Certificates section:

Long Term Care Administration C.U.S.

Admission Requirements

A bachelor’s degree from a regionally accredited college or university.

Completion Requirement

A 2.0 GPA in the program is required.

Course Requirements

Courses

|  |  |  |  |
| --- | --- | --- | --- |
| NURS 314 | Health and Aging | 4 | F, Sp, Su |
|  | -Or- |  |  |
| GRTL 314 | Health and Aging | 4 | F, Sp, Su |
|  |  |  |  |
| HCA 330 | Health Care Finance | 3 | Annually |
| HCA 403 | Long-Term Care Administration | 3 | Annually |
| HCA 404 | Long-Term Care Laws and Regulations | 2 | Annually |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MGT 320 | Human Resource Management | 3 | F, Sp, Su |

Total Credit Hours: 18

Risk Management and Insurance C.U.S.

Course Requirements

Courses

|  |  |  |  |
| --- | --- | --- | --- |
| FIN 230 | Personal Finance | 3 | As needed |
|  | -Or- |  |  |
| FIN 301 | Managerial Finance and Control | 4 | F, Sp, Su |
|  |  |  |  |
| FIN 241 | Fundamentals of Health and Life Insurance | 3 | As needed |
| FIN 242 | Fundamentals of Property and Liability Insurance | 3 | As needed |
| FIN 467 | Directed Internship | 3-9 | F, Sp, Su |

FIN 467: 3 credit hours.

TWO COURSES from

|  |  |  |  |
| --- | --- | --- | --- |
| FIN 423 | Financial Markets and Institutions | 3 | F, Sp |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MKT 201 | Introduction to Marketing | 3 | F, Sp, Su |
| MKT 340 | Personal Selling and Sales Management | 3 | F |

Total Credit Hours: 18-19

## 

## FAS Programs:

## Communication

**Department of Communication**

**Department Chair:** Eung-Jun Min

**Department Faculty: Professor** Min; **Associate Professors** Endress, Galvez, MacDonald, Magen, Olmsted, Palombo; **Assistant Professors** Auger (Giselle), Kim, Knoth, Parsons

Students **must** consult with their assigned advisor before they will be able to register for courses.

Communication B.A.

C. Public Relations/Advertising

|  |  |  |  |
| --- | --- | --- | --- |
| COMM 208 | Public Speaking | 4 | F, Sp |
| COMM 240 | Mass Media and Society | 4 | F, Sp, Su |
| COMM 251 | Research Methods in Communication | 4 | F, Sp |
| COMM 301 | Public Relations | 4 | F, Sp |
| COMM 334 | Advertising | 4 | F, Sp |
| COMM 357 | Public Opinion and Propaganda | 4 | Sp |
| COMM 479 | Communication Internship | 4 | F, Sp, Su |

CHOOSE Category A or B below

A. Public Relations

|  |  |  |  |
| --- | --- | --- | --- |
| COMM 302 | Writing for News and Public Relations | 4 | F, Sp |
| COMM 311 | Advanced Public Relations | 4 | F |
| COMM 312 | Advanced News and Public Relations Writing | 4 | F, Sp |
| COMM 377 | Public Relations Laboratory | 4 | Sp |

B. Advertising

|  |  |  |  |
| --- | --- | --- | --- |
| COMM 335 | Advertising Research | 4 | F |
| COMM 337 | Advertising Strategy | 4 | Sp |
| COMM 339 | Advertising Creativity | 4 | F |
| COMM 376 | Advertising Laboratory | 4 | Sp |

THREE COURSES from

|  |  |  |  |
| --- | --- | --- | --- |
| COMM 242 | Message, Media and Meaning | 4 | F, Sp |
| COMM 347 | Media Law | 4 | Sp |
| COMM 351 | Persuasion | 4 | F, Sp |
| COMM 454 | Organizational Communication | 4 | Annually |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MKT 201 | Introduction to  Marketing | 3 | F, Sp, Su |

## Health Sciences

**Director**: Eric Hall

Students **must** consult with their assigned advisor before they will be able to register for courses.

Health Sciences B.S.

Course Requirements

Choose concentration A, B, C, D, or E below

A. Dental Hygiene Completion

Note: Prior dental hygienist licensure required for admission.

|  |  |  |  |
| --- | --- | --- | --- |
| BIOL 231 | Human Anatomy | 4 | F, Sp, Su |
| BIOL 335 | Human Physiology | 4 | F, Sp, Su |
| CHEM 105 | General, Organic and Biological Chemistry I | 4 | F, Sp, Su |
| CSCI 101 | Introduction to Computers | 3 | F, Sp, Su |
| HPE 233 | Social Perspectives of Health | 3 | F, Sp |
| HPE 307 | Dynamics and Determinants of Disease | 3 | F, Sp |
| HSCI 402 | Current Topics in Dental Hygiene | 4 | As needed |
| HSCI 466 | Evidence-Based Decision Making for Dental Hygiene | 4 | As needed |
| HSCI 494 | Independent Study in Health Sciences | 4 | As needed |
| MATH 240 | Statistical Methods I | 4 | F, Sp, Su |
| PSYC 110 | Introduction to Psychology | 4 | F, Sp, Su |
| SOC 200 | Society and Social Behavior | 4 | F, Sp |
|  | Dental Hygiene Licensure Transfer Credits | 48 |  |

Total Credit Hours: 93

B. Food Safety

|  |  |  |  |
| --- | --- | --- | --- |
| BIOL 108 | Basic Principles of Biology | 4 | F, Sp, Su |
| BIOL 231 | Human Anatomy | 4 | F, Sp, Su |
| BIOL 335 | Human Physiology | 4 | F, Sp, Su |
| BIOL 348 | Microbiology | 4 | F, Sp, Su |
| CHEM 103 | General Chemistry I | 4 | F, Sp, Su |
| CHEM 104 | General Chemistry II | 4 | F, Sp, Su |
| CHEM 205 | Organic Chemistry I | 4 | F, Su |
| CHEM 206 | Organic Chemistry II | 4 | Sp, Su |
| CHEM 310 | Biochemistry | 3 | F |
| HPE 221 | Nutrition | 3 | F, Sp |
| HSCI 100 | Introduction to Food Safety | 3 | F |
| HSCI 102 | Food Plant Sanitation | 3 | Sp |
| HSCI 202 | Fundamentals of Food Processing | 3 | Sp |
| HSCI 300 | Food Chemistry | 3 | F |
| HSCI 302 | Hazard Analysis and Critical Control Points | 3 | Sp |
| HSCI 400 | Quality Assurance of Food Products | 3 | F |
| HSCI 403 | Food Borne Disease | 3 | F |
| HSCI 404 | Food Microbiology | 3 | Sp |
| HSCI 405 | Food Safety Case Study | 1 | Sp |
| HSCI 494 | Independent Study in Health Sciences | 4 | As needed |
| MATH 212 | Calculus I | 4 | F, Sp, Su |
| MATH 240 | Statistical Methods I | 4 | F, Sp, Su |
| PHYS 110 | Introductory Physics | 4 | Sp, F, Su |

Total Credit Hours: 79

C. Human Services

|  |  |  |  |
| --- | --- | --- | --- |
| BIOL 108 | Basic Principles of Biology | 4 | F, Sp, Su |
| BIOL 231 | Human Anatomy | 4 | F, Sp, Su |
| BIOL 335 | Human Physiology | 4 | F, Sp, Su |

Either

|  |  |  |  |
| --- | --- | --- | --- |
| CHEM 103 | General Chemistry I | 4 | F, Sp, Su |
|  | -And- |  |  |
| CHEM 104 | General Chemistry II | 4 | F, Sp, Su |
|  | -Or- |  |  |
| CHEM 105 | General, Organic and Biological Chemistry I | 4 | F, Sp, Su |
|  | -And- |  |  |
| CHEM 106 | General, Organic and Biological Chemistry II | 4 | F, Sp, Su |
|  |  |  |  |
| COMM 338 | Communication for Health Professionals | 4 | Sp |
| CSCI 101 | Introduction to Computers | 3 | F, Sp, Su |
| HPE 102 | Personal Health | 3 | F, Sp, Su |
| HPE 233 | Social Perspectives of Health | 3 | F, Sp |
| HPE 303 | Community Health | 3 | F, Sp |
| HPE 307 | Dynamics and Determinants of Disease | 3 | F, Sp |
| HSCI 232 | Human Genetics | 4 | F |
| HSCI 494 | Independent Study in Health Sciences | 4 | As needed |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MATH 240 | Statistical Methods I | 4 | F, Sp, Su |
| NURS 201 | Introduction to Health Care Systems | 3 | F |
| NURS 303 | Health Policy and Contemporary Issues | 3 | Sp |
| NURS 402 | Health Care Informatics | 3 | As needed |
| PHIL 206 | Ethics | 3 | F, Sp, Su |
| PSYC 110 | Introduction to Psychology | 4 | F, Sp, Su |
| PSYC 221 | Research Methods I: Foundations | 4 | F, Sp, Su |
| PSYC 230 | Human Development | 4 | F, Sp, Su |
| SOC 217 | Aging and Society | 4 | F, Sp, Su |
| SOC 314 | The Sociology of Health and Illness | 4 | Annually |

ONE COURSE from:

|  |  |  |  |
| --- | --- | --- | --- |
| PSYC 335 | Family Psychology | 4 | Annually |
| PSYC 339 | Psychology of Aging | 4 | Annually |
| PSYC 345 | Physiological Psychology | 4 | Annually |
| PSYC 424 | Health Psychology | 4 | Annually |

Medical Imaging:

Admission Requirements for Concentrations in Certified Medical Imager Management

Prior licensure in Diagnostic Medical Sonography, Magnetic Resonance Imaging, Nuclear Medicine Technology or Radiologic Technology.

Retention Requirement for All Concentrations

A minimum grade of C in all required courses.

General Education Requirements for Concentration in Certified RT Computed Tomography

Students must complete the college’s General Education requirements, with the following contingencies:

1. Students will take a required MATH course in the cognates for each program that will satisfy their General Education Mathematics category.

2. Students will receive transfer credit for NS 175, which will fulfill the Natural Science category.

3. Students will receive transfer credit for AQSR 175, which will fulfill the Advanced Quantitative/Scientific Reasoning category.

Course Requirements

CHOOSE concentration A, B, C, D, E, or F below.

A. Certified RT Computed Tomography

|  |  |  |  |
| --- | --- | --- | --- |
| CTSC 300 | Principles of Computed Tomography | 2 | As needed |
| CTSC 301 | Computed Tomography Physics and Radiation Protection | 2 | As needed |
| CTSC 407 | Sectional Anatomy and Pathology | 2 | As needed |
| CTSC 432 | Computed Tomography Clinical Practice | 8 | As needed |

Cognates

|  |  |  |  |
| --- | --- | --- | --- |
| COMM 338 | Communication for Health Professionals | 4 | Sp |
| MATH 209 | Precalculus Mathematics | 4 | F, Sp, Su |

Note: MATH 209: Fulfills the mathematics category of General Education.

Electives

|  |  |  |  |
| --- | --- | --- | --- |
| ELECTIVE ELECTIVES |  | 8-11 |  |

Radiologic Technology Certification Transfer Credits

|  |  |  |  |
| --- | --- | --- | --- |
| TRANSFER CREDITS |  | 60 |  |

Total Credit Hours: 90-93

B. Certified Medical Imager Management

Cognates

|  |  |  |  |
| --- | --- | --- | --- |
| BIOL 231 | Human Anatomy | 4 | F, Sp, Su |
| BIOL 335 | Human Physiology | 4 | F, Sp, Su |
| BIOL 348 | Microbiology | 4 | F, Sp, Su |
| COMM 338 | Communication for Health Professionals | 4 | Sp |
| MATH 209 | Precalculus Mathematics | 4 | F, Sp, Su |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
|  | TWO COURSES in management at the 300-level or above | 6 |  |

Note: MATH 209 Fulfills the mathematics category of General Education.

Electives

|  |  |  |  |
| --- | --- | --- | --- |
| ELECTIVES |  | 0-30 |  |

Radiologic Technology Certification Transfer Credits

|  |  |  |  |
| --- | --- | --- | --- |
| TRANSFER CREDITS 30-60 |  | 30-60 |  |

Total Credit Hours: 59-89

C. Diagnostic Medical Sonography

|  |  |  |  |
| --- | --- | --- | --- |
| DMS 300 | Introduction to Diagnostic Medical Sonography | 4 | Sp |
| DMS 301 | Abdominal, Obstetrical and Gynecological Sonography | 3 | Sp |
| DMS 303 | Abdominal Sonography I | 1.5 | Su |
| DMS 305 | Obstetrical and Gynecological Sonography I | 1.5 | Su |
| DMS 307 | Sonographic Principles and Instrumentation I | 1 | F |
| DMS 310 | Clinical Practice I | 4.5 | Sp |
| DMS 330 | Clinical Practice II | 8.5 | Su |
| DMS 333 | Abdominal Sonography II | 1.5 | F |
| DMS 335 | Obstetrical and Gynecological Sonography II | 1.5 | F |
| DMS 337 | Sonographic Principles and Instrumentation II | 1 | Sp |
| DMS 403 | Abdominal Sonography III | 1.5 | Sp |
| DMS 405 | Obstetrical and Gynecological Sonography III | 1.5 | Sp |
| DMS 410 | Clinical Practice III | 8.5 | F |
| DMS 430 | Clinical Practice IV | 8.5 | Sp |
| RADT 201 | Orientation to Medical Imaging | 1 | F, Sp |
| RADT 255 | Patient Care Interventions for Allied Health | 1 | Su, Sp |

Cognates

|  |  |  |  |
| --- | --- | --- | --- |
| BIOL 108 | Basic Principles of Biology | 4 | F, Sp, Su |
| BIOL 231 | Human Anatomy | 4 | F, Sp, Su |
| BIOL 335 | Human Physiology | 4 | F, Sp, Su |
| CHEM 105 | General, Organic and Biological Chemistry I | 4 | F, Sp, Su |
| COMM 338 | Communication for Health Professionals | 4 | Sp |
| PHYS 110 | Introductory Physics | 4 | Sp, F, Su |

Community Health and Wellness B.S.

Retention Requirements

1. A minimum cumulative GPA of 2.75 each semester.

2. A minimum grade of B- in HPE 300 or HPE 301; HPE 419 or HPE 421.

3. A minimum grade of B- in all other required program courses, except for BIOL 108, BIOL 231, BIOL 335, and PSYC 110 or PSYC 215, which, when needed, require a minimum grade of C.

Course Requirements

Core Courses

|  |  |  |  |
| --- | --- | --- | --- |
| BIOL 108 | Basic Principles of Biology | 4 | F, Sp, Su |
| BIOL 231 | Human Anatomy | 4 | F, Sp, Su |
| BIOL 335 | Human Physiology | 4 | F, Sp, Su |
|  |  |  |  |
| ENGL 230 | Writing for Professional Settings | 4 | F, Sp, Su |
|  | -Or- |  |  |
| MKT 201 | Introduction to Marketing | 3 | F, Sp, Su |
|  |  |  |  |
| HPE 102 | Personal Health | 3 | F, Sp, Su |
| HPE 205 | Conditioning for Personal Fitness | 3 | F, Sp |
| HPE 221 | Nutrition | 3 | F, Sp |
| HPE 233 | Social Perspectives of Health | 3 | F, Sp |
| HPE 303 | Community Health | 3 | F, Sp |
| HPE 406 | Program Development in Health Promotion | 3 | Sp or as needed |
| HPE 410 | Stress Management | 3 | F, Sp |
| PSYC 215 | Social Psychology | 4 | F, Sp, Su |

Note: BIOL 231, BIOL 335: Students concentrating in recreation and leisure studies do not take BIOL 231 and BIOL 335.

Note: PSYC 215: Students concentrating in wellness and movement studies or women’s health may take either PSYC 215 or PSYC 110.

Concentrations

Choose Concentration A, B, C, D, or E below.

A. Community and Public Health Education

|  |  |  |  |
| --- | --- | --- | --- |
| COMM 208 | Public Speaking | 4 | F, Sp |
| HPE 101 | Human Sexuality | 3 | F, Sp, Su |
| HPE 202 | Principles of Health Education | 3 | F, Sp |
| HPE 300 | Concepts of Teaching | 4 | F, Sp |
| HPE 307 | Dynamics and Determinants of Disease | 3 | F, Sp |
| HPE 419 | Practicum in Community Health | 3 | F |
| HPE 426 | Internship in Community Health | 10 | F, Sp, Su |
| HPE 429 | Seminar in Community Health | 2 | F, Sp, Su |

ONE COURSE from

|  |  |  |  |
| --- | --- | --- | --- |
| GEND 200 | Gender and Society | 4 | F, Sp |
| SOC 200 | Society and Social Behavior | 4 | F, Sp |
| SOC 202 | The Family | 4 | F, Sp, Su |

ONE COURSE from

|  |  |  |  |
| --- | --- | --- | --- |
| ANTH 309 | Medical Anthropology | 4 | Alternate years |
| NURS 201 | Introduction to Health Care Systems | 3 | F |
| PSYC 424 | Health Psychology | 4 | Annually |
| SOC 314 | The Sociology of Health and Illness | 4 | Annually |

TWO COURSES from

|  |  |  |  |
| --- | --- | --- | --- |
| COMM 330 | Interpersonal Communication | 4 | F |
| COMM 351 | Persuasion | 4 | F, Sp |
| ENGL 230 | Writing for Professional Settings | 4 | F, Sp, Su |
| GEND 354 | Teenagers in/and the Media | 4 | As needed |
| GEND 356 | Class Matters | 4 | F |
|  |  |  |  |
| GRTL 314 | Health and Aging | 4 | F, Sp, Su |
|  | -Or- |  |  |
| NURS 314 | Health and Aging | 4 | F, Sp, Su |
|  |  |  |  |
| HPE 335 | Consumer Health | 3 | Su or As needed |
| HPE 431 | Drug Education | 3 | F, Sp |
| MKT 201 | Introduction to Marketing | 3 | F, Sp, Su |
| MKT 329 | Global Marketing | 3 | F, Sp |
| MKT 334 | Consumer Behavior | 3 | F, Sp |

Subtotal: 85-89

Note: ENGL 230, MKT 201: Students cannot double-count this course if taken as a Core Course option

B. Health and Aging

|  |  |  |  |
| --- | --- | --- | --- |
| COMM 208 | Public Speaking | 4 | F, Sp |
| HPE 101 | Human Sexuality | 3 | F, Sp, Su |
| HPE 202 | Principles of Health Education | 3 | F, Sp |
| HPE 300 | Concepts of Teaching | 4 | F, Sp |
| HPE 307 | Dynamics and Determinants of Disease | 3 | F, Sp |
| HPE 419 | Practicum in Community Health | 3 | F |
| HPE 426 | Internship in Community Health | 10 | F, Sp, Su |
| HPE 429 | Seminar in Community Health | 2 | F, Sp, Su |
| SOC 217 | Aging and Society | 4 | F, Sp, Su |

ONE COURSE from

|  |  |  |  |
| --- | --- | --- | --- |
| GRTL 314 | Health and Aging | 4 | F, Sp, Su |
| NURS 312 | Death and Dying | 3 | Sp |
| NURS 314 | Health and Aging | 4 | F, Sp, Su |

TWO COURSES from

|  |  |  |  |
| --- | --- | --- | --- |
| ANTH 308 | Culture, Aging, and the Life Course | 4 | Alternate years |
| HPE 451 | Recreation and Aging | 3 | As needed |
| PSYC 339 | Psychology of Aging | 4 | Annually |
| SOC 314 | The Sociology of Health and Illness | 4 | Annually |

## 

## Technology Education

**Department of Educational Studies**

**Department Chair:** Paul Tiskus

**Technology Education Program Faculty:** Professor Charles McLaughlin Jr.

Students **must** consult with their assigned advisor before they will be able to register for courses.

Technology Education B.S.

Course Requirements for Concentration in Teaching

Courses

|  |  |  |  |
| --- | --- | --- | --- |
| TECH 200 | Introduction to Technological Systems and Processes | 3 | F, Sp |
| TECH 202 | Design Processes | 3 | F |
| TECH 204 | Energy and Control Systems | 3 | Sp |
| TECH 216 | Computer-Aided Design | 3 | As needed |
| TECH 300 | Orientation to Technology Education | 4 | F, Sp |
| TECH 306 | Automation and Control Processes | 3 | F |
| TECH 326 | Communication Systems | 3 | F |
| TECH 327 | Construction Systems | 3 | Sp |
| TECH 328 | Manufacturing Systems | 3 | Sp |
| TECH 329 | Transportation Systems | 3 | F, Su |

Professional Courses

|  |  |  |  |
| --- | --- | --- | --- |
| CEP 315 | Educational Psychology | 3 | F, Sp, Su |
| FNED 346 | Schooling in a Democratic Society | 4 | F, Sp, Su |
| SPED 433 | Adaptation of Instruction for Inclusive Education | 3 | F, Sp, Su |
| TECH 406 | Methods in Technology Education | 4 | F, Sp |
| TECH 407 | Practicum in Elementary Technology Education (Grades K through Six) | 4 | Sp |
| TECH 408 | Practicum in Technology Education (Grades Seven through Twelve) | 4 | F |
| TECH 421 | Student Teaching in Technology Education | 10 | F, Sp |
| TECH 422 | Student Teaching Seminar in Technology Education | 2 | F, Sp |

Cognates

|  |  |  |  |
| --- | --- | --- | --- |
| CHEM 103 | General Chemistry I | 4 | F, Sp, Su |
| MATH 120 | Intermediate Algebra | 3 | F, Sp |
| MATH 139 | Contemporary Topics in Mathematics | 4 | F, Sp, Su |
| PSCI 103 | Physical Science | 4 | F, Sp, Su |

Note: Students enrolled at the Community College of Rhode Island must take both MATH 1700 and 1710 to receive credit for MATH 181. Students enrolled at Rhode Island College must take both MATH 139 and MATH 181 at Rhode Island College for credit. Students may not take one mathematics course at one institution and the other mathematics course at the other institution.

Subtotal: 80

Course Requirements for Concentration in Applied Technology

Note: This program does not lead to RIDE teaching certification.

Courses

|  |  |  |  |
| --- | --- | --- | --- |
| TECH 200 | Introduction to Technological Systems and Processes | 3 | F, Sp |
| TECH 202 | Design Processes | 3 | F |
| TECH 204 | Energy and Control Systems | 3 | Sp |
| TECH 216 | Computer-Aided Design | 3 | As needed |
| TECH 306 | Automation and Control Processes | 3 | F |
| TECH 326 | Communication Systems | 3 | F |
| TECH 327 | Construction Systems | 3 | Sp |
| TECH 328 | Manufacturing Systems | 3 | Sp |
| TECH 329 | Transportation Systems | 3 | F, Su |
| TECH 430 | Internship in Applied Technology | 6 | As needed |
| TECH 431 | Capstone Design Project | 4 | F, Sp |

Cognates

|  |  |  |  |
| --- | --- | --- | --- |
| CSCI 157 | Introduction to Algorithmic Thinking in Python | 4 | F, Sp |
| CSCI 201 | Computer Programming and Design | 4 | F, Sp |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MGT 331 | Occupational and Environmental Safety Management | 3 | F |
| MATH 209 | Precalculus Mathematics | 4 | F, Sp, Su |
| MATH 212 | Calculus I | 4 | F, Sp, Su |
| PHYS 101 | General Physics I | 4 | F, Su |
| PHYS 102 | General Physics II | 4 | Sp, Su |

Note: MATH 212: Students planning to take MATH 213 should take MATH 212, which is its prerequisite.

Subtotal: 67

## World Languages Education

**Department of Educational Studies**

**Department Chair**: Paul Tiskus

School of management

General Information

The School of Management houses three departments: (1) the Department of Accounting and Computer Information Systems, (2) the Department of Economics and Finance, and (3) the Department of Management and Marketing. The school also houses and coordinates the health care administration major.

Writing Requirement

A graded writing assignment is required in **every** course.

Suggested Sequence of Courses

Majors in the School of Management are designed primarily for upper-division students. Entering students should plan to complete their General Education Core and Distribution Requirements during their first two years. These courses provide excellent and necessary preparation for the major and its requirements.

In the first year, students may not take courses in the departments (except ECON 200, ECON 214, and ECON 215) but are strongly encouraged to complete MATH 177 and, for majors that require it, MATH 238.

Students entering their second year may enroll in a variety of required courses at the 200-level, including introductory courses in their major.

In the third year, students with junior standing and with 60 credit hours or more may enroll in 300-level courses in the School of Management. Students with 45 credit hours or more may enroll in FIN 301, MGT 201, and MKT 201. At this time, students begin to take courses to fulfill the requirements of their major.

Retention Requirements

1. Satisfactory completion (passing grade) of the college writing requirement.

2. A minimum cumulative grade point average of 2.00.

3. Students majoring in accounting, computer information systems, management, and marketing must achieve satisfactory completion of ACCT 201, 202; CIS 251; ECON 214, 215; and MATH 177 and MATH 248.

4. Students majoring in health care administration must have a minimum cumulative grade point average of 2.00 in all courses in the major.

The appropriate department within the School of Management, in cooperation with the Records Office, will monitor the standards for all declared majors and notify those students who fail to meet the requirements. The appropriate department within the School of Management will also establish and maintain an Appeals Committee to receive, review, and determine the outcome of petitions by students for retention under extenuating circumstances. Preregistration course reservations will be canceled for any student who has been notified that he or she no longer meets the retention standards.

## Accounting

Learning Goals

Writing in the Discipline

**Department of Accounting and Computer Information Systems**

**Department Chair:** Jane Przybyla

**Accounting Program Faculty**: **Professor** Schweikart; **Associate Professors** Church, Filipek, Haser, Przybyla; **Assistant Professor** Blais

**Professional Accountancy Program Faculty: Professor** Schweikart; **Associate Professors** Church, Filipek, Haser, Przybyla; **Assistant Professor** Blais

Students must consult with their assigned advisor before they will be able to register for courses. A graded writing assignment is required in **every** course.

Accounting B.S.

Course Requirements

Courses

|  |  |  |  |
| --- | --- | --- | --- |
| ACCT 201 | Principles of Accounting I: Financial | 3 | F, Sp, Su |
| ACCT 202 | Principles of Accounting II: Managerial | 3 | F, Sp, Su |
| ACCT 310 | Accounting Systems and Concepts | 3 | F, Sp |
| ACCT 311 | External Reporting I | 3 | F, Sp |
| ACCT 312 | External Reporting II | 3 | F, Sp |
| ACCT 321 | Cost Management I | 3 | F, Sp, Su (as needed) |
| ACCT 331 | Federal Income Taxation | 3 | F, Sp |
| ACCT 441 | Auditing | 3 | F, Sp |
| ACCT 461 | Seminar in Accounting Theory and Practice | 3 | F, Sp |
| CIS 251 | Computers in Management | 3 | F, Sp, Su |
| CIS 352 | Management Information Systems | 3 | F, Sp |
| ECON 214 | Principles of Microeconomics | 3 | F, Sp, Su |
| ECON 215 | Principles of Macroeconomics | 3 | F, Sp, Su |
| FIN 301 | Managerial Finance and Control | 4 | F, Sp, Su |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MGT 341 | Business, Government, and Society | 3 | F, Sp, Su |
| MGT 348 | Operations Management | 3 | F, Sp, Su |
| MKT 201 | Introduction to Marketing | 3 | F, Sp, Su |

TWO COURSES from

|  |  |  |  |
| --- | --- | --- | --- |
| ACCT 351 | Fraud Examination | 3 | F |
| ACCT 353 | Accounting for Governmental and Not-for-Profit Organizations | 3 | Sp |
| ACCT 422 | Cost Management II | 3 | Sp |
| ACCT 432 | Advanced Studies in Taxation | 3 | F |
| ACCT 443 | Business Law | 3 | F, Sp |
| ACCT 451 | Advanced Financial Accounting | 3 | F, Sp |
| CIS 351 | Advanced Office Applications for Business | 3 | F, Sp |
| CIS 453 | Systems Analysis and Design | 3 | F, Sp |
| FIN 432 | Theory of Investment | 3 | F, Sp |

Cognates

|  |  |  |  |
| --- | --- | --- | --- |
| ENGL 230 | Writing for Professional Settings | 4 | F, Sp, Su |
| MATH 177 | Quantitative Business Analysis I | 4 | F, Sp, Su |
| MATH 248 | Business Statistics I | 4 | F, Sp, Su |

Note: MATH 177: Fulfills the Mathematics category of General Education.

Note: MATH 248: Fulfills the Advanced Quantitative Scientific Reasoning category of General Education.

Total Credit Hours: 73

## Computer Information Systems

Learning Goals

Writing in the Discipline

**Department of Accounting and Computer Information Systems**

**Department Chair:** Jane Przybyla

**Computer Information Systems Program Faculty: Associate** **Professors** Bain, Choi, Hayden

Students must consult with their assigned advisor before they will be able to register for courses. A graded writing assignment is required in **every** course.

Computer Information Systems B.S.

Course Requirements

Courses

|  |  |  |  |
| --- | --- | --- | --- |
| ACCT 201 | Principles of Accounting I: Financial | 3 | F, Sp, Su |
| ACCT 202 | Principles of Accounting II: Managerial | 3 | F, Sp, Su |
| CIS 251 | Computers in Management | 3 | F, Sp, Su |
| CIS 352 | Management Information Systems | 3 | F, Sp |
| CIS 421 | Networks and  Infrastructure | 3 | F, Sp |
| CIS 453 | Systems Analysis and Design | 3 | F, Sp |
| CIS 455 | Database Programming | 3 | F, Sp |
| CIS 462 | Applied Software Development Project | 3 | F, Sp |
| ECON 214 | Principles of Microeconomics | 3 | F, Sp, Su |
| ECON 215 | Principles of Macroeconomics | 3 | F, Sp, Su |
| FIN 301 | Managerial Finance and Control | 4 | F, Sp, Su |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MGT 341 | Business, Government, and Society | 3 | F, Sp, Su |
| MGT 348 | Operations Management | 3 | F, Sp, Su |
| MKT 201 | Introduction to Marketing | 3 | F, Sp, Su |

ONE COURSE from the following:

|  |  |  |  |
| --- | --- | --- | --- |
| CIS 255 | Introduction to Java in Business | 3 | As needed |
| CIS 256 | Introduction to COBOL Programming | 3 | As needed |
| CIS 257 | Introduction to Visual Basic in Business | 3 | As needed |
| CIS 355 | Advanced Business Applications in Java | 3 | As needed |
| CIS 357 | Advanced Business Applications in Visual Basic | 3 | As needed |

THREE ADDITIONAL COURSES in computer information systems or computer science at the 300-level or above or COMM 348 (for a total of 9-12 credits):

|  |  |  |  |
| --- | --- | --- | --- |
| COMM 330 | Interpersonal Communication | 4 | F |

COGNATES

|  |  |  |  |
| --- | --- | --- | --- |
| ENGL 230 | Writing for Professional Settings | 4 | F, Sp, Su |
| MATH 177 | Quantitative Business Analysis I | 4 | F, Sp, Su |
| MATH 248 | Business Statistics I | 4 | F, Sp, Su |

Note: MATH 177: Fulfills the Mathematics category of General Education.

Note: MATH 248: Fulfills the Advanced Quantitative Scientific Reasoning category of General Education.

Total Credit Hours: 70-73

## Finance

Learning Goals

Writing in the Discipline

**Department of Economics and Finance**

**Department Chair:** Murat Aydogdu

**Finance Program Faculty: Professor** Kazemi; **Associate Professor** Aydogdu; **Assistant Professor** Ullah

Students **must** consult with their assigned advisor before they will be able to register for courses. A graded writing assignment is required in **every** course.

Finance B.S.

Course Requirements

Courses

|  |  |  |  |
| --- | --- | --- | --- |
| ECON 214 | Principles of Microeconomics | 3 | F, Sp, Su |
| ECON 215 | Principles of Macroeconomics | 3 | F, Sp, Su |
| FIN 301 | Managerial Finance and Control | 4 | F, Sp, Su |
| FIN 335 | Financial Statement Analysis | 3 | F, Sp |
| FIN 423 | Financial Markets and Institutions | 3 | F, Sp |
| FIN 431 | Intermediate Finance | 3 | F, Sp |
| FIN 432 | Theory of Investment | 3 | F, Sp |
| FIN 434 | International Financial Management | 3 | F, Sp |
|  |  |  |  |
| FIN 461 | Seminar in Finance | 3 | F, Sp |
|  | -Or- |  |  |
| FIN 492 | Independent Study II | 3 | As needed |

THREE COURSES from

|  |  |  |  |
| --- | --- | --- | --- |
| ECON 314 | Intermediate Microeconomic Theory and Applications | 3 | F, Sp |
| ECON 315 | Intermediate Macroeconomic Theory and Analysis | 3 | Sp |
| ECON 449 | Introduction to Econometrics | 4 | F, Sp |
| FIN 436 | Fixed Income Analysis | 3 | As needed |
| FIN 441 | Financial Derivatives and Risk Management | 3 | As needed |
| FIN 447 | Financial Modeling | 3 | As needed |
| FIN 463 | Seminar in Portfolio Management | 3 | As needed |
| FIN 491 | Independent Study I | 3 | As needed |

Cognates

|  |  |  |  |
| --- | --- | --- | --- |
| ACCT 201 | Principles of Accounting I: Financial | 3 | F, Sp, Su |
| CIS 251 | Computers in Management | 3 | F, Sp, Su |
| CIS 352 | Management Information Systems | 3 | F, Sp |
| ENGL 230 | Writing for Professional Settings | 4 | F, Sp, Su |
| MGT 249 | Business Statistics II | 3 | F, Sp, Su |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MKT 201 | Introduction to Marketing | 3 | F, Sp, Su |
| MATH 177 | Quantitative Business Analysis I | 4 | F, Sp, Su |
| MATH 248 | Business Statistics I | 4 | F, Sp, Su |

Note: MATH 177: Fulfills the Mathematics category of General Education.

Note: MATH 248: Fulfills the Advanced Quantitative Scientific Reasoning category of General Education.

Total Credit Hours: 67-68

Finance Minor

Course Requirements

The minor in finance consists of a minimum of 22 credit hours (seven courses), as follows:

|  |  |  |  |
| --- | --- | --- | --- |
| ECON 214 | Principles of Microeconomics | 3 | F, Sp, Su |
| ECON 215 | Principles of Macroeconomics | 3 | F, Sp, Su |
| FIN 301 | Managerial Finance and Control | 4 | F, Sp, Su |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |

AND THREE ADDITIONAL courses in finance at the 400-level.

Total Credit Hours: 22-28

## Health Care Administration

**Director:** Marianne Raimondo

Students **must** consult with their assigned advisor before they will be able to register for courses. A graded writing assignment is required in **every** course.

Health Care Administration B.S.

Course Requirements

Courses

|  |  |  |  |
| --- | --- | --- | --- |
| ACCT 201 | Principles of Accounting I: Financial | 3 | F, Sp, Su |
| CIS 251 | Computers in Management | 3 | F, Sp, Su |
| ECON 214 | Principles of Microeconomics | 3 | F, Sp, Su |
|  |  |  |  |
| FIN 230 | Personal Finance | 3 | As needed |
|  | -Or- |  |  |
| HCA 330 | Health Care Finance | 3 | Annually |
|  |  |  |  |
| HCA 355 | Quality Management/Improvement in Health Care | 3 | Annually |
| HCA 461 | Seminar in Strategic Health Care Management | 3 | As needed |
| HCA 467 | Internship in Health Care Administration | 3 | F, Sp, Su |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MGT 320 | Human Resource Management | 3 | F, Sp, Su |
| MGT 322 | Organizational Behavior | 3 | F, Sp, Su |
| MKT 201 | Introduction to Marketing | 3 | F, Sp, Su |
| NURS 201 | Introduction to Health Care Systems | 3 | F |
| NURS 302 | Health Care Organizations | 3 | Sp |
| NURS 303 | Health Policy and Contemporary Issues | 3 | Sp |
| NURS 401 | Ethical and Legal Issues in Health Care Management | 3 | Sp |

Health Care Administration Minor

Course Requirements

The minor in health care administration consists of a minimum of 21 credit hours (seven courses), as follows:

|  |  |  |  |
| --- | --- | --- | --- |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MGT 320 | Human Resource Management | 3 | F, Sp, Su |
| MGT 322 | Organizational Behavior | 3 | F, Sp, Su |
| NURS 201 | Introduction to Health Care Systems | 3 | F |
| NURS 302 | Health Care Organizations | 3 | Sp |

## Management

Learning Goals

Writing in the Discipline (General, Human Resources, International, Operations)

Writing in the Discipline (Business)

**Department of Management and Marketing**

**Department Chair:** Michael Casey

**Management Program Faculty:** Casey, DeSimone, Farinella, Jacques, Raimondo, Sahba, Urda, Wu

Students must consult with their assigned advisor before they will be able to register for courses. A graded writing assignment is required in **every** course.

Note: MGT 491 Independent Study I and MGT 492 Independent Study II are available for those seeking departmental honors, with consent of instructor, department chair and dean.

Management B.S.

Course Requirements

Courses

|  |  |  |  |
| --- | --- | --- | --- |
| ACCT 201 | Principles of Accounting I: Financial | 3 | F, Sp, Su |
| ACCT 202 | Principles of Accounting II: Managerial | 3 | F, Sp, Su |
| CIS 251 | Computers in Management | 3 | F, Sp, Su |
| CIS 352 | Management Information Systems | 3 | F, Sp |
| ECON 214 | Principles of Microeconomics | 3 | F, Sp, Su |
| ECON 215 | Principles of Macroeconomics | 3 | F, Sp, Su |
| FIN 301 | Managerial Finance and Control | 4 | F, Sp, Su |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MGT 249 | Business Statistics II | 3 | F, Sp, Su |
| MGT 341 | Business, Government, and Society | 3 | F, Sp, Su |
| MGT 348 | Operations Management | 3 | F, Sp, Su |
| MGT 461 | Seminar in Strategic Management | 3 | F, Sp |
| MKT 201 | Introduction to Marketing | 3 | F, Sp, Su |

Cognates

|  |  |  |  |
| --- | --- | --- | --- |
| MATH 177 | Quantitative Business Analysis I | 4 | F, Sp, Su |
| MATH 248 | Business Statistics I | 4 | F, Sp, Su |

Note: MATH 177: Fulfills the Mathematics category of General Education.

Note: MATH 248: Fulfills the Advanced Quantitative Scientific Reasoning category of General Education.

Concentrations

CHOOSE concentration A, B, or C below

A. General Management

|  |  |  |  |
| --- | --- | --- | --- |
| MGT 320 | Human Resource Management | 3 | F, Sp, Su |
| MGT 322 | Organizational Behavior | 3 | F, Sp, Su |
|  | THREE ADDITIONAL COURSES in management at the 300-level or above | 9 |  |

Subtotal: 63

B. Human Resource Management

|  |  |  |  |
| --- | --- | --- | --- |
| MGT 320 | Human Resource Management | 3 | F, Sp, Su |
| MGT 322 | Organizational Behavior | 3 | F, Sp, Su |
| MGT 423 | Compensation and Benefits Administration | 3 | F |
| MGT 424 | Employee Relations and Performance Management | 3 | Sp |
| MGT 425 | Recruitment and Selection | 3 | F |
| MGT 428 | Human Resource Development | 3 | Sp |

TWO COURSES from

|  |  |  |  |
| --- | --- | --- | --- |
| ECON 431 | Labor Economics | 3 | As needed |
| MGT 306 | Management of a Diverse Workforce | 3 | Sp |
| MGT 329 | Organizational Theory and Design | 3 | F, Sp |
| MGT 331 | Occupational and Environmental Safety Management | 3 | F |
| MGT 333 | Negotiation and Conflict Resolution | 3 | As needed |
| MGT 467 | Directed Internship | 3 | F, Sp, Su |
| MGT 490 | Directed Study | 3 | As needed |
| MGT 491 | Independent Study I | 3 | As needed |
| MGT 492 | Independent Study II | 3 | As needed |
| PSYC 422 | Psychological Testing | 4 | Annually |
|  | A course approved by advisor | 3 |  |

Subtotal: 72-73

C. Operations Management

|  |  |  |  |
| --- | --- | --- | --- |
| MGT 335 | Process Management | 3 | Sp |
| MGT 347 | Supply Chain Management | 3 | As needed |
| MGT 355 | Quality Assurance | 3 | Sp |
| MGT 455 | Global Logistics and Enterprise Management | 3 | As needed |

MGT 347: (Or MKT 347: Supply Chain Management)

THREE COURSES from

|  |  |  |  |
| --- | --- | --- | --- |
| ECON 449 | Introduction to Econometrics | 4 | F, Sp |
| MGT 322 | Organizational Behavior | 3 | F, Sp, Su |
| MGT 329 | Organizational Theory and Design | 3 | F, Sp |
| MGT 331 | Occupational and Environmental Safety Management | 3 | F |
| MGT 349 | Service Operations Management | 3 | F |
| MGT 359 | Current Topics in Service Operations Management | 3 | As needed |
| MGT 467 | Directed Internship | 3 | F, Sp, Su |
| MGT 490 | Directed Study | 3 | As needed |
| MGT 491 | Independent Study I | 3 | As needed |
| MGT 492 | Independent Study II | 3 | As needed |
|  |  |  |  |
| MKT 310 | Product Design and Development | 3 | As needed |
| MKT 322 | Services Marketing | 3 | F |

Subtotal: 69-70

Management Minor

The minor in management is not available to students selecting any major in the School of Management, except for those students majoring in economics.

Course Requirements

The minor in management consists of a minimum of 22 credit hours (seven courses), as follows:

|  |  |  |  |
| --- | --- | --- | --- |
| ACCT 201 | Principles of Accounting I: Financial | 3 | F, Sp, Su |
| ECON 200 | Introduction to Economics | 4 | F, Sp, Su |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MKT 201 | Introduction to Marketing | 3 | F, Sp, Su |

AND THREE ADDITIONAL management courses at the 300-level or above.

## 

## Marketing

Learning Goals

Writing in the Discipline

**Department of Management and Marketing**

**Department Chair:** Michael Casey

**Marketing Program Faculty: Professor** Ramocki; **Associate Professor** Blanchette; **Assistant Professor** Milbourne

Students must consult with their assigned advisor before they will be able to register for courses. A graded writing assignment is required in **every** course.

Note: MKT 491 Independent Study I and MKT 492 Independent Study II are available for those seeking departmental honors, with consent of instructor, department chair and dean.

Marketing B.S.

Course Requirements

Courses

|  |  |  |  |
| --- | --- | --- | --- |
| ACCT 201 | Principles of Accounting I: Financial | 3 | F, Sp, Su |
| ACCT 202 | Principles of Accounting II: Managerial | 3 | F, Sp, Su |
| CIS 251 | Computers in Management | 3 | F, Sp, Su |
| CIS 352 | Management Information Systems | 3 | F, Sp |
| ECON 214 | Principles of Microeconomics | 3 | F, Sp, Su |
| ECON 215 | Principles of Macroeconomics | 3 | F, Sp, Su |
| FIN 301 | Managerial Finance and Control | 4 | F, Sp, Su |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MGT 249 | Business Statistics II | 3 | F, Sp, Su |
| MGT 322 | Organizational Behavior | 3 | F, Sp, Su |
| MGT 341 | Business, Government, and Society | 3 | F, Sp, Su |
| MGT 348 | Operations Management | 3 | F, Sp, Su |
| MGT 461 | Seminar in Strategic Management | 3 | F, Sp |
| MKT 201 | Introduction to Marketing | 3 | F, Sp, Su |
| MKT 215 | Marketing Creativity | 3 | F, Sp |
| MKT 333 | Market Research | 3 | F, Sp |
| MKT 334 | Consumer Behavior | 3 | F, Sp |
| MKT 462 | Strategic Marketing Management | 3 | Sp |
|  | THREE ADDITIONAL COURSES in marketing at the 300-level or above. | 9 |  |

Cognates

|  |  |  |  |
| --- | --- | --- | --- |
| MATH 177 | Quantitative Business Analysis I | 4 | F, Sp, Su |
| MATH 248 | Business Statistics I | 4 | F, Sp, Su |

Note: MATH 177: Fulfills the Mathematics category of General Education.

Note: MATH 248: Fulfills the Advanced Quantitative Scientific Reasoning category of General Education.

Total Credit Hours: 72

Marketing Minor

Course Requirements

The marketing minor consists of a minimum of 22 credit hours (seven courses), as follows:

|  |  |  |  |
| --- | --- | --- | --- |
| ECON 200 | Introduction to Economics | 4 | F, Sp, Su |
| MGT 201 | Foundations of Management | 3 | F, Sp, Su |
| MKT 201 | Introduction to Marketing | 3 | F, Sp, Su |
| MKT 215 | Marketing Creativity | 3 | F, Sp |
| MKT 334 | Consumer Behavior | 3 | F, Sp |

AND TWO ADDITIONAL 300-level marketing courses.

Note: ECON 200: (or both ECON 214 and ECON 215)

## Course Descriptions:

## HCA - Health Care Administration

HCA 330 - Health Care Finance (3)

Fundamental principles of the financial management of healthcare organizations are presented. Topics include financial and managerial accounting, managerial finance and the unique features of healthcare financing and reimbursement.

Prerequisite: MGT 201 or MGT 301.

Offered: Annually.

HCA 355 - Quality Management/Improvement in Health Care (3)

This course provides an overview of quality improvement in health care organizations. Quality management models, approaches, tools and techniques are presented in the context or organizational leadership and culture. Students cannot receive credit for both MGT 355 and HCA 355.

Prerequisite: MGT 201 or MGT 301, and MATH 240.

Offered: Annually.

HCA 403 - Long-Term Care Administration (3)

Theories and principles of management and leadership in nursing homes are explored. This course explores the needs of residents and their families and the role of the nursing home administrator in meeting those needs.

Prerequisite: MGT 201 or MGT 301.

Offered: Annually.

HCA 404 - Long-Term Care Laws and Regulations (2)

Long-term care laws and regulations are studied. This course focuses on retrieval and understanding of laws and regulations, as well as practical methods and tools for successful compliance.

Prerequisite: MGT 201 or MGT 301.

Offered: Annually.

HCA 461 - Seminar in Strategic Health Care Management (3)

In this capstone course, students integrate concepts and apply theories learned in previous courses to develop strategic perspectives and skills critical to the administration of health care organizations.

Prerequisite: Completion of all required and cognate courses in the health care administration major, except for electives and HCA 467.

Offered: As needed.

HCA 467 - Internship in Health Care Administration (3)

Students receive on-the-job training, applying concepts learned in the health care administration program to a real-world health care environment.

Prerequisite: Senior standing, a major or minor in health care administration, and consent of internship director.

Offered: Fall, Spring, Summer.

HCA 501 - Health Law and Ethics (3)

Health Law and Ethics examines the legal aspects of health services management. Topics include consumer protection, the patient/physician relationship, patient information management, professional liability, medical malpractice and public duties.

Prerequisite: Acceptance into the HCA graduate program and HCA 502 or permission of program director.

Offered: Fall, Spring.

HCA 502 - Health Care Systems (3)

This course will provide an overview of the U.S. health care system and explore organization, financing, management, resources and performance of the U.S. health system, making comparisons to other developed nations.

Prerequisite: Acceptance into the HCA graduate program or persmission of program director.

Cross-Listed as: NURS 502

Offered: Fall, Spring.

HCA 503 - Health Care Policy (3)

Health Care Policy provides an overview of U.S. health policies and their implications with study of the policy

## MGT - Management

MGT 100 - Introduction to Business (3)

Business concepts are introduced and the practices of management in both the business sector and nonprofit organizations. Topics focus on all of the management disciplines.

Offered: Fall, Spring.

MGT 201 - Foundations of Management (3)

Management concepts are explained, including planning, organizing, leading, and controlling. Students develop managerial communication skills by working with groups. (Formerly MGT 301)

Prerequisite: Completion of at least 45 college credits.

Offered: Fall, Spring, Summer.

MGT 249 - Business Statistics II (3)

A continuation of MATH 248, emphasis is on applied statistics, both parametric and nonparametric. Students cannot receive credit for both MGT 249 and MATH 445.

Prerequisite: MATH 240 or MATH 248.

Offered: Fall, Spring, Summer.

MGT 306 - Management of a Diverse Workforce (3)

Topics include contemporary paradigms, cultural issues, and rationales for managing a diverse workplace. Individual approaches, conflicts, and organizational responses are examined. (Formerly Women in Management.)

Prerequisite: MGT 201 or MGT 301.

Offered: Spring.

MGT 310 - Small Business Management (3)

Management concepts are applied to small businesses and a business plan is developed. (Formerly MGT 303.)

Prerequisite: MGT 201 or MGT 301.

Offered: Fall.

MGT 311 - Entrepreneurship and New Ventures (3)

Venture initiation, development, and capital are discussed. Emphasis is on decision making in an environment of market and venture uncertainty.

Prerequisite: MGT 201 or MGT 301.

Offered: Spring.

MGT 320 - Human Resource Management (3)

This is an overview of the role of the general manager and human resource specialist. (Formerly Personnel Management.)

Prerequisite: MGT 201 or MGT 301.

Offered: Fall, Spring, Summer.

MGT 322 - Organizational Behavior (3)

Students investigate how and why certain events and behavioral processes occur in organizations. They also explore the ways in which a manager can influence those processes.

Prerequisite: MGT 201 or MGT 301.

Offered: Fall, Spring, Summer.

MGT 329 - Organizational Theory and Design (3)

Discussion focuses on why organizations behave the way they do (theory) and the elements managers use to build them (design).

Prerequisite: MGT 201 or MGT 301 and 60 credits.

Offered: Fall, Spring.

MGT 331 - Occupational and Environmental Safety Management (3)

Occupational safety and health and environmental problems are discussed from technical, social, managerial, and legal perspectives.

Prerequisite: Completion of at least 45 college credits.

Offered: Fall.

MGT 333 - Negotiation and Conflict Resolution (3)

**Students are introduced to concepts in negotiation and organizational conflict resolution. Topics include negotiation strategies, conflict resolution approaches, communication (face to face, virtual, verbal/non-verbal), emotion/perception (psychological intangibles), and team negotiations.**.

Prerequisite: MGT 201 or MGT 301.

Offered: As needed.

MGT 335 - Process Management (3)

The effectiveness and efficiency of business process design, implementation, and management are analyzed in manufacturing and service firms.

Prerequisite: MGT 249 and MGT 201 or MGT 301.

Offered: Spring.

MGT 341 - Business, Government, and Society (3)

Focus is on dynamic social, legal, political, economic, and ecological issues that require socially responsible behavior on the part of individuals and organizations.

Prerequisite: Completion of at least 60 college credits.

Offered: Fall, Spring, Summer.

MGT 345 - Managing in the World’s Regions (3)

Students study issues relevant to managers of organizations in global settings and processes unique to those businesses. Focus on managerial challenges related to international cultures, markets, economics, and governments. (Formerly International Business)

Prerequisite: MGT 201 or MGT 301..

Offered: Annually.

MGT 347 - Supply Chain Management (3)

Emphasis is on the design and management of activities along the supply chain, from purchasing and materials management to distribution and transportation systems. Students cannot receive credit for both MGT 347 and MKT 347.

Prerequisite: MGT 201 or MGT 301, and MKT 201 or MKT 301.

Offered: As needed.

MGT 348 - Operations Management (3)

Techniques for the effective management of operations at both the strategic and operating levels are introduced.

Prerequisite: MGT 201 or MGT 301, and MATH 240 or MATH 248.

Offered: Fall, Spring, Summer.

MGT 349 - Service Operations Management (3)

Students develop, analyze, and implement strategies for a wide range of service organizations. Emphasis is on the particular challenges for managers in service organizations.

Prerequisite: MGT 201 or MGT 301.

Offered: Fall.

MGT 355 - Quality Assurance (3)

The means and advantages of establishing an effective quality system in manufacturing and service firms are discussed. Students cannot receive credit for both MGT 355 and HCA 355.

Prerequisite: MGT 201 or MGT 301, and MATH 240 or MATH 248.

Offered: Spring.

MGT 359 - Current Topics in Service Operations Management (3)

Current trends in the management of service organizations are explored. Focus is on the design, implementation, and management of strategies specific to services, such as e-commerce, entrepreneurship, and technology management.

Prerequisite: MGT 201 or MGT 301.

Offered: As needed.

MGT 423 - Compensation and Benefits Administration (3)

The process of designing and managing a cost-effective, equitable, and legally acceptable total compensation package is examined. Topics include economic, social, and legal determinants of base pay; and incentives and benefits.

Prerequisite: MGT 320.

Offered: Fall.

MGT 424 - Employee Relations and Performance Management (3)

Students examine the role of human resources in enhancing employee/management relations and shaping performance of employees to meet organizational needs. Topics include evaluation and feedback techniques that enhance performance**.**.

Prerequisite: MGT 320.

Offered: Spring.

MGT 425 - Recruitment and Selection (3)

Concepts and methods involved in designing and managing the recruitment and selection functions of management are examined. (Formerly Selection, Training, and Development.)

Prerequisite: MGT 320.

Offered: Fall.

MGT 428 - Human Resource Development (3)

The concepts, programs, and practices that organizations use to train and develop its members are examined. Topics include learning, needs assessment, program design and implementation, evaluation, skills training, and coaching.

Prerequisite: MGT 320.

Offered: Spring.

MGT 455 - Global Logistics and Enterprise Management (3)

Emphasis is on the strategic integration of operations across functional areas to achieve sustainable competitive advantage in manufacturing and service organizations.

Prerequisite: MGT 348, **or consent of the director of the Master of Science in Operations Management program**.

Offered: As needed.

MGT 461 - Seminar in Strategic Management (3)

Focus is on the formulation and implementation of organizational strategies and policies. The case method is used in integrating material from other management and economics courses. (Formerly Seminar in Managerial Policy.)

Prerequisite: **MGT 201 or MGT 301, MGT 348 and FIN 301..**.

Offered: Fall, Spring.

MGT 467 - Directed Internship (3)

Students are assigned to a business or nonprofit organization and earn three credits for topical course work, a two-hour biweekly seminar, and 120 hours of organization work, supervised by a mentor. Graded S, U.

Prerequisite: MGT 201 or MGT 301, completion of at least 60 college credits, a major or minor in a School of Management program, and consent of internship director and appropriate faculty member.

Offered: Fall, Spring, Summer.

MGT 490 - Directed Study (3)

Designed to be a substitute for a traditional course under the instruction of a faculty member.

Prerequisite: Consent of instructor, department chair and dean.

Offered: As needed.

MGT 491 – Independent Study I (3)

The student will select a research topic and under the mentorship of a faculty advisor, will conduct comprehensive research on the selected and approved topic.

Prerequisite: **Admission into Management honors program and consent of instructor, department chair and dean.**

**Offered: As needed.**

**MGT 492 – Independent Study II (3)**

This course continues the development of research begun in MGT 491. The honors research is completed under the consultation of a faculty advisor. A research paper and presentation are required.

Prerequisite: MGT 491 **and consent of instructor, department chair and dean.**

Offered: As needed.

MGT 510 - Leading Productive Workplaces (3)

Students engage in the exploration of the mix of technical, personal, social and contextual variables that combine to affect the achievement of both efficient and effective workplace results.

Prerequisite: Program admission or consent of instructor.

Offered: Fall, Spring.

MGT 515 - Managing Change and Innovation (3)

This course covers the theory and practice underlying successful organizational change. Topics include assessment of organizational effectiveness/performance, organizational development techniques, change methodologies and individual, group and organizational change processes.

Prerequisite: Program admission or consent of instructor.

Offered: Fall, Spring.

MGT 520 - Enterprise Excellence through High-Performance Teams (3)

This course examines skills necessary to manage organizational relationships. Particular attention is given to relationship management issues, such as team building, negotiation and conflict and development of emotional intelligence skills.

Prerequisite: Program admission or consent of instructor.

Offered: Fall, Spring

## MKT - Marketing

MKT 201 - Introduction to Marketing (3)

This is an examination of the role of marketing in society, consumer behavior, product management, pricing, distribution, and promotion. (Formerly MKT 301)

Prerequisite: Completion of at least 45 college credits.

Offered: Fall, Spring, Summer.

MKT 215 - Marketing Creativity (3)

Focusing on the theories and models that enable students to develop perspectives upon creativity and its potential impacts on organizational life. Effective management of creativity within marketing organizations is emphasized. (Formerly MKT 315).

Prerequisite: Completion of at least 30 college credits.

Offered: Fall, Spring.

MKT 310 - Product Design and Development (3)

The development process of new products, from idea generation to launch, is explored.

Prerequisite: MKT 201 or MKT 301.

Offered: As needed.

MKT 320 - Business Marketing (3)

This is an integrated study of the theory and practice of industrial marketing. Similarities between consumer-goods marketing and industrial-goods marketing are highlighted and analysis is made of decisions involving industrial marketing.

Prerequisite: MKT 201 or MKT 301.

Offered: As needed.

MKT 322 - Services Marketing (3)

Focus is on the difference between service industries and manufacturing industries. Topics include the development of marketing strategies in service industries.

Prerequisite: MKT 201 or MKT 301.

Offered: As needed.

MKT 323 - Direct Marketing (3)

Direct marketing strategy and techniques are introduced. Topics include databases, electronic media, direct mail, catalogs, direct response advertising, telemarketing, and the role of direct marketing in the marketing mix.

Prerequisite: MKT 201 or MKT 301.

Offered: As needed.

MKT 329 - Global Marketing (3)

Global issues that confront today's international marketers are addressed. Concepts relevant to all international marketers are presented, regardless of the extent of their international involvement.

Prerequisite: MKT 201 or MKT 301.

Offered: Fall, Spring.

MKT 333 - Market Research (3)

The role of marketing information as the basis for decision making is studied, including the cost and value of information, research design and instrumentation, data analysis, and forecasting. Problem-solving exercises are included.

Prerequisite: MGT 249, and MKT 201 or MKT 301.

Offered: Fall, Spring.

MKT 334 - Consumer Behavior (3)

The marketing environment, consumer behavior, and market segmentation is studied. Emphasis is on understanding the turbulent environment surrounding the marketing decision maker.

Prerequisite: MKT 201 or MKT 301.

Offered: Fall, Spring.

MKT 335 - Marketing Communications and Promotion (3)

Basic promotional tools available to the marketing manager are studied: advertising, sales promotion, personal selling, and publicity.

Prerequisite: MKT 201 or MKT 301.

Offered: As needed.

MKT 337 - Retail Management (3)

Emphasis is on retail strategies and the managerial planning required to meet objectives.

Prerequisite: MKT 201 or MKT 301.

Offered: Fall.

MKT 338 - Advertising (3)

he key processes of modern advertising practice are introduced. Topics include production of effective advertising and media. Students cannot receive credit for both COMM 334 and MKT 338. (Formerly MKT 438.)

Prerequisite: MKT 201 or MKT 301.

Offered: As needed.

MKT 340 - Personal Selling and Sales Management (3)

Focus is on personal selling, a subset of the promotional element of marketing strategy, which involves face-to-face relationships, personal influence, and complex communication processes. (Formerly Sales Management.)

Prerequisite: MKT 201 or MKT 301.

Offered: As needed.

MKT 347 - Supply Chain Management (3)

Emphasis is on design and management of activities along the supply chain, from purchasing and materials management to distribution and transportation systems. Students cannot receive credit for both MGT 347 and MKT 347.

Prerequisite: MGT 201 or MGT 301, and MKT 201 or MKT 301.

Offered: As needed.

MKT 462 - Strategic Marketing Management (3)

This capstone course integrates the marketing functions of product, price, channels, and promotion with the concepts of strategic planning. Emphasis is on the relevance of this integration to marketing.

Prerequisite: MKT 201 or MKT 301, and TWO from MKT 215 or 315, MKT 333, or MKT 334,.

Offered: Spring, Fall.

MKT 467 - Directed Internship (3)

Students are assigned to a business or nonprofit organization and earn three credits for topical course work, a two-hour biweekly seminar, and 120 hours of organization work, supervised by a mentor.

Prerequisite: MKT 201 or MKT 301, completion of at least 60 college credits, a major or minor in a School of Management program, and consent of internship director and appropriate faculty member.

Offered: Fall, Spring, Summer.

MKT 490 - Directed Study (3)

Designed to be a substitute for a traditional course under the instruction of a faculty member.

Prerequisite: Consent of instructor, department chair and dean.

Offered: As needed.

MKT 491 – Independent Study I (3)

The student will select a research topic and under the mentorship of a faculty advisor, will conduct comprehensive research on the selected and approved topic.

Prerequisite: **Admission into Marketing honors program and consent of instructor, department chair and dean.**

**Offered: As needed.**

**MKT 492 – Independent Study II (3)**

This course continues the development of research begun in MKT 491. The honors research is completed under the consultation of a faculty advisor. A research paper and presentation are required.

Prerequisite: MKT 491 **and consent of instructor, department chair and dean.**

Offered: As needed.