

Goldey-Beacom College – Dual-Enrollment Courses

Business Courses:

- ACC-206 – Accounting Principles I
 - This course is concentrated in financial accounting concepts. Topics include: Corporation cycles, internal control principles, the valuation of cash, receivables, inventories, and plant assets.
- BUS-101 – Introduction to Business
 - Introduction to Business is designed for first year students. By delving into the units of this course, students will fine-tune their direction and choice of career in business. This course will provide students with a general business overview and expose them to basic business concepts and practices. This introductory course will help to establish a viable business vocabulary, foster critical and analytical thinking, and refine business decision-making skills. Introduction to Business will provide a synopsis of a variety of business management topics such as marketing, finance, accounting, human resources, and start-ups.
- ECO-200 – Microeconomics
 - This course deals with economics of the firm and the individual. It delves into utility theory of the consumer, the theory of the optimal input use of the producer and the rationing mechanism of the perfectly competitive product and resource markets. It also describes the various noncompetitive markets such as monopoly, monopolistic competition, oligopoly and monopolistic market structure and how economic decisions are made in such markets.
 - **Precalculus-level math is a requirement to enroll in this course**
- ECO-201 – Macroeconomics
 - This course intends to give the business student a basic understanding of the free enterprise, capitalistic, aggregate economic system. It deals with the classical concepts of aggregate demand and production and supply, national income and product measures, the consumption and investment aspects of Keynesian economics, the supply side of economics and its applications. It also discusses money creation and money supply and the role of money in the economy, the banking system and the Federal Reserve System. The course rounds off with a discussion of the role of government in an economy, the use of fiscal, monetary, income, and foreign trade policies to guide the economy.
 - **Precalculus-level math is a requirement to enroll in this course**
- MGT-202 – Leadership & Organizational Behavior
 - The course examines leadership and human behavior within organizations through the perspective of the individuals, through formal and informal groups, and through organization-wide processes. Theories developed by Maslow, McGregor, Herzberg, McClelland and others will be explored along with how they can be applied in the current business environment. Topics such as leadership, intergroup behavior, perception, communication, decision making, and the influence of the environment will be examined in the course. Case studies and experiential exercises are utilized extensively throughout the course.
- MGT-308 – Personal Finance Management

- The course applies the principles of financial planning and management to the personal environment. It focuses on repaying debt and maximizing the use of compounded interest. Topics include budgets, cash flow management, income taxes, banking, identity theft, insurance, renting vs. home buying, and retirement planning. The course is designed to encourage the personal application of financial planning concepts and will include assignments that foster critical thinking skills, and analyses of financial data. Case studies and experiential exercises are utilized extensively throughout the course to reinforce the application of course concepts. Students will be empowered to apply what they learn to their own lives to become financially successful.
- SPM-101 – Introduction to Sports Management
 - This is an introductory course designed to give students a general overview of sports management. The course will expose students to a realistic view of the opportunities and challenges associated with managing sports and leisure service organizations. In class, students will study common terminology, philosophies, relevant contemporary challenges and the evolution of the field of sports management.

Discipline-Specific Courses:

- CJ-150 – Introduction to Criminal Justice
 - This course is designed to provide an overview of the criminal justice system, including coverage of American judicial system, law enforcement, crime problem, and other components. The objective of this course is to provide students with a procedural framework of the criminal justice process. After completion of the course students will have an understanding of the history of criminal justice in the United States, various components of the system and their relations, challenges of administering criminal justice and more.
- HS-160 – Introduction to Human Services
 - The purpose of this course is to help students appreciate and understand the varied influences upon the delivery of human services to individuals and groups throughout history. Students will gain insight into how factors such as superstition, politics, economics, disease, religion, racism, pseudo-science, sexism, and science influence how societies determine the delivery of human services. Students will learn how the evolution of human service models has been far from a linear progression and what factors continue to exert influence upon the delivery of contemporary human services. In addition, students will be introduced to foundational theories of psychology, sociology, anthropology, in tandem with political considerations as factors shaping the modern delivery of human services to populations in need. Finally, the course will introduce students to the range of career opportunities within the field as well as some of the personal, interpersonal, ethical, and legal challenges facing the contemporary working human service professional.

Gen-Ed Courses:

- COM-285 – Public Speaking

- This course applies modern communication theory to public and professional speaking. Students study and analyze speech preparation, writing and delivery, and they develop persuasive techniques for interpersonal, group, and public communication.
- COM-341 – Group Dynamics
 - Group Dynamics is a course designed to introduce students to the experiential group dynamics process. An experiential group’s primary focus is on developing a student’s understanding of group-level processes and of his or her own behavior in groups. The method is essentially inductive, moving from specific group experience to general ideas about group processes. By drawing on their own resources, students attempt to come to terms with the task of becoming a group and increasing their understanding of group processes.
- ENG-175 – Critical Writing I
 - Study and practice of the process of composition, concentrating on exposition. In addition to emphasis on audience and purpose, coursework focuses on the principles of unity, development, coherence, and sentence effectiveness in the paragraph and essay. Accuracy, correct grammar, and vocabulary development are also emphasized.
- ENG-176 – Critical Writing II
 - Study and practice of the standard methods of development (Definition, Division, Example, Comparison, Cause, and Process) as techniques for development in writing. Coursework will focus on each method individually and then on a combination of methods employed for different writing purposes (Description, Narration, Argument, and Exposition). Accuracy, grammar, and vocabulary development are also emphasized.
- ENG-235 – Self-Representation, Professionalism, and Technology
 - Through a series of hands-on assignments and case studies, students will learn the basics of presenting themselves professionally in textual, visual, and oral discourse. We will discuss and practice communicating clearly, respectfully, and persuasively through mediums such as emails, proposals, and visual and text postings. The course will focus on the needs of different audiences and how to tailor messaging appropriately. The course will also address the ways people present themselves in a variety of contexts, including the classroom, workplace, and popular mediums such as Instagram, Facebook, and YouTube.
- HUM-230 – Humanities of Here
 - In this course, we’ll take a chronological look at the Humanities (the creative expression of individual and community values) associated with people historically located in the region in which Goldey-Beacom College is situated. Of course, Goldey-Beacom is in the suburban area of a city now called “Wilmington,” in a state now called “Delaware,” but our region wasn’t always called by these names, nor were its geopolitical boundaries always as they are now. Too, Delaware-area culture has at times been indistinguishable from that of its neighbors in the contemporary states of New Jersey, Maryland, Pennsylvania. For these reasons, our topic of inquiry will be the history, arts, and culture associated with a more fluidly determined geographic region, which we’ll simply call, Here.
- MAT-111 – College Algebra
 - College Algebra is a course that is designed to enhance the student’s essential algebra skills. Topics include linear equations and applications, inequalities, graphing, exponents, polynomials, factoring, and rational expressions. Applications in the real world are emphasized.

- MAT-136 – Precalculus
 - This course presents a survey of functions, starting with linear functions, quadratic functions, and continuing with polynomial, rational, exponential, and logarithmic functions. Business applications are presented for every type of function, and a complete study of the mathematics of finance is incorporated. The course also prepares the student for handling calculus techniques by presenting rational and polynomial equations and inequalities.
- PSY-160 – Introduction to Psychology
 - An introduction to the field of psychology, its theories, principles, and concepts. The course examines the role of psychology in influencing human behavior, the process of learning, development, adjustment, and perception.
- SOC-161 – Introduction to Sociology
 - As an introduction to sociology, this course provides students with theoretical and practical foundations for applying the sociological perspective to understanding contemporary society. This course is designed to acquaint students with the core concepts, theories, research findings, and methods of sociology. At the conclusion of the course, students should be able to identify and explain the fundamental sociological concepts and the key social structures and processes. Students will also begin to learn and understand some information about other cultures. By understanding the importance of using sociological thinking in developing public policy, students will gain a better understanding of some of the contemporary social issues.
- STA-326 – Applied Statistics
 - The objective of this course is to provide students with an introduction to statistics and to enhance their analytical abilities. The course covers descriptive statistics, measures of central tendency and dispersion, probability and probability distributions, confidence intervals and hypothesis testing. The course emphasizes the applications of statistical concepts to business and non-business situations and to common occurrences in daily life.
 - **Precalculus-level math is a requirement to enroll in this course**