

# DEPARTMENT OF ECONOMICS, ACCOUNTING, BUSINESS, AND SOCIOLOGY

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The Department of Economics and Business has three separate majors: Economics, Accounting, and Business Administration. Within the Business Administration major the department offers five concentrations: Finance, International Business, Marketing, Human Resource Management. The mission of the department is to assist the student in becoming a productive, contributing member of society. Society, as viewed from the standpoint of the department, consists of households, businesses, and government. The department also prepares those students who wish to pursue graduate education for entrance to and successful completion of graduate school. All students majoring in the department must be able to communicate ideas and information effectively in oral and written methods. Each student must have a GPA of 2.0 or above within the major. The GPA will be computed using all courses taken within the department and major requirements outside the department.

## ECONOMICS

The economics student must demonstrate competency at the intermediate level of economic theory and the application of theory to real world phenomena.

### The Bachelor of Arts with a major in Economics

The B.A. degree with a major in Economics consists of the following:

ECN 201: Microeconomic Principles .....	3 hours
ECN 202: Macroeconomic Principles .....	3 hours
ECN 301: Inter. Micro. Theory .....	3 hours
ECN 302: Inter. Macro. Theory .....	3 hours
ECN 303: Social Statistics .....	3 hours
ECN 304: Quantitative Methods .....	3 hours
ECN 321: Money and Financial Inst. ....	3 hours
ECN 322: International Trade .....	3 hours
ECN 326: Labor Economics .....	3 hours
ECN 400: Senior Seminar .....	3 hours
ACC 211–212: Accounting Principles .....	6 hours
Six additional hours in other economics courses numbered above 300 or above, excluding ECN 361 and 499 .....	3 hours

**TOTAL HOURS FOR THE B.A. ECONOMICS MAJOR ..... 42 hours**

### The Bachelor of Science with a major in Economics

The B.S. degree with a major in economics must complete the requirements for the B.A. degree with a major in economics and the following:

MTH 120: Calculus .....	3 hours
CSC 201: Intro to Computing .....	3 hours
<b>TOTAL HOURS FOR B.S. ECONOMICS MAJOR ...</b>	<b>48 hours</b>

### The Economics Minor

An economics minor is comprised of 24 semester hours of course work, including the following:

ECN 201: Microeconomic Principles .....	3 hours
ECN 202: Macroeconomic Principles .....	3 hours
ECN 301: Intermediate Microeconomic Theory .....	3 hours
ECN 302: Intermediate Macroeconomic Theory .....	3 hours
ECN 321: Money and Financial Institutions .....	3 hours
ECN 322: International Trade .....	3 hours
ECN 326: Labor Economics .....	3 hours
Three additional hours in the department with the approval of the major advisor .....	3 hours
<b>TOTAL HOURS FOR THE ECONOMICS MINOR ..</b>	<b>24 hours</b>

## ACCOUNTING

The accounting student must demonstrate competency in all phases of the field. The department desires to instill in the prospective accountant the ability and motivation to become a competent accountant. The student also should have an appreciation for the ethical conduct of the accounting profession.

### The Bachelor of Arts with a major in Accounting

The Bachelor of Arts degree with a major in Accounting requires the following:

ECN 201: Microeconomic Principles .....	3 hours
BAD 251: American Legal System and Contracts or BAD 252: Business Organizations, Property, and Commercial Law .....	3 hours
FIN 370: Business Finance .....	3 hours
ACC 211–212: Accounting Principles .....	6 hours
ACC 351–352: Intermediate Financial Accounting .....	6 hours
ACC 380: Accounting Systems .....	3 hours
ACC 409: Tax Accounting .....	3 hours
ACC 451: Cost Accounting .....	3 hours
ACC 461: Advanced Accounting .....	3 hours
ACC 462: Auditing .....	3 hours
Either ACC 401: Special Topics or ACC 452: Cost Accounting II .....	3 hours
ECN 400: Senior Seminar .....	3 hours
<b>TOTAL HOURS FOR THE B.A. IN ACCOUNTING</b>	<b>42 hours</b>

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**The Bachelor of Science with a major in Accounting**

The B.S. degree with a major in Accounting consists of the requirements for the B.A. degree with a major in Accounting and the following:

BAD 231: Management .....	3 hours
BAD 241: Marketing Fundamentals .....	3 hours
ECN 202: Macroeconomic Principles .....	3 hours
ISC 303: Social Statistics .....	3 hours
MTH 120: Calculus .....	3 hours
TOTAL HOURS FOR THE B.S. IN ACCOUNTING .....	57 hours

Students majoring in Accounting should begin the ACC 211/212 sequence in the fall or winter of the sophomore year. Starting this sequence later may necessitate taking some of the accounting courses during the summer in order to complete the requirements within four years.

**BUSINESS ADMINISTRATION**

Students in any concentration within business administration should be prepared for a productive and rewarding career in the field of her choice. Each concentration within business administration has its own goals.

1. Finance students should be thoroughly familiar with the following: the time value of money; cash flows and the cost of capital; budgeting principles; cash management; and financial forecasting and planning. Students should be prepared for careers in banking, insurance, real estate, and other service-related industries, as well as careers in manufacturing. Students who desire to continue their formal education should have the necessary background to enter a graduate program.
2. International Business students should be prepared to accept employment from any firm working in an international setting. The student must have a good understanding not only of the business aspects of the job, but also of the cultural and language differences among nations.

3. Marketing students must be familiar with various marketing theories and concepts and with marketing research design. The marketing student also will be exposed to how marketing research data is used by the firm. The student should be prepared to assist any firm in its marketing operations.

4. Human Resource Management students will be exposed to concepts and theories relating to management of human resources. Students should be able to accept managerial responsibilities and apply the concepts and theories to various business situations.

Students majoring in Business Administration are encouraged to select a second major or a minor. International Business students must complete the second year of the GEP language requirement in language courses rather than in literature-in-translation courses.

**Bachelor of Arts with a major in Business Administration**

A student majoring in Business Administration must complete a core curriculum which consists of the following:

ECN 201: Microeconomic Principles .....	3 hours
ECN 202: Macroeconomic Principles .....	3 hours
ACC 211-212: Accounting Principles .....	6 hours
FIN 370: Business Finance .....	3 hours
BAD 231: Management .....	3 hours
BAD 241: Marketing Fundamentals .....	3 hours
BAD 251: American Legal System and Contracts or .. BAD 252: Business Organizations, Property, and Commercial Law or BAD 253: Labor and Human Relations Law .....	3 hours
ECN 304: Quantitative Methods .....	3 hours
ECN 400: Senior Seminar .....	3 hours
ISC 303: Social Statistics .....	3 hours

**TOTAL HOURS IN CORE COURSES .. 33 hours**

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The students may then select one of the following concentrations:

### FINANCE

FIN 321: Money and Financial Institutions ...	3 hours
FIN 372: Advanced Business Finance .....	3 hours
Two courses from the following .....	6 hours
ACC 351: Intermediate Financial Accounting I	
ACC 352: Intermediate Financial Accounting II	
ACC 373: Securities Analysis and Portfolio Management	
ACC 409: Tax Accounting	
ACC 452: Cost Accounting II	

**TOTAL HOURS IN FINANCE ..... 12 hours**

### INTERNATIONAL BUSINESS

BAD 341: International Business .....	3 hours
ECN 322: International Trade .....	3 hours
ECN 323: Economic Problems of Developing Countries .....	3 hours
BAD 343: International Marketing	

International Business majors will also minor or double major in one of the foreign languages.

**TOTAL HOURS IN INTERNATIONAL BUSINESS ..... 33 hours**

### MARKETING

BAD 242: Consumer Behavior .....	3 hours
BAD 342: Marketing Research .....	3 hours
BAD 343: International Marketing .....	3 hours
One course from the following, with approval from advisor:	
ENG 291: Writing for the Public: Journalism and Public Information .....	3 hours
DES 124: Graphic Design I .....	3 hours
One other 300- or 400-level course in the Economics and Business department, excluding ECN 361 and 499 .....	3 hours

**TOTAL HOURS IN MARKETING ..... 12 hours**

### HUMAN RESOURCE MANAGEMENT

BAD 253: Labor and Human Relations Law ..	3 hours
ECN 326: Labor Economics.....	3 hours
ECN 331: Personnel Economics for Managers.	3 hours
PSY 232: Psychology in the Workplace .....	3 hours

**TOTAL HOURS IN HUMAN RESOURCE MANAGEMENT ..... 12 HOURS**

In addition to the required courses listed above, the department strongly recommends that students concentrating in Human Resource Management take the following courses. The material in these courses further enhances the student's knowledge about bureaucratic organizations and the workplace.

- SOC 245: Sociology of Work  
(Upon approval from the department chair, students may substitute SOC 245: Sociology of Work for PSY 232: Psychology of Work.)
- SOC 250: Occupations and Professions
- SOC 260: Complex Organizations

### The Bachelor of Science with a major in Business Administration

The B.S. degree with a major in Business Administration consists of the requirements for the B.A. degree with a major in Business Administration and the following:

CSC 201: Intro to Computing .....	3 hours
MTH 120: Calculus .....	3 hours

**TOTAL HOURS FOR B.S. BUSINESS ADMINISTRATION MAJOR ..... 51 hours**

### The Business Administration Minor

The Economics and Business Department offers a minor in Business Administration. The program exposes the student to each of the areas in the common body of the business curriculum: accounting, finance, management, and marketing. The theoretical economic underpinnings are addressed in the economics courses. The course requirements for the minor are as follows:

ECN 201: Microeconomic Principles .....	3 hours
ECN 202: Macroeconomic Principles .....	3 hours
ACC 211–212: Accounting Principles .....	6 hours
BAD 231: Management .....	3 hours
BAD 241: Marketing Fundamentals .....	3 hours
FIN 370: Business Finance .....	3 hours
One other 300- or 400-level course in Economics, Business Administration or Finance (except ECN 361 and 499) .....	3 hours

**TOTAL HOURS FOR MINOR ..... 24 hours**

Human Resource students planning to take the GMAT or GRE during their senior year are encouraged to take ECN 303 and ECN 304 during their junior year.

All students who major or minor in the department are encouraged to incorporate ENG 291: Writing For the Public into their non-major coursework.

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### ECONOMICS

#### \*150. ECONOMIC CONCEPTS/THREE CREDITS

*GEP, elective credit.* This course examines the basic micro- and macroeconomic principles as found in the real world. The ideas of opportunity cost, supply and demand, the workings of markets, monopoly, unemployment, inflation, economic growth, international trade, and other selected topics are discussed. *Fall/Winter terms.*

#### \*199H. FRESHMAN HONORS SEMINAR/ THREE CREDITS

*GEP, elective credit.* The Honors course selects subjects within the discipline that will vary from term to term. The course is designed to encourage student participation in class discussions, special projects, solutions of problems, and defense of positions. Honors classes are often concentrated in current problems that are topics of other particular course offerings. A maximum of three credits shall be granted for duplicated course work. *Offered periodically in rotation with seminars in other disciplines.*

#### \*201. MICROECONOMICS PRINCIPLES/ THREE CREDITS

This course is an introductory study of market structures, products, and factors of production. *Fall term.*

#### \*202. MACROECONOMICS PRINCIPLES/ THREE CREDITS

This course is an introduction to national income determination, monetary and fiscal policy, and international trade. *Spring term.*

#### 299H. INTERDISCIPLINARY HONORS COURSE

This course is team taught by members in two departments and is open to Nisbet Honors Program members and to others who meet Honors Program guidelines. All students registering for these courses must register not only through the Honors Program but also with their adviser and the Registrar's Office.

#### 301. INTERMEDIATE MICROECONOMIC THEORY/ THREE CREDITS

*Prerequisites: ECN 201 and 202.* This intermediate-level price theory course deals with the economic behavior of individual units such as consumers, firms, and resource owners. *Fall term, even-numbered years.*

#### 302. INTERMEDIATE MACROECONOMIC THEORY/ THREE CREDITS

*Prerequisites: ECN 201 and 202.* This intermediate-level course examines the determination of national income, employment, and monetary policy. *Spring term, odd-numbered years.*

#### 303. SOCIAL STATISTICS/THREE CREDITS

*Prerequisites: MTH 105. Fall term.*

#### 304. QUANTITATIVE METHODS/THREE CREDITS

*Prerequisites: ECN 201, 202, ACC 211, with C-or better.* Various mathematical techniques are employed in examining problems encountered in business and economics. These techniques include optimization, regression, decision-making, linear programming, PERT/CPM, and inventory management models. *Spring term.*

#### 321. MONEY AND FINANCIAL INSTITUTIONS/ THREE CREDITS

*Prerequisite: ECN 202.* This course examines the role of money and of monetary and financial institutions on the aggregate economy. There is an emphasis on the history, structure, and function of the banking system. The tools of monetary policy and how monetary policy impacts the aggregate economy are also discussed. *Spring term.*

#### 322. INTERNATIONAL TRADE/THREE CREDITS

*Prerequisites: ECN 201 and 202.* This course examines the theoretical bases for international trade, comparative advantage, and the Heckscher-Ohlin model. The effect of trade barriers on the world economy is also explored. The importance of trade in the world economy, the mechanism of international payments, and the nature of fixed and flexible exchange rate systems are studied. *Fall term, odd-numbered years.*

#### 323. ECONOMIC PROBLEMS OF DEVELOPING COUNTRIES/ THREE CREDITS

*Prerequisites: ECN 201 and 202.* Economic progress and development in the emerging nations of the world are the main points of investigation. This is an interdisciplinary approach to the economic, political, and sociological factors involved in developing the economies of low per capita income countries. *Fall term, even-numbered years.*

#### 324. BUSINESS AND THE PUBLIC SECTOR/ THREE CREDITS

*Prerequisites: ECN 201 and 202.* This course is an examination of the rationale for government involvement in the economy, a study of the sources and uses of public funds, and the impact of these policies on the economy. Regulation and anti-monopoly policies are also examined. *Fall term, even-numbered years.*

#### 326. LABOR ECONOMICS/THREE CREDITS

*Prerequisites: ECN 201 and 202.* Labor supply, labor demand, and their interaction in the determination of wage rates are the points of examination for this course. Wage differentials are examined in light of market, institutional, and sociological factors. Discussions of labor unions and their economic effects are held as are examinations of macroeconomic topics such as unemployment and inflation. *Fall term, odd-numbered years.*

#### 331. PERSONNEL ECONOMICS FOR MANAGERS/ THREE CREDITS

*Prerequisite: ECN 326.* This course uses economic theory to examine issues related to hiring, compensation, productivity measures, motivation, and employee turnover. Human capital theory is also addressed as is internal politics and employee empowerment. *Spring term, even-numbered years.*

#### \*345. AMERICAN ECONOMIC HISTORY/ THREE CREDITS

*Prerequisites: ECN 201 and 202 or consent of instructor.* This course studies the economic development of the United States from the colonial period to the present. The interrelated changes in economic performance, technology, institutions, and governmental policy are emphasized. Such topics as early development, transportation, population growth, technological change, financial development, and the role of government are covered.

361. GEOGRAPHY OF WORLD RESOURCES/  
THREE CREDITS

This course examines the physical and cultural features of Earth, the production and distribution of food, energy, industrial raw materials, and finished goods, and the current competition for control of resources. *Spring term.*

365. COMPARATIVE ECONOMIC SYSTEMS/  
THREE CREDITS

*Prerequisites: ECN 201 and 202.* A study of the major economic models and philosophies used by various countries is the focus of the course. Emphasis is placed on theoretical and real world comparison and assessment. Capitalism, communism, and democratic socialism are the models covered.

399. STUDY/TRAVEL SEMINAR/THREE CREDITS

*Prerequisite: ECN 201 and ECN 202 or permission of the instructor.* This course will focus on an economic or business question that will vary from year to year. Students will be involved in intense seminars prior to and following a short-term travel program.

400. SENIOR SEMINAR/THREE CREDITS

*Prerequisite: Senior status.* A capstone course is required of all majors in the department, including accounting, business administration, and economics. The course is designed to simulate real-world experiences faced by managers and executives in for-profit, not-for-profit, and governmental organizations. Students are assigned to teams to explore solutions to various problems. Each team and team member will submit written reports on their progress and give oral presentations of their findings. *Spring term.*

401. SPECIAL TOPICS/THREE CREDITS

*Prerequisite: Permission of the instructor.* The topics in this course will vary depending on available staff and interest of the students. It is intended to expose students to some advanced studies in the area of economics.

490. DIRECTED INDEPENDENT STUDY IN SPECIAL TOPICS/THREE CREDITS

*Major, minor, or elective credit. Prerequisite: Departmental approval.* This independent course is for advanced study of a topic not covered in any other course, under faculty guidance and instruction. *May be repeated for credit.*

499. ECONOMICS INTERNSHIP/THREE TO SIX CREDITS

*Prerequisite: At least 18 hours in major in department; 2.5 GPA in major; and permission of the director.* The internship involves the student in a business or governmental agency related to the student's career choice. The internship is graded on a Pass/Fail basis. A journal of the internship is required. *Every term.*

## ACCOUNTING

211. ACCOUNTING PRINCIPLES I/THREE CREDITS

*Prerequisite: Completion of GEP Math or permission of instructor.* This study of the basic techniques of financial accounting emphasizes the processes of recording, classifying, summarizing, and interpreting business transactions. Topics covered include balance sheet and income statement preparation with an emphasis on the asset side of the balance sheet and related income statement accounts. *Fall and winter terms.*

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212. ACCOUNTING PRINCIPLES II/THREE CREDITS

*Prerequisite: ACC 211 with a grade of "C-" or above.* This is a continuation of ACC 211. Management accounting topics such as product costing, budgeting, and decision-making are studied. *Spring term.*

351. INTERMEDIATE FINANCIAL ACCOUNTING I/  
THREE CREDITS

*Prerequisite: ACC 212.* Accounting theory and concepts in relation to asset and liability recognition and measurement are emphasized. *Fall term*

352. INTERMEDIATE FINANCIAL ACCOUNTING II/  
THREE CREDITS

*Prerequisite: ACC 351.* This continuation of ACC 351 places primary emphasis on theory and concepts involving stockholders' equity, investment, cash flows, and issues related to income measurement. *Spring term.*

380. ACCOUNTING SYSTEMS/THREE CREDITS

*Prerequisite: ACC 212 or instructor's permission.* Systems for recording and reporting financial and operational transactions are integrated with a computer-based accounting environment. *Winter term.*

401. SPECIAL TOPICS IN ACCOUNTING/  
THREE CREDITS

*Prerequisites: ACC 352, 409, 451, 462, or permission of instructor.* Topics are chosen yearly based on current changes in the accounting profession. *Spring term.*

409. TAX ACCOUNTING/THREE CREDITS

*Prerequisite: ACC 211.* This course is an introduction to the basic structure of the federal income tax with emphasis on individual tax provisions. *Spring term.*

451. COST ACCOUNTING I/THREE CREDITS

*Prerequisite: ACC 212.* Manufacturing inventory costs, related management controls, and decision processes are covered. *Fall term*

452. COST ACCOUNTING II/THREE CREDITS

*Prerequisite: ACC 451 or permission of instructor.* In this continuation of Cost Accounting I, pricing and costing methods are examined as well as decision models used for inventory planning and capital budgets. Personal computers are used for cost analysis. *Spring term.*

461. ADVANCED ACCOUNTING/THREE CREDITS

*Prerequisite: ACC 352.* Business combinations, consolidations, non-profit and governmental accounting, and foreign currency issues are examined. *Fall term.*

462. AUDITING/THREE CREDITS

*Prerequisites: ACC 351 and 352 and permission of instructor.* This course examines the theory and practice of examination of financial statements by public accountants. *Fall term.*

499. ACCOUNTING INTERNSHIP/  
THREE OR SIX CREDITS

*Prerequisite: At least 18 hours in major in department; 2.5 GPA in major; and permission of the director.* Graded on a Pass/Fail, the internship provides experience in public, private, or non-profit accounting. A journal of the internship is required. *Every term.*

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### FINANCE

#### 200. PERSONAL FINANCE/THREE CREDITS

*Not for major credit.* This course is a study of personal financial decision-making. The course provides a knowledge of the tools to make both short-term and long-term financial plans. Topics include budgeting, consumer credit, insurance, investments, and savings. Topics of current consumer importance are also covered. *Fall and winter terms.*

#### 321. MONEY AND FINANCIAL INSTITUTIONS/ THREE CREDITS

*Same as ECN 321.*

#### 324. BUSINESS AND THE PUBLIC SECTOR/ THREE CREDITS

*Same as ECN 324.*

#### 370. BUSINESS FINANCE/THREE CREDITS

*Prerequisite: Accounting 212.* Planning, analyzing, and reporting the financing of business operations re examined in the course. Working capital, long term financing, capital budgeting, and cost of capital are also covered. The use of present and future values of financial amounts are stressed. *Fall and spring terms.*

#### 372. ADVANCED BUSINESS FINANCE/THREE CREDITS

*Prerequisite: Finance 370.* This course provides an in-depth study of various theories and techniques of the major areas of corporate finance. Case studies and selected readings are employed in this course. *Spring term odd-number of years.*

#### 373. SECURITIES ANALYSIS AND PORTFOLIO MANAGEMENT/THREE CREDITS

*Prerequisite: Finance 370.* This course is designed to acquaint the student with advanced theories of the analysis of security valuation and risk, choice of assets for an investment portfolio, and evaluation of portfolio performance. *Spring term even-number of years.*

#### 490. DIRECTED INDEPENDENT STUDY IN SPECIAL TOPICS/ THREE CREDITS

*Major or elective credit. Prerequisite: Departmental approval.* This independent course is an advanced study of a topic not covered in any other course, under faculty guidance and instruction. *May be repeated for credit.*

### BUSINESS ADMINISTRATION

#### 200. INTRODUCTION TO BUSINESS/THREE CREDITS

*Not for credit in the major. Students who have declared a major cannot enroll in this course.* This survey course is designed to acquaint students with the major institutions and practices in the business world, to provide the elementary concepts of business, and to act as an orientation course for selection of a specific major in the area of business. *Winter and spring terms.*

#### 231. MANAGEMENT/THREE CREDITS

The objective of this course is to acquaint students with the job of the manager as well as the techniques of planning, organizing, motivating, leading, communicating, staffing, controlling, and evaluating. The course also explores the evolution of management theory from the early classical theories to management by objectives. The course makes extensive use of the case study method of instruction. *Fall term.*

#### 241. MARKETING FUNDAMENTALS/THREE CREDITS

This study of the technical concepts of marketing and their applications within the economic system includes introduction to marketing research, market definition, product development, pricing, marketing channels and distribution, promotional strategy, advertising, and international marketing. *Fall and winter terms.*

#### 242. CONSUMER BEHAVIOR/THREE CREDITS

This course is designed to help students develop an understanding of the complexity of factors which influence consumer buying behavior. Particular attention is given to areas of personality, motivation, psychographics, information processing, learning, and attitude and persuasion. *Spring term.*

#### 245. SOCIOLOGY OF WORK/THREE CREDITS

*Same as SOC 245.*

#### 251. AMERICAN LEGAL SYSTEM AND CONTRACTS/ THREE CREDITS

This introductory course is an examination of the American legal system, judicial procedures, and the laws governing contracts, torts, and the U.C.C., including secured transactions, negotiable instruments, and sales. *Fall term.*

#### 252. BUSINESS ORGANIZATIONS, PROPERTY, AND COMMERCIAL LAW/THREE CREDITS

This course examines the laws governing business associations and related subjects such as bailments, agency, partnerships, corporations, and regulation of business, trusts, and estates. *Spring term even-numbered years.*

#### 253. LABOR AND HUMAN RELATIONS LAW/ THREE CREDITS

This course examines the legislation and regulation related to management and record keeping in the personnel area of for-profit and not-for-profit organizations. Legislation dealing with labor unions will also be discussed. *Spring term odd-numbered years.*

#### 260. COMPLEX ORGANIZATIONS/THREE CREDITS

*Same as SOC 260.*

#### 303. SOCIAL STATISTICS/THREE CREDITS

*Same as ISC 303.*

#### 341. INTERNATIONAL BUSINESS/THREE CREDITS

This course examines the role of the international manager with regard to the environment of international business. Topics include the problems faced when dealing with different cultures, the economic theory of international trade, how government intervention can affect trade, the determination of exchange rates and other financial operations, multinational firms, and international management, operations, and concerns. *Fall term.*

#### 342. MARKETING RESEARCH/THREE CREDITS

*Prerequisite: BAD 241.* This course involves the student in the systematic and objective process of generating information to aid in decision making. This process includes problem formulation, research design, data-collection, data analysis, and communication (both written and oral) of research results. *Fall term.*

343. INTERNATIONAL MARKETING/  
THREE CREDITS

*Prerequisite:* BAD 241. This in-depth exploration of the opportunities, problems, and logistics involved in formulating strategies for marketing across national boundaries examines the similarities and differences in the economic, social, cultural, technological, political/legal, and competitive environments which impact decision making. *Spring term.*

399. STUDY/TRAVEL SEMINAR/THREE CREDITS  
*Same as ECN 399.*

490. DIRECTED INDEPENDENT STUDY IN SPECIAL  
TOPICS/THREE CREDITS

*Major credit, elective credit. Prerequisite: departmental approval.* This independent course of advanced study under faculty guidance and instruction examines a topic not covered in any other course. *May be repeated for credit.*

499. BUSINESS ADMINISTRATION INTERNSHIP/  
THREE TO SIX CREDITS

*Prerequisite: At least 18 hours in major in department; 2.5 GPA in major; and permission of the director.* The student will be engaged in an internship in a business or governmental agency that relates to the student's career choice. The internship is graded on a pass/fail basis. A journal of the internship is required .

## **SOCIOLOGY**

231. SOCIAL PSYCHOLOGY/THREE CREDITS

A study of the interaction between the individual and the group, and the influence on each of the other, with particular attention given to attitudes, attitude change, perception, communication, personality, and cultural influences on personality.

245. SOCIOLOGY OF WORK/THREE CREDITS

*Elective credit.* A study of the social history of the concept of work and the social-psychological consequences of the development of self in the micro-environment of work. *Offered during fall term.*

250. OCCUPATIONS AND PROFESSIONS/  
THREE CREDITS

*Elective credit.* A study of the history and structure of specific occupations and professions and the study of theories of professionalism. *Offered during spring term.*

260. COMPLEX ORGANIZATIONS/THREE CREDITS

A study of formal organizations, theories of complex organizations, and the social-psychological consequences for the development of self in the macro-environment of work. *Offered during spring term.*

270. CRIMINOLOGY/THREE CREDITS

*Elective credit.* A focus on theories of criminology as related to significant research concerning causes, extent, social and economic cost, and ecology of crime. A second emphasis will be placed on criminal justice issues of practices within police, criminal, and juvenile courts, as well as problems of prison, reformatories, prevention, and rehabilitation.

306 THE FAMILY/THREE CREDITS

*Elective credit.* A cross-cultural approach to marriage and the family with emphasis on historical changes and the modern American family, particularly in its relation to other social institutions.

310 SOCIAL PROBLEMS/THREE CREDITS

*Elective credit.* A study of selected contemporary social problems and issues through a number of theoretical perspectives. Emphasis will be placed on the analysis of these issues, the human value systems applicable, and understanding these issues in their larger social context.

492. SOCIOLOGICAL THEORY/THREE CREDITS

A consideration of classical to contemporary theories, with emphasis on formal theory building and the influence that theory and research have on each other. *To be taken preferably in the junior year. Offered during fall term.*