investment banking operations and trade support, loans and customer support activities. Principles of Internal Audit as outlined by the Basel Committee on Banking Supervision are discussed along with developing effective internal control systems and efficient operational structures in banking environments.

## **COB 342 - Community Bank Compliance & Regulations**

Hours: 3

This course will cover the various federal acts and banking regulations that govern community banking operations. This course will also give community bankers the knowledge and skills required in regulatory compliance, which will consist of four critical learning areas: Lending Compliance, Deposit Compliance, Operations Compliance, and the Bank Secretary Act. Topics covered will include but are not limited to: Anti-Money Laundering, UBPR – Call Reports, bank examinations, Community Reinvestment Act, Know Your Customer, fraud prevention and detection, compliance programs, anti-discrimination, and other related topics.

## **COB 397 - Special Topics**

Hours: 1-3

Organized class. May be repeated when topics vary.

**COB 441 - Community Bank Credit and Loan Management**

Hours: 3

This course introduces students to credit risk and loan management in community banking institutions. This course will enable the students to understand what credit risk is, how to evaluate loan applications, how to perform financial statement analysis for credit evaluation and how to measure credit risk. The course also lays a foundation for additional credit risk management topics like collateral evaluation and loan management and various types of loans (commercial real estate, agricultural, high net worth, asset-based lending, mortgage, personal, etc.). This course in credit and loan management also introduces students to credit governance and problem loans.

**COB 442 - Community Bank Products and Supplier Management**

Hours: 3

This course will provide an overview of major products and services offered by community banks to consumers and small businesses as well as discuss risk vendor management. This course is designed to provide knowledge on computer systems used in banking, retail banking products, and the various technologies offered to consumers and small businesses (i.e. mobile banking, online banking, loan underwriting, online loan applications and other fintech). It will also discuss the types of suppliers that service community banks, supplier selection and management, and the importance of supplier risk management practices.

**COB 497 - Special Topics**

Hours: 1-3

Organized class. May be repeated when topics vary.