

February 2007

Baruch College

Chancellor's University Report – Part A: Academic Matters

BARUCH COLLEGE – CHANCELLOR’S UNIVERSITY REPORT - PART A: ACADEMIC MATTERS

PART A: ACADEMIC MATTERS

Section AllI: Changes in Degree Programs

AllI:10.1a. The following revisions are proposed for the BA in Economics

Program: BA in Economics

Program Code: 220400

Effective: Fall 2007

From		To	
Course Description	Crs	Course Description	Crs
Prerequisites to the Major 13-15 credits		Prerequisites to the Major <u>12-13</u> credits	
Not credited to the Major		Not credited to the Major	
Economics	6 credits	Economics	6 credits
ECO 1001	Micro-Economics	ECO 1001	Micro-Economics
ECO 1002	Macro-Economics	ECO 1002	Macro-Economics
Statistics		Statistics	
STA 2100	Statistics for Social Science	STA 2100	Statistics for Social Science
Or		Or	
STA 2000	Business Statistics I	STA 2000	Business Statistics I
Mathematics	4 or 6 credits	Mathematics	<u>3-4</u> credits
MTH 2010	Elementary Calculus I	MTH 2003	<u>Precalculus and Elements of Calculus</u>
Or		Or	
MTH 2004	Precalculus		<u>A more advanced course in Calculus</u>
Or			<u>3-4</u>
MTH 2304	Discrete Mathematics		
And			
MTH 2006	Introductory Calculus		
Required Courses in the Major 12 credits		Required Courses in the Major <u>9</u> credits	
ECO 3100	Intermediate Micro-Economics	ECO 3100	Intermediate Micro-Economics
ECO 3200	Intermediate Macro-Economics	ECO 3200	Intermediate Macro-Economics
ECO 3220	Money, Banking, and Monetary Policy	ECO 4000	Statistical Analysis for Economics and Finance
ECO 4000	Statistical Analysis for Economics and Finance		

Elective Courses 12 credits

The BA Economics major includes ~~four~~ elective courses in ~~economics, finance, or insurance~~ at the 3000-level or higher. ~~Of these four courses, at least two must be at the 4000-level or higher. No more than two courses (6 credits) may be taken in finance or insurance. FIN 3000 may not be included in the major, although it is a prerequisite to all other finance courses. When appropriate, a student may include up to two advanced courses in disciplines other than economics in the four electives.~~

As with ~~other~~ BA majors, the minor must be completed outside the department of the student's major. A student majoring in Economics cannot minor in Finance. ~~Finance course can be taken as free electives, but no more than 30 credits of courses outside of arts and sciences may be counted toward the BA degree.~~

Elective Courses 15 credits

The BA Economics major includes five elective courses, at least two of which must be at the 4000-level or higher, chosen from the following list:

<u>BLS 3015</u>	<u>Black Economic Development: 1860 to the Present</u>
<u>BLS/HSP 3016</u>	<u>Urban Economics Structure</u>
<u>ECO 3110</u>	<u>Industrial Organization and Public Policy</u>
<u>ECO 3220</u>	<u>Money, Banking, and Monetary Policy</u>
<u>ECO 3250</u>	<u>International Economics and Finance</u>
<u>ECO 3310</u>	<u>Principles of Public Finance</u>
<u>ECO 3400</u>	<u>Evolution of Economic Thought</u>
<u>ECO 3501</u>	<u>Economics of Labor</u>
<u>ECO 4100</u>	<u>Advanced Micro-Economics</u>
<u>ECO 4200</u>	<u>Advanced Macro-Economics</u>
<u>ECO 4201</u>	<u>Monetary Economics</u>
<u>ECO 4300</u>	<u>Mathematical Economics</u>
<u>ECO 4501</u>	<u>Advanced Labor Economics</u>
<u>HIS 3410</u>	<u>History of the American Business Enterprise</u>
<u>PAF 3101</u>	<u>Public Finance/Managing Public Resources</u>
<u>PAF 3102</u>	<u>Economic Analysis and Public Policy</u>
<u>PHI 3050</u>	<u>Ethics, Economics, and the Business System</u>
<u>POL 3103</u>	<u>Political Economy</u>
<u>POL 3315</u>	<u>Government and the American Economy</u>

As with all BA majors, the Tier III minor must be completed outside the department of the student's major. A student majoring in Economics cannot minor in Finance.

Rationale: The BA Economics major is being revised to distinguish it from the Finance major and the BBA Economics major. The core requirements are being made less restrictive and more symmetric by requiring only the basic micro-and-macro-economic courses (as well as ECO 4000) and removing the requirement of ECO 3220 (Money, Banking, and Monetary Policy).

Two 4000-level elective courses will have to be taken in the field of Economics and the option to use Finance courses toward the major has been removed. Students have the option of choosing the remaining three electives from the listed courses in the Weissman School of Arts and Sciences or the School of Public Affairs, further distinguishing the BA economics major. The Department of Mathematics has revised course numbers and the mathematics requirement has been updated to reflect this change.

All:10.2a. The following revisions are proposed for the BA in Spanish

Program: BA in Spanish

Program Code: 110500

Effective: Fall 2007

From	To
Course Description Crs	Course Description Crs
Required of all majors: All students who major in Spanish will take a minimum of 24 credits in this field. As part of this 24-credit requirement, majors must take the following courses:	Required of all majors: All students who major in Spanish will take a minimum of 24 credits in this field. As part of this 24-credit requirement, majors must take the following courses:
SPA 4010 Advanced Written Communication SPA 4150 Cervantes And SPA 4171 Spanish Civilization Or SPA 4271 Latin-American Civilization Or SPA 4150 Introduction to Literary Theory	SPA 4010 Advanced Written Communication SPA 4150 Cervantes And SPA 4171 Spanish Civilization Or SPA 4271 Latin-American Civilization Or SPA 4150 Introduction to Literary Theory
Students must also take at least one course from each of the following groups:	Students must also take at least one course from each of the following groups:
Group I Language	Group I Language and Linguistics
SPA 4001 Advanced Oral Communication II 4	SPA 4001 Advanced Oral Communication II 4
SPA 4011 Structures of Modern Spanish 3	SPA 4011 Structures of Modern Spanish 3
SPA 4012 Phonetics 3	SPA 4012 Phonetics 3
	<u>SPA 4013</u> <u>Introduction to Hispanic Linguistics</u> <u>3</u>
	<u>SPA 4014</u> <u>Hispanic Bilingualism</u> <u>3</u>

Rationale: To provide students with a wider range of courses, the department would like to include these two new courses in their appropriate group. The change in the title of Group I makes it more precise heading.

All:10.1b. The following revisions are proposed for the BBA in Public Accounting

Program: BBA in Public Accounting

Program Code: 01913

Effective: Fall 2007

From B.B.A in Public Accounting	To B.B.A in <u>Financial Reporting</u>
Course Description Crs	Course Description Crs
Requirements for the Concentration	Requirements for the Concentration
ACC 3000 Financial Accounting I 4	ACC 3000 Financial Accounting I 4
ACC 3100 Financial Accounting II 4	ACC 3100 Financial Accounting II 4
ACC 3200 Cost Accounting 4	ACC 3200 Cost Accounting 4
ACC 4100 Financial Accounting III 4	ACC 4100 Financial Accounting III 4
ACC 4300 Federal Income Tax 4	ACC 4300 Federal Income Tax 4
ACC 5400 Principles of Auditing 4	<u>ACC 4360</u> <u>Internal Auditing: Enterprise Risk Management</u> <u>4</u>
Electives	Electives
LAW 3102 The Law of Business Organizations 3	LAW 3102 The Law of Business Organizations 3
OPR 3300 Quantitative Methods for Accounting 3	OPR 3300 Quantitative Methods for Accounting 3

An Advanced Finance Elective	3	An Advanced Finance Elective	3
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Rationale: Currently, the accounting program offers the BBA in Accounting via three alternative tracks: a Public Accounting track that until August 1, 2009 meets New York State's education requirements for taking the CPA; an internal audit track and a financial statement analysis track. The proposed Financial Reporting track will replace the Public Accounting track for students who will be receiving their BBA degrees after August 1, 2009. It differs from the current Public Accounting track in substituting ACC4360 for ACC 5400 (external auditing), which will not be offered at the undergraduate level after August 1, 2009. For students majoring in accounting who plan to pursue the Public Accounting, the proposed track, along with the existing internal audit and financial statement analysis tracks, will provide a firm foundation for completing the 150 hours of study required by New York State after August 1, 2009. The proposed financial reporting track will also provide students planning to enter the job market with their BBAs with a more general accounting background than the more specialized internal audit and financial statement analysis tracks.

All:10.2b. The following revisions are proposed for the B.B.A. - Minor in Real Estate

Program: B.B.A. - Minor in Real Estate

Program Code:

Effective: Spring 2007

From B.B.A – Minor in Real Estate			To B.B.A – Minor in Real Estate		
Course Description Crs			Course Description Crs		
Requirements for the Concentration			Requirements for the Concentration		
LAW 3301	The Law of Real Estate Transactions I	3	RES 3000/ LAW 3301 (REA 3705)	Real Estate Law, Markets and Institutional Settings	3
LAW 3301	The Law of Real Estate Transactions II	3	RES 3200 (REF 3000)	Property Investment and Financing	3
REA 3702	Real Estate Valuation and Appraisal	3	RES 3300 (REA 3702)	Real Estate Valuation and Feasibility Study	3
REA 3710	Real Estate Management	3	RES 3400 (REF 4300)	Real Estate Capital Market	3
REA 4725	Financing Real Estate and Metropolitan Development	3	RES 3550 (PAF 3550)	Analytical Skills in Real Estate	3
PAF 3375	Housing and Community Development Policy	3	RES 3800 (PAF 3801)	Real Estate Construction Process: Building, Cost and Management Issues	3
PAF 3550	Analytical Skills and Real Estate	3	RES 3900 (PAF 4701)	Real Estate Development: Principles and Guidelines	3
PAF 3701	Public Regulation of Land Use	3	ECO 3320	Urban Economics	3

Rationale: The current real estate minor is no longer suitable because the Department of Real Estate has significantly revised its curriculum offerings. The revised program for the real estate minor reflects these changes.

All:10.3b. The following revisions are proposed for the B.B.A. in Entrepreneurship and Small Business Management

Program: B.B.A. in Entrepreneurship and Small Business Management

Program Code: 21877

Effective: Spring 2007

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From B.B.A. in Entrepreneurship and Small Business Management	To B.B.A. in Entrepreneurship and Small Business Management
Course Description Crs	Course Description Crs
Requirements for the Concentration	Requirements for the Concentration
<p>MGT 3800 Management and Society 3</p> <p>MGT 3860 Entrepreneurship Management 3</p> <p>MGT 4861 Entrepreneurial and Small Business Start-Ups 3</p> <p>MGT 4862 Entrepreneurial and Small Business Experiences 3</p> <p>Choose four courses from: (In the event that a course is unavailable, contact a faculty advisor to secure approval for a substitution.)</p> <p>FIN 3610 Corporate Finance 3</p> <p>FIN 3620 Financial Management for Small Business and Entrepreneurs 3</p> <p>LAW 3102 The Law of Business Organizations 3</p> <p>LAW 3106 Law and Entrepreneurship 3</p> <p>LAW 3301 The Law of Real Estate Transactions 3</p> <p>LAW 3220 Law and the Entertainment Business 3</p> <p>MGT 3300 Management: A Behavioral Approach 3</p> <p>MGT 4400 Human Resource Management 3</p> <p>MGT 4420 The Management of Compensation 3</p> <p>MGT 4863 Entrepreneurship: Managing Ventures Within the Corporation 3</p> <p>MKT 3600 Marketing Research 3</p> <p>MKT 3605 Consumer Behavior 3</p> <p>MKT 4151 Direct Marketing I: Strategies and Tactics 3</p> <p>MKT 4152 Direct Marketing II: Marketing and Managing the Creative Process 3</p> <p>MKT 4555 Internet Marketing 3</p> <p>MKT 4700 Business Marketing Management 3</p> <p>MKT 4910 Selling and Sales Management 3</p> <p>MKT 4912 Retail: Retail Marketing 3</p>	<p>MGT 4867 <u>Managing the Family Business</u> 3</p> <p>MGT 3860 Entrepreneurship Management 3</p> <p>MGT 4861 Entrepreneurial and Small Business Start-Ups 3</p> <p>MGT 4862 Entrepreneurial and Small Business Experiences 3</p> <p>Choose four courses from: (In the event that a course is unavailable, contact a faculty advisor to secure approval for a substitution.)</p> <p>FIN 3610 Corporate Finance 3</p> <p>FIN 3620 Financial Management for Small Business and Entrepreneurs 3</p> <p>LAW 3102 The Law of Business Organizations 3</p> <p>LAW 3106 Law and Entrepreneurship 3</p> <p>LAW 3301 The Law of Real Estate Transactions 3</p> <p>LAW 3220 Law and the Entertainment Business 3</p> <p>MGT 3300 Management: A Behavioral Approach 3</p> <p>MGT 4400 Human Resource Management 3</p> <p>MGT 4420 The Management of Compensation 3</p> <p>MGT 4863 Entrepreneurship: Managing Ventures Within the Corporation 3</p> <p>MKT 3600 Marketing Research 3</p> <p>MKT 3605 Consumer Behavior 3</p> <p>MKT 4151 Direct Marketing I: Strategies and Tactics 3</p> <p>MKT 4152 Direct Marketing II: Marketing and Managing the Creative Process 3</p> <p>MKT 4555 Internet Marketing 3</p> <p>MKT 4700 Business Marketing Management 3</p> <p>MKT 4910 Selling and Sales Management 3</p> <p>MKT 4912 Retail: Retail Marketing 3</p>

Rationale: These changes add a course to the required courses that deals with a fundamental of virtually all entrepreneurial ventures – the involvement of family. This is especially true for Baruch students, many of whom come from families that already own businesses. Management and Society is a more general business course that does not have the specific entrepreneurship focus that is important for courses in this major. Therefore, making this change increases the exposure to relevant material that is important for the future careers of students who major in Entrepreneurship.

Section AIV: New Courses

AIV:10.Ia. Mathematics Department

Course Numbers: MTH 3901, 3902, 3903, 3904

Title: Actuarial Science Internship

Hours: 1.0

Credits: 1.0

Prerequisites or Co-requisite: Open by permission of the Mathematics Department only to students who are declared Actuarial Science majors. A student may enroll in MTH 3901, 3902, 3903, 3904 upon receiving an internship of a minimum of 10 hours per week in an approved organization requiring an Actuarial Sciences major. Only one of the four courses may be taken each semester.

Course Description: This course consists of a coordinated and supervised internship in Actuarial Science. Students enhance their educational experience by working as an Actuarial Science intern. The student keeps a journal describing each day's activities, duties, and responsibilities with an emphasis on how material learned in academic courses previously taken are used to carry them out. The journal also will emphasize new techniques, theories, and methods that the student learns as part of the internship. Weekly meetings with a faculty mentor are used to discuss the journal and a final paper summarizing the experience is required. Students are supervised by a faculty mentor and professional staff in the organization. The faculty mentor meets with the student's immediate supervisor at least twice. The first meeting occurs near the beginning of the semester to discuss goals. There is another meeting near the end of the semester to discuss the student's performance and to evaluate the experience. This course is graded on a pass/fail basis.

Rationale: Each of these 1-credit classes (which do not count toward either the Actuarial Science or the Mathematics major) is designed to enhance the student's educational experience through hands-on experience in a workplace setting

related to the student's major subject. The goal of this program of academically supervised internships is to foster a practical understanding of the role of academic material in professional applications and to give the student knowledge of all facets of the requirements of successful employment in the student's major field.

AIV:10.2a. Mathematics Department

Course Numbers: MTH 3905, 3906, 3907, 3908

Title: Mathematics Internship

Hours: 1.0

Credits: 1.0

Prerequisites or Co-requisites: Open by permission of the Mathematics Department only to students who are declared Mathematics majors. A student may enroll in MTH 3905, 3906, 3907, 3908 upon receiving an internship of a minimum of 10 hours per week in an approved organization requiring a Mathematics major. Only one of the four courses may be taken each semester.

Course Description: This course consists of a coordinated and supervised internship in Mathematics. Students enhance their educational experience by working as a Mathematics intern. The student keeps a journal describing each day's activities, duties, and responsibilities with an emphasis on how material learned in academic courses previously taken are used to carry them out. The journal also will emphasize new techniques, theories, and methods that the student learns as part of the internship. Weekly meetings with a faculty mentor are used to discuss the journal and a final paper summarizing the experience is required. Students are supervised by a faculty mentor and professional staff in the organization. The faculty mentor meets with the student's immediate supervisor at least twice. The first meeting occurs near the beginning of the semester to discuss goals. There is another meeting near the end of the semester to discuss the student's performance and to evaluate the experience. This course is graded on a pass/fail basis.

Rationale: Each of these 1-credit classes (which do not count toward either the Actuarial Science or Mathematics major) is designed to enhance the student's educational experience through hands-on experience in a workplace setting related to the student's major subject. The goal of this program of academically supervised internships is to foster a practical understanding of the role of academic material in professional applications and to give the student knowledge of all facets of the requirements of successful employment in the student's major field.

AIV:10.3a. Modern Languages and Comparative Literature Department

Course Number: LTT 4010

Title: The City and the Text: Representations of the City in Modern and Contemporary World Literature

Hours: 3.0

Credits: 3.0

Prerequisites or Co-requisites: LTT/ENG 2800 or 2850

Course Description: The growth and development of cities is one of the central characteristics of modernity, and a recurring topic in modern and contemporary literature. The city has been portrayed both as a fascinating and terrifying space, and it has been both loved and detested by writers who have sought to explore the urban phenomenon and its social and aesthetic implications. In this course, we discuss and compare a variety of textual representations of the city, as well as critical essays and films on the subject.

Rationale: In the Department of Modern Languages, all 4000-level courses serve as capstones. This course would serve as another possible capstone for the minor in Literature in Translation, thus broadening the department's offerings and

increasing students' options for completing the minor. It offers a comparative, cross-cultural perspective that makes it a suitable capstone for such a minor.

AIV:10.4a. Natural Sciences Department (Experimental Course)

Course Number: BIO 3002

Title: Reading Science

Hours: 1.0

Credits: 1.0

Prerequisites or Co-requisites: BIO 3001 or departmental permission

Course Description: The reading selections in this course are drawn from classic through contemporary science publications ranging from professional journals to popular literature, such as science magazines and newspaper articles. Students learn to identify the components of research – hypothesis, experimental design, data acquisition and analysis, and contextual discussion. This includes understanding how the inferences made in the discussion section of a paper relate to the methodology employed. Students write evaluations of material studied and critique each other's work. Students learn to critically evaluate the quality and importance of the research and to compare current scientific articles to reports on their content as presented in the popular press.

Rationale: (1) Students in the Natural Sciences need experience and practice critically reading and evaluating journal articles. This need is reflected in comments from students and in their Medical College Admission Test (MCAT) verbal section scores.

(2) A learning goal for the core curriculum aims to have citizens who are (a) "able to assess critically reports of scientific research presented in news media." (b) "able to evaluate whether the report is credible, the methods reasonable, and whether the conclusions follow logically from the results." and (c) "able to discuss the conclusions and their implications."

This experimental course will pilot a pedagogy that we may be able to incorporate into the Tier II Natural Science core curriculum and other Natural Science course offerings.

(3) We will try to develop an assessment instrument to assess a curriculum learning goal (see #2 above).

Section AV: Changes in Existing Courses

AV:10.1a. Change in Title, Description, and Prerequisites

FROM: LIB 3030		To: LIB 3030	
Title	Informational Writing and Editing in	Title	Archives, Documents, and Hidden History

	Computer Environments		
Description	This course teaches methods of preparing information gathered from bibliographic, numeric, and text data bases for users in business, government and non-profit organizations. Students use state-of-the-art equipment in a laboratory setting to gain expertise in using computer software to design and produce graphics, to organize information and present it in forms appropriate to various needs.	Description	This course is designed to provide students with an overview of archival research. By exploring the variety and nature of primary source materials both real and virtual, students will have the opportunity to study and interpret historical, social, and cultural issues.
Prerequisites	LIB 3010 or LIB 3020 or departmental permission.	Prerequisites	<u>ENG 2100</u>

Rationale: The original course was designed in the early years of word processing and is no longer relevant. The redesigned course will enable students in History and the Social Sciences to understand the nature and uses of primary source material in the research process. ENG 2100 offers sufficient preparation for the course. This course will count toward the Tier III minor in Information Studies.

AV:10.2a. Change in Title

FROM: SPA 4219		To: SPA 4219	
Title	Nineteenth-Century Spanish -American Literature Prior to Modernismo	Title	Nineteenth-Century <u>Latin</u> -American Literature Prior to Modernismo

Rationale: The proposed change allows for socio-cultural accuracy and the language currently used to designate this geographic area.

AV:10.3a. Change in Title

FROM: SPA 4220		To: SPA 4220	
Title	Nineteenth and Twentieth-Century Spanish -American Poetry	Title	Nineteenth and Twentieth-Century <u>Latin</u> -American Poetry

Rationale: The proposed change allows for socio-cultural accuracy and the language currently used to designate this geographic area.

AV:10.4a. Change in Title and Description

FROM: SPA 4221		To: SPA 4221	
Title	Contemporary Spanish -American Theatre	Title	Contemporary <u>Latin</u> -American Theatre
Description	This course studies the development of the Spanish -American theatre. Special attention is given to the works of Florencio Sánchez and his influence on contemporary playwrights. Authors may include René Marqués, Egon Wolff, José Triana, Elena Garro, and Griselda Gambaro.	Description	This course studies the development of the <u>Latin</u> -American theatre. Special attention is given to the works of Florencio Sánchez and his influence on contemporary playwrights. Authors may include René Marqués, Egon Wolff, José Triana, Elena Garro, and Griselda Gambaro.

Rationale: The proposed change allows for socio-cultural accuracy and the language currently used to designate this geographic area.

AV:10.5a. Change in Title and Description

FROM: SPA 4222		To: SPA 4222	
Title	Contemporary Spanish -American Novel	Title	Contemporary <u>Latin</u> -American Novel
Description	This course studies different manifestations of the Spanish -American novel. In addition to examining literary techniques, themes, and motifs, it investigates sociopolitical as well as racial and gender issues pertinent to the countries in which the literature was written. Authors may include Carlos Fuentes, Gabriel García Márquez, Isabel Allende, and Mario Vargas Llosa.	Description	This course studies different manifestations of the <u>Latin</u> -American novel. In addition to examining literary techniques, themes, and motifs, it investigates sociopolitical as well as racial and gender issues pertinent to the countries in which the literature was written. Authors may include Carlos Fuentes, Gabriel García Márquez, Isabel Allende, and Mario Vargas Llosa.

Rationale: The proposed change allows for socio-cultural accuracy and the language currently used to designate this geographic area.

AV:10.6a. Change in Title and Description

FROM: SPA 4223		To: SPA 4223	
Title	Modernismo in Spanish America	Title	Modernismo in <u>Latin</u> America
Description	This course examines Spanish -American Modernismo of the late 19th and early 20th centuries. Attention is given to the study of literary language, techniques, and themes, as well as the sociopolitical context of the literature. Authors may include José Martí, Julián del Casal, Manuel Gutiérrez Nájera, Ruén Darío, and Leopoldo Lugones.	Description	This course examines <u>Latin</u> -American Modernismo of the late 19th and early 20th centuries. Attention is given to the study of literary language, techniques, and themes, as well as the sociopolitical context of the literature. Authors may include José Martí, Julián del Casal, Manuel Gutiérrez Nájera, Ruén Darío, and Leopoldo Lugones.

Rationale: The proposed change allows for socio-cultural accuracy and the language currently used to designate this geographic area.

AV:10.7a. Change in Title and Description

FROM: SPA 4224		To: SPA 4224	
Title	Contemporary Spanish -American Short Story	Title	Contemporary <u>Latin</u> -American Short Story
Description	This course studies the emergence and development of the Spanish -American short story. Attention is given to themes and narrative techniques as well as to literary theory pertinent to the genre. Authors may include Horacio Quiroga, Julio Cortázar, Jorge Luis Borges, Luisa Valenzuela, and Cristina Peri Rossi.	Description	This course studies the emergence and development of the <u>Latin</u> -American short story. Attention is given to themes and narrative techniques as well as to literary theory pertinent to the genre. Authors may include Horacio Quiroga, Julio Cortázar, Jorge Luis Borges, Luisa Valenzuela, and Cristina Peri Rossi.

Rationale: The proposed change allows for socio-cultural accuracy and the language currently used to designate this geographic area.

AV:10.8a. Change in Title and Description

FROM: SPA 4271		To: SPA 4271	
Title	Civilizations and Cultures of Spanish America	Title	Civilizations and Cultures of <u>Latin</u> America
Description	This course studies the cultures and civilizations in Spanish America from the colonial period to the present. It examines the historical and social factors that have shaped the Spanish -American character and culture as reflected in the literature, art, and music of the region. Authors may include Sor Juana Inés de la Cruz, Inca Garcilaso de la Vega, Luis Rafael Sánchez, and Jorges Luis Borges.	Description	This course studies the cultures and civilizations in Spanish America from the colonial period to the present. It examines the historical and social factors that have shaped the <u>Latin</u> -American character and culture as reflected in the literature, art, and music of the region. Authors may include Sor Juana Inés de la Cruz, Inca Garcilaso de la Vega, Luis Rafael Sánchez, and Jorges Luis Borges.

Rationale: The proposed change allows for socio-cultural accuracy and the language currently used to designate this geographic area.

AV:10.9a. Change in Title

FROM: SPA 4281		To: SPA 4181	
Title	The Literature of Spanish America I	Title	The Literature of <u>Latin</u> America I

Rationale: The proposed change allows for socio-cultural accuracy and the language currently used to designate this geographic area.

AV:10.10a. Change in Title

FROM: SPA 4282		To: SPA 4282	
Title	The Literature of Spanish America II	Title	The Literature of <u>Latin</u> America II

Rationale: The proposed change allows for socio-cultural accuracy and the language currently used to designate this geographic area.

AV:10.11a. Change in Description

FROM: PSY 3060 Developmental Psychology: Adult Development		To: PSY 3060 Developmental Psychology: Adult Development	
Description	The major goal is to give students an introduction to the scientific study of personality by emphasizing dynamics, development, and assessment. Developmental issues, such as identity-information, the evolution of interpersonal relations, and the handling of life crises, will be explored from the perspective of	Description	This course focuses on the developmental aspects of adulthood and aging. Major theories of human development, such as Baltes and Baltes' successful aging theory and the social-cognitive theory of personality development, are used to explain physical, cognitive, social, and emotional changes that occur over this period. Special attention is

	stage theorists, such as Freud, Erikson, and Kohlberg. Case studies will serve as a partial basis for the evaluation of personality dynamics and development.		given to research methods in the emerging field of gerontology.
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Rationale: The old description does not emphasize the emerging field of gerontology. Due to the growing of models and research methods in gerontology the class has been taught with the accent on theories of human development that can explain adults' behavioral change over the life span.

AV:10.1b. Change in Course Description

FROM: ACC 4300		To: ACC 4300	
Title	Federal Income Taxation	Title	Federal Income Taxation
Description	A comprehensive analysis of tax rules and concepts as they apply to various types of taxpayers. Although tax treatment of the individual is stressed, a basic study of corporations, partnerships, and S corporations is included. Rates, exemptions, gross income, exclusions, non-recognition of income, and capital gains are some of the topics studied. Additional topics include corporate distributions, personal and business deductions, losses, tax accounting principles, installment sales, and the alternative minimum tax.	Description	A comprehensive analysis of basic principles in business taxation that encompasses general concepts applicable to taxation of corporations, partnerships and various forms thereof. Although tax treatment of business entities is stressed, a basic study of individual income taxation is included. Some of the topics covered are tax rates, gross income, deductions, tax credits, capital gains, loss carryovers, as well as tax consequences of contributions to and distributions from various business entities.

Rationale: Effective Fall 2007, Accounting 4300 will be revised to increase the emphasis on general concepts applicable to taxation of business entities such as corporations and partnerships. This will better prepare students both for the workplace and for the CPA examination.

AV:10.2b. Change in Course Title, Course Description and Prerequisites

FROM: LAW 3301		To: LAW 3301	
Title	The Law of Real Estate Transactions	Title	<u>Real Estate Law, Markets and Institutional Settings</u>
Description	This course provides the basics of the law of real property and related areas of law. Topics include interests in real property, leases condominiums and cooperatives, ownership structures and federal income tax, zoning, environmental law, fair housing, ethics, and underlying policy issues. Legal issues will be discussed in a business context. The course emphasizes the structuring of transactions and discusses legal cases and problems, documents and negotiated resolutions.	Description	<u>The course covers real estate law and its institutional setting, with emphasis on interests in land, sales, zoning, leasing, property management, brokerage, and mortgage lending. Students will develop the ability to analyze underlying economic concerns, see both sides of an issue and read legal documents.</u>
Prerequisites	LAW 1104	Prerequisites	Admission to Zicklin School of Business or admission to the School of Public Affairs.

Rationale: Law 3301 needs to be modified in order to allow it to better serve the reconfigured real estate B.B.A. (The crosslist is the second part of the modification, with the explanation in the crosslist section.). The course is primarily a law course, but as

one of the four base courses of the real estate B.B.A., it education students in the market and institutional structures that underlie many real estate law issues, and on core issues that are applied in subsequent courses. This, the coverage of topics was changed to include sales, as well as an introduction of zoning, brokerage, property management and mortgage lending. Since a large proportion of the students interested in real estate law will be real estate majors, it makes sense to have a single introductory law, markets and institutions course. The prerequisite is changed because, in order to take a 3000-level course in Zicklin, students need to take all of the Zicklin freshman and sophomore base or (for students entering the course from the School of Public Affairs), the Public Affairs base. The prior prerequisite required only the sophomore-level Law course, LAW 1101.

AV:10.3b. Change in Course Title, Course Description and Prerequisites

FROM: LAW 3302		To: LAW 3302	
Title	<u>The Law of Real Estate Transactions #</u>	Title	<u>The Law of Real Estate Transactions</u>
Description	This course builds on LAW 3301, continuing to cover real property law basics. Topics include brokerage, real estate contracts, title insurance, real estate closings, construction and development, ethics, and underlying policy issues. Legal issues will be discussed in a business context. The course emphasizes the structuring of transactions and discusses legal cases and problems, documents and negotiated resolutions.	Description	<u>Real estate involves long-term relationships that are structured through legal documents. This advanced course, building on the knowledge developed in RES3000/LAW3301, focuses on understanding transactional law and the underlying economics of transactions. It analyzes problems relating to legal documents for leasing, lending and brokerage, and also discusses topics in environmental law, federal income tax, entity structuring and negotiation. Students will develop a thorough grounding in the types of legal issues that businesspeople typically negotiate in real estate transactions. They will also develop ethical awareness through a consideration of the issues involved in negotiating aggressively, but honestly.</u>
Prerequisites	LAW 3304	Prerequisites	<u>RES3000/LAW3301</u>

Rationale: LAW 3302 should be modified in order to allow it to better serve the reconfigured real estate B.B.A. (The crosslist is the second part of the modification, with the explanation in the crosslist section.). With the change to LAW 3301, which now covers more basic institutional material, LAW 3302 should focus more on purely legal issues. Because real estate law is document-driven, in order for students to develop valuable entry-level business skills, it is important for students to understand and be able to perform basic negotiation of leases, brokerage agreements and mortgages. The prerequisite is changed because, with the crosslist, a student registered under either RES 3000 or LAW 3301 has the necessary base for this course.

AV:10.4b. Crosslisting

FROM: LAW 3301		To: LAW 3301/RES 3000	
Title	Real Estate Law, Markets and Institutional Settings	Title	Real Estate Law, Markets and Institutional Settings
FROM: RES 3000		To: RES 3000/LAW 3301	
Title	Real Estate Law, Markets and Institutional Settings	Title	Real Estate Law, Markets and Institutional Settings

Rationale: The courses, as modified, are identical. By crosslisting, they will be attractive to students seeking a Law minor, a real estate major or minor, and other interested students. There is not a sufficient academic reason or sufficient demand, to offer two different advanced real estate law courses.

AV:10.5b. Crosslisting

FROM: LAW 3302		To: LAW 3302/RES 4000	
Title	The Law of Real Estate Transactions	Title	The Law of Real Estate Transactions
FROM: RES 4000		To: RES 4000/LAW 3302	
Title	The Law of Real Estate Transactions	Title	The Law of Real Estate Transactions

Rationale: The courses, as modified, are identical. By crosslisting, they will be attractive to students seeking a Law minor, a real estate major or minor, and other interested students. There is not a sufficient academic reason or sufficient demand, to offer two different advanced real estate law courses.

AV:10.6b. Change in Prerequisites

FROM: RES 4000 The Law of Real Estate Transactions		To: RES 4000 The Law of Real Estate Transactions	
Prerequisites	RES 3000 or LAW 3304	Prerequisites	<u>RES 3000 / LAW 3301</u>

Rationale: The prerequisite is changed because, with the crosslist, a student registered under either RES 3000 or LAW 3301 has the necessary base for this course.

AV:10.7b. Change in Prerequisites

FROM: FIN 4930 Mergers and Acquisitions		To: FIN 4930 Mergers and Acquisitions	
Prerequisites	FIN 3000	Prerequisites	<u>FIN 3610, FIN 3710 and ECO 4000 and a minimum 2.0 GPA (C average) in FIN 3610, FIN 3710 and ECO 4000</u>

Rationale: All 4000 level Finance courses must have FIN 3610, FIN 3710 and ECO 4000 as prerequisites.

AV:10.8b. Change in Prerequisites

FROM: BUS 9801 - 9803 Graduate Internships I, II, and III		To: BUS 9801 - 9803 Graduate Internships I, II, and III	
Prerequisites	Permission of faculty internship coordinator and Graduate Career Management Center required. Open to full-time and part-time MBA and MS students who have completed a minimum of 12 credits toward their graduate degree, or by approval of the Internship Committee. (Students on F-1 visas must have been in F-1 student status for at least one academic year prior to CPT. Different conditions may apply to students on other visas.) All students must be in good academic standing (3.0 cumulative grade point average). Students may take up to three 1-credit internships (BUS 9801, 9802, 9803), and may apply the credits towards a general elective. However, students cannot take more than 1 credit per semester. Students on F-1 visas cannot extend the duration of their	Prerequisites	<u>For BUS 9801: Permission of faculty internship coordinator and Graduate Career Management Center required. Open to full-time and part-time MBA and MS students who have completed a minimum of 12 credits toward their graduate degree, or by approval of the Internship Committee. (Students on F-1 visas must have been in F-1 student status for at least one academic year prior to CPT. Different conditions may apply to students on other visas.) All students must be in good academic standing (3.0 cumulative grade point average) to pursue all internships. For BUS 9802: successful completion of BUS 9801. For BUS 9803: successful completion of BUS 9802. Students may take up to three 1-credit internships (BUS 9801, 9802, 9803), and may apply the credits towards a general elective. However, students cannot take more</u>

	program in order to complete an internship. Students may not use their current or previous employment for an internship.		than 1 credit per semester. Students on F-1 visas cannot extend the duration of their program in order to complete an internship. Students may not use their current or previous employment for an internship.
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Rationale: The changes make it explicit that students must complete one internship credit before they can take another, and that a 3.0 grade point average is required for each internship registration

AV:10.9b. Cross-listing and Change in Prerequisite

FROM: FIN 9776 Real Estate Finance		TO: FIN 9776/RES 9776 Real Estate Finance	
Prerequisites	FIN 9770	Prerequisites	FIN 9770. <u>Not open to students who have completed REA 9785, RES 9776, or equivalent.</u>

Rationale: FIN 9776 and RES 9776 contain similar information, taught by instructors with similar training, and are important to MBA students majoring in finance and MBA students majoring in real estate. The title, description, and prerequisites are the same for both courses.

AV:10.10b. Change in Description

FROM: FIN 9789		TO: FIN 9789	
Title	Equity Markets: Trading and Structure	Title	Equity Markets: Trading and Structure
Description	In equity markets around the world, investors are concerned with controlling transaction costs, and attention is being focused on improving the efficiency of trading systems and market centers. In this environment, information technology (IT) is generating major competitive and regulatory challenges and is presenting market participants with more complex alternatives for implementing their trading and investment decisions. This course will present these alternatives and will analyze the economic and operational underpinnings of today's markets. Simulation software will be used to provide hands-on experience in making tactical trading decisions in different market structures. More specifically, the course focuses on the operations of different types of trading environments, the changing needs of institutional investors, the impact of computer technology on the development of trading systems, the role of dealer intermediaries, trading without intermediaries, combining trading structures to construct a superior trading environment, and recent regulatory actions on market structure issues.	Description	<u>The course is designed to give you a broad understanding of the operations of equity markets, and an in depth knowledge of liquidity, market structure and trading that will enable you to operate more effectively as an industry professional or to be a better informed retail customer. In equity markets around the world, investors are increasingly concerned with controlling transaction costs, and innovative trading technologies have been introduced. In this context, the course focuses on the operations of exchanges, trading systems and broker/dealer intermediaries, and on the impact of computer technology and market structure regulation. Simulation software is used to provide hands-on experience with making tactical trading decisions in different market structure environments. We run the simulation several times in class in a networked environment, and you will run a standalone version outside of class. The course also includes addresses by three prominent industry professionals.</u>

Rationale: The course description has been updated.

AV:10.11b. Cross-listing and Change in Prerequisite

FROM: LAW 9790 Law of Real Estate Transactions and Land Use Regulations		TO: LAW 9790/RES 9790 Law of Real Estate Transactions and Land Use Regulations	
Prerequisite		Prerequisite	<u>Not open to students who have completed RES 9790.</u>

Rationale: The Department of Real Estate has decided to include this course which has previously been offered by the Department of Law, as an option in the new real estate major for the MBA. Since the course title, content, and prerequisites are identical, cross-listing is appropriate.

AV:10.12b. Cross-listing and Change in Description

FROM: RES 9776 Real Estate Finance		TO: RES 9776/FIN 9776 Real Estate Finance	
Description	This course is an introduction to the major concepts, principles, analytical methods and tools useful for making investment and finance decisions regarding commercial real estate assets. The focus is on "institutional" (e.g., banks, life insurance companies, pension funds) real estate decision-making regarding large-scale commercial property. The course rigorously integrates real estate finance topics with and builds its methodology upon a modern corporate finance and investment framework.	Description	This course is an introduction to the major concepts, principles, analytical methods and tools useful for making investment and finance decisions regarding commercial real estate assets. The focus is on "institutional" (e.g., banks, life insurance companies, pension funds, REITS) real estate decision-making regarding large-scale commercial property. The course rigorously integrates real estate finance topics with and builds its methodology upon a modern corporate finance and investment framework.

Rationale: RES 9776 and FIN 9776 contain similar information, taught by instructors with similar training, and are important to MBA students majoring in finance and MBA students majoring in real estate. The title, description, and prerequisites for both courses are the same.

AV:10.13b. Cross-listing and Change in Prerequisite

FROM: RES 9790 Law of Real Estate Transactions and Land Use Regulations		TO: RES 9790/LAW 9790 Law of Real Estate Transactions and Land Use Regulations	
Prerequisite		Prerequisite	<u>Not open to students who have completed LAW 9790.</u>

Rationale: RES 9790 and LAW 9790 contain similar information, taught by instructors with similar training, and are important to MBA students focusing in law and MBA students majoring in real estate. The title, description, and prerequisites for both courses are the same.

AV:10.14b. Change in Prerequisites

FROM: TAX 9862 Federal Income Taxation		TO: TAX 9862 Federal Income Taxation	
Pre- or co-requisite	ACC-9804	Prerequisite	<u>Students who take TAX 9862 from spring 2007 onward will not receive credit for both TAX 9862 and TAX 9863.</u>

Rationale: Effective fall 2006, the curriculum for TAX 9862 was revised to incorporate material that will prepare students in the MS in Accountancy program to take more advanced tax courses, should they so desire. Hence, in the future either TAX 9862 or TAX 9863 should be accepted as the prerequisite for advanced tax courses that previously had required TAX 9863. The change will increase the flexibility of the MS in Accountancy program. Students who take TAX 9862 from spring 2007 onward, should not receive credit for both TAX 9862 and TAX 9863. The pre- or co-requisite for TAX 9862 is not essential for students taking the course and is routinely waived. Dropping the pre- or co-requisite will formalize current practice and increase program flexibility.

AV:10.15b. Change in Prerequisites

FROM: TAX 9863 Principles of Federal Income Taxation		TO: TAX 9863 Principles of Federal Income Taxation	
Prerequisite	ACC 4300 or equivalent.	Prerequisite	<u>Students who take TAX 9862 from spring 2007 onward will not receive credit for both TAX 9862 and TAX 9863.</u>

Rationale: Effective fall 2006, the curriculum for TAX 9862 was revised to incorporate material that will prepare students in the MS in Accountancy program to take more advanced tax courses, should they so desire. Hence, in the future either TAX 9862 or TAX 9863 should be accepted as the prerequisite for advanced tax courses that previously had required TAX 9863. The change will increase the flexibility of the MS in Accountancy program. Students who take TAX 9862 from spring 2007 onward, should not receive credit for both TAX 9862 and TAX 9863. The pre- or co-requisite for TAX 9862 is not essential for students taking the course and is routinely waived. Dropping the pre- or co-requisite will formalize current practice and increase program flexibility.

AV:10.16b. Change in Pre- or Co-requisite

FROM: TAX 9866 Corporate Taxation I		TO: TAX 9866 Corporate Taxation I	
Pre- or co-requisite	TAX 9863	Pre- or co-requisite	<u>TAX 9862 or TAX 9863</u>

Rationale: Effective fall 2006, the curriculum for TAX 9862 has been revised to incorporate material that will prepare these students to take more advanced tax courses, should they so desire. The change will increase the flexibility of the MS in Accountancy program. Students who take TAX 9862 from spring 2007 onward, will not receive credit for both TAX 9862 and TAX 9863.

AV:10.17b. Change in Pre- or Co-requisite

FROM: TAX 9868 Partnership Taxation		TO: TAX 9868 Partnership Taxation	
Pre- or co-requisite	TAX 9863	Pre- or co-requisite	<u>TAX 9862 or TAX 9863</u>

Rationale: Effective fall 2006, the curriculum for TAX 9862 has been revised to incorporate material that will prepare these students to take more advanced tax courses, should they so desire. The change will increase the flexibility of the MS in Accountancy program. Students who take TAX 9862 from spring 2007 onward, will not receive credit for both TAX 9862 and TAX 9863.

AV:10.18b. Change in Pre- or Co-requisite

FROM: TAX 9869 International Taxation		TO: TAX 9869 International Taxation	
Pre- or co-requisite	TAX 9863	Pre- or co-requisite	<u>TAX 9862 or TAX 9863</u>

Rationale: Effective fall 2006, the curriculum for TAX 9862 has been revised to incorporate material that will prepare these students to take more advanced tax courses, should they so desire. The change will increase the flexibility of the MS in Accountancy program. Students who take TAX 9862 from spring 2007 onward, will not receive credit for both TAX 9862 and TAX 9863.

AV:10.19b. Change in Pre- or Co-requisite

FROM: TAX 9870 Estates, Trusts and Planning		TO: TAX 9870 Estates, Trusts and Planning	
Pre- or co-requisite	TAX 9863	Pre- or co-requisite	<u>TAX 9862 or TAX 9863</u>

Rationale: Effective fall 2006, the curriculum for TAX 9862 has been revised to incorporate material that will prepare these students to take more advanced tax courses, should they so desire. The change will increase the flexibility of the MS in Accountancy program. Students who take TAX 9862 from spring 2007 onward, will not receive credit for both TAX 9862 and TAX 9863.

AV:10.20b. Change in Hours, Credits, Description, Pre- or Co-requisite

FROM: TAX 9871 Real Estate Taxation		TO: TAX 9871 Real Estate Taxation	
Hours	2	Hours	3
Credits	2	Credits	3
Description	Analysis of tax considerations in acquiring real property as an investment, choice of business entity, corporate ownership of real property, depreciation methods and issues, passive activity losses and credits affecting real estate, alternative minimum tax, uniform capitalization rules, installment sales and repossessions, like-kind exchanges and involuntary conversions, leases, rehabilitation and low-income housing credits, qualified residence interest, vacation homes, home office deductions, and homeowners associations.	Description	Analysis of tax considerations in acquiring real property as an investment, choice of business entity, corporate ownership of real property, depreciation methods and issues, passive activity losses and credits affecting real estate, alternative minimum tax, uniform capitalization rules, installment sales and repossessions, like-kind exchanges and involuntary conversions, leases, rehabilitation and low-income housing credits, qualified residence interest, vacation homes, home office deductions, and homeowners associations. <u>Tax treatment of REITS and REMICS will be discussed as well.</u>
Prerequisite	TAX 9867 or departmental permission.	Pre- or co-requisite	TAX 9862 or TAX 9863. Students who take TAX 9862 from Spring 2007 onward will not receive credit for both TAX 9862 and TAX 9863.

Rationale: This course has been revised and expanded to include taxation of REITS and REMICS. The credits and contact hours have been expanded accordingly. Making TAX 9862 or TAX 9863 a “pre- or co-requisite” more accurately reflects course content.

AV:10.21b. Change in Pre- or Co-requisite

FROM: TAX 9873 Deferred Compensation		TO: TAX 9873 Deferred Compensation	
Pre- or co-requisite	TAX 9863	Pre- or co-requisite	<u>TAX 9862 or TAX 9863</u>

Rationale: Effective fall 2006, the curriculum for TAX 9862 has been revised to incorporate material that will prepare these students to take more advanced tax courses, should they so desire. The change will increase the flexibility of the MS in

Accountancy program. Students who take TAX 9862 from spring 2007 onward, will not receive credit for both TAX 9862 and TAX 9863.

AV:10.22b. Change in Pre- or Co-requisite

FROM: TAX 9877 State and Local Taxes		TO: TAX 9877 State and Local Taxes	
Pre- or co-requisite	TAX 9863	Pre- or co-requisite	<u>TAX 9862 or</u> TAX 9863

Rationale: Effective fall 2006, the curriculum for TAX 9862 has been revised to incorporate material that will prepare these students to take more advanced tax courses, should they so desire. The change will increase the flexibility of the MS in Accountancy program. Students who take TAX 9862 from spring 2007 onward, will not receive credit for both TAX 9862 and TAX 9863.

AV:10.23b. Change in Pre- or Co-requisite

FROM: TAX 9889 Current Problems in Taxation		TO: TAX 9889 Current Problems in Taxation	
Pre- or co-requisite	TAX 9863	Pre- or co-requisite	<u>TAX 9862 or</u> TAX 9863

Rationale: Effective fall 2006, the curriculum for TAX 9862 has been revised to incorporate material that will prepare these students to take more advanced tax courses, should they so desire. The change will increase the flexibility of the MS in Accountancy program. Students who take TAX 9862 from spring 2007 onward, will not receive credit for both TAX 9862 and TAX 9863.

AV:10.24b. Change in Pre- or Co-requisite

FROM: TAX 9900 Tax Procedure and Professional Responsibility in Tax Practice		TO: TAX 9900 Tax Procedure and Professional Responsibility in Tax Practice	
Pre- or co-requisite	TAX 9863	Pre- or co-requisite	<u>TAX 9862 or</u> TAX 9863

Rationale: Effective fall 2006, the curriculum for TAX 9862 has been revised to incorporate material that will prepare these students to take more advanced tax courses, should they so desire. The change will increase the flexibility of the MS in Accountancy program. Students who take TAX 9862 from spring 2007 onward, will not receive credit for both TAX 9862 and TAX 9863.