BUS 103-007: DEVELOPING YOUR PROFESSIONAL SKILLS:  
FOUNDATIONAL ELEMENTS

Course Information
Course Title: BUS 103: Developing Your Professional Skills: Foundational Elements
Class Dates/Times: 9:00–10:15 a.m., Monday and Wednesday
Location: Enterprise 173
Course Webpage: http://courses.gmu.edu

Faculty Information
Instructor: Julie Seidel
Office Hours: Monday: 10:30–11:30 a.m.
Wednesday: 12:15–1:15 p.m. and 4:30–5:30 p.m.
Thursday: 6:00–7:00 p.m.
Office: Enterprise 037
Email: jseidel@gmu.edu

Course Description
In this course, students will begin to investigate and develop their professional skill set. Topics covered include an introduction to the business school and the business world, what it means to be professional, how to consume the business press, and how to research business issues. Students also will begin to develop professional writing and presentation skills, explore career options and the job search process, and develop personal educational and professional development plans.

Prerequisite Courses
None

Course Outcomes
Students will:
1. Demonstrate an understanding of skills necessary to be successful as a student.
2. Demonstrate an understanding of the job search process.
3. Understand and identify various business functions.
4. Apply knowledge about group dynamics and development to team environments.
5. Understand and respect diversity and difference in the context of business.
6. Develop and enhance critical thinking skills.

Undergraduate Program Learning Goals
Goal 1: Our students will demonstrate an understanding of the social, global, ethical, and legal contexts of business and will be able to reflect on the role of the individual in business.
Goal 2: Our students will demonstrate an understanding of and the ability to apply knowledge of professional skills necessary for success in business including effective business writing.
Goal 3: Our students will demonstrate technical and analytic skills appropriate for success in business.
Goal 4: Our students will demonstrate an understanding of and the ability to apply knowledge of core business disciplines including accounting, finance, information systems, management, marketing, and operations management.
Goal 5: Our students will demonstrate knowledge and skills appropriate for specialization in their majors.
Goal 6: Our students will demonstrate an understanding of how research in the business disciplines contributes to knowledge and how such research is conducted.

Required Materials
Please download required readings and assignments from our course webpage, [http://courses.gmu.edu](http://courses.gmu.edu).
The course will rely on a combination of readings, online resources, and book chapters.

Approaches to Learning
This course uses a combination of pre-class preparation through reading and online resources and active learning approaches during class time. Students are expected to complete all assigned pre-work prior to attending class and are expected to attend and fully participate in all class sessions.

Assignment 1: Time Management Reflection 5%
Assignment 2: Business Press Two Short Papers (& information presentation) 10%
Assignment 3: Business Functions Presentation & Paper 15%
Assignment 4: Résumé Critiques & Reflection 15%
Assignment 5: Professional Development Plan 15%
Assignment 6: Final Project 20%
Participation:
(Ask the Professional Events, In-Class Activities/Writing, Peer Reviews, Readings & Homework) 20%
TOTAL 100%

Grading Scale

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<th>Highest</th>
<th>Lowest</th>
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School of Business Standards of Behavior
The mission of the School of Business at George Mason University is to create and deliver high-quality educational programs and research. Students, faculty, staff, and alumni who participate in these educational programs contribute to the well-being of society. High-quality educational programs require an environment of trust and mutual respect, free expression and inquiry, and a commitment to truth, excellence, and lifelong learning. Students, program participants, faculty, staff, and alumni accept these principles when they join the School of Business community. In doing so, they agree to abide by the following standards of behavior:

- Respect for the rights, differences, and dignity of others
- Honesty and integrity in dealing with all members of the community
- Accountability for personal behavior

BUS 103: Developing Your Professional Skills: Foundational Elements
Integrity is an essential ingredient of a successful learning community. Ethical standards of behavior help promote a safe and productive community environment, and ensure every member the opportunity to pursue excellence. The School of Business can and should be a living model of these behavioral standards. To this end, community members have a personal responsibility to integrate these standards into every aspect of their experience at the School of Business. Through our personal commitment to these community standards of behavior, we can create an environment in which all can achieve their full potential.

**Honor Code Statement**
The Mason Honor Code and Honor System adopted by George Mason University will be enforced for this class: [http://oai.gmu.edu/the-mason-honor-code/](http://oai.gmu.edu/the-mason-honor-code/)

In your work on all written assignments, keep in mind that you may not present as your own the words, the work, or the opinions of someone else without proper acknowledgement. You also may not borrow the sequence of ideas, the arrangement of material, or the pattern of thought of someone else without proper acknowledgement. Please note that faculty are obligated, without exception, to submit any Honor Code violations or suspected violations to the Honor Committee.

**Attendance and Participation**
On-time attendance in class is expected. If you must miss class, you should contact a peer to make sure you do not fall behind on readings/assignments.

**Electronics**
At various points in the course you may need to use electronic devices in class; please limit your use to course-related topics. Other use may result in decreased participation points for the day/week.

**Timely Submissions**
All assignments are due by their due date. If you are going to be absent, you are still expected to submit your assignment by its due date/time. If you have a problem with meeting a deadline, contact me BEFORE the deadline to see if alternative arrangements can be made.

**Formatting Guidelines**
Please follow each assignment’s guidelines for formatting. If unspecified, use single spacing, left alignment, one-inch margins, and 12-point font. To cite and reference professional or academic sources, please use APA style. Specific instructions for in-text citations and referencing are found in the *Publication Manual of the American Psychological Association*, 6th Edition or at [http://owl.english.purdue.edu/owl/resource/560/01/](http://owl.english.purdue.edu/owl/resource/560/01/)

**Course Communication via Email**
Email correspondence for this class should be considered professional correspondence. Use this opportunity to practice engaging in professional correspondence, including proper grammar and tone, complete sentences, correct spelling and capitalization, and an appropriate salutation and closing. Generally, I will respond to your emails within 24 hours, except on weekends or during travel. University rules preclude me from communicating with you through private email addresses; please use your Mason email address for all course communication.

**Peer Reviews, Collaborative Writing, and Group Work**
Students will engage in frequent group activities during class time. During peer reviews, other students may be asked to read, review, and respond to your work. In addition, you will have the opportunity to evaluate your team members’ work and performance. This component of the class mirrors professional
workplace situations that require giving and receiving feedback, and these activities will count toward your individual participation grade.

Accessibility and Accommodation
If you have special needs and require accommodation, please contact the Office of Disability Services (ODS) at 703-993-2474 and inform me of any special needs by the first week of classes. I cannot provide any accommodation unless I have the appropriate paperwork from ODS. More information about ODS is available at http://www.gmu.edu/student/drc

Business Library Liaison
For library assistance, contact the Business and Economics Liaison Librarian, Jo Ann J. Henson, MLIS, at jhenson3@gmu.edu or visit http://infoguides.gmu.edu/business

Religious Holidays
Students who will miss class for religious reasons should inform me of their anticipated absences as soon as possible.

Career Services in the School of Business
Call 703-993-1880 to set up a 30-minute appointment for in-depth career questions. Also, please review the events calendar at http://business.gmu.edu/component/eventcalendar/.

Counseling Services
George Mason University’s Counseling and Psychological Services can provide assistance if you find yourself overwhelmed by life, want training in academic or life skills, or just need to talk to a professional counselor. For more information, please visit http://www.gmu.edu/departments/csdc/, call 703-993-2380 or stop by their office at the Student Union, Building 1, Room 3129. These services are free and are completely confidential, so I encourage you to make use of them if you need assistance.

The Writing Center
The Writing Center provides peer-to-peer writing support. Writers at all levels benefit from sharing their work with a helpful and knowledgeable peer tutor or consultant. To schedule an appointment online, please visit http://writingcenter.gmu.edu/, call 703-993-1200, or stop by Robinson Hall, Room 114A.

Inclement Weather and Campus Emergencies
Information regarding weather-related changes in the University’s schedule (e.g., closure or late opening) will be provided on the GMU website and via MasonAlert. Students can sign up for the Mason Alert system to provide emergency information of various sorts at https://alert.gmu.edu. An emergency poster in each classroom explains what to do in the event of crisis. For further information about emergency procedures, please call 703-993-3375.

Upcoming Events
Part-time Job Fair: August 31, 11–2 p.m., Dewberry Hall (JC)
JobQuest 2016: September 7, 4–7 p.m., HUB Ballroom
WelcomeFest: September 14, 3–5 p.m., HUB Ballroom
Fall Career Fair: October 5 & 6, 11–4 p.m., Dewberry Hall (JC)
Experiential Learning Fair: Empty Résumé, We Can Help: November 3, 11–2 p.m., Dewberry Hall (JC)
Ask the Professionals:
  Marketing: Friday, September 23, 10:30 a.m.–12:30 p.m., Research Hall 163
  ISOM: Wednesday, October 5, 3–5 p.m., Research Hall 163
  Finance: Thursday, October 13, 10:30 a.m.–12:30 p.m., Research Hall 163

BUS 103: Developing Your Professional Skills: Foundational Elements
Accounting: Thursday, October 20, 3–5 p.m., Research Hall 163
Management: Wednesday, November 2, 3–5 p.m., Research Hall 163
Leadership: Date, Time, & Location TBD

School of Business Events Calendar
http://business.gmu.edu/component/eventcalendar/

University Career Events Calendar
http://careers.gmu.edu/students/events/
## School of Business Recommendations for Honor Code Violations

**Approved May 2016**

### UG-Freshman Students

<table>
<thead>
<tr>
<th>Type of Violation</th>
<th>First Offense</th>
<th>Second Offense</th>
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</thead>
<tbody>
<tr>
<td><strong>Plagiarism</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Failure to cite/attribute sources</td>
<td>A 10% reduction in the final course grade; referral to the Writing Center; and Academic Integrity Seminar completion</td>
<td>An F in the class; referral to the Writing Center; and Academic Integrity Seminar completion</td>
</tr>
<tr>
<td>2. Representing someone else’s work as the student’s own (e.g., copying and pasting)</td>
<td>An F in the class; referral to the Writing Center; and Academic Integrity Seminar completion</td>
<td>An F in the class; referral to the Writing Center; Academic Integrity Seminar completion; termination from the School of Business; and at least one semester suspension or expulsion</td>
</tr>
<tr>
<td><strong>Cheating</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. On a minor assignment (e.g., homework, quizzes)</td>
<td>A 10% reduction in the final course grade; and Academic Integrity Seminar completion</td>
<td>An F in the class; Academic Integrity Seminar completion; termination from the School of Business; and at least one semester suspension</td>
</tr>
<tr>
<td>2. Cheating on a major assignment or exam, submitting course work from another course as original work</td>
<td>An F in the class; and Academic Integrity Seminar completion</td>
<td></td>
</tr>
<tr>
<td><strong>Lying</strong> (e.g., providing fraudulent excuse documents, falsifying data)</td>
<td>An F in the class; and Academic Integrity Seminar completion</td>
<td>An F in the class; Academic Integrity Seminar completion; termination from the School of Business; and at least one semester suspension</td>
</tr>
<tr>
<td><strong>Egregious Violation</strong> (e.g., stealing an exam; submitting coursework from another class as original work across multiple courses; lying to an employer about academic performance, false identification or posing as another, in person or online)</td>
<td>An F in the Class; Academic Integrity Seminar completion</td>
<td>An F in the Class; Academic Integrity Seminar completion; termination from the School of Business; and expulsion</td>
</tr>
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Note: The Academic Integrity Seminar used by Office of Academic Integrity costs $100.

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George Mason University
### School of Business Recommendations for Honor Code Violations

**Approved May 2016**

#### UG-Non Freshman Students (including transfer students)

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<td>An F in the class; referral to Writing Center; and Academic Integrity Seminar completion</td>
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</tr>
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<td>2. Representing someone else’s work as a student’s own (e.g., copying and pasting)</td>
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<tr>
<td><strong>Cheating</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. On a minor assignment (e.g., homework, quizzes)</td>
<td>An F in the class; and Academic Integrity Seminar completion</td>
<td>An F in the class, Academic Integrity Seminar completion; termination from the School of Business; and at least one semester suspension or expulsion</td>
</tr>
<tr>
<td>2. Cheating on a major assignment or exam, submitting course work from another course as original work</td>
<td>An F in the class; and Academic Integrity Seminar completion, and at least one semester suspension</td>
<td>An F in the class; Academic Integrity Seminar completion; termination from the School of Business; and at least one semester suspension or expulsion</td>
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<td><strong>Lying (e.g., providing fraudulent excuse documents, falsifying data)</strong></td>
<td>An F in the class; and Academic Integrity Seminar completion, and at least one semester suspension</td>
<td>An F in the class; Academic Integrity Seminar completion; termination from the School of Business; and at least one semester suspension or expulsion</td>
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<td><strong>Egregious Violation (e.g., stealing an exam; submitting coursework from another class as original work across multiple courses; lying to an employer about academic performance, false identification or posing as another, in person or online)</strong></td>
<td>An F in the class, Academic Integrity Seminar completion; termination from the School of Business; and at least one year suspension</td>
<td>An F in the class; Academic Integrity Seminar completion; termination from the School of Business; and expulsion</td>
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