

June 2015

Baruch College

Chancellor's University Report – Part A: Academic Matters

PART A: ACADEMIC MATTERS

The following recommendations of the Committee on Graduate Curriculum were approved at the Zicklin School of Business Faculty Meeting on March 19, 2015 and April 23, 2015, effective the Spring 2016 semester pending approval of the Board of Trustees. Note: Changes to the MS in Finance and the MS in Financial Risk Management are effective in the Fall 2015 semester.

Section AI: Special Actions

AI:10.1b. Academic Integrity Proposal

RESOLVED, that the Zicklin School of Business will support faculty efforts to ensure academic integrity by requiring proctors for all exams in all graduate courses with enrollment that exceeds 50. Additionally, faculty teaching courses with enrollments of fewer than 50 can request the assistance of one proctor on a first-come, first-served basis. The proctors will come from a pool of trained Zicklin graduate students who have already taken the course or who are not required to take the course. The proctors will be compensated by the Office of Graduate Programs. The goal would be to have at least one proctor present for every 50 enrolled students in addition to the instructor of record. Finally, faculty would be asked to include a statement on all exam papers, similar to the one below, which requires students to declare their compliance with the College's Academic Integrity policy.

ACADEMIC INTEGRITY POLICY COMPLIANCE: YOU MUST SIGN THIS PAGE ACKNOWLEDGING THAT YOU HAVE COMPLIED WITH THE BARUCH COLLEGE ACADEMIC INTEGRITY POLICY IN TAKING THIS EXAM AND THAT YOU HAVE NOT GIVEN OR RECEIVED ASSISTANCE IN TAKING THE EXAM. YOUR FAILURE TO DO SO WILL RESULT IN YOUR PAPER NOT BEING GRADED AND MAY SUBJECT YOU TO OTHER PUNITIVE MEASURES.

Signature:

The following recommendation of the Committee on Undergraduate Curriculum was approved at the Mildred and George Weissman School of Arts and Sciences Faculty Meeting on February 25, 2015 effective the Fall 2015 semester, pending approval of the Board of Trustees.

AI:10.1a. Discontinuation of the Minor in Education

RESOLVED, that the minor in Education be discontinued, effective September 1, 2015.

Rationale: Explanation: The four-course education minor does not satisfy the Tier III minor requirement (for students following the Baruch Common Core Curriculum) or the College Option requirement (for students following the Pathways curriculum). Also, in view of decreased student demand, education courses have not been offered for several semesters. Deactivating the minor will allow the college to remove it from the undergraduate bulletin, and will avoid confusion for continuing and prospective students.

Section AIII: Changes in Degree Programs**AIII:10.1a. The following revisions are proposed for the Bachelor of Arts Degree**

From : DOUBLE MAJORS	To : DOUBLE MAJORS
Students in the Weissman School of Arts and Sciences may complete a second arts and sciences major as part of their degree program. Students must complete all courses required as prerequisites to the major. Students interested in completing a dual major should contact the Office of the Associate Dean of the Weissman School of Arts and Sciences, Room 8-265 of the Newman Vertical Campus.	Students in the Weissman School of Arts and Sciences may complete a second arts and sciences major as part of their degree program. Students must complete all courses required as prerequisites to the major. <u>Students who have entered Baruch in spring 2015 or later, and who complete two majors, are waived from College Option requirements other than Great Works of Literature (ENG/CMP 2800 or ENG/CMP 2850).</u> Students interested in completing <u>double majors</u> should contact the Office of the Associate Dean of the Weissman School of Arts and Sciences, Room 8-265 of the Newman Vertical Campus.
Rationale	
Effective spring 2015 the Weissman College Option was changed to require ENG/CMP 2800 or 2850 and courses toward a liberal arts minor. As students who complete two majors have more than satisfied the spirit of the Weissman College Option, they are waived from courses two, three, and four of the College Option. This change will ensure that all Weissman majors must take ENG/CMP 2800 or 2850.	
Effect Outside Department: None	
Date of Department Approval: April 21, 2015	
Date of Weissman School of Arts and Sciences Faculty Approval: May 11, 2015	
Effective Term: Spring 2015	

AIII:10.2a. New Minor in Chemistry Offered by the Department of Natural Sciences

From :	To : MINOR IN CHEMISTRY
No such minor is currently offered.	Students may wish to minor in chemistry in order to pursue general intellectual interests or specific career objectives. For example, students can complete the chemistry courses required for admission to medical school by doing a minor in chemistry. The chemistry minor will consist of two chemistry courses at the 3000-level or above, followed by a capstone course at the 4000-level. The capstone course must be taken at Baruch College. All chemistry courses at the 4000-level or above (including independent study & honors) offered by the Department of Natural Sciences may serve as the capstone. Interested students should contact the department. Examples of possible course sequences in the chemistry minor: Biochemistry CHM 3001 General Chemistry II

	CHM 3003 Principles of Organic Chemistry I CHM 4900 Biochemistry (co-requisite of CHM 3006—Principles of Organic Chemistry II) Minor in Chemistry: Medicinal Chemistry CHM 3001 General Chemistry II CHM 3003 Principles of Organic Chemistry I CHM 4010 Medicinal Chemistry (co-requisite of CHM 3006—Principles of Organic Chemistry II)
Rationale	
Students interested in in applying to a professional program like medical or dental school are required to complete one year of General Chemistry and Organic Chemistry. By taking on additional Chemistry courses the students will have a minor in Chemistry on their transcripts rather than just a listing of the courses taken and the grades received. This would be especially useful for students who are not science majors but would like to apply to a medically related professional program.	
Effect Outside Department: None	
Date of Department Approval: February 19, 2015	
Date of Weissman School of Arts and Sciences Faculty Approval: May 11, 2015	
Effective Term: Spring 2016	

All:10.3a. The following revisions are proposed for the Major in History

Program: BA in History

Program Codes: 01972 and 60012 (Macaulay Honors)

HEGIS Code: 2205.00

Effective Term: Spring 2016

FROM: MAJOR IN HISTORY	TO: MAJOR IN HISTORY
<p>Field Description</p> <p>The Department of History has three paramount aims for its undergraduates, whether they are majors, minors, or students in the required core courses.</p> <p>First, we foster an appreciation for studying the past for its own sake, in all its variety, ambiguity, and strangeness. To this end, each course emphasizes the exploration and interpretation of primary sources, the raw materials with which historians construct the narrative of the past.</p>	<p>Field Description</p> <p>The Department of History has three paramount aims for its undergraduates, whether they are majors, minors, or students in the required core courses.</p> <p>First, we foster an appreciation for studying the past for its own sake, in all its variety, ambiguity, and strangeness. To this end, each course emphasizes the exploration and interpretation of primary sources, the raw materials with which historians construct the narrative of the past.</p> <p>Second, the faculty aims to help students</p>

Second, the faculty aims to help students understand that the past has shaped the present. We ask them to participate in the never-ending dialogue between the past and the present by encouraging them to explore difficult questions: What happened? Why did it happen? What were the consequences? What were the dominant values and the dissident voices? How did different cultures and societies interact? How did contemporaries and later generations differ in interpreting events? What are the context and meaning of the changes that have occurred in business, medicine, economics, politics, religion, culture, urban affairs, and gender and race relations? After exposure to these questions, students enter the world personally enriched and better equipped for whatever profession they choose.

Third, the department understands its role in educating students for effective membership and leadership in a global political, social, and economic community by providing an historical understanding of the major world cultures. In courses that range from ancient to modern times, from Asia to New York City, and from the history of women to African-American history, we try to contextualize the world for students.

The Major

History majors are required to take at least eight history courses (24 credits) numbered 3000 and above. ~~They must take one course in at least three different areas of the globe; these areas include American, Latin American, European, African, and Asian history. Majors are encouraged, but not required, to take the Capstone Course (History 4900). Majors must also write a substantial research paper (minimum of twenty pages) under the supervision of a professor in one of their courses.~~ Students may take six credits toward their majors in other departments, if the courses are related to their program of study; prior consultation with a history department advisor is required.

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The Major

History majors are required to take at least eight history courses (24 credits) numbered 3000 and above. They are encouraged to take courses in at least three of the six different geographical areas of our curriculum; these areas are Africa, Asia, Europe, Latin America and the Caribbean, The United States, and Global, Comparative, or Transnational History. Majors are required to take the Capstone Course (History 4900). Students may take six credits toward their majors in other departments, if the courses are related to their program of study; prior consultation with a history department advisor is required.

Electives by Area of Concentration – All courses are 3 credits each

American History

All courses are 3 credits each

PREREQUISITES: Complete one of the following courses

HIS/POL 3005 Social Welfare Policy	<u>HIS 1000 Themes in American History</u>
HIS/POL/REL 3008 Religion and Politics in the United States	<u>HIS 1001 Themes in Global History to 1500 C.E.</u>
HIS 3041 Colonial America: From Settlement to Independence	<u>HIS 1003 Themes in Global History Since 1500 C.E.</u>
HIS 3044 The Civil War and Reconstruction: 1850 – 1880	<u>HIS 1005 Modern American History</u>
HIS/BLS/LTS 3055 The Sixties in America	<u>REQUIRED COURSE:</u>
HIS/BLS 3060 African American History	<u>HIS 4900 Capstone Course: In Search of History</u>
HIS/POL 3102 American Conservatism: Origins, Development, and Contemporary Controversies	<u>ELECTIVES:</u>
HIS 3400 City and Suburb in Twentieth-Century America	<u>AFRICA:</u>
HIS 3410 History of American Business Enterprise	HIS/BLS 3061 Survey of African History
HIS 3415 U.S. Economic History	HIS/BLS 3062 Women in African History
HIS 3420 American Foreign Relations in the Twentieth Century	HIS/BLS 3063 History of the African Diaspora
HIS 3445 History of the Cold War	HIS/REL 3815 History of African Religions
HIS 3450 History of American Medicine	<u>ASIA:</u>
HIS 3455 Science and Technology in American Life	HIS/AAS 3080 A Survey of Asian History
HIS 3456 American Intellectual History	HIS/REL 3084 The Historical Search for the Prophet Mohammed
HIS 3460 Topics in American History	HIS 3085 The Islamic Middle East and North Africa: 622-1789
HIS 3472 American Urban History	HIS/POL 3086 The Modern Middle East and North Africa
HIS 3550 The Immigrant in American History	HIS/AAS/POL 3346 The Rise of Asia in World Affairs
HIS 3551 History of the People of the City of New York	HIS 3446 History of Modern Iraq
HIS 3552 The Great Depression, 1929 – 1940	HIS/AAS/REL 3820 History of Chinese Religion
HIS 3560 History of the Jewish People in America	HIS 3841 Ancient India
	HIS/POL 3842 The Making of Modern India
	HIS/AAS 3851 The Heritage of Chinese Civilization
	HIS 3852 Modernization and Westernization in Asia
	HIS/AAS 3853 The Emergence of Modern Japan

HIS 3650 Women in America

Latin American History

HIS/LACS 3020 Afro-Brazilian History

HIS 3070 History of Civilizations in Latin America

HIS 3075 History of Caribbean Civilizations

European History

HIS 3011 Ancient Greece

HIS 3012 The Ancient World: Rome

HIS 3016 Europe in the Age of the Renaissance

HIS/REL 3100 Jesus – A Historical and Critical Approach

HIS 3221 European Thought in the Seventeenth and Eighteenth Centuries

HIS 3222 European Intellectual History in the Nineteenth and Twentieth Centuries

HIS 3230 Modern Imperialism

HIS 3250 The Third Republic in France

HIS 3340 Women in Europe: Ancient to Modern

HIS 3351 Russia Under the Tsars

HIS 3352 The Russian Revolution and the Soviet Regime

HIS 3360 Topics in European History

HIS 3367 Comparative Revolutions

African History

HIS/BLS 3061 Survey of African History

HIS/BLS 3062 Women in African History

HIS/BLS 3063 History of the African Diaspora

HIS/AAS 3854 China in Revolution

EUROPE:

HIS 3011 Ancient Greece

HIS 3012 The Ancient World: Rome

HIS 3016 Europe in the Age of the Renaissance

HIS/REL 3100 Jesus—A Historical and Critical Approach

HIS 3221 European Thought in the Seventeenth and Eighteenth Centuries

HIS 3222 European Intellectual History in the Nineteenth and Twentieth Centuries

HIS 3250 The Third Republic in France

HIS 3340 Women in Europe: Ancient to Modern

HIS 3351 Russia Under the Tsars

HIS 3352 The Russian Revolution and the Soviet Regime

HIS 3360 Topics in European History

HIS/JWS 3538 The Holocaust in History and Memory

LATIN AMERICA AND THE CARIBBEAN:

HIS 3010 Central America: A Regional Study

HIS/LACS 3020 Afro-Brazilian History

HIS 3070 History of Civilizations in Latin America

HIS 3073 History of U.S.-Latin American

HIS 3075 History of Caribbean Civilizations

THE UNITED STATES:

HIS/POL 3005 Social Welfare Policy

HIS/POL/REL 3008 Religion and Politics in the United States

HIS 3041 Colonial America: From Settlement to

HIS/REL 3815 History of African Religions	Independence
Asian History	HIS 3044 The Civil War and Reconstruction: 1850-1880
HIS/AAS 3080 A Survey of Asian History	HIS/BLS/LTS 3055 The Sixties in America
HIS/REL 3084 The Historical Search for the Prophet Mohammad	HIS/BLS 3060 African American History
HIS 3085 The Islamic Middle East and North Africa: 622-1789	HIS/POL 3102 American Conservatism: Origins, Development and Contemporary Controversies
HIS/POL 3086 The Modern Middle East and North Africa	HIS/AAS 3345 Asian American History
HIS/AAS 3345 Asian American History	HIS 3400 City and Suburb in Twentieth-Century America
HIS/AAS/POL 3346 The Rise of Asia in World Affairs	HIS 3410 History of American Business Enterprise
HIS 3380 Contemporary Islamic World	HIS 3415 U.S. Economic History
HIS 3446 History of Modern Iraq	HIS 3450 History of American Medicine
HIS/AAS/REL 3820 History of Chinese Religion	HIS 3455 Science and Technology in American Life
HIS 3841 Ancient India	HIS 3456 American Intellectual History
HIS/POL 3842 The Making of Modern India	HIS 3460 Topics in American History
HIS/AAS 3851 The Heritage of Chinese Civilization	HIS 3472 American Urban History
HIS 3852 Modernization and Westernization in Asia	HIS 3550 The Immigrant in American History
HIS/AAS 3853 The Emergence of Modern Japan	HIS 3551 History of the People of the City of New York
HIS/AAS 3854 China in Revolution	HIS 3552 The Great Depression, 1929-1940
HIS 3860 Topics in African, Asian, or Latin American History	HIS 3560 History of the Jewish People in America
General Department Courses	HIS 3650 Women in America
HIS 3500 Colloquium in History	<u>GLOBAL, COMPARATIVE, OR TRANSNATIONAL HISTORY:</u>
HIS 4900 Capstone Course: In Search of History	HIS 3009 Topics in the History of Globalization
HIS 5000 Independent Research and Reading	HIS 3230 Modern Imperialism
	HIS 3367 Comparative Revolutions
	HIS 3380 Contemporary Islamic World

in History	HIS 3420 American Foreign Relations in the Twentieth Century
HIS 5100 History Internship	HIS 3445 History of the Cold War
HIS 6001H History Honors I, II, and III	HIS 3860 Topics in African, Asian, or Latin American History
	HIS 3950 Special Topics in Global History
	<u>METHODS:</u>
	HIS 3500 Colloquium in History
	HIS 5000 Independent Research and Reading in History
	HIS 5100 History Internship
	HIS 6001-3H History Honors, I, II, and III
Subtotal: 24	Subtotal: 24
Total credits required for the BA degree: 120	Total credits required for the BA degree: 120

Rationale: The previous categorization of classes into geographical regions was outdated, particularly because it did not include a category for courses that spanned more than one geographic region. One new course (HIS 3073) and one revised course (HIS/JWS 3538) are being added to the electives list.

Previously a requirement was stated as “Majors must also write a substantial research paper (minimum of twenty pages) under the supervision of a professor in one of their courses.” This has been an impossible requirement to enforce, because the types of writing assignments vary across courses: there was no way to know during registration whether a specific course would include a 20-page research paper. Therefore, the department will now require majors to take the HIS 4900 capstone to ensure that they will write a substantial research paper.

All:10.4a. The following revisions are proposed for the Minor in History

From : MINOR IN HISTORY	To : MINOR IN HISTORY
The minor in history (completing three courses at the 3000-level or above) is designed to provide an in-depth understanding of the discipline for students who are majoring in other academic areas. Students can choose courses from different regions, such as the United States, Latin America, Europe, Africa, and West, South, and East Asia. These courses may focus on urban, intellectual, economic, or political issues. History combines perfectly with studies in international business, economics,	The minor in history is designed to provide an in-depth understanding of the discipline for students who are majoring in other academic areas. Students can choose <u>electives from different regions, such as Africa, Asia, Europe, Latin America and the Caribbean, The United States, and Global, Comparative, or Transnational History.</u> History combines perfectly with studies in international business, economics, business ethics, or finance, as well as many other fields. To complete the history minor, students take three

business ethics, or finance, as well as many other fields. To complete the history minor, students take three upper-level courses (9 credits). Two of these courses must be at the 3000-level, followed by HIS 4900, the history capstone course. Interested students should consult with the history department.	upper-level courses (9 credits). Two of these courses must be at the 3000-level, followed by HIS 4900, the history capstone course. Interested students should consult with the history department.
Rationale	
The minor description is being revised to reflect the updated categorization of electives offered by the department.	
Effect Outside Department: None	
Date of Department Approval: March 31, 2015	
Date of Weissman School of Arts and Sciences Faculty Approval: May 11, 2015	
Effective Term: Spring 2016	

All:10.5a. The following revisions are proposed for the Minor in Mathematics

From : MATHEMATICS MINOR	To : MATHEMATICS MINOR
The minor in mathematics provides students with a background in the various theories and uses of mathematics. The minor requires the completion of MTH 3006 or 3010 and any other 3- or 4-credit mathematics course numbered 3000 or higher. Students must then complete a capstone course consisting of any mathematics course at the 4000-level or higher.	The minor in mathematics provides students with a background in the various theories and uses of mathematics. The minor requires the completion of MTH 3006 or 3010 and any other 3- or 4-credit mathematics course numbered 3000 or higher. Students must then complete a capstone course consisting of any mathematics course at the 4000-level or higher with the exception of MTH 4410 (which may not be used as a capstone course).
Rationale	
MTH 4410 is a specialized course for actuarial science majors and it is no longer appropriate as a capstone course in the minor.	
Effect Outside Department: None	
Date of Department Approval: November 25, 2014	
Date of Weissman School of Arts and Sciences Faculty Approval: February 25, 2015	
Effective Term: Spring 2016	

All:10.6a. The following revisions are proposed for the Minor in Theatre

From : MINOR IN THEATRE	To : MINOR IN THEATRE
All courses are 3 credits each Required: FPA 4900, The Arts in New York City (1900 – present)	All courses are 3 credits each Required: FPA 4900, The Arts in New York City (1900 – present) Electives (choose two)

Electives (choose two)	THE 3042 History of Theatre
THE 3042 History of Theatre	THE 3043 (BLS 3043), Theatre of Color in the United States
THE 3043 (BLS 3043), Theatre of Color in the United States	THE 3044 Advanced Acting
THE 3044 Advanced Acting	THE 3045 Principles of Directing
THE 3045 Principles of Directing	THE 3046 Play Production
THE 3046 Play Production	THE 3050 (NMA 3021) Performing with New Media
THE 3050 (NMA 3021) Performing with New Media	THE 3052 (ENG 3630) Workshop in Playwriting
THE 3052 (ENG 3630) Workshop in Playwriting	<u>THE 3056 Theatre Organization and Management</u>
THE 3054 Stage Design: Principles and Practice	THE 3060 Immigration on Stage and Screen
THE 3060 Immigration on Stage and Screen	
Rationale	
<p>THE 3054, Stage Design: Principles and Practice, is being removed from the electives list. It has not been offered as part of the Theatre curriculum for the past ten years. Currently, there are no theatre faculty members, either full or part-time, who possess the appropriate background and qualifications to teach this course.</p> <p>THE 3056, Theatre Organization and Management, has historically been offered at least every two years. With growing interest in students declaring a theatre minor as well as an Ad Hoc major in Theatre Arts Administration, adding the Theatre Organization and Management course to the list of electives for the theatre minor updates the curriculum with an upper-level course to prepare students for graduate study or for professional opportunity in theatre administration and management.</p>	
Effect Outside Department: None	
Date of Department Approval: April 2, 2015	
Date of Weissman School of Arts and Sciences Faculty Approval: May 11, 2015	
Effective Term: Spring 2016	

All:10.7a. The following revisions are proposed for the Minor in Women’s Studies

From : MINOR IN WOMEN’S STUDIES	To : MINOR IN WOMEN’S AND GENDER STUDIES
<p>Women’s studies is an interdisciplinary field of study that is widely accepted at most campuses in this country as well as in much of the world. It joins together the research and teaching of sociology, history, anthropology, psychology, political science, and the humanities and arts on the subject of women</p>	<p><u>Women’s and Gender Studies</u> is an interdisciplinary field of study. <u>It joins together the research and teaching of humanities, social sciences, and the arts on the subject of women as individuals and members of society as well as on the construction of gender in society.</u> The program fosters students’ abilities to analyze and think critically about women’s</p>

<p>as individuals and members of society. The program fosters students' abilities to analyze and think critically about women's issues and gender relations at the same time that it deepens their understanding of the approach of the field. Students analyze the construction of gender roles and gain a sense of how gender is shaped in different societies at different times. Understanding the roles of women and gender is important for everyone but especially for liberal arts majors and for students who aim for careers in business and the professions.</p>	<p>issues and gender relations at the same time that it deepens their understanding of the approach of the field. Students analyze the construction of gender roles and gain a sense of how gender is shaped in different societies at different times. <u>Students also investigate issues related to women and gender, such as sexuality, femininities, masculinities, LGBTQ studies, and the family.</u> Understanding the roles of women and gender is important for everyone but especially for liberal arts majors and for students who aim for careers in business and the professions.</p>
<p>Women's studies is an interdisciplinary program designed to provide students with a deeper understanding of women's individual and collective experiences. Courses in this program will examine the sources and impact of gender expectations and relations, the complex roles women play, and the social, political, intellectual, and cultural contributions women make within a variety of global cultures and societies. To fulfill the College-wide requirement for the Tier III minor with a concentration in women's studies, students must complete two 3000-level courses in two different disciplines and a common capstone course, WSM 4900 Topics in Women's Studies.</p>	<p>Women's <u>and Gender Studies</u> is an interdisciplinary program designed to provide students with a deeper understanding of women's individual and collective experiences <u>and of the construction of gender roles for both men and women.</u> Courses in this program will examine the sources and impact of gender expectations and relations, the complex roles women play, the social, political, intellectual, and cultural contributions women make within a variety of global cultures and societies, <u>and/or the construction of gender, femininities, masculinities, and sexualities.</u> To fulfill the requirement for the minor with a concentration in <u>Women's and Gender Studies</u>, students must complete two 3000-level courses and a common capstone course, WSM 4900 Topics in Women's Studies.</p>
<p>Rationale</p>	
<p>The Women's Studies program has always included courses that examine gender construction and/or sexuality more centrally than women alone, so this change will make this inclusivity explicit. It reflects the current state of the field of women's studies, which has expanded beyond looking exclusively at women to considering how gender roles affect men and masculinity and has also encompassed the study of sexuality as a particularly gendered experience.</p>	
<p>This revision has a fall 2015 effective date because it was inadvertently omitted from the June 2014 CUR submission.</p>	
<p>Effect Outside Department: None</p>	
<p>Date of Department Approval: March 27, 2014</p>	
<p>Date of Weissman School of Arts and Sciences Faculty Approval: April 30, 2014</p>	
<p>Effective Term: Fall 2015</p>	

The following recommendations of the Committee on Undergraduate Curriculum were approved at the Zicklin school of Business Faculty Meeting on March 19, 2015, effective the Spring 2016 semester pending approval of the Board of Trustees.

All:10.1b. The following revisions are proposed for the BBA in General Marketing track in the Zicklin School of Business Program: BBA in General Marketing

HEGIS: 0509.00

Program Code: 01927

Effective: Spring 2016

From:			To:		
BBA in Marketing Management			BBA in Marketing Management		
(General Marketing Track)			(General Marketing Track)		
Course	Description	Crs	Course	Description	Crs
Required Courses		12	Required Courses		12
MKT 3400	International Business Principles	3	MKT 3400	International Business Principles	3
MKT 3600	Marketing Research	3	MKT 3600	Marketing Research	3
MKT 3605	Consumer Behavior	3	MKT 3605	Consumer Behavior	3
MKT 5750	Marketing Strategy	3	MKT 5750	Marketing Strategy	3
Choose four courses from:			Choose four courses from:		
Four additional courses to be chosen from the following		12	Four additional courses to be chosen from the following		12
MKT 3420	Persuasion and Customer Decision	3	MKT 3420	Persuasion and Customer Decision	3
MKT 3520	Making Advertising and Marketing Communications	3	MKT 3520	Making Advertising and Marketing Communications	3
MKT 4120	Media Planning	3	MKT 4120	Media Planning	3
MKT 4123	Marketing Web Analytics and Intelligence	3	MKT 4123	Marketing Web Analytics and Intelligence	3
MKT 4131	Advertising Creative Strategy and Tactics	3	MKT 4131	Advertising Creative Strategy and Tactics	3
MKT 4151	Direct Marketing I: Strategies and Tactics	3	MKT 4151	Direct Marketing I: Strategies and Tactics	3
MKT 4152	Direct Marketing II: Database Marketing; Managing The Creative Process	3	MKT 4152	Direct Marketing II: Database Marketing; Managing The Creative Process	3
MKT 4171	Public Relations	3	MKT 4171	Public Relations	3
MKT 4401	International Trade Financing	3	MKT 4401	International Trade Financing	3
MKT 4410	International Trade Operation	3	MKT 4410	International Trade Operation	3
MKT 4420	International Marketing Research and Management	3	MKT 4420	International Marketing Research and Management	3
MKT 4460	International Supply Chain Management	3	MKT 4460	International Supply Chain Management	3
MKT 4511	Marketing Channels	3	MKT 4511	Marketing Channels	3
MKT 4523	Green Marketing	3	MKT 4523	Green Marketing	3
MKT 4093**	Special Topics in Marketing	3	MKT 4093**	Special Topics in Marketing	3
MKT 4540	Branding	3	MKT 4540	Branding	3
MKT 4555	Internet Marketing	3	MKT 4555	Internet Marketing	3

MKT 4557	Digital Advertising	3	MKT 4557	Digital Advertising	3
MKT 4560	Entertainment Marketing	3	MKT 4560	Entertainment Marketing	3
MKT 4700	Business Marketing Management	3	MKT 4700	Business Marketing Management	3
MKT 4876	Advertising Account Planning	3	MKT 4876	Advertising Account Planning	3
MKT 4900	Managing Customer Relationships	3	MKT 4900	Managing Customer Relationships	3
MKT 4910	Selling and Sales Management	3	MKT 4910	Selling and Sales Management	3
MKT 4911	Communication Skills for Selling and Marketing	3	MKT 4911	Communication Skills for Selling and Marketing	3
MKT 4912	Retailing I: Retail Marketing	3	MKT 4912	Retailing I: Retail Marketing	3
MKT 4913	Retailing II: Retailing Management and Merchandising	3	MKT 4913	Retailing II: Retailing Management and Merchandising	3
MKT 4966	Social Media Marketing and New Ventures	3	MKT 4966	Social Media Marketing and New Ventures	3
MKT 4493**	Special Topics in Advertising and Marketing Communications	3	MKT 4493**	Special Topics in Advertising and Marketing Communications	3
MKT 4593**	Special Topics in Digital Marketing	3	MKT 4593**	Special Topics in Digital Marketing	3
MKT 5000	Independent Study	3	MKT 4693**	Special Topics in Marketing Analytics	3
MKT 5200	Marketing Consulting Practicum	3	MKT 5000	Independent Study	3
MKT 5550	Product Planning	3	MKT 5200	Marketing Consulting Practicum	3
IBS 3000***	Technology, Innovation, and the Global Enterprise	3	MKT 5550	Product Planning	3
ECO 3250***	International Economics	3	IBS 3000***	Technology, Innovation, and the Global Enterprise	3
LAW 3111***	Law and International Business	3	ECO 3250***	International Economics	3
LAW 3118***	Law of Unfair Competition and Intellectual Property	3	LAW 3111***	Law and International Business	3
LAW 3106***	Law & Entrepreneurship	3	LAW 3118***	Law of Unfair Competition and Intellectual Property	3
LAW 3220***	Law and the Entertainment Business	3	LAW 3106***	Law & Entrepreneurship	3
MGT 4880***	Management of Multinational Corporations	3	LAW 3220***	Law and the Entertainment Business	3
			MGT 4880***	Management of Multinational Corporations	3

MKT 5100 (Internship) may be taken as an additional course as your free elective, but it cannot be taken to satisfy the requirements for the track.

** May be taken more than once if a different topic is dealt with. Topics are announced in Schedule of Classes.

***Students may take up to two non-marketing courses as part of their track.

Rationale: Marketing Analytics is an ever-evolving discipline. This course will continue to increase the relevance of the marketing curriculum by enabling the Department to offer experimental (special topics) courses in Marketing Analytics. Because this area is part of Marketing, the course should be considered an elective for the General Marketing track. The course will prepare students who are interested in a career in marketing and marketing analytics.

All:10.2b. The following revisions are proposed for the BBA in Marketing Management in the Zicklin School of Business

Program: BBA in Marketing Management

HEGIS: 0509.00

Program Code: 01927

Effective: Spring 2016

From:	To:		
No such minor is currently offered	BBA in Marketing Management		
	New Concentration in Marketing Analytics		
	Course	Description	Crs
	Required Courses		12
	MKT 3600	Marketing Research	3
	MKT 4561	Marketing Analytics	3
	MKT 3605	Consumer Behavior	3
	MKT 5750	Marketing Strategy	3
	Elective Courses		
	Choose four (4) courses of 4 credits each from the following, two of which must be marketing (MKT) courses.		12
	MKT 4120	Media Planning	3
	MKT 4123	Marketing Web Analytics and Intelligence	3
	MKT 4151	Direct Marketing I: Strategies and Tactics	3
	MKT 4152	Direct Marketing II: Database Marketing; Managing The Creative Process	3

MKT 4693*	Special Topics in Marketing Analytics	3
MKT 4555	Internet Marketing	3
MKT 5000	Independent Study	3

STA 3155	Regression and Forecasting Models for Business Applications	3
CIS 3120	Programming for Analytics	3
CIS 4170	Data Visualization	3
CIS/STA 3920	Data Mining for Business Analytics	3
* May be taken more than once if a different topic is dealt with. Topics are announced in Schedule of Classes.		

Rationale: Marketing Analytics is the backbone of today’s marketing; from understanding big data to gaining insights on customer purchasing habits to calculating a campaign’s ROI. Marketers are now expected to make data-driven decisions. The new track – Marketing Analytics - addresses the need of the industry by providing students with the knowledge and tools to conduct marketing analytics. Marketing analytics involves the confluence of statistical techniques and technologies that support data mining through which major marketing decisions are made today, including decisions for digital marketing.



NEW YORK STATE EDUCATION DEPARTMENT

Office of Higher Education—Office of College and University Evaluation

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<http://www.highered.nysed.gov/ocue/>

Request to Change or Adapt a Registered Program	
Item	Response (type in the requested information)
Institution name and address	Baruch College, The City University of New York, the Zicklin School of Business 55 Lexington Ave, NYC 10010 <i>Additional information:</i> <ul style="list-style-type: none"> ▪ Specify campus where program is offered, if other than the main campus:
Identify the program you wish to change	Program title: Marketing Management (new track in Marketing Analytics) Award (e.g., B.A., M.S.): BBA Credits: 124 HEGIS code: 0509

	Program code : 01927
Contact person for this proposal	Name and title: Prof. David Luna, Chair of Allen G Aaronson Department of Marketing and International Business Telephone: 646-312-3274 Fax: 646-312-3271 E-mail:David.luna@baruch.cuny.edu
CEO (or designee) approval	Name and title: Signature and date:
<i>Signature affirms the institution's commitment to support the program as revised.</i>	If the program will be registered jointly ¹ with another institution, provide the following information:
	Partner institution's name:
	Name and title of partner institution's CEO: Signature of partner institution's CEO:

- For **programs that are registered jointly** with another institution, all participating institutions must confirm their support of the changes.
- To change a registered professional licensure program or add a license qualification to an existing program, contact the [Office of the Professions](#) for guidance.
- To change a registered teacher certification or educational leadership certification program or add a certificate qualification to an existing program, use the education program change form.
- If the change involves **establishing an existing registered program at a new location**, complete a new registration application for the proposed program.

Check all changes that apply and provide the requested information.	
Changes in Program Content (<i>Describe and explain all proposed changes; provide a side-by-side comparison of the existing and newly modified programs.</i>)	
<input type="checkbox"/> Cumulative change from the Department's last approval of the registered program that impacts one- third or more of the minimum credits required for the award (e.g., 20 credits in an associate degree program)	
<input type="checkbox"/> Changes in a program's focus or design	
<input checked="" type="checkbox"/> Adding or eliminating an option or concentration	
<input type="checkbox"/> Eliminating a requirement for program completion	
<input type="checkbox"/> Altering the liberal arts and science content in a way that changes the degree classification, as defined in Section 3.47(c)(1-4) of Regents Rules	
If new courses are being added as part of the noted change(s) , provide a syllabus for each new course and list the name, qualifications, and relevant experience of faculty teaching the course(s). Syllabi should include a course description and identify course credit, objectives, topics, student outcomes, texts/resources, and the basis for determining grades.	
Other Changes (<i>describe and explain all proposed changes</i>)	

<input type="checkbox"/> Program title:
<input type="checkbox"/> Program award
<input type="checkbox"/> Mode of Delivery (Note: if the change involves adding a distance education format to a registered program, please complete the distance education application .)
<input type="checkbox"/> Discontinuing a program: indicate the date by which the program will be discontinued. ²
<input type="checkbox"/> Format change (e.g., from full-time to part-time, or to an abbreviated or accelerated semester) a) Indicate proposed format: b) Describe availability of courses and any change in faculty, resources, or support services: c) Use the Sample Program Schedule to show the sequencing and scheduling of courses in the program.

Establishing New Programs Based on Existing Registered Programs

Creating a dual-degree program from existing registered programs

a) Complete the following table to identify the existing programs:

	Program Title	Degree Award	Program Code
Program 1			
Program 2			

b) Proposed dual-degree program (title and award):³

c) Courses that will be counted toward both awards:

d) Length of time for candidates to complete the proposed program:

e) Use the Sample Program Schedule to show the sequencing and scheduling of courses in the dual-degree program.

Creating a new program from a concentration/track in an existing program.

If the new program is based **entirely** on existing courses in a registered program, provide the current program name, program code, and the following information:

Note: this abbreviated option applies only if a master plan amendment is NOT required **and** there are no new courses or changes to program admissions and evaluation elements. If these conditions are not met, submit a new registration application for the proposed program.

Information from the Application for Registration of a

New Program form: cover page (page 1), Sample Program Schedule form, and faculty information charts (full-time faculty, part-time faculty, and faculty to be hired)

- a) Brief description of the proposed program and rationale for converting the existing coursework to a separately registered program:
- b) Expected impact on existing program:
- c) Adjustments the institution will make to its current resource allocations to support the program:
- d) Statement confirming that the admission standards and process and evaluation methods are the same as those in the existing registered program:

Note: if the change involves **establishing an existing registered program at a new location**, complete a new registration application for the proposed program.

COURSE DESCRIPTIONS FOR NEW MARKETING ANALYTICS TRACK

MKT 3600 -Marketing Research	<p>Training in the basic techniques of research in marketing, including problems definition, research design, questionnaire construction, sampling, and data collection and analysis, and report preparation. The student will design and will analyze cases based on real-world business problems and provide a written report for each.</p> <p>Prerequisite or Co-requisite: MKT 3000 and STA 2000 and ZICK or ZKTP or BUSCOM-BA Plan with 45 credits OR STA-BA with 45 credits.</p>
MKT 4561- Marketing Analytics	<p>In this course, students will address the marketing process new products, segmentation, targeting, positioning, and advertising with data and analytics. They will learn how to analyze marketing data to help make decisions about: market segmentation and target market selection; product positioning; and allocation of marketing mix expenditures to accomplish objectives. This course will also provide an opportunity to improve students' statistical and analytical skills as well as build proficiency with statistical software applications.</p> <p>Prerequisite: MKT 3600</p>
MKT 3605- Consumer Behavior	<p>This is an interdisciplinary course that examines the various aspects of consumer buying behavior. Such fields as economics, psychology, social psychology, sociology, and cultural anthropology are studied with reference to purchase decision criteria, consumer motivation, and attitude change. The course focuses on the implications of social science concepts for marketing strategy.</p> <p>Prerequisite or Co-requisite: MKT 3000 and ZICK or ZKTP or BUSCOM-BA Plan with 45 credits.</p>

MKT 5750- Marketing Strategy	This course presents the marketing strategy concept as a management tool for optimizing profitability and long-term goals. It focuses on the marketer's deployment of resources to achieve stated goals in a competitive environment through following a unified, comprehensive, and integrated plan. Prerequisite: MKT 3000 and MKT 3605 and ZICK or ZKTP Student Group.
MKT 4120- Media Planning	This course examines the development of effective media strategy for advertising and other areas of marketing communication. Each of the major media channels for promotion are covered in depth. Students develop their own media plans and conduct a variety of computer-assisted quantitative analyses to assess competitive spending, set objectives, and evaluate the audience delivery of alternative media schedules. Prerequisite: MKT 3000 and MKT 3520 or equivalent and ZICK or ZKTP Student Group.
MKT 4123- Marketing Web Analytics and Intelligence	This course explores the impending revolution in digital analytics, one that has the potential to change both the Web analytics and business intelligence fields. Students will study new approaches toward customer intelligence that leverage all available data, not just data that is most convenient to access given the available tools. Finally, students will investigate how digital analytics can take a greater role in business decision-making in the future. Specifically students will gain an understanding of the strategic and operational aspects of Web analytics? Tools and technologies, of how Web analytics can influence and create new marketing levers, and of how new marketing levers impact customer relationships, brand response, and potentially, sales. Prerequisite: MKT 4555 and ZICK or ZKTP Student Group.
MKT 4151- Direct Marketing I: Strategies and Tactics	This course examines in depth the specialized areas of knowledge relating to direct mail and other direct response media, including email. It stresses the creation, production, and testing of direct response advertising, and gives the student practical experience in the development of a complete direct mail and direct response media campaign and in the preparation of mail catalogs. Prerequisite: MKT 3000 and Pre-Co-requisite: MKT 3520 and ZICK or ZKTP Student Group.
MKT 4152- Direct Marketing II: Database Marketing; Managing The Creative Process	This is a survey course examining the essentials of Database marketing practices. The course provides a review of the best practices of the major components and covers database marketing strategy development and management. In particular it focuses on how to manage the creative process of developing the marketing messages to Consumer markets and Business markets using database driven interactive media. Prerequisite: MKT 3000; Pre or co-requisite: MKT 3520
MKT 4693- Special Topics in Marketing Analytics	No course descriptions for Special Topics courses
MKT 4555- Internet Marketing	This course is designed to enable students to analyze and develop sophisticated interactive marketing programs. The two major objectives of this course are to introduce students to current marketing and advertising theory and practices on the Internet and to give students the opportunity to

	<p>apply this knowledge by developing an interactive marketing program. Particular attention will be given to examining Internet marketing models, understanding consumer online behavior, designing effective online content, and implementing an interactive marketing campaign. It is not necessary to know HTML, nor will it be taught in this course.</p> <p>Prerequisite: MKT 3000 and ZICK or ZKTP Student Group or MSC-BA Plan and MSCMGT-BA Sub Plan with 45 credits or NBTBIN-MIN Plan with BUS 1000 or 1001 or NBMKT-MIN Plan with BUS 1000 or 1001.</p>
MKT 5000- Independent Study	<p>A tutorial offered to students in their junior or senior year who wish to pursue either independent study or research in an area or topic not adequately covered in course offerings. To enroll, a student must obtain both the chairperson's consent and that of an instructor who will agree to act as supervisor.</p> <p>Prerequisite: Departmental permission and ZICK Student Group.</p>
STA 3155- Regression and Forecasting Models for Business Applications	<p>Multiple regression and forecasting as applied to business, using the statistical package SAS. Among the topics covered are multiple regression models: including curvilinear regression, dummy variables, and logistic regression, and time series models: including the classical multiplicative model, moving averages, exponential smoothing, and the autoregressive model.</p> <p>Prerequisite: STA 3154 or ECO 4000 and ZICK or ZKTP Student Group or STA-BA Plan and 45 credits or NBSTAT-MIN Plan. Not open to Economics and Finance majors.</p>
CIS 3120- Programming for Analytics	<p>This course introduces the aspects of programming that can support business analytics. The course introduces students to programming (using a language such as python) and its uses in business analytics. The course covers hands-on issues in programming for analytics which include accessing data, creating informative data graphics, writing functions, debugging, and organizing and commenting code.</p> <p>Prerequisite: CIS 2200</p>
CIS 4170- Data Visualization	<p>This course examines how to transform data into visual representations so that decision makers can effectively use interactive visualization for analytical reasoning. Topics covered in this course include 1) analytical reasoning techniques, 2) visual representations and interaction techniques, 3) data representation and transformation, and 4) techniques to support production, presentation and dissemination of the results. This course will blend various theoretical and applied technical concepts of visual analytics.</p> <p>(No Prerequisite listed.)</p> <p>[This course has not been scheduled.]</p>
CIS/STA 3920- Data Mining for Business Analytics	<p>Data Mining is the process by which useful information is extracted from large amounts of data. This course is designed to provide students with the necessary tools and techniques to perform data mining and business analytics. This course is intended as an introductory module targeted at individuals who plan to work with data (modeling, data management) as well as towards those who will work with data scientists. While the course will primarily focus on modeling and evaluation, it will also include data</p>

preparation and examination. Modeling techniques covered include dimension reduction, regression methods, decision trees, clustering, and other ad-hoc methods. Emphasis will be placed on the entire context surrounding data mining, which includes the business problem, data processing, modeling, evaluation and deployment. Students will be expected to implement these techniques in big-data case studies throughout the semester.

Prerequisite: CIS 2200 and STA 2000.

All:10.3b. The following revisions are proposed for the Master of Business Administration (all majors) in the Zicklin School of Business

Program: MBA

HEGIS Codes: 0502.00 (Accountancy), 0506.00 (Business Administration and Policy), 0507.00 (Decision Sciences), 0517.00 (Economics), 0505.00 (Finance), 1202.00 (Health Care Administration), 2008.00 (Industrial/Organizational

Psychology), 0701.00 (Information Systems), 0513.00 (International Business), 0506.00 (Management); 0509.00 (Marketing), 0511.00 (Real Estate), 0503.00 (Statistics), 0502.10 (Taxation)

Program Codes: 01912 (Accountancy), 01923 (Business Administration and Policy), 01926 (Decision Sciences), 01931 (Economics), 01919 (Finance), 01952 (Health Care Administration), 01964 (Industrial/Organizational Psychology), 01936 (Information Systems), 01929 (International Business), 01922 (Management), 01928 (Marketing), 31362 (Real Estate), 01917 (Statistics), 01933 (Taxation)

Effective: Spring 2016

From: MBA			To: MBA		
Course	Description	Crs	Course	Description	Crs
Total credits required for degree: 57			Total credits required for degree: 57		
Required Core (12 courses, 24 credits)			Required Core (12 courses, 27 credits)		
ACC 9110*	Financial Accounting	3	ACC 9110*	Financial Accounting	3
or			or		
ACC 9112*	Financial Accounting: Intensive	3	ACC 9112*	Financial Accounting: Intensive	3
BUS 9551	Business Communication I	0	BUS 9551	Business Communication I	1.5
and			and		
BUS 9552	Business Communication II: Communicating Quantitative and Technical Information	0	BUS 9552	Business Communication II: Communicating Quantitative and Technical Information	1.5
or			or		
BUS 9553	Business Communication II: Leadership Communication: Writing and Speaking with Authority	0	BUS 9553	Business Communication II: Leadership Communication: Writing and Speaking with Authority	1.5

or			or		
BUS 9554	Business Communication II: Enhanced Oral and Written Communication	0	BUS 9554	Business Communication II: Enhanced Oral and Written Communication	1.5
CIS 9001	Information Systems for Managers I	1.5	CIS 9001	Information Systems for Managers I	1.5
ECO 9730	Fundamentals of Microeconomics	1.5	ECO 9730	Fundamentals of Microeconomics	1.5
FIN 9770	Financial Decision Making	3	FIN 9770	Financial Decision Making	3
IBS 9600	International Business Fundamentals	1.5	IBS 9600	International Business Fundamentals	1.5
MGT 9300	Management: A Behavioral Approach	3	MGT 9300	Management: A Behavioral Approach	3
MGT 9702	Service Operations I	1.5	MGT 9702	Service Operations I	1.5
MKT 9703	Marketing Management	3	MKT 9703	Marketing Management	3
STA 9708	Applied Statistical Analysis for Business Decisions	3	STA 9708	Applied Statistical Analysis for Business Decisions	3
BUS 9200	Business Policy (Capstone)	3	BUS 9200	Business Policy (Capstone)	3
*Accountancy majors take ACC 9112 in place of ACC 9110.			*Accountancy majors take ACC 9112 in place of ACC 9110.		
Flexible Core (minimum of 3 courses; minimum of 6 credits)			Flexible Core (minimum of 3 courses; minimum of 6 credits)		
Choose one from list below:			Choose one from list below:		
LAW 9000	Legal and Ethical Environment of Business	3	LAW 9000	Legal and Ethical Environment of Business	3
BUS 9100	Business and Society	3	BUS 9100	Business and Society	3
Choose two from list below:			Choose two from list below:		
ACC 9125**	Fundamentals of Managerial Accounting	1.5	ACC 9125**	Fundamentals of Managerial Accounting	1.5
MGT 9704	Service Operations II	1.5	MGT 9704	Service Operations II	1.5
ECO 9740	Fundamentals of Macroeconomics	1.5	ECO 9740	Fundamentals of Macroeconomics	1.5
CIS 9002	Information Systems for Managers II: Managing and Harnessing Technology	1.5	CIS 9002	Information Systems for Managers II: Managing and Harnessing Technology	1.5
**Not open to MBA-Accountancy majors.			**Not open to MBA-Accountancy majors.		
Major (12 – 18 credits)			Major (12 – 15 credits)		
Students choose from a wide array of MBA majors, and may pursue a single or a double major, or they can tailor a program to their specific needs through a self-designed major. In order to satisfy the current requirements for New York State CPA certification, accountancy majors require additional courses as determined by the Stan Ross Department of Accountancy.			Students choose from a wide array of MBA majors, and may pursue a single or a double major, or they can tailor a program to their specific needs through a self-designed major. In order to satisfy the current requirements for New York State CPA certification, accountancy majors require additional courses as determined by the Stan Ross Department of Accountancy.		
Electives (Minimum of 3 courses; 9 – 15			Electives (Minimum of 3 courses; 9 – 12		

credits) Students customize their program by selecting a minimum of three elective courses (9 credits) from among any 9000-level courses given by departments offering courses in the MBA program (or interdisciplinary courses). Students can use electives for a second major or to pursue course work in areas outside of their major, including study abroad, and can include one graduate-level course in either the School of Public Affairs or the Weissman School of Arts and Sciences, with permission of these schools. Eligible students may seek a graduate internship to satisfy elective credit. Special conditions apply to the 150-credit-hour accountancy program.	credits) Students customize their program by selecting a minimum of three elective courses (9 credits) from among any 9000-level courses given by departments offering courses in the MBA program (or interdisciplinary courses). Students can use electives for a second major or to pursue course work in areas outside of their major, including study abroad, and can include one graduate-level course in either the School of Public Affairs or the Weissman School of Arts and Sciences, with permission of these schools. Eligible students may seek a graduate internship to satisfy elective credit. Special conditions apply to the 150-credit-hour accountancy program.
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Rationale: The purpose of this proposal is to improve the educational quality of Zicklin’s business communication curriculum component. Offering credit for required courses would eliminate a specific source of dissatisfaction expressed by students while responding to employers’ and the faculty’s endorsement of business communication instruction. Additionally, having the course count toward students’ grade point averages will likely affect their motivation in the courses. Finally, this revised curriculum will serve to standardize somewhat the communication skills of Zicklin graduates.

The MBA program will require two 1.5-credit hour Business Communication courses in the core curriculum. The first course would be standardized for all MBA students. There would also be a required career-related second course, and a department/ major would be allowed to substitute its own second course, subject to Graduate Curriculum Committee approval. These two Business Communication courses would replace three of the 27 MBA major or elective credits. This would result in the MBA program remaining at 57 credits (27 required core, 6 flexible core and 24 elective).

All:10.4b. The following revision is proposed for the MBA in Finance in the Zicklin School of Business

Program: MBA in Finance

HEGIS Code: 0505.00

Program Code: 01919

Effective: Spring 2016

From: MBA in Finance			To: MBA in Finance		
Course	Description	Crs	Course	Description	Crs
Major Courses (12 credits)			Major Courses (12 credits)		
Required			Required		
FIN 9781	Managerial Finance	3	FIN 9781	Managerial Finance	3
FIN 9783	Investment Analysis	3	FIN 9783	Investment Analysis	3
Choose two of the following:			Choose two of the following		

FIN 9753	Financial Institutions: Structure, Competition, and Public Policy	3	FIN 9740	Technical Analysis	3
FIN 9759	Mergers and Acquisitions	3	FIN 9759	Mergers and Acquisitions	3
FIN 9774	Venture Capital and Entrepreneurial Finance	3	FIN 9774	Venture Capital and Entrepreneurial Finance	3
FIN 9775	E-Finance	3	FIN 9776	Real Estate Finance	3
FIN 9776	Real Estate Finance	3	FIN 9782	Futures and Forward Markets	3
FIN 9782	Futures and Forward Markets	3	FIN 9784	Management of Financial Institutions	3
FIN 9784	Management of Financial Institutions	3	FIN 9785	Financial Markets and Intermediaries	3
FIN 9785	Financial Markets and Intermediaries	3	FIN 9786	International Financial Markets	3
FIN 9786	International Financial Markets	3	FIN 9788	International Corporate Finance	3
FIN 9788	International Corporate Finance	3	FIN 9789	Equity Markets: Trading and Structure	3
FIN 9789	Equity Markets: Trading and Structure	3	FIN 9790	Seminar in Finance	3
FIN 9790	Seminar in Finance	3	FIN 9792	Advanced Managerial Finance	3
FIN 9792	Advanced Managerial Finance	3	FIN 9793	Advanced Investment Analysis	3
FIN 9793	Advanced Investment Analysis	3	FIN 9795	Debt Instruments and Markets	3
FIN 9795	Debt Instruments and Markets	3	FIN 9797	Options Markets	3
FIN 9797	Options Markets	3	FIN 9851	Classical Foundations of Financial Risk Management	1.5
FIN 9981	Selected Topics in Corporate Finance	3	FIN 9852	Measurement and Management of Market Risk I	1.5
FIN 9983	Selected Topics in Investments	3	FIN 9853	Measurement and Management of Market Risk II	1.5
			FIN 9854	Measurement and Management of Credit Risk I	1.5
			FIN 9855	Measurement and Management of Credit Risk II	1.5
			FIN 9856	Measurement and Management of Risks in Operations and Information Technology	1.5
			FIN 9857	Measurement and Management of Risks in Investments	1.5

	FIN 9858	Implications of Corporate Governance, Regulation, and Ethics for Risk Management	1.5
	FIN 9880	International Financial Markets	1.5
	FIN 9881	Debt Securities	1.5
	FIN 9882	Futures and Forwards	1.5
	FIN 9883	Options	1.5
	FIN 9884	Venture Capital	1.5
	FIN 9890	Special Topics in Investments	1
	FIN 9891	Special Topics in Investments	1.5
	FIN 9892	Special Topics in Investments	2
	FIN 9893	Special Topics in Investments	3
	FIN 9894	Special Topics in Corporate Finance	1
	FIN 9895	Special Topics in Corporate Finance	1.5
	FIN 9896	Special Topics in Corporate Finance	2
	FIN 9897	Special Topics in Corporate Finance	3
	FIN 9985	Risk Management in Financial Institutions	3

Rationale: The proposed changes expand the selection of electives to include all the Finance courses that are available to students in MS in Finance and MS in Financial Risk Management programs. FIN 9981 and FIN 9983 are replaced by the current sequence of variable credit special topics courses. FIN 9775 is not expected to be offered in the foreseeable future.

All:10.5b. The following revision is proposed for the MBA in Information Systems in the Zicklin School of Business

Program: MBA in Information Systems

HEGIS Code: 0701.00

Program Code: 01936

Effective: Spring 2016

From: MBA in Information Systems			To: MBA in Information Systems		
Course	Description	Crs	Course	Description	Crs
Courses in Major (13.5 credits)			Courses in Major (13.5 credits)		

"Flexible core" course required for Information Systems majors*			"Flexible core" course required for Information Systems majors*		
CIS 9002*	Information Systems for Managers II - Managing and Harnessing Technology	1.5	CIS 9002*	Information Systems for Managers II - Managing and Harnessing Technology	1.5
Information Technologies Courses (6 credits)			Information Technologies Courses (6 credits)		
Choose two of the following:			Choose two of the following:		
CIS 9340	Principles of Database Management Systems	3	CIS 9340	Principles of Database Management Systems	3
CIS 9350	Networks and Telecommunications	3	CIS 9350	Networks and Telecommunications	3
CIS 9444**	e-Business Principles and Technologies	3	CIS 9355	Cybersecurity	3
CIS 9467	Business Modeling with Spreadsheets	3	CIS 9444**	e-Business Principles and Technologies	3
CIS 9480	Information Technology Project Management	3	CIS 9467	Business Modeling with Spreadsheets	3
CIS 9490	Systems Analysis and Design	3	CIS 9480	Information Technology Project Management	3
CIS 9556**	Risk Management Systems	3	CIS 9490	Systems Analysis and Design	3
CIS 9590	Information Systems Development Project	3	CIS 9556**	Risk Management Systems	3
CIS 9660/STA 9660	Data Mining for Business Analytics	3	CIS 9650	Programming for Analytics	3
CIS 9791	Special Topics in Information Technologies	1.5	CIS 9655	Data Visualization	3
CIS 9793 (formerly CIS 9771)	Special Topics in Information Technologies	3	CIS 9590	Information Systems Development Project	3
			CIS 9660/STA 9660	Data Mining for Business Analytics (3
			CIS 9791	Special Topics in Information Technologies	1.5
			CIS 9793 (formerly CIS 9771)	Special Topics in Information Technologies	3
Information Systems Strategy (6 credits)			Information Systems Strategy (6 credits)		
Choose two of the following:			Choose two of the following:		
CIS 9230	Globalization and Technology	3	CIS 9230	Globalization and Technology	3
CIS 9240	Sustainability and IT	3	CIS 9240	Sustainability and IT	3
CIS 9444**	e-Business Principles and Technologies	3	CIS 9375	Social Technology and Business	3

CIS 9445	Digital Media Management	3	CIS 9444 **	e-Business Principles and Technologies	3
CIS 9555	Information Technology in Financial Markets	3	CIS 9445	Digital Media Management	3
CIS 9556 **	Risk Management Systems	3	CIS 9555	Information Technology in Financial Markets	3
CIS 9557	Business Intelligence	3	CIS 9556 **	Risk Management Systems	3
CIS 9700	Integrating Information Technology and Business Processes	3	CIS 9557	Business Intelligence	3
CIS 9795	Special Topics in Information Systems Strategy	1.5	CIS 9700	Integrating Information Technology and Business Processes	3
CIS 9797 (formerly CIS 9775)	Special Topics in Information Systems Strategy	3	CIS 9795	Special Topics in Information Systems Strategy	1.5
			CIS 9797 (formerly CIS 9775)	Special Topics in Information Systems Strategy	3.0
*CIS 9002 will apply towards the maximum 18 credits students can take in their MBA major. The flexible core course requirement applies to the curriculum for students admitted in Fall 2011 or later, or students admitted prior to Fall 2011 who have elected to complete the MBA under the new curriculum.			*CIS 9002 will apply towards the maximum 18 credits students can take in their MBA major. The flexible core course requirement applies to the curriculum for students admitted in Fall 2011 or later, or students admitted prior to Fall 2011 who have elected to complete the MBA under the new curriculum.		
**Course may be used as either an "Information Technologies" course or an "Information Systems Strategy" course.			**Course may be used as either an "Information Technologies" course or an "Information Systems Strategy" course.		

Rationale: This change adds the proposed new courses CIS 9355, CIS 9375, CIS 9650 and CIS 9655 to the choice of electives, in order to meet the growing demand from the marketplace for graduates who specialize in Data Analytics and Cyber Security areas.

All:10.6b. The following revisions are proposed for the Master of Science programs in the Zicklin School of Business.

Program: MS

HEGIS Codes: 0502.00 (Accountancy), 0506.00 (Entrepreneurship), 0504.00 (Finance), 0504.00 (Financial Risk Management), 0701.00 (Information Systems), 0509.00 (Marketing), 0507.00 (Quantitative Methods and Modeling), 0511.00 (Real Estate), 0503.00 (Statistics), 0502.10 (Taxation)

Program Codes: 19218 (Accountancy), 32946 (Entrepreneurship), 20786 (Finance), 35966 (Financial Risk Management), 79233 (Information Systems), 79231 (Marketing), 79230 (Quantitative Methods and Modeling), 31362 (Real Estate), 79229 (Statistics), 79232 (Taxation)

Effective: Spring 2016

From: MS			To: MS		
Course	Description	Crs	Course	Description	Crs
English language modules offered by the Division of Continuing and Professional Studies are required for non-native English speakers, and may be waived based on a waiver exam.			Required Course (all MS students)		
			BUS 9551	Business Communication I	1.5
			or		
			Program specific, 1.5 credit equivalent business communication instruction approved by Graduate Curriculum Committee.		

Rationale: The purpose of this proposal is to assure the communication quality of Zicklin’s MS students. While MS programs are specialized and shorter than other graduate programs, employers and faculty members recognize the importance of all Zicklin graduate business students graduating with good communication skills.

All:10.7b. The following revision is proposed for the MS in Finance in the Zicklin School of Business

Program: MS in Finance

HEGIS Code: 0504.00

Program Code: 20786

Effective: Fall 2015

From: MS in Finance (Non-executive and Executive formats)			To: MS in Finance (Non-executive and Executive formats)		
Course	Description	Crs	Course	Description	Crs
			Required for all MS Students		
			BUS 9551	Business Communication I	1.5
			or		
			Program specific, 1.5 credit equivalent business communication instruction approved by Graduate Curriculum Committee.		
Preliminary Courses Subject to Waiver (0 - 9 credits)			Preliminary Courses Subject to Waiver (0 - 12 credits)		
ECO 9705	Managerial Economics	3	ACC 9110	Financial Accounting	3
FIN 9762	Introduction to Quantitative Tools for Finance	3	ECO 9730	Fundamentals of Microeconomics	1.5
FIN 9770	Financial Decision Making	3	ECO 9740	Fundamentals of Macroeconomics	1.5
			FIN 9762	Introduction to Quantitative	3

				Tools for Finance	
			FIN 9770	Financial Decision Making	3
Required Courses (9 credits)			Required Courses (9 credits)		
FIN 9771	Corporate Financial Theory and Applications	3	FIN 9771	Corporate Financial Theory and Applications	3
or			or		
FIN 9781*	Managerial Finance	3	FIN 9781*	Managerial Finance	3
FIN 9772	Quantitative Tools for Finance	3	FIN 9772	Quantitative Tools for Finance	3
or			or		
ECO 9723*	Econometrics: Theory and Applications I	3	ECO 9723*	Econometrics-Theory and Applications I	3
FIN 9773	Investment Theory and Applications	3	FIN 9773	Investment Theory and Applications	3
or			or		
FIN 9783*	Investment Analysis	3	FIN 9783*	Investment Analysis	3
*Not open to students in the cohort format.			*Not open to students in the cohort format.		
Elective Courses (21 credits)*			Elective Courses (21 credits)*		
FIN 9740	Technical Analysis	3	ECO 9713	Money, Banking, and Monetary Policy	3
FIN 9759	Mergers and Acquisitions	3	ECO 9724	Econometrics - Theory and Applications II	3
FIN 9774	Venture Capital and Entrepreneurial Finance	3	FIN 9740	Technical Analysis	3
FIN 9776	Real Estate Finance	3	FIN 9759	Mergers and Acquisitions	3
FIN 9782	Futures and Forward Markets	3	FIN 9774	Venture Capital and Entrepreneurial Finance	3
FIN 9784	Management of Financial Institutions	3	FIN 9776	Real Estate Finance	3
FIN 9785	Financial Markets and Intermediaries	3	FIN 9782	Futures and Forward Markets	3
FIN 9786	International Financial Markets	3	FIN 9784	Management of Financial Institutions	3
FIN 9788	International Corporate Finance	3	FIN 9785	Financial Markets and Intermediaries	3
FIN 9789	Equity Markets: Trading and Structure	3	FIN 9786	International Financial Markets	3
FIN 9790	Seminar in Finance	3	FIN 9788	International Corporate Finance	3
FIN 9792	Advanced Managerial Finance	3	FIN 9789	Equity Markets: Trading and Structure	3
FIN 9793	Advanced Investment Analysis	3	FIN 9790	Seminar in Finance	3
FIN 9795	Debt Instruments and Markets	3	FIN 9792	Advanced Managerial Finance	3

FIN 9797	Options Markets	3	FIN 9793	Advanced Investment Analysis	3
FIN 9851	Classical Foundations of Financial Risk Management	1.5	FIN 9795	Debt Instruments and Markets	3
FIN 9852	Measurement and Management of Market Risk I	1.5	FIN 9797	Options Markets	3
FIN 9853	Measurement and Management of Market Risk II	1.5	FIN 9851	Classical Foundations of Financial Risk Management	1.5
FIN 9854	Measurement and Management of Credit Risk I	1.5	FIN 9852	Measurement and Management of Market Risk I	1.5
FIN 9855	Measurement and Management of Credit Risk II	1.5	FIN 9853	Measurement and Management of Market Risk II	1.5
FIN 9856	Measurement and Management of Risks in Operations and Information Technology	1.5	FIN 9854	Measurement and Management of Credit Risk I	1.5
FIN 9857	Measurement and Management of Risks in Investments	1.5	FIN 9855	Measurement and Management of Credit Risk II	1.5
FIN 9858	Implications of Corporate Governance, Regulation, and Ethics for Risk Management	1.5	FIN 9856	Measurement and Management of Risks in Operations and Information Technology	1.5
FIN 9880	International Financial Markets	1.5	FIN 9857	Measurement and Management of Risks in Investments	1.5
FIN 9881	Debt Securities	1.5	FIN 9858	Implications of Corporate Governance, Regulation, and Ethics for Risk Management	1.5
FIN 9882	Futures and Forwards	1.5	FIN 9880	International Financial Markets	1.5
FIN 9883	Options	1.5	FIN 9881	Debt Securities	1.5
FIN 9884	Venture Capital	1.5	FIN 9882	Futures and Forwards	1.5
FIN 9890	Special Topics in Investments	1.0	FIN 9883	Options	1.5
FIN 9891	Special Topics in Investments	1.5	FIN 9884	Venture Capital	1.5
FIN 9892	Special Topics in Investments	2	FIN 9890	Special Topics in Investments	1.0
FIN 9893	Special Topics in Investments	3	FIN 9891	Special Topics in Investments	1.5
FIN 9894	Special Topics in Corporate Finance	1	FIN 9892	Special Topics in Investments	2
FIN 9895	Special Topics in Corporate Finance	1.5	FIN 9893	Special Topics in Investments	3
FIN 9896	Special Topics in Corporate Finance	2	FIN 9894	Special Topics in Corporate Finance	1
FIN 9897	Special Topics in Corporate	3	FIN 9895	Special Topics in Corporate	1.5

	Finance			Finance	
FIN 9985	Risk Management in Financial Institutions	3	FIN 9896	Special Topics in Corporate Finance	2
			FIN 9897	Special Topics in Corporate Finance	3
			FIN 9985	Risk Management in Financial Institutions	3
*Elective courses to be selected by the Department of Economics and Finance from the above list for students in the cohort format.			*Elective courses to be selected by the Department of Economics and Finance from the above list for students in the cohort format.		

Rationale: ECO 9705 Managerial Economics (3 credits) is being replaced by ECO 9730 (1.5 credits) and ECO 9740 (1.5 credits). This will give the Department and the students more flexibility as ECO 9730 and ECO 9740 are offered every semester and will be available to both MSF and MBA students, whereas ECO 9705 was being offered less frequently and was restricted to MS-Finance (MSF) students only. ACC 9110 Financial Accounting is being added as a preliminary course. This would bring MSF and MBA students in certain finance courses to the same level of preparedness and improve outcomes for MSF students. ECO 9724 Econometrics - Theory and Applications II and ECO 9713 Money, Banking, and Monetary Policy are being added as electives. This would allow the Department to offer new and continuing MSF students additional opportunities to specialize in the more quantitative aspects of finance. The new business communication requirements apply to all MS programs (see AllI:10.6b.above).

AllI:10.8b. The following revision is proposed for the MS in Financial Risk Management in the Zicklin School of Business

Program: MS in Financial Risk Management

HEGIS Code: 0504.00

Program Code: 35966

Effective: Fall 2015

From: MS in Financial Risk Management (Executive format)			To: MS in Financial Risk Management (Non-executive format)		
Course	Description	Crs	Course	Description	Crs
			Required of all MS Students		
	BUS 9551		BUS 9551	Business Communication I	1.5
			or		
			Program specific, 1.5 credit equivalent business communication instruction approved by Graduate Curriculum Committee.		
			Preliminary Courses Subject to Waiver (0 - 12 credits)		
			Required for all MS Students		
	ACC 9110		ACC 9110	Financial Accounting	3

			ECO 9730	Fundamentals of Microeconomics	1.5
			ECO 9740	Fundamentals of Macroeconomics	1.5
			FIN 9762	Introduction to Quantitative Tools for Finance	3
			FIN 9770	Financial Decision Making	3
Required Courses (30 credits)			Required Courses (30 credits chosen by the Department from the following list)		
FIN 9784	Management of Financial Institutions	3	ECO 9723	Econometrics-Theory and Applications I	3
FIN 9788	International Corporate Finance	3	FIN 9782	Futures and Forward Markets	3
FIN 9790	Seminar in Finance (Capstone Course)	3	FIN 9783	Investment Analysis	3
FIN 9795	Debt Instruments and Markets	3	FIN 9784	Management of Financial Institutions	3
FIN 9851	Classical Foundations of Financial Risk Management	1.5	FIN 9786	International Financial Markets	3
FIN 9852	Measurement and Management of Market Risk I	1.5	FIN 9788	International Corporate Finance	3
FIN 9853	Measurement and Management of Market Risk II	1.5	FIN 9790	Seminar in Finance	3
FIN 9854	Measurement and Management of Credit Risk I	1.5	FIN 9795	Debt Instruments and Markets	3
FIN 9855	Measurement and Management of Credit Risk II	1.5	FIN 9797	Options Markets	3
FIN 9856	Measurement and Management of Risks in Operations and Information Technology	1.5	FIN 9852	Measurement and Management of Market Risk I	1.5
FIN 9857	Measurement and Management of Risks in Investments	1.5	FIN 9853	Measurement and Management of Market Risk II	1.5
FIN 9858	Implications of Corporate Governance, Regulation, and Ethics for Risk Management	1.5	FIN 9854	Measurement and Management of Credit Risk I	1.5
FIN 9891	Special Topics in Investments: Options Markets	1.5	FIN 9855	Measurement and Management of Credit Risk II	1.5
FIN 9895	Special Topics in Corporate Finance: Futures and Forward Markets	1.5	FIN 9856	Measurement and Management of Risks in Operations and Information Technology	1.5
MTH 9841	Statistics for Finance	3	FIN 9857	Measurement and	1.5

		Management of Risks in Investments	
	FIN 9858	Implications of Corporate Governance, Regulation, and Ethics for Risk Management	1.5
	FIN 9880	International Financial Markets	1.5
	FIN 9881	Debt Securities	1.5
	FIN 9882	Futures and Forwards	1.5
	FIN 9883	Options	1.5
	FIN 9890	Special Topics in Investments	1
	FIN 9891	Special Topics in Investments	1.5
	FIN 9892	Special Topics in Investments	2
	FIN 9893	Special Topics in Investments	3
	FIN 9985	Risk Management in Financial Institutions	3

Rationale: The MS-Financial Risk Management (MSFRM) program was originally designed in 2010 as a full-time program to be offered as an executive program over the span of four trimesters. Starting in the fall 2015 semester, it will be offered as a non-executive program, and the curriculum should be modified to be compatible with the MS-Finance (MSF) program now offered by the Bert W. Wasserman Department of Economics and Finance.

The same preliminary courses will be required as in the MSF program. This would bring MSF, MSFRM, and MBA students in certain finance courses to the same level of preparedness and improve outcomes for MSFRM students.

The total number of credits in the program is unchanged at 30 credits. The specific changes in distribution of credits across the courses are as follows: MTH 9841 Statistics for Finance is replaced with ECO 9723 Econometrics I;

FIN 9851 Classical Foundations of Financial Risk Management (1.5 credits) is replaced with FIN 9783 Investment Analysis (3.0 credits).

In addition, the department is now able to offer variable-credit versions of courses covering options, futures, debt securities and markets, international financial markets, and special topics. To give the department some scheduling flexibility and an ability to adjust the emphasis of the program in response to changes in the field of risk management, all these courses are now included in the approved list. The new business communication requirements apply to all MS programs (see AIII:10.6b above).

AIII:10.9b. The following revision is proposed for the MS in Information Systems in the Zicklin School of Business

Program: MS in Information Systems

HEGIS Code: 0701.00

Program Code: 79233

Effective: Spring 2016

From: MS in Information Systems			To: MS in Information Systems		
Course	Description	Crs	Course	Description	Crs
Students with appropriate background will be able to reduce the number of credits in preliminary requirements. English language courses offered by the Continuing and Professional Studies area are required for non-native English speakers; the courses may be waived based on a waiver exam.			Required of all MS Students		
			BUS 9551	Business Communication I	1.5
			or Program specific, 1.5 credit equivalent business communication instruction approved by Graduate Curriculum Committee.		
Preliminary Courses (6 credits)			Preliminary Courses (6 credits)		
Students with appropriate background will be able to reduce the number of credits in preliminary requirements.			Students with appropriate background will be able to reduce the number of credits in preliminary requirements.		
ACC 9110	Financial Accounting	3	ACC 9110	Financial Accounting	3
FIN 9770	Financial Decision Making	3	FIN 9770	Financial Decision Making	3
Courses in Specialization (30 credits)			Courses in Specialization (30 credits)		
Required (15 credits)			Required (15 credits)		
CIS 9001	Information Systems for Managers I	1.5	CIS 9001	Information Systems for Managers I	1.5
CIS 9002	Information Systems for Managers II: Managing and Harnessing Technology (with CIS 9001 formerly CIS 9000)	1.5	CIS 9002	Information Systems for Managers II: Managing and Harnessing Technology (with CIS 9001 formerly CIS 9000)	1.5
CIS 9230	Globalization and Technology	3	CIS 9230	Globalization and Technology	3
CIS 9340	Principles of Database Management Systems	3	CIS 9340	Principles of Database Management Systems	3
CIS 9490	Systems Analysis and Design	3	CIS 9490	Systems Analysis and Design	3
CIS 9590	Information Systems Development Project	3	CIS 9590	Information Systems Development Project	3
Electives (15 credits)			Electives (15 credits)		
Choose five courses from:			Choose five courses from:		
BUS 9801, 9802, 9803	Graduate Internship I, II, III (in IS)	3	BUS 9801, 9802, 9803	Graduate Internship I, II, III (in IS)	3
CIS 9240	Sustainability and IT	3.0	CIS 9240	Sustainability and IT	3.0
CIS 9310	Object-Oriented Programming I	3	CIS 9310	Object-Oriented Programming I	3
CIS 9350	Networks and Telecommunications	3	CIS 9350	Networks and Telecommunications	3
CIS 9410	Object-Oriented Programming II	3	CIS 9355	Cybersecurity	3
CIS 9440	Database Warehousing and Analytics	3	CIS 9375	Social Technology and Business	3
CIS 9444	e-Business Principles and	3	CIS 9410	Object-Oriented	3

	Technologies			Programming II	
CIS 9445	Digital Media Management	3	CIS 9440	Database Warehousing and Analytics	3
CIS 9467	Business Modeling with Spreadsheets	3	CIS 9444	e-Business Principles and Technologies	3
CIS 9480	Information Technology Project Management	3	CIS 9445	Digital Media Management	3
CIS 9550	Emerging Trends in Information Technologies	3	CIS 9467	Business Modeling with Spreadsheets	3
CIS 9555	Information Technology in Financial Markets	3	CIS 9480	Information Technology Project Management	3
CIS 9556	Risk Management Systems	3	CIS 9550	Emerging Trends in Information Technologies	3
CIS 9557	Business Intelligence	3	CIS 9555	Information Technology in Financial Markets	3
CIS 9660	Data Mining for Business Analytics	3	CIS 9556	Risk Management Systems	3
CIS 9700	Integrating Information Technology and Business Processes	3	CIS 9557	Business Intelligence	3
CIS 9791	Special Topics in Information Technologies	1.5	CIS 9650	Programming for Analytics	3
CIS 9793 (formerly CIS 9771)	Special Topics in Information Technologies	3	CIS 9655	Data Visualization	3
CIS 9795	Special Topics in Information Systems Strategy	1.5	CIS 9660	Data Mining for Business Analytics	3
CIS 9797 (formerly CIS 9775)	Special Topics in Information Systems Strategy	3.0	CIS 9700	Integrating Information Technology and Business Processes	3
OPR 9721	Introduction to Quantitative Modeling	3	CIS 9791	Special Topics in Information Technologies	1.5
STA 9708	Applied Statistical Analysis for Business Decisions	3	CIS 9793 (formerly CIS 9771)	Special Topics in Information Technologies	3
Note: Students may take CIS 9001 along with other specialization courses for which CIS 9001 is the pre-or corequisite in their first semester.			CIS 9795	Special Topics in Information Systems Strategy	1.5
			CIS 9797 (formerly CIS 9775)	Special Topics in Information Systems Strategy	3.0
			OPR 9721	Introduction to Quantitative Modeling	3

STA 9708	Applied Statistical Analysis for Business Decisions	3
Note: Students may take CIS 9001 along with other specialization courses for which CIS 9001 is the pre-or corequisite in their first semester.		

Rationale: This change adds the proposed new courses CIS 9355, CIS 9375, CIS 9650 and CIS 9655 to the choice of electives, in order to meet the growing demand from the marketplace for graduates who specialize in Data Analytics and Cyber Security areas. The new business communication requirements apply to all MS programs (see AllI:10.6b above).

AllI:10.10b. The following revision is proposed for the MS in Marketing (Concentration in Digital Marketing) in the Zicklin School of Business

Program: MS in Marketing

HEGIS Code: 0509.00

Program Code: 79231

Effective: Spring 2016

From: MS in Marketing (Concentration in Digital Marketing)			To: MS in Marketing (Concentration in Digital Marketing)		
Course	Description	Crs	Course	Description	Crs
Required Courses (15 credits)			Required Courses (15 credits)		
MKT 9702	Marketing Research	3	MKT 9702	Marketing Research	3
MKT 9703	Marketing Management	3	MKT 9703	Marketing Management	3
MKT 9716	Consumer Behavior	3	MKT 9716	Consumer Behavior	3
MKT 9750	Marketing Strategy	3	MKT 9780	Digital Marketing	3
MKT 9780	Digital Marketing	3	MKT 9785	Digital Marketing Strategy	3
Elective Courses (15 credits)			Elective Courses (15 credits)		
Choose a minimum of 9 credits from the following:			Choose a minimum of 9 credits from the following:		
MKT 9726	Database Marketing 1	3	MKT 9726	Direct Marketing I: Strategy and Tactics	3
MKT 9728	Media Planning in the Digital World	3	MKT 9728	Media Planning in the Digital World	3
MKT 9736	Database Marketing 2	3	MKT 9736	Direct Marketing II: Database Marketing and Managing the Creative Process	3
MKT 9737	Analytic Approaches to Marketing Strategy	3	MKT 9737	Analytic Approaches to Marketing Strategy	3
MKT 9738	Web Analytics	3	MKT 9738	Web Analytics	3
MKT 9782	Search Engine Marketing	1.5	MKT 9764	Internet Marketing and Global Business	3
MKT 9783	Social Media Marketing	1.5	MKT 9782	Search Engine Marketing	1.5

MKT 9785	Digital Marketing Strategy	3	MKT 9783	Social Media Marketing	1.5
MKT 9794	Special Topics in Digital Marketing	1.5	MKT 9794	Special Topics in Digital Marketing	1.5
MKT 9795	Special Topics in Digital Marketing	3	MKT 9795	Special Topics in Digital Marketing	3
Choose up to 6 credits from any 9000-level course in the Department of Marketing and International Business. Students can also choose from the following:			Choose up to 6 credits from any 9000-level course in the Department of Marketing and International Business. Students can also choose from the following:		
CIS 9340	Principles of Database Management Systems	3	CIS 9340	Principles of Database Management Systems	3
STA 9661	Multivariate Statistics for Business Analytics	3	STA 9661	Multivariate Statistics for Business Analytics	3
STA 9700	Applied Regression Analysis	3	STA 9700	Applied Regression Analysis	3
STA 9705	Multivariate Statistical Methods	3	STA 9705	Multivariate Statistical Methods	3
STA 9750	Software Tools for Data Analysis	3	STA 9750	Software Tools for Data Analysis	3

Rationale: MKT 9785: Digital marketing distribution and communication channels have become an integral part of the marketing mix. In addition, digital channels provide unique opportunities for product differentiation and dynamic pricing strategies. MKT 9785 Digital Marketing Strategy specifically addresses marketing strategy issues, both traditional and digital, at the Chief Marketing Officer level. Among other things, it will prepare students to make investment decisions in different digital channels. Other courses in our curriculum provide a more operational, tactical perspective. This course takes on a higher-level perspective and becomes an important course for students to undertake while pursuing the digital marketing concentration, thus warranting a core status.

This course is structured, through the use of case studies, to provide students an in-depth understanding and analysis of strategies adopted by organizations in the real-world to address their respective challenges by employing traditional marketing techniques as well as emerging digital marketing avenues and opportunities in the marketplace. Thus, this course encapsulates the learnings of a traditional marketing strategy course (MKT 9750) and enhances it further with additional input on effective and efficient digital marketing strategies. The design of the course empowers students with knowledge of the balance required between online and offline strategies that enables a firm to compete well in the marketplace. MKT 9785 becomes the course that students in the digital marketing concentration can undertake to get a holistic view of marketing strategies, both offline and online. Hence, MKT 9785 can replace MKT 9750 as a core course for students pursuing the digital marketing concentration.

MKT 9764: The Department wants to add MKT 9764 Internet Marketing and Global Business as one of the electives in the newly established MS in Marketing concentration in digital marketing, since digital marketing has become an integral part of the marketing mix in a majority of organizations today. Digital promotions and communications combined with digital channels of distribution provide more unique and creative ways for organizations to compete in the global marketplace. The course on Internet Marketing and Global Business (MKT 9764) provides students pursuing a career in the field of digital marketing an exposure to global practices for search, social, display, video, mobile and in-game advertising in addition to developing an understanding about the impact the electronic medium will have on international business dimensions of trade, foreign direct investment and alliance formation.

MKT 9726 and MKT 9736: The course titles were incorrectly noted when the original proposal for the new digital marketing concentration was submitted to the September 2014 Chancellor's University Report (Part A: Academic Matters: All:10.2b).

All:10.11b. The following revision is proposed for the MS in Marketing in the Zicklin School of Business

Program: MS in Marketing

HEGIS Code: 0509.00

Program Code: 79231

Effective: Spring 2016

From: MS in Marketing			To: MS in Marketing		
			New Concentration in International Business (30 credits)		
Course	Description	Crs	Course	Description	Crs
Required Courses (15 credits)			Required Courses (13.5 credits)		
No such concentration is currently offered.			MKT 9702	Marketing Research	3
			MKT 9703	Marketing Management	3
			MKT 9716	Consumer Behavior	3
			MKT 9750	Marketing Strategy	3
			IBS 9600	International Business Fundamentals	3
			Elective Courses (16.5 credits)		
			Choose a minimum of 10.5 credits from the following:		
			IBS 9761	Emerging Markets and the International Business Environment	3
			IBS 9767	Foreign Markets, Cultures, and Regimes	3
			IBS 9769	International Business Strategy	3
			MKT 9764	Internet Marketing and Global Business	3
			MKT 9766	International Marketing Management	3
			MKT 9774	International Logistics	3
			IBS 9791	Special Topics in International Business	1.5
			IBS 9793	Special Topics in International Business	3
			Choose up to 6 credits from the following:		

CIS 9230	Globalization and Technology	3
COM 9656/IBS 9756	International Business Communications	3
LAW 9740	International Trade and Investment Law	3
MGT 9870	International Comparative Management	3

Concentration in International Business: The development and implementation of marketing strategies in a rapidly globalizing world requires today's marketing professionals to first have a broad and holistic knowledge of the international business environment and then be able to apply basic marketing principles to create specific products and/or service strategies. To understand this environment, marketers must be aware of how a country's culture, trade policies, politics, logistics, etc., interact with the focal product or service. In addition, marketers must be aware of the competitiveness of firms, industry dynamics, and regulations established by governments and supranational institutions. The proposed concentration in International Business provides students with the necessary context for them to better interact with consumers in a global environment. This concentration will enhance the MS in Marketing degree by providing specialized expertise to our graduates in an area that has rapidly gained prominence in the marketplace.

Concentration Details and Requirements: The proposed concentration in International Business can be completed by graduate students pursuing an MS in Marketing program. Consistent with prior requirements, students need 30 credits to complete the MS program in Marketing with a concentration in International Business. The concentration requires students to accumulate 13.5 credits through core/required courses and the remaining 16.5 credits through elective courses. The required courses include International Business Fundamentals (IBS 9600) in addition to the other required courses for the MS in Marketing. With respect to elective courses, students pursuing this concentration are required to complete a minimum of 10.5 credits through the international business specific elective courses. The rest of their credits can be acquired by taking any 9000-level course in the Department of Marketing and International Business elective courses identified above, or any of the following interdisciplinary international business courses: LAW 9740, COM 9656/IBS 9756, CIS 9230, and MGT 9870. The successful completion of the advanced coursework included in this concentration depends on the prerequisite knowledge that is provided in the coursework for the MS in Marketing program.

By completing this concentration students will be able to:

- 1) Evaluate international business principles as they apply in marketing and business settings.
- 2) Utilize skills and abilities necessary to operate globally with an understanding of cultural differences, global marketing and research strategies, and the need for regional adaptations.
- 3) Explain how foreign cultures and practices affect both business and social settings.
- 4) Apply knowledge and expertise of international markets to enable firms to compete in the global economy.
- 5) Integrate critical thinking, analytical skills, and knowledge in the international business arena to better handle organization and business opportunities and challenges in international markets.

Rationale: The understanding of foreign cultures and markets and the global management and movement of goods has become an integral part of the marketing mix in a majority of organizations today. In reality no market is local in today's economy.

In today's global world, organizations expect their high ranking marketing professionals to understand and anticipate the opportunities available throughout the world and incorporate them effectively and efficiently into their marketing strategies. A MS degree in Marketing with a concentration in International Business provides students with the skill sets to address the expectations brought forth by an organization's global marketing mission.

Most of the international business specific courses (presented in electives) are offered every semester and have sustainable enrollments. Thus, from the student, employer, and marketplace perspective, a substantial demand exists to support a concentration in International Business. The list of required and elective courses being offered makes this concentration unique and cutting edge. This concentration will indeed provide a source of competitive advantage for our MS degree program.

Course descriptions for new MS-Marketing Concentration in International Business (these are existing courses)		
MKT 9702	Marketing Research	Exploration of the development of market research studies through the setting of objectives, the design of surveys and other information-gathering techniques, the collection of data, the interpretation of findings, and the preparation and presentation of research reports. <i>Prerequisite: MKT 9703; STA 9708.</i>
MKT 9703	Marketing Management	Examination of the nature and fundamentals of marketing management. The course focuses on the development of a marketing plan and the functional tools available to the marketing manager to implement the plan. It draws specific attention to the planning, organizing, directing, and controlling of the marketing function. <i>Prerequisite: None.</i>
MKT 9716	Consumer Behavior	Examination of the psychological, economic, socio-cultural, and decision-making influences on consumer behavior, including a discussion of consumer behavior applications to social marketing. <i>Prerequisite or corequisite: MKT 9703.</i>
MKT 9750	Marketing Strategy	Examination of marketing strategy as a tool for optimizing short-term and long-term organizational goals in the dynamic global marketing environment through an analysis of real-world cases. Lectures and text readings provide the basis for translating the cases into marketing strategy concepts. <i>Prerequisite: MKT 9703.</i>
IBS 9600	International Business Fundamentals	In a rapidly globalizing world, future managers and other business professionals must possess a deep understanding of how international factors influence modern business decision-making. They must also possess the requisite problem solving skills to understand and function in this global environment. The course aims to provide students with a broad overview of concepts and principles of international business and how business people can use this knowledge to obtain strategic advantage in the marketplace. <i>Prerequisite: None.</i>
IBS 9761	Emerging Markets and the International	The rise of emerging markets is changing the world of international business and raises distinctive challenges and opportunities for companies. This course addresses these changes from the

	Business Environment	perspective of foreign firms entering emerging markets, therefore examining the distinctive business environments of emerging markets and analyzing the strategic options for responding to these effectively. Also, this course considers firms originating in emerging markets, examining their nature, and their impact on the international business environment and on international competition. Differences between emerging markets are explored, with an emphasis on understanding how political systems, market size, and resource availability influence the types of opportunities available. <i>Prerequisite: None.</i>
IBS 9767	Foreign Markets, Cultures, and Regimes	Analysis of international similarities and differences as well as convergences and divergences among exchange systems around the world, as related to cultural, political, social, and economic institutions and developments. <i>Prerequisite: None.</i>
IBS 9769	International Business Strategy	Analysis of strategy in international business in terms of resources to be transmitted abroad, adaptation to foreign cultures, acquisition of legitimacy in host countries, and the integration of the international firm's various parts. <i>Prerequisite: IBS 9600.</i>
MKT 9764	Internet Marketing and Global Business	This course focuses on understanding: how information technology has created a fertile ground for the emergence of commerce on the Internet; what institutional parameters are required to form an efficient market for commerce on the Internet to flourish; how firms are using the new medium/market to reconstruct their value chain and create/sustain competitive advantage; how the new electronic medium will affect key international dimensions of trade, foreign direct investment, and alliance formation. <i>Prerequisite: None.</i>
MKT 9766	International Marketing Management	Analysis of the development and integration of international marketing policies and strategies concerning product, price, promotion, channels, sales management, and research in light of environmental and company constraints and opportunities. <i>Prerequisite or corequisite: None.</i>
MKT 9774	International Logistics	Analysis and evaluation of surface, water, and air intermodal transportation systems within the framework of a total distribution network. Trade-offs between transportation and the other components of the distribution system (warehousing, inventory control, communications, packaging, cargo handling) as well as with production and marketing are evaluated. <i>Prerequisite: None.</i>
IBS 9791	Special Topics in International Business	This course focuses on timely and relevant topics in international business that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this more than once provided that different topics are covered. <i>Pre- or co-requisite: IBS 9600.</i>
IBS 9793	Special Topics in International Business	This course focuses on timely and relevant topics in international business that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this more than once provided that different topics are covered. <i>Prerequisite: IBS 9600.</i>

CIS 9230	Globalization and Technology	This course is relevant to managers in all disciplines who will face technological decisions in a global business environment. This course will focus on Information and Communication Technology (ICT) environments around the world, national infrastructures and regulatory regimes, global IT applications, global IS development strategies, global supply chains, offshore outsourcing, global management support systems, and global IS/IT strategies. The course will provide an in-depth understanding of managing information resources across national borders, time zones, cultures, political philosophies, regulatory regimes, and economic infrastructures. This is an interdisciplinary course covering multiple perspectives addressing technical, socio-economic, socio-cultural, policy, regulatory, legal, and ethical issues. <i>Prerequisite: None.</i>
COM 9656/IBS 9756	International Business Communications	This course examines the process of communicating across cultures and nations. Special attention is given to the impact of differences of language, nonverbal communication, social and political organization, and custom. Methods include the presentation and discussion of concepts as well as experiential learning situations, such as communication exercises, role playing, and case studies. This course is the same as IBS 9756; students will receive credit COM 9656 or IBS 9756, not both. <i>Prerequisite: None.</i>
LAW 9740	International Trade and Investment Law	This course is designed to introduce the student to the legal issues affecting business in a global economy. The first segment of the course deals with international transactions in goods and covers allocation of risks in international trade, documentary sales, bills of exchange, and letters of credit. The second segment addresses "jurisdiction to prescribe," the question of what country's (substantive) law applies to conduct abroad that has an effect within its borders. The third segment, "jurisdiction to adjudicate," includes the competence of courts, international arbitration, and enforcement of foreign money judgments. The fourth segment covers the treaties and laws that address the international trading systems, i.e., GATT, the U. S. Trade Act, free-trade agreements, the EEC, and the IMF. The final segment, "Act of State and Foreign Sovereign Immunity," deals with the special risks of doing business abroad and with foreign governments, specifically addressing problems of nationalization and expropriation. <i>Prerequisite: None.</i>
MGT 9870	International Comparative Management	Comparison of managerial goals, structures, functions, processes, and behavior in different national environments. Topics covered include multiculturalism as it relates to the multinational organization; country-specific comparative advantages and disadvantages; global product versus multidomestic corporate strategy; comparison of structural options; selection, promotion, and training practices with regard to cross-cultural, intercultural, and interpersonal differences; historical and contemporary political and civil freedoms; commercial enterprise organization, infrastructure, and national or regional competitive opportunities; managerial values, attitudes, and behaviors within specific host countries; and exportable managerial practices vis-à-vis accommodation to national and ethnocentric managerial practices. <i>Prerequisite: None.</i>

NEW YORK STATE EDUCATION DEPARTMENT

Office of Higher Education—Office of College and University Evaluation

89 Washington Avenue, Albany, NY 12234

(518) 474-2593 Fax: (518) 486-2779

ocueinfo@mail.nysed.gov

<http://www.highered.nysed.gov/ocue/>

Request to Change or Adapt a Registered Program	
Item	Response (type in the requested information)
Institution name and address	Baruch College, The City University of New York, the Zicklin School of Business 55 Lexington Ave, NYC 10010 <i>Additional information:</i> <ul style="list-style-type: none"> ▪ Specify campus where program is offered, if other than the main campus:
Identify the program you wish to change	Program title: Master of Science in Marketing (New Concentration in International Business) Award (e.g., B.A., M.S.): M.S. Credits: 30 HEGIS code: 0509.00 Program code : 79231
Contact person for this proposal	Name and title: Prof. David Luna, Chair of Allen G Aaronson Department of Marketing and International Business Telephone: 646-312-3274 Fax: 646-312-3271 E-mail: David.luna@baruch.cuny.edu
CEO (or designee) approval	Name and title: Not Required Signature and date: Not Required
<i>Signature affirms the institution's commitment to support the program as revised.</i>	If the program will be registered jointly ⁴ with another institution, provide the following information:
	Partner institution's name: Name and title of partner institution's CEO: Signature of partner institution's CEO:

- For **programs that are registered jointly** with another institution, all participating institutions must confirm their support of the changes.

- To change a registered professional licensure program or add a license qualification to an existing program, contact the [Office of the Professions](#) for guidance.
- To change a registered teacher certification or educational leadership certification program or add a certificate qualification to an existing program, use the education program change form.
- If the change involves **establishing an existing registered program at a new location**, complete a new registration application for the proposed program.

Check all changes that apply and provide the requested information.
--

Changes in Program Content (<i>Describe and explain all proposed changes; provide a side-by-side comparison of the existing and newly modified programs.</i>)

<input type="checkbox"/> Cumulative change from the Department's last approval of the registered program that impacts one- third or more of the minimum credits required for the award (e.g., 20 credits in an associate degree program)
--

<input type="checkbox"/> Changes in a program's focus or design

<input checked="" type="checkbox"/> Adding or eliminating an option or concentration
--

<input type="checkbox"/> Eliminating a requirement for program completion

<input type="checkbox"/> Altering the liberal arts and science content in a way that changes the degree classification, as defined in Section 3.47(c)(1-4) of Regents Rules

If new courses are being added as part of the noted change(s) , provide a syllabus for each new course and list the name, qualifications, and relevant experience of faculty teaching the course(s). Syllabi should include a course description and identify course credit, objectives, topics, student outcomes, texts/resources, and the basis for determining grades.
--

Other Changes (<i>describe and explain all proposed changes</i>)
--

<input type="checkbox"/> Program title:
--

<input type="checkbox"/> Program award

<input type="checkbox"/> Mode of Delivery (Note: if the change involves adding a distance education format to a registered program, please complete the distance education application .)

<input type="checkbox"/> Discontinuing a program: indicate the date by which the program will be discontinued. ⁵
--

<input type="checkbox"/> Format change (e.g., from full-time to part-time, or to an abbreviated or accelerated semester)

d) Indicate proposed format:

e) Describe availability of courses and any change in faculty, resources, or support services:

f) Use the Sample Program Schedule to show the sequencing and scheduling of courses in the program.

Establishing New Programs Based on Existing Registered Programs

<input type="checkbox"/> Creating a dual-degree program from existing registered programs
--

f) Complete the following table to identify the existing programs:

	Program Title	Degree Award	Program Code
Program 1			
Program 2			

g) Proposed dual-degree program (title and award):⁶

h) Courses that will be counted toward both awards:

i) Length of time for candidates to complete the proposed program:

j) Use the Sample Program Schedule to show the sequencing and scheduling of courses in the dual-degree program.

[] Creating a new program from a concentration/track in an existing program.

If the new program is based **entirely** on existing courses in a registered program, provide the current program name, program code, and the following information:

Note: this abbreviated option applies only if a master plan amendment is NOT required **and** there are no new courses or changes to program admissions and evaluation elements. If these conditions are not met, submit a new registration application for the proposed

program.

e)
Information
from the
Application
for
Registration
of a New
Program
form: cover
page (page
1), Sample
Program
Schedule
form, and
faculty
information
charts (full-
time
faculty,
part-time
faculty, and
faculty to
be hired)

f) Brief
description
of the
proposed
program
and
rationale
for
converting
the existing
coursework
to a
separately
registered
program:

g)
Expected
impact on
existing
program:

h)
Adjustments
the
institution
will make
to its

current resource allocations to support the program:

i) Statement confirming that the admission standards and process and evaluation methods are the same as those in the existing registered program:

Note: if the change involves **establishing an existing registered program at a new location**, complete a new registration application for the proposed program.

All:10.12b. The following revision is proposed for the MS in Statistics in the Zicklin School of Business

Program: MS in Statistics

HEGIS Code: 0503.00

Program Code: 79229

Effective: Spring 2016

From: MS in Statistics			To: MS in Statistics		
Course	Description	Crs	Course	Description	Crs
Non-credit-bearing English language modules offered by the Division of Continuing and Professional Studies are required for non-native English speakers, and may be waived based on a waiver exam.			Required for all MS Students		
			BUS 9551	Business Communication I	1.5
			or		
			Program specific, 1.5 credit equivalent business communication instruction approved by Graduate Curriculum Committee.		
Preliminary Courses (9 credits)			Preliminary Courses (9 credits)		
Students with appropriate background will be able to reduce the number of credits in			Students with appropriate background will be able to reduce the number of credits in preliminary		

preliminary requirements.			requirements.		
MTH 2610 and MTH 3010 are undergraduate courses. Entering students are strongly advised to complete a minimum of six credits of calculus before starting the MS program in Statistics, in order to waive these math requirements.			MTH 2610 and MTH 3010 are undergraduate courses. Entering students are strongly advised to complete a minimum of six credits of calculus before starting the MS program in Statistics, in order to waive these math requirements.		
MTH 2610	Calculus I	3	MTH 2610	Calculus I	3
MTH 3010	Calculus II	3	MTH 3010	Calculus II	3
STA 9708	Applied Statistical Analysis for Business Decisions	3	STA 9708	Applied Statistical Analysis for Business Decisions	3
Courses in Specialization (30 credits)			Courses in Specialization (30 credits)		
Required (12 credits)			Required (12 credits)		
STA 9700	Applied Regression Analysis	3	STA 9700	Applied Regression Analysis	3
STA 9715	Applied Probability	3	STA 9715	Applied Probability	3
STA 9719	Foundations of Statistical Inference	3	STA 9719	Foundations of Statistical Inference	3
STA 9750/OPR 9750	Software Tools for Data Analysis	3	STA 9750/OPR 9750	Software Tools for Data Analysis	3
Choose four courses from (12 credits):			Choose four courses from (12 credits):		
STA 9660/CIS 9660	Data Mining for Business Analytics	3	STA 9660/CIS 9660	Data Mining for Business Analytics	3
STA 9701	Time Series: Forecasting and Statistical Modeling	3	STA 9690	Advanced Data Mining for Business Analytics	3
STA 9705	Multivariate Statistical Methods	3	STA 9701	Time Series: Forecasting and Statistical Modeling	3
STA 9706	Analysis of Categorical and Ordinal Data	3	STA 9705	Multivariate Statistical Methods	3
STA 9710	Statistical Methods in Sampling and Auditing	3	STA 9706	Analysis of Categorical and Ordinal Data	3
STA 9712	Advanced Linear Models	3	STA 9710	Statistical Methods in Sampling and Auditing	3
STA 9713	Financial Statistics	3	STA 9712	Advanced Linear Models	3
STA 9714	Experimental Design for Business	3	STA 9713	Financial Statistics	3
STA 9783/OPR 9783	Stochastic Processes for Business Applications	3	STA 9714	Experimental Design for Business	3
STA 9791	Special Topics in Statistics	1	STA 9783/OPR 9783	Stochastic Processes for Business Applications	3
STA 9792	Special Topics in Statistics	1.5	STA 9791	Special Topics in Statistics	1
STA 9793	Special Topics in Statistics	2	STA 9792	Special Topics in Statistics	1.5
STA 9794	Special Topics in Statistics	3	STA 9793	Special Topics in Statistics	2

(formerly 9772)					
STA 9850/ OPR 9850	Advanced Statistical Computing	3	STA 9794 (formerly 9772)	Special Topics in Statistics	3
			STA 9850/ OPR 9850	Advanced Statistical Computing	3
Business Electives (6 credits):			Business Electives (6 credits):		
Choose two 9000-level courses from the graduate offerings of the Zicklin School of Business, subject to the written approval of the statistics graduate advisor. Students may take additional statistics courses as their business electives.			Choose two 9000-level courses from the graduate offerings of the Zicklin School of Business, subject to the written approval of the statistics graduate advisor. Students may take additional statistics courses as their business electives.		

Rationale: This change adds the proposed new course STA 9690 (Advanced Data Mining for Business Applications) to the choice of electives. The emphasis in STA 9690 is on learning the theory behind the data mining techniques covered in STA 9660 (Data Mining for Business Analytics). The course will also cover text mining techniques and the students will learn how to program in R. The similarity between advanced data mining and data mining for business analytics (DMBA) is but slight. In short, there are three fundamental differences, first, advanced data mining is more quantitative than DMBA, second, in advanced data mining students learn how to program data mining techniques in R, whereas in DMBA SAS toolboxes are utilized. Finally, in advanced data mining students will learn and apply text mining techniques which are not covered in DMBA. To summarize, in comparison to DMBA, this course is designed for highly quantitative statistics students who, in addition to the applications, aim to learn the ideas and concepts behind those techniques.

The new business communication requirements apply to all MS programs (see AIII:10.6b above).

Section AIV: New Courses

AIV:10.1a.

Department(s)	Communication Studies
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Communication Studies
Course Prefix	COM
Course Number	3079
Course Title	Gender, Ethnicity, and Race in Communication
Catalogue Description	Class themes include the relationship of communication to cultural norms, the social construction of difference, the implications of cultural metaphors and stereotypes, and the consequences of the underrepresentation of some cultural groups in mass media. Students will analyze visual and textual mass communication as well as interpersonal interactions to determine how gender, race, ethnicity, and other facets of cultural difference appear and are negotiated

	within communication.
Prerequisites	COM 1010
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input type="checkbox"/> Not Applicable <input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2016

Rationale: The course serves as an elective in the Intercultural and International concentration within the major in Communication Studies (NYSED program code 36820), as a major elective for all concentrations in the major in Communication Studies (one of two “free” electives in the major), as an elective in the Corporate Communication concentration of the major in Business Communication (NYSED program codes 86011 and 60002), as an elective in the Communication Studies minor, or as a general elective for the BA, BBA, and BS degrees. COM 3079 will be offered every semester with a projected enrollment of 28 students.

The course fills a gap in the Communication Studies department by centering issues of gender, ethnicity, and race within the context of communication. Designed specifically to suit and engage with Baruch’s diversity (i.e., 55% of Baruch students are foreign born, 63% of Baruch students self-identify as Asian, Hispanic/Latino, or African American), this class complements related classes in the Communication Studies department such as COM 3069 Intercultural Communication and COM 3076 International Communication. Finally, by engaging with discussions of immigration, study abroad, cultural hybridity, and globalization, this course supplements the academic offerings related to the Provost’s Global Strategies initiative.

AIV:10.2a.

Department(s)	Communication Studies
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Communication Studies
Course Prefix	COM

Course Number	3081
Course Title	Organizations in International Development
Catalogue Description	This course investigates the role of international development organizations in global politics, national policy making, and local decision-making. Drawing from theoretical frameworks, empirical studies, and student research, we will study the communicative tools that foster and evaluate international development. Evaluation will be based on semester-long student research projects, quizzes, and participation.
Prerequisites	COM 1010
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input type="checkbox"/> Not Applicable <input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2016

Rationale: The course serves as an elective in the Intercultural and International concentration within the major in Communication Studies (NYSED program code 36820), as a major elective for all concentrations in the major in Communication Studies (one of two “free” electives in the major), as an elective in the Corporate Communication concentration of the major in Business Communication (NYSED program codes 86011 and 60002), as an elective in the Communication Studies minor, or as a general elective for the BA, BBA, and BS degrees. COM 3081 will be offered every year with a projected enrollment of 28 students.

Through this course, students investigate the networks of international deliberation, policymaking, and funding. Such investigation contributes to student understanding of the complexity international development, as well as the inner workings of international finance, motivations behind corporate giving, and power structures within global decision-making bodies.

AIV:10.3a.

Department(s)	Communication Studies
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate

Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Communication Studies
Course Prefix	COM
Course Number	3111
Course Title	Markets, Media, and Meaning
Catalogue Description	In this course, we will try to understand the market economy as a form of communication. We will examine the ways economic activities inform, persuade, invent, coerce, reward, punish, judge, unite, and divide individuals and groups. To do this, we will analyze examples from popular culture, including movies, TV shows, and news stories. Assignments will include short papers and a creative group project.
Prerequisites	COM 1010
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input type="checkbox"/> Not Applicable <input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2016

Rationale: The course draws on existing student interest in business and economic issues to generate synergies with the majors and minor in the Department. COM 3111 serves as an elective in the Rhetoric and Public Advocacy as well as in the Digital Communication and Culture concentration within the major in Communication Studies (NYSED program code 36820), as a major elective for all concentrations in the major in Communication Studies (one of two “free” electives in the major), as an elective in the Corporate Communication concentration of the major in Business Communication (NYSED program codes 86011 and 60002), as an elective in the Communication Studies minor, or as a general elective for the BA, BBA, and BS degrees. COM 3111 will be offered every year with a projected enrollment of 28 students.

AIV:10.4a.

Department(s)	English
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate

Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	English
Course Prefix	ENG
Course Number	3215
Course Title	Literature and Globalization
Catalogue Description	This course examines the intersections between globalization and literature, with a particular focus on how globalization has affected—and, in turn, been affected by—narrative fiction. We will devote particular attention to analyzing the different narrative genres that have emerged alongside globalization, including (but not limited to) epic poetry, the novel, film, graphic narratives, and video games.
Prerequisites	ENG/CMP 2800 or ENG/CMP 2850
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input type="checkbox"/> Not Applicable <input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2016

Rationale: This course serves as an elective for the English major (NYSED program codes 01956 and 60009), the English minor, the Global Studies minor, or as a general elective for the BA, BBA, and BS degree. It will be offered every year with a projected enrollment of 35 students. It will provide Global Studies students with an understanding of the narrative genres arising alongside globalization, as well as of the connections between literature and cultural, political, and economic forms of globalization. At the same time, it will provide English students with a survey of several different types of global literature and their instructional contexts.

AIV:10.5a.

Department(s)	History
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial

Subject Area	History
Course Prefix	HIS
Course Number	3073
Course Title	History of U.S.-Latin American Relations
Catalogue Description	This course examines the history of international relations between the United States and Latin America since the wars of independence. The course analyzes ways in which diplomatic, political, economic, and cultural links have altered the relationship between the nations of the Western Hemisphere over time and the legacies of these interactions on the present day.
Prerequisites	ENG 2150 and one 1000-level History course; or Instructor Permission
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input type="checkbox"/> Not Applicable <input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2016

Rationale: A History of U.S.-Latin American Relations will expand the college and history department curriculum by increasing the availability of non-U.S./non-European courses. This will help fulfill the history major requirement of students to complete courses in at least three different areas of the globe. The History of U.S.-Latin American Relations will form part of the Latin American Studies minor in the Weissman School.

This course will also meet increased scholarly interest in international relations and Western Hemisphere politics in the History Department, the Weismann School, and Baruch College. As connections of finance, politics, culture, and migration continue to grow between the United States and Latin America, students of all majors and disciplines are interested in understanding the historical development of these links.

HIS 3073 serves as a Latin America and the Caribbean elective within the History major (NYSED program codes 01972 and 60012), as an elective within the History minor, or as a general elective for the BA, BBA, or BS degrees. HIS 3073 will be offered once per year with a projected enrollment of 30 students.

AIV:10.6a.

Department(s)	Mathematics
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Mathematics
Course Prefix	MTH
Course Number	4119
Course Title	Multivariate Probability Distributions
Catalogue Description	This class will examine the properties of bivariate and multivariate continuous probability distributions and their applications. Not open to students who have completed mathematics 4120.
Prerequisites	MTH 3020 or MTH 3030; MTH 3120 and departmental permission
Credits	1
Contact Hours	1
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input type="checkbox"/> Not Applicable <input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail: <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2016

Rationale: The mathematics department offers two levels of probability: the 3-credit mathematics 3120, and the 4-credit mathematics 4120. It is the latter that is required for actuarial students. MTH 4119 will bring students who had 3120 up to the level of 4120, as needed for the actuarial major, providing the material from 4120 that is not covered in 3120.

MTH 4119 serves as a required course (for students who have completed MTH 3120) within the Actuarial Science major (NYSED program codes 82292 and 60001), as an elective within the Mathematics minor, or as a general elective for the BA, BBA, and BS degrees. This course will be offered as an independent study as needed.

AIV:10.7a.

Department(s)	Modern Languages and Comparative Literature
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	French
Course Prefix	FRE
Course Number	4230
Course Title	North Africa: Literature and Film
Catalogue Description	<p>This course will examine North African Francophone literature and cinema from the colonial era to the present, and focus on its marginal status vis-à-vis both continental France and the indigenous culture of the Maghrib. We will pay attention to the historical hiatus between the first generation of francophone writers such as Mohamed Dib and Albert Memmi who primarily deal with the French colonial rule and decolonization, and more recent writers and critics such as Rachid O., Azouz Begag, and Fatima Mernissi, who are concerned with homosexuality, Beur culture, and the issue of the veil. These readings will be complemented by films such as The Battle of Algiers and Bab El-Oued City and critical writings by Frantz Fanon, Jarrod Hayes, Paul Silverstein among others, to introduce students to the issues contemporary North Africa is facing.</p> <p>This course is taught in French.</p>
Prerequisites	Departmental permission
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<p><input type="checkbox"/> Not Applicable</p> <p><input type="checkbox"/> Major</p> <p><input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input checked="" type="checkbox"/> Gen Ed - College Option</p> <p><input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures</p> <p><input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail: capstone</p> <p><input type="checkbox"/> Science <input type="checkbox"/> Creative Expression</p> <p><input type="checkbox"/> Individual and Society</p> <p><input type="checkbox"/> Scientific World</p>
Effective Term	Spring 2016

Rationale: This course will broaden the offerings in the department's French section by introducing students to an important francophone region, the Maghrib, through an interdisciplinary, comparative, literary and cultural studies approach. The course concentrates on the contemporary Maghrib but also looks into the history of the region as the need arises.

FRE 4230 can be used toward the foreign language component of the pre-Weissman Core, serves a capstone for the French minor, and as a general elective for the BA, BBA, or BS degrees. FRE 4230 will be offered once per year with a projected enrollment of 23 students.

AIV:10.8a.

Department(s)	Modern Languages and Comparative Languages
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Frecnh
Course Prefix	FRE
Course Number	4240
Course Title	French Orientalism
Catalogue Description	<p>This course examines the representation of the Orient in French literature. It shows that under the imperialistic assumptions underlying Western attitudes toward the East, including the racial, cultural, and sexual dimensions, the Orient emerged as an intellectual construction that was the opposite of the civilized West. The course includes a selection of canonical French literary texts from the 17th to the early 20th centuries (Montesquieu's Les lettres persanes, Hugo's Les Orientales, Balzac's La fille aux yeux d'or, Nerval's Voyage en Orient, Flaubert's Salammbô, and Gide's L'immoraliste). Literary readings will be supplemented by film adaptations and excerpts from travel literature and personal diaries.</p> <p>This course is taught in French.</p>
Prerequisites	Departmental permission
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input checked="" type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail: capstone <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2016

Rationale: This course will broaden the offerings in the department's French section by introducing students to 19th- and 20th-century French literature through the theme of Orientalism. It thereby covers some of the most important authors of the time. The focus of the course is primarily on fiction but also includes poetry.

FRE 4240 can be used toward the foreign language component of the pre-Weissman Core, serves a capstone for the French minor, and as a general elective for the BA, BBA, or BS degrees. FRE 4240 will be offered once per year with a projected enrollment of 23 students.

AIV:10.9a.

Department(s)	Modern Languages and Comparative Languages
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Japanese
Course Prefix	JPN
Course Number	4000
Course Title	Advanced Japanese Oral and Written Communication
Catalogue Description	This course functions as a bridge between the intermediate-level and the advanced-level Japanese courses. Special attention is placed on composition as well as on improving the four language skills (listening, speaking, reading, writing). This course may be used as a capstone for the Japanese minor.
Prerequisites	JPN 3002 or departmental permission
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input checked="" type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail: capstone <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2016

Rationale: An increasing number of students who complete the department's 4000-level Japanese courses want to continue their studies in the language. This course was developed to

meet this demand, and to mirror the department's 4000-level oral and written communication courses (FRE 4000, HEB 4000, etc.). JPN 4000 can be used toward the foreign language component of the pre-Weissman Core, serves a capstone for the Japanese minor, and as a general elective for the BA, BBA, or BS degrees. JPN 4000 will be offered once per year with a projected enrollment of 23 students.

The following recommendation of the Graduate Affairs Committee was approved at the Mildred and George Weissman School of Arts and Sciences Faculty Meeting on December 6, 2012 effective the Fall 2015 semester, pending approval of the Board of Trustees.

AIV:10.10a.

Department(s)	Fine and Performing Arts
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Fine and Performing Arts
Course Prefix	FPA
Course Number	9100
Course Title	Arts, Culture, and the Civic Environment
Catalogue Description	This course provides an overview of the diverse range of arts businesses in New York, from small to large, commercial to non-profit, and encompassing art, music, and theatre organizations. This preparatory course includes an introduction to all facets of leading these organizations, including general understanding of applied research.
Pre/ Co Requisites	n/a
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2015

Rationale: This course is a core requirement for the recently approved M.A. in Arts

Administration (NYSED program code 37041). FPA 9100 will be offered every year with a projected enrollment of 10 students.

AIV:10.11a.

Department(s)	Fine and Performing Arts
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Fine and Performing Arts
Course Prefix	FPA
Course Number	9120
Course Title	Development and Management of Arts Education Programs
Catalogue Description	Arts education programs play an important role in serving community needs, developing arts audiences, and in many cases, can be an important source of grant funding or ancillary income. This course addresses how to develop and manage arts education programs that serve both community and organizational needs.
Pre/ Co Requisites	n/a
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2015

Rationale: This course is an elective for the recently approved M.A. in Arts Administration (NYSED program code 37041). FPA 9120 will be offered every year with a projected enrollment of 10 students.

AIV:10.12a.

Department(s)	Fine and Performing Arts
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Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Fine and Performing Arts
Course Prefix	FPA
Course Number	9130
Course Title	Managing in Arts Environments
Catalogue Description	This course provides perspective on strategic decision making for arts businesses. Through review and discussion of case studies, students will become familiar with contemporary opportunities and challenges facing businesses in the arts sector and hone their skills in strategic planning, financial analysis, contract negotiation, labor relations, and fund-raising and marketing communications by applying those skills to real-world cases in arts organizations.
Pre/ Co Requisites	n/a
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2015

Rationale: This course is a core requirement for the recently approved M.A. in Arts Administration (NYSED program code 37041). FPA 9130 will be offered every year with a projected enrollment of 10 students.

AIV:10.13a.

Department(s)	Fine and Performing Arts
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Fine and Performing Arts

Course Prefix	FPA
Course Number	9140
Course Title	Marketing the Arts
Catalogue Description	This course will provide an overview of techniques utilized by arts businesses to increase sales, develop and retain audiences, and create awareness. Students will learn to select marketing tools to suit strategic goals and budget limitations, develop brand recognition, coordinate messages across media, manage press relations, create marketing budgets and sales projections, and evaluate campaign results.
Pre/ Co Requisites	n/a
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2015

Rationale: This course is a core requirement for the recently approved M.A. in Arts Administration (NYSED program code 37041). FPA 9140 will be offered every year with a projected enrollment of 10 students.

AIV:10.14a.

Department(s)	Fine and Performing Arts
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Fine and Performing Arts
Course Prefix	FPA
Course Number	9150
Course Title	Advanced Practicum in Resource Development for the Arts
Catalogue	Arts ventures, both non-profit and commercial, require leaders who can

Description	successfully solicit funds to secure the venture's success. In this course, students will employ standard techniques for raising funds and will learn how to apply those techniques to art, music, and theatre endeavors. Readings and lectures will be supplemented with guest lectures, projects, and presentations to provide students with practical experience and insights.
Pre/ Co Requisites	n/a
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2015

Rationale: This course is an elective for the recently approved M.A. in Arts Administration (NYSED program code 37041). FPA 9150 will be offered every year with a projected enrollment of 10 students.

AIV:10.15a.

Department(s)	Fine and Performing Arts
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Fine and Performing Arts
Course Prefix	FPA
Course Number	9155
Course Title	Touring and Presentation of Arts Organizations
Catalogue Description	This course provides an overview of the touring and presenting industry in the arts. It is designed to expose future artists, managers, concert promoters, those who book concerts for venues, and leaders of performing centers to the current climate for touring and presenting.
Pre/ Co Requisites	n/a
Credits	3

Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2015

Rationale: This course is an elective for the recently approved M.A. in Arts Administration (NYSED program code 37041). FPA 9155 will be offered every year with a projected enrollment of 10 students.

AIV:10.16a.

Department(s)	Fine and Performing Arts
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Fine and Performing Arts
Course Prefix	FPA
Course Number	9170
Course Title	Professional Internship in Arts Administration
Catalogue Description	Internships with professional arts organizations provide mentoring and structured learning experiences that provide students in the M.A. program in Arts Administration the opportunity to gain valuable skills and insights that can only come through practical work experience. Internships may be arranged with non-profit organizations, commercial arts businesses or ventures, and government organizations, subject to approval of the instructor. One internship is required for those with less than three years of experience in a professional arts administration position.
Prerequisites	Departmental consent
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute	

(e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2015

Rationale: This is a required course for the recently approved M.A. in Arts Administration (NYSED program code 37041). FPA 9170 will be offered every year with a projected enrollment of 10 students.

AIV:10.17a.

Department(s)	Fine and Performing Arts
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Fine and Performing Arts
Course Prefix	FPA
Course Number	9180
Course Title	Professional Consultancy/Thesis in Arts Administration
Catalogue Description	As the culmination of his/her work in the program, each student will serve as a consultant to a New York-based arts business. The student will assist the organization in addressing a real challenge or opportunity by developing strategies that work within the organization's existing budget and human resources limitations and mapping out how those strategies will be implemented. The student will complete a final thesis based on his/her consulting experience.
Prerequisites	Departmental consent. Must be taken in the final semester of enrollment; may be taken with the last two course requirements for the program. May not be taken if more than two required courses for the program remain.
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	

etc)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2015

Rationale: This course is a core requirement for the recently approved M.A. in Arts Administration (NYSED program code 37041). FPA 9180 will be offered every year with a projected enrollment of 10 students.

AIV:10.18a.

Department(s)	Fine and Performing Arts
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Fine and Performing Arts
Course Prefix	FPA
Course Number	9190
Course Title	Cultural Policy and the Arts
Catalogue Description	This course explores the development of cultural policy institutions and processes in the United States and abroad, with a strong emphasis on understanding the context and issues of contemporary American cultural policy. The course shifts during the term from a theoretical to an applied lens, as we move from understanding the general cultural policy context, to understanding the implementation of cultural policy in the USA.
Pre/ Co Requisites	n/a
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major

	<input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2015

Rationale: This course is an elective for the recently approved M.A. in Arts Administration (NYSED program code 37041). FPA 9190 will be offered every year with a projected enrollment of 10 students.

AIV:10.19a.

Department(s)	Fine and Performing Arts
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Fine and Performing Arts
Course Prefix	FPA
Course Number	9197
Course Title	Special Topics in Museum and Gallery Management: Museum Administration
Catalogue Description	This course considers how museums reveal the social and cultural ideologies of those who build, pay for, work in, and visit them. We will study the ways in which history is (and has been) constructed by museum administration, acquisitions, exhibitions, and installations. We will also consider the ways in which museums are constructed by looking at the world-wide boom in museum architecture, examining curatorial practice and exhibition strategies and projects of national patrimony and public betterment, which have become just small parts of a global entertainment and tourist industry.
Pre/ Co Requisites	n/a
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures

	<input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2015

Rationale: This course is an elective for the recently approved M.A. in Arts Administration (NYSED program code 37041). FPA 9197 will be offered every year with a projected enrollment of 10 students.

AIV:10.20a.

Department(s)	Fine and Performing Arts
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Fine and Performing Arts
Course Prefix	FPA
Course Number	9199
Course Title	Special Topics in Theatre Management: Current Issues in Performing Arts Leadership
Catalogue Description	This course examines the ways performing arts leadership adapts to variable financial and artistic challenges with new approaches of structuring management and programming to make innovative spaces for nonprofit theatre. Students study select off and off off Broadway institutions with particular attention on current trends in funding strategies, marketing , repertory planning, cultural policies, and educational outreach.
Pre/ Co Requisites	n/a
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society

	<input type="checkbox"/> Scientific World
Effective Term	Fall 2015

Rationale: This course is an elective for the recently approved M.A. in Arts Administration (NYSED program code 37041). FPA 9199 will be offered every year with a projected enrollment of 10 students.

AIV:10.21a.

Department(s)	Mathematics
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Mathematics
Course Prefix	MTH
Course Number	9816
Course Title	Fundamentals of Trading
Catalogue Description	This course familiarizes students with how financial markets operate and the roles of market participants. Students are introduced to various securities and derivatives, order types, and investment objectives. Emphasis is placed on building financial models and applications to help recognize the potential returns and risks involved with a trading strategy.
Pre/ Co Requisites	MTH 9814
Credits	1.5
Contact Hours	3.0 (7 weeks; 3 hours per week)
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2015

Rationale: This course provides students with experience in a real-time trading environment that emulates software used by financial institutions. Students manage a simulated trading book and

implement various trading strategies in a controlled environment while managing the risk of their positions. The skills learned in this course will allow our students to be competitive for trading positions, which are some of the most competitive positions in the financial industry.

This is an elective course in the Financial Engineering MS Program (NYSED 24276). MTH 9816 will be offered every year with a projected enrollment of 25 students.

AIV:10.22a.

Department(s)	Mathematics
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Mathematics
Course Prefix	MTH
Course Number	9886
Course Title	Emerging Markets and Inflation Modeling
Catalogue Description	The course introduces mathematical models used to price and risk manage financial derivatives in Inflation and Emerging Markets. The emphasis is on practical aspects of modeling in special conditions and conventions across Emerging Markets. Modeling of the inflation derivatives covers rarely discussed practical aspects of pricing and hedging in inflation markets across the globe.
Pre/ Co Requisites	MTH 9814, MTH 9831, MTH 9862
Credits	1.5
Contact Hours	3.0 (7 weeks; 3 hours per week)
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2015

Rationale: Emerging Markets gain more interest and recognition across financial markets especially in the derivatives space. Current economic conditions across the world also resulted in ever-increasing interest in concept of Inflation. Knowledge of products traded and mathematical models describing them is in high demand across the industry, yet both of these

fields lag behind their better-known Fixed Income counterparts in practical mathematical pricing models. The course addresses that, providing a practitioner overview of quantitative models and hedging techniques.

This is an elective course in the Financial Engineering MS Program (NYSED 24276). MTH 9886 will be offered every year

with a projected enrollment of 25 students.

AIV:10.1b

CUNYfirst Course ID	New
Department	Law
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Law
Course Prefix	Law
Course Number	3500
Course Title	Online Gaming, Contests, and Sweepstakes
Catalogue Description	This course will provide students with a broad overview about how federal and state law regulates commercial gaming, skill-based contests, and random promotional drawings. Particular areas of emphasis include the following: the differences in regulatory schemes between skill and chance based contests; the legal differences between online contests and online sweepstakes; the relationship between federal and state gaming law in regulating online contests and sweepstakes; legal issues surrounding the fantasy sports marketplace; charitable gaming exceptions; and how public perception of these contests and sweepstakes will change with new technology and changes in moral norms.
Prerequisite	No ZICK or ZKTP code required
Credits	3
Contact Hours	3
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	N/A
Course Applicability	<p>___ Major ___ Gen Ed - Flexible ___ Gen Ed - College Option</p> <p>___ Gen Ed Required ___ World Cultures College Option Detail</p> <hr/> <p>___ English Composition ___ Creative Expression</p> <p>___ Mathematics ___ Individual and Society</p> <p>___ Science ___ Scientific World</p>
Effective Term	Spring 2016

Rationale: Online gaming is an emerging field with important implications as a standalone industry. In addition, skill-based contests and random sweepstakes are emerging as an important part of the marketing mix for established businesses in various sectors. The objective of the course is to introduce students to the legal issues related to the establishment of online games, contests, and sweepstakes. The course is important for those considering law school, as well as for those studying marketing and entrepreneurial management. The course will likely be offered once every year. It is expected to enroll approximately 30 students.

AIV:10.2b

CUNYfirst Course ID	New
Department	Allen G. Aaronson Department of Marketing and International Business
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Marketing
Course Prefix	MKT
Course Number	4693
Course Title	Special Topics in Marketing Analytics
Catalogue Description	This course focuses on timely and relevant topics in marketing analytics that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this more than once provided that different topics are covered.
Prerequisite	MKT 3000 and to be determined by the syllabus
Credits	3
Contact Hours	3
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input type="checkbox"/> Major <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> World Cultures <input type="checkbox"/> College Option Detail <input type="checkbox"/> English Composition <input type="checkbox"/> Creative Expression <input type="checkbox"/> Mathematics <input type="checkbox"/> Individual and Society <input type="checkbox"/> Science <input type="checkbox"/> Scientific World <p style="text-align: center;">NOT APPLICABLE</p>
Effective Term	Spring 2016

Rationale: This course is for students interested in marketing analytics. The course will enable the Marketing Department to offer special topic courses that are specific to the Marketing Analytics track. The course will be offered once a year. It is expected to enroll approximately 30

students.

AIV:10.3b

CUNYfirst Course ID	New
Department	Law
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Law
Course Prefix	LAW
Course Number	9112
Course Title	Accountant Responsibility and Regulatory Compliance
Catalogue Description	This course examines federal and state law defining the responsibilities and liabilities of the accounting profession in its various roles, with a particular emphasis on its role in financial reporting. The course addresses the federal securities laws and regulations governing accountants who audit publicly-traded companies as well as enforcement of those provisions by the Securities and Exchange Commission (SEC) and The Public Company Accounting Oversight Board (PCAOB). The enforcement mechanisms and disciplinary powers of the SEC and PCAOB are explored, along with the SEC's role in developing accounting standards applicable to public companies and in defining auditor independence in the public company context. The course also analyzes regulation of the profession at the state level, the sources of accounting and auditing standards applicable to both publicly-traded and non-public entities and not-for-profit entities. Licensing, regulatory, and disciplinary issues at the state level, as well as self-regulation by membership organizations, will also be addressed.
Prerequisite	LAW 9104 or permission of the department.
Credits	3
Contact Hours	3
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	N/A
Course Applicability	<p><input type="checkbox"/> Major</p> <p><input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option</p> <p><input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures</p> <p><input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail</p> <hr/> <p><input type="checkbox"/> Science <input type="checkbox"/> Creative Expression</p> <p><input type="checkbox"/> Individual and Society</p> <hr/> <p><input type="checkbox"/> Scientific World</p>

	NOT APPLICABLE
Effective Term	Spring 2016

Rationale: The law of accountant liability and regulatory compliance is an important subject for accountants. The course will be centered on the accounting profession's role in the system of financial reporting for both publicly-traded and privately-held entities. The goal of the course is to enable accountants to function effectively within the rigorous legal environment that governs their profession. The course thus examines in detail the regulations governing, and the liabilities arising from, the performance of the accountant's role in business and society. Students will learn the various regulatory structures, disciplinary mechanisms and legal principles that govern the accounting profession and that both define and limit the risks it faces.

The course is a general elective choice for MBA students; it is an elective choice for MS students, subject to program requirements. The course is of potential interest to all graduate business students, especially those intending to become Certified Public Accountants, and is targeted at students in the integrated Master of Science (MS) in Accountancy program (HEGIS: 0502.00; Program Code: 19218). The course is to be part of a sub-concentration in Law and Compliance being created by the Department of Accountancy for the MS Program. The course will be offered at least once a year.

AIV:10.4b

CUNYfirst Course ID	New
Department	Statistics and Computer Information Systems
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Information Systems
Course Prefix	CIS
Course Number	9355
Course Title	Cybersecurity
Catalogue Description	This course aims to provide a managerial perspective of contemporary issues in computer and network security, including an assessment of state-of-the-art approaches used to address security problems and their integration with organizational/informational systems audit, computer information systems, and management practices. Upon completing the course, students should have a practical understanding of how to design, implement, and maintain a network security plan that successfully defends a network from malicious or accidental intrusion.
Prerequisite	CIS 9001
Credits	3
Contact Hours	3
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	N/A
Course Applicability	<input type="checkbox"/> Major <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option

	___ Gen Ed Required ___ World Cultures ___ English Composition ___ Creative Expression ___ Mathematics ___ Individual and Society ___ Science ___ Scientific World NOT APPLICABLE	College Option Detail
Effective Term	Spring 2016	

Rationale: There has been an alarming increase of unauthorized entry to computer systems, data theft, and unauthorized data monitoring to name a few problems. Formerly the province only of hackers, the vulnerability of data now is an important concern of the managers of any IT-enabled business. This course is designed to allow students of all majors learn how to recognize system vulnerabilities and to defend against their exploitation. CIS 9355 will be an elective course in both the MBA in Information Systems (HEGIS :0701.00, Program Code: 01936) and the MS in Information Systems (HEGIS: 0701.00, Program Code: 79233). It will be a general elective choice for students in other MBA majors, and an elective choice for other MS students, subject to program requirements. The course will be offered once a year, initially.

AIV:10.5b

CUNYfirst Course ID	New
Department	Statistics and Computer Information Systems
Career	[] Undergraduate [X] Graduate
Academic Level	[X] Regular [] Compensatory [] Developmental [] Remedial
Subject Area	Information Systems
Course Prefix	CIS
Course Number	9375
Course Title	Social Technology and Business
Catalogue Description	Social technologies have recently emerged as a particularly innovative area within the larger information technology (IT) field. Social technology platforms are designed to connect businesses with users in new ways that enable businesses to develop interactive relationships with them. Why do so many people find social platforms so appealing? Why have some social platforms succeeded, while most others have failed? And why do we observe such great variance in how successful, established firms fare when they attempt to leverage social technology platforms? This course develops an integrated framework to help students answer these three key questions in a technically and managerially useful way.
Prerequisite	CIS 9001
Credits	3
Contact Hours	3
Liberal Arts	[] Yes [X] No
Course Attribute (e.g. Writing Intensive, Honors, etc)	N/A
Course Applicability	___ Major ___ Gen Ed - Flexible

	<input type="checkbox"/> Gen Ed Required <input type="checkbox"/> World Cultures <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> US Experience in its Diversity College Option <input type="checkbox"/> Mathematics <input type="checkbox"/> Creative Expression Detail _____ <input type="checkbox"/> Science <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World NOT APPLICABLE
Effective Term	Spring 2016

Rationale: By now, social technology platforms, such as Facebook, LinkedIn, and Twitter, have become critical online resources for businesses. The social technology revolution on the Internet has changed the way companies compete with one another. What differentiates those firms that succeeded from those that did not is an important question. This course will prepare students to effectively use social technologies at the workplace and to develop sound social business strategies. It will be an elective course in both the MBA in Information Systems (HEGIS: 0701.00; Program Code: 01936) and the MS in Information Systems (HEGIS: 0701.00; Program Code: 79233); it will be a general elective choice for students in other MBA majors, and an elective choice for other MS students, subject to program requirements. The course will be offered once a year, initially.

AIV:10.6b

CUNYfirst Course ID	New
Department	Statistics and Computer Information Systems
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Information Systems
Course Prefix	CIS
Course Number	9650
Course Title	Programming for Analytics
Catalogue Description	The main objective of the course is to introduce the basic principles of programming for data analytics. The course will use a currently popular programming language that is used to support data analytics. Students will learn how to program in order to access, wrangle, and explore data as well as how to use programming in data analytics-focused applications such as basic visualization and text mining. Even though the course focuses on data analytic applications, the students will also be able to write non-trivial programs in other domains.
Prerequisite	None
Credits	3
Contact Hours	3
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors,	N/A

etc)	
Course Applicability	<p>___ Major</p> <p>___ Gen Ed Required ___ Gen Ed - Flexible ___ Gen Ed - College Option</p> <p>___ English Composition ___ World Cultures</p> <p>___ Mathematics ___ US Experience in its Diversity College Option Detail</p> <p>___ Science ___ Creative Expression</p> <p>___ Individual and Society</p> <p>___ Scientific World</p> <p>NOT APPLICABLE</p>
Effective Term	Spring 2016

Rationale: Advances in technology have resulted in easy and economical ways to gather and store large amounts of data. This course is targeted at students who would like to use basic programming techniques to access and manipulate data. Even though the course focuses on data analytic applications, upon successful completion of this course the student should be able to leverage the programming principles learnt to write non trivial Python programs in other domains. It will be an elective course in both the MBA in Information Systems (HEGIS: 0701.00; Program Code: 01936) and the MS in Information Systems (HEGIS: 0701.00; Program Code: 79233); it will be a general elective choice for students in other MBA majors, and an elective choice for other MS students, subject to program requirements. The course will be offered once a year, initially.

AIV:10.7b

CUNYfirst Course ID	New
Department	Statistics and Computer Information Systems
Career	[] Undergraduate [X] Graduate
Academic Level	[X] Regular [] Compensatory [] Developmental [] Remedial
Subject Area	Information Systems
Course Prefix	CIS
Course Number	9655
Course Title	Data Visualization
Catalogue Description	This course examines how to transform data into visual representations so that decision makers can effectively use interactive visualization for analytical reasoning. Topics covered in this course include 1) analytical reasoning techniques, 2) visual representations and interaction techniques, 3) data representation and transformation, and 4) techniques to support production, presentation and dissemination of the results. This course will blend various theoretical and applied technical concepts of visual analytics.
Prerequisite	CIS 9310 or CIS 9650
Credits	3
Contact Hours	3

Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	N/A
Course Applicability	<input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World NOT APPLICABLE
Effective Term	Spring 2016

Rationale: The scale of data that we collect today is staggering and our ability to collect data is increasing at a faster rate than our ability to analyze it. As a result, we need novel techniques to analyze and process these massive amounts of data available from multiple sources to make decisions in a time-critical manner. This course presents students with an overview of visualization and visual analytics techniques that can facilitate such forms of analytical reasoning. This would be an elective in the CIS major, and in the new major in business analytics that is under development. It will be an elective course in both the MBA in Information Systems (HEGIS: 0701.00; Program Code: 01936) and the MS in Information Systems (HEGIS: 0701.00; Program Code: 79233); it will be a general elective choice for students in other MBA majors, and an elective choice for other MS students, subject to program requirements. The course will likely be offered once every year.

AIV:10.8b

CUNYfirst Course ID	New
Department	Statistics and Computer Information Systems
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Statistics
Course Prefix	STA
Course Number	9690
Course Title	Advanced Data Mining for Business Applications
Catalogue Description	Many new problems in business, science, industry, arts, and entertainment require traditional and non-traditional forms of data mining. This course will allow students to master these new developments and applications. It will specifically focus on techniques such as advanced linear and non-linear regression, classification methods, model selection and assessment, clustering, and text mining among others.
Prerequisites	STA 9705 and STA 9715

Credits	3
Contact Hours	3
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	N/A
Course Applicability	<input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World NOT APPLICABLE
Effective Term	Spring 2016

Rationale: This course builds on the multivariate statistics and applied probability to present the statistical foundations for data mining techniques. It also includes applications of those techniques to solve data science problems. This course will present an appropriate venue for students interested in further exploring the various data mining techniques in detail. This will be a suitable elective for MS in Statistics (HEGIS: 0503.00, Program Code 79229) and MS in Quantitative Methods and Modeling students (HEGIS: 0507.00, Program Code: 79230). It is a general elective choice for MBA students. The course will be offered every semester.

The following recommendations of the Curriculum Committee were approved at the School of Public Affairs Faculty Meeting on April 23, 2015. They will be effective for the Spring 2016 semester, pending approval of the Board of Trustees.

AIV:10.1p.

CUNYfirst Course ID	PAF 9127
Department(s)	School of Public Affairs
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Public Affairs
Course Prefix	PAF
Course Number	9127
Course Title	Managing Cultural Diversity in the Workplace
Catalogue Description	Managing Cultural Diversity in the Workplace explores selected problems and opportunities organizational leaders encounter as they lead, interact with and make decisions about employees from diverse cultural backgrounds. The course

	interrogates the rhetoric of understanding and valuing workplace diversity and explores why it has become such an important managerial imperative in the United States and abroad.
Pre/ Co Requisites	None
Credits	3
Contact Hours	3
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	None
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail _____ <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2016

Rationale: Our society is becoming increasingly diverse as a result of immigration and natural population growth. This means that the available labor pool (supply-side) by which employers (demand-side) select qualified candidates for employment will increasingly be made up of potential workers from diverse backgrounds. Thus, in this context, our students need to be acquainted with the extant literature that details the potential benefits and costs (to the individual and organization) that come with managing workers from diverse cultural backgrounds.

As we prepare future leaders to thrive in the contemporary workplace, they need to understand that old models of leadership, established when the workplace was largely homogeneous, are all but obsolete. Understanding and managing cultural diversity in organizations is now a question of leadership/management competency across the non-profit, government and for profit sectors of the economy.

Finally, the National Association of Schools of Public Affairs and Administration has mandated Diversity Across the Curriculum accreditation standards, yet many schools of public affairs remain deficient in this area. SPA has the opportunity to take the lead in this important area of curriculum development.

Section AV: Changes in Existing Courses

AV:10.1a. Change in Course Number

FROM		TO	
Departments	Communication Studies	Departments	n/c
Course	COM 3064 Contemporary Issues in Digital Media	Course	COM 3110 Contemporary Issues in Digital Media
Prerequisite	COM 1010	Prerequisite	n/c
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This course examines the role of computers and digital media in contemporary culture within larger histories of technological and social change and the ways in which personal and collective identities are shaped by emerging media technologies. Topics include open source culture, media art practices, user-generated content and digital labor, surveillance, cyber-activism, intellectual property, and the impact of social media.	Description	n/c
Requirement Designation		Requirement Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)		Course Attribute (e.g. Writing Intensive, WAC, etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society

	Scientific World		Scientific World
Effective		Effective	Fall 2015

Rationale: This serves as a correction to the January 2015 CUR. COM 3064 is an existing course (Classical Rhetoric), so the course number for Contemporary Issues in Digital Media is being changed to 3110.

AV:10.2a. Change in Course Prerequisite and Description

FROM		TO	
Departments	Communication Studies	Departments	n/c
Course	COM 5010 Internship in Business and Public Communication	Course	n/c
Prerequisite	Departmental permission. Open to Corporate Communication majors only.	Prerequisite	Departmental permission. Open to Corporate Communication and Communication Studies majors only.
Hours	8.0 - 10.0 Hours plus periodic conferences with internship coordinator	Hours	n/c
Credits	3	Credits	n/c
Description	<p>Students work in an organization appropriate to the major and under the supervision of both professional mentors and a faculty internship coordinator. Students contribute to online discussions, attend scheduled meetings, and submit a <u>term report</u>.</p> <p>Students conduct a search and arrange interviews during the semester prior to requesting permission to enroll in the internship course. Prior to accepting a specific internship, students submit a brief proposal to the internship coordinator requesting approval and permission to register for the course. Students' capabilities and organizational interests will be considered in approving appropriate internship sites.</p>	Description	<p>Students work in an organization appropriate to the major and under the supervision of both professional mentors and a faculty internship coordinator. Students contribute to online discussions, attend scheduled meetings, and submit a <u>final project</u>.</p> <p>Students conduct a search and arrange interviews during the semester prior to requesting permission to enroll in the internship course. Prior to accepting a specific internship, students submit a brief proposal to the internship coordinator requesting approval and permission to register for the course. Students' capabilities and organizational interests will be considered in approving appropriate internship sites.</p>
Requirement		Requirement	

Designation		Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)		Course Attribute (e.g. Writing Intensive, WAC, etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Spring 2016

Rationale: The prerequisite is being changed to reflect that it is also open to students in the Communication Studies major (NYSED program code 36820). The course description is being changed to reflect that a student’s final project options include written reports, videos, and blogs.

AV:10.3a. Change in Course Prerequisite and Description

FROM		TO	
Departments	Communication Studies	Departments	n/c
Course	COM 5011 Internship in Business and Public Communication	Course	n/c
Prerequisite	COM 5010 and departmental permission. Open to Corporate Communication majors only.	Prerequisite	COM 5010 and departmental permission. Open to Corporate Communication <u>and</u> Communication Studies majors only.
Hours	8.0 - 10.0 Hours plus periodic conferences with internship coordinator	Hours	n/c
Credits	3	Credits	n/c

<p>Description</p>	<p>This is a second course in the internship program for students interested in business and public communication.</p> <p>Students work in an organization appropriate to the major and under the supervision of both professional mentors and a faculty internship coordinator. Students contribute to online discussions, attend scheduled meetings, and submit a <u>term report</u>.</p> <p>Students conduct a search and arrange interviews during the semester prior to requesting permission to enroll in the internship course. Prior to accepting a specific internship, students submit a brief proposal to the internship coordinator requesting approval and permission to register for the course. Students' capabilities and organizational interests will be considered in approving appropriate internship sites.</p>	<p>Description</p>	<p>Students work in an organization appropriate to the major and under the supervision of both professional mentors and a faculty internship coordinator. Students contribute to online discussions, attend scheduled meetings, and submit a <u>final project</u>.</p> <p>Students conduct a search and arrange interviews during the semester prior to requesting permission to enroll in the internship course. Prior to accepting a specific internship, students submit a brief proposal to the internship coordinator requesting approval and permission to register for the course. Students' capabilities and organizational interests will be considered in approving appropriate internship sites.</p>
<p>Requirement Designation</p>		<p>Requirement Designation</p>	
<p>Liberal Arts</p>	<p><input checked="" type="checkbox"/> Yes <input type="checkbox"/> No</p>	<p>Liberal Arts</p>	<p><input checked="" type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>Course Attribute (e.g. Writing Intensive, WAC, etc)</p>		<p>Course Attribute (e.g. Writing Intensive, WAC, etc)</p>	
<p>General Education Component</p>	<p><input checked="" type="checkbox"/> Not Applicable</p> <p><input type="checkbox"/> Required</p> <p><input type="checkbox"/> English Composition</p> <p><input type="checkbox"/> Mathematics</p> <p><input type="checkbox"/> Science</p> <p><input type="checkbox"/> Flexible</p>	<p>General Education Component</p>	<p><input checked="" type="checkbox"/> Not Applicable</p> <p><input type="checkbox"/> Required</p> <p><input type="checkbox"/> English Composition</p> <p><input type="checkbox"/> Mathematics</p> <p><input type="checkbox"/> Science</p> <p><input type="checkbox"/> Flexible</p>

	<input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World		<input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Spring 2016

Rationale: The prerequisite is being changed to reflect that it is also open to students in the Communication Studies major (NYSED program code 36820). The course description is being changed to reflect that a student’s final project options include written reports, videos, and blogs.

AV:10.4a. Change in Course Prerequisites and Description

FROM		TO	
Departments	Fine and Performing Arts (cross-listed in Journalism and the Writing Professions)	Departments	n/c
Course	ART/JRN 3064 Photojournalism	Course	n/c
Prerequisite	ART 2060 and ENG/JRN 3050 or permission of instructor	Prerequisite	ART 2060 and ENG 2100 or permission of instructor; recommended JRN 3050.
Hours	4	Hours	n/c
Credits	3	Credits	n/c
Description	<p>Students combine skills learned in photography and journalism courses to complete several short photojournalistic essays/assignments and a larger final essay. Areas of study include visual imagery, theories, techniques, and the history of the subject. Students must provide their own 35mm cameras.</p> <p>This course is equivalent to ENG 3064 and JRN 3064. Students will receive credit for ART 3064, ENG 3064, or JRN 3064.</p>	Description	<p>Students <u>build on</u> skills learned in photography to complete several short photojournalistic essays /assignments and a larger, final <u>photojournalistic</u> essay. Areas of study include visual imagery,</p> <p>theories, techniques, and the history of the subject. Students must provide their own <u>digital</u> cameras.</p> <p>This course is equivalent to JRN (ENG) 3064. Students will receive credit for ART 3064, ENG 3064, or JRN 3064.</p>
Requirement Designation		Requirement Designation	

Liberal Arts	[x] Yes [] No	Liberal Arts	[x] Yes [] No
Course Attribute (e.g. Writing Intensive, WAC, etc)		Course Attribute (e.g. Writing Intensive, WAC, etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Spring 2016

Rationale: The prerequisites for 3000-level courses in the Department of Fine and Performing Arts are one or more 2000-level courses in the relevant discipline. The changes make the required prerequisite levels, ART 2060 and ENG 2100, parallel. The Department of Journalism and the Writing Professions supports the proposed change.

AV:10.5a. Change in Course Description and new cross-listing with Jewish Studies

FROM		TO	
Departments	Fine and Performing Arts	Departments	Fine and Performing Arts (cross-listed with the Jewish Studies Program)
Course	THE 3060 Immigration on Stage and Screen	Course	THE/JWS 3060 Immigration on Stage and Screen
Prerequisite	THE 1041 or any other theater or film course	Prerequisite	n/c
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	What impact have immigrants had on the development of American	Description	What impact have immigrants had on the development of American theater, television,

	<p>theater, television, film, and performance art? How do these performances help us to understand how immigrants form new identities onstage and off? This course considers the immigrant theater and film traditions that flourished in the United States from the turn of the nineteenth century to the present day. Topics include the theater of Irish, Italian, Jewish, Chinese, African, and Hispanic immigrants to the United States, immigration and Hollywood, performance and the construction of identity, and contemporary art about immigration.</p>		<p>film, and performance art? How do these performances help us to understand how immigrants form new identities onstage and off? This course considers the immigrant theater and film traditions that flourished in the United States from the turn of the nineteenth century to the present day. Topics include the theater of Irish, Italian, Jewish, Chinese, African, and Hispanic immigrants to the United States, immigration and Hollywood, performance and the construction of identity, and contemporary art about immigration, <u>with a particular focus on theater and film about the Jewish immigrant experience.</u></p>
Requirement Designation		Requirement Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)		Course Attribute (e.g. Writing Intensive, WAC, etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Spring 2016

Rationale: Jewish theater and film is an integral and prevailing component of this course that threads throughout the entire semester. While the course does consider Jewish performers alongside performers from other backgrounds, Jewish performance is the dominant topic of the semester, given the impact of Jewish immigrants on theater and film in the US.

Cross-listing this course with Jewish Studies not only accurately reflects the course content, but is also advantageous in terms of generating important interdisciplinary conversations that are central to the course. This course also ties into the Jewish Studies minor's emphasis on Jewish immigration.

THE/JWS 3060 serves as an elective within the Theatre minor, as an elective within the Jewish Studies minor, as a cultural studies course (for students following the Baruch Common Core curriculum), or as a general elective for the BA, BBA, or BS degrees.

AV:10.6a. Change in Course Number, Title, Prerequisite, and Description; new cross-listing with Jewish Studies

FROM		TO	
Departments	History	Departments	History (cross-listed with the Jewish Studies Program)
Course	HIS 2538 The Holocaust: The Destruction of European Jewry	Course	HIS/JWS 3538 The Holocaust in History and Memory
Prerequisite	ENG 2100 or equivalent	Prerequisite	ENG 2150 and one 1000-level history course; or Instructor Permission
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	The development of anti-Semitism in pre-Hitler Germany, the German-Jewish response until 1938; the Final Solution, machinery of destruction, the method of destruction, the world of the concentration camp, the Jews in Nazi ghettos, the possibilities of rescue, the posture of the West, the Vatican, Jewish resistance to destruction, the meaning of Auschwitz.	Description	This course examines the history of the Holocaust in a transnational context. Topics may include: the emergence of modern anti-Semitism; the development of Nazism and pan-European fascism; Jewish responses to the crises of the 1930s; mass murder and machineries of destruction; collaboration and resistance; gender and the holocaust; and holocaust memorialization "after Auschwitz."
Requirement Designation		Requirement Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)		Course Attribute (e.g. Writing Intensive, WAC, etc)	

General Education Component	<input checked="" type="checkbox"/> Not Applicable	General Education Component	<input checked="" type="checkbox"/> Not Applicable
	<input type="checkbox"/> Required		<input type="checkbox"/> Required
	<input type="checkbox"/> English Composition		<input type="checkbox"/> English Composition
	<input type="checkbox"/> Mathematics		<input type="checkbox"/> Mathematics
	<input type="checkbox"/> Science		<input type="checkbox"/> Science
	<input type="checkbox"/> Flexible		<input type="checkbox"/> Flexible
	<input type="checkbox"/> World Cultures		<input type="checkbox"/> World Cultures
	<input type="checkbox"/> US Experience in its Diversity		<input type="checkbox"/> US Experience in its Diversity
	<input type="checkbox"/> Creative Expression		<input type="checkbox"/> Creative Expression
	<input type="checkbox"/> Individual and Society		<input type="checkbox"/> Individual and Society
<input type="checkbox"/> Scientific World	<input type="checkbox"/> Scientific World		
Effective		Effective	Spring 2016

Rationale: This course has been updated to reflect recent developments in scholarship within the field of Holocaust history. In particular, this course emphasizes the transnational dimension of the Holocaust and the variegated experiences of Jews in different regions of Europe beyond Nazi Germany. In addition, the course, as reconstituted, places a strong emphasis on questions of historiography. One critical goal of the new course is to have students engage deeply with competing ways in which historians and theorists have sought to make sense of the Holocaust and its aftermaths in politics and memory.

This course has also being upgraded to reflect new pre-requisites and learning goals for 3000-level course offerings in the history department. Additionally, the revised course places increased emphasis on the development of student research, writing, and oral presentation skills. Finally, a cross-listing with the Jewish Studies Program is being added.

HIS/JWS 3538 serves as an elective in the History major (NYSED program codes 01972 and 60012), as an elective within the History minor, as an elective within the Jewish Studies minor, as a cultural studies course (for students following the Baruch Common Core curriculum), or as a general elective for the BA, BBA, or BS degrees. HIS/JWS 3538 will be offered once per year with a projected enrollment of 30 students.

AV:10.7a. Change in Course Prerequisites in the Department of History

COURSE NUMBER/TITLE	FROM	TO
HIS 3005 Social Welfare Policy	ENG 2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3008 Religion and Politics US	ENG 2150 and one of the following: HIS 1000, 1005, 2050, or 2053 or POL 1101, 2310, 2313, 2314, or 2332	<u>One 1000-level History Course, or instructor permission</u>

HIS 3009 Topics in History of Globalization	CMP/ENG/LTT 2800 or 2850 and one Tier II History course; or permission of instructor	<u>One 1000-level History Course, or instructor permission</u>
HIS 3010 Central America: A Regional Study	ENG 2150 and one of the following: HIS 1001, HIS 1003, HSP 1000, HSP 1003, or SOG 1005	<u>One 1000-level History Course, or instructor permission</u>
HIS 3011 Ancient Greece	ENG 2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3012 The Ancient World: Rome	ENG 2150	<u>One 1000-level History Course, or instructor permission</u>
HIS 3016 Europe in the Age of the Renaissance	ENG 2150	<u>One 1000-level History Course, or instructor permission</u>
HIS 3020 Afro-Brazilian History	ENG 2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3041 Colonial America: From Settlement to Independence	ENG 2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3044 The Civil War and Reconstruction	ENG 2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3055 The Sixties in America	ENG 2100 and one of the following courses: HIS 1000; HIS 1001; HIS 1003; HIS 1005; HIS 2050; or HIS 2053.	<u>One 1000-level History Course, or instructor permission</u>
HIS 3060 African American History	ENG 2150	<u>One 1000-level History Course, or instructor permission</u>
HIS 3061 Survey of African History	ENG 2150 and any BLS, HSP, or HIS course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3062 Women in African History	ENG 2100 and any HIS course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3063 History of African Diaspora	ENG 2150 and any HIS course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3070 History of Civilizations in Latin America	ENG 2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3075 History of Caribbean Civilizations	ENG 2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3080 A Survey of Asian History	ENG 2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3084 The Historical	ENG 2150	<u>One 1000-level History</u>

Search for the Prophet Mohammad		<u>Course, or instructor permission</u>
HIS 3085 The Islamic Middle East and North Africa: 622- 1789	ENG-2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3086 The Modern Middle East and North Africa	ENG-2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3100 Jesus: A Historical and Critical Approach	ENG-2150 and any HIS or REL course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3102 American Conservatism: Origins, Development, and Contemporary Controversies	One of the following: HIS 1000, HIS 1005, HIS 2053, POL 1101, POL 2332, PUB 1250	<u>One 1000-level History Course, or instructor permission</u>
HIS 3221 European Thought in the Seventeenth and Eighteenth Centuries	ENG-2150	<u>One 1000-level History Course, or instructor permission</u>
HIS 3222 European Thought in the Nineteenth and Twentieth Centuries	ENG-2150	<u>One 1000-level History Course, or instructor permission</u>
HIS 3230 Modern Imperialism	ENG-2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3250 The Third Republic in France	ENG-2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3340 Women in Europe: Ancient to Modern	ENG-2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3345 Asian American History	ENG-2150 and Tier II History course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3346 The Rise of Asia in World Affairs	One of the following: AAS/HIS 3080, POL 1101, POL 2101, POL 2240, or POL 2260	<u>One 1000-level History Course, or instructor permission</u>
HIS 3351 Russia Under the Tsars	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3352 The Russian Revolution and the Soviet Regime	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3360 Topics in European History	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3367 Comparative Revolutions	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3370 Topics in European History	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor</u>

HIS 3380 Contemporary Islamic World	ENG-2150 and Tier II History	<u>permission</u> One 1000-level History Course, or instructor permission
HIS 3400 City and Suburb in 20th Century America	Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3410 History of American Business Enterprise	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3415 U.S. Economic History	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3420 American Foreign Relations in the Twentieth Century	ENG-2150 and one HIS course	<u>One 1000-level History Course, or instructor permission</u>
HIS 3445 History of the Cold War	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3446 History of Modern Iraq	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3450 Health Care in America: 1800 - Present	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3455 Science and Technology in American Life	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3456 American Intellectual History	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3460 Topics in American History	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3472 American Urban History	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3500 Colloquium in History	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3550 The Immigrant in American History	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3551 History of the People of the City of New York	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3552 The Great Depression, 1929-1940	ENG-2150 and one course in American history	<u>One 1000-level History Course, or instructor permission</u>
HIS 3560 History of the	ENG-2150 and one course in	<u>One 1000-level History</u>

Jewish People in America		<u>Course, or instructor permission</u>
HIS 3650 Women in America	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3815 History of African Religions	ENG-2800/2850 or Tier II HIS	<u>One 1000-level History Course, or instructor permission</u>
HIS 3820 History of Chinese Religion	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3841 Ancient India	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3842 The Making of Modern India	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3851 The Heritage of Chinese Civilization	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3852 Modernization and Westernization in Asia	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3853 The Emergence of Modern Japan	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3854 China in Revolution	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>
HIS 3860 Topics in African, Asian, or Latin American History	ENG-2150 and Tier II History	<u>One 1000-level History Course, or instructor permission</u>

Rationale: The History Department is seeking to update and make uniform its 3000-level course pre-requisites to better

serve students and reflect current requirements in the core curriculum.

AV:10.8a. Change in Course Title and Description

FROM		TO	
Departments	Journalism and the Writing Professions	Departments	n/c
Course	JRN 4002 Covering Economics	Course	JRN 4002 Covering <u>Wealth and Poverty</u>
Prerequisite	ENG 2150, JRN 3200; ECO 1001, ECO 1002, or ECO 1110	Prerequisite	n/c
Hours	3	Hours	n/c

Credits	3	Credits	n/c
Description	Economic growth is the engine of the business world, creating jobs, spurring investment and fostering international trade. Students will learn to work with a variety of economic data, from national and local governments, labor unions and think tanks. They will learn how to find expert and diverse sources to comment on the data, and how to shape material into clear and insightful articles. Students will also learn about the prevailing economic theories, current and historical.	Description	More than ever, wealth and poverty—and the tension between the two—are the key themes of the economy. How the economic system promotes wealth creation and economic stability, as well as winners and losers, have become, especially since the 2008 financial crisis and the Occupy Wall St. movement, key questions for both society and journalists. In this course students will learn about U.S. and global economic issues with a special focus on wealth and poverty. They will learn to analyze economic reports by governments, academics and private organizations. And they will learn how to relate these reports and numbers to real people and communities, and how to write accessible, readable articles about them.
Requirement Designation		Requirement Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)		Course Attribute (e.g. Writing Intensive, WAC, etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression

	Individual and Society Scientific World		Individual and Society Scientific World
Effective		Effective	Spring 2016

Rationale: This change in title and description focuses on the major themes of the course and better explains what it offers students.

AV:10.9a. Change in Course Number and Description

FROM		TO	
Departments	Modern Languages and Comparative Literature (cross-listed in Black and Latino Studies)	Departments	n/c
Course	LACS/BLS/LTS 4900 Latin America and the Caribbean: Cultures and Societies	Course	LACS/BLS/LTS <u>4902</u> Latin America and the Caribbean: Cultures and Societies
Prerequisite	At least one of the following courses: CMP/ENG/LTT 2800 or 2850, HIS 3070; HIS 3075; POL 3104; POL 3364; HSP 3015; or HSP 3004; or ENG/CMP (LTT) 2800 or 2850.	Prerequisite	n/c
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This interdisciplinary course examines the historical, political, cultural and socioeconomic conditions of Latin America and the Caribbean from Pre-Hispanic times to the 19th century. The themes may vary from semester to semester. In line with the interdisciplinary nature of this topic, the course is taught by faculty from different disciplines. (Students will receive credit for only one of the following courses: BLS; LACS; or LTS 4900 . These courses may substitute for each other in the F-replacement policy.)	Description	This interdisciplinary course examines the historical, political, cultural and socioeconomic conditions of Latin America and the Caribbean from Pre-Hispanic times to the 19th century. The themes may vary from semester to semester. In line with the interdisciplinary nature of this topic, the course is taught by faculty from different disciplines. (Students will receive credit for only one of the following courses: BLS; LACS; or LTS <u>4902</u> . These courses may substitute for each other in the F-replacement policy.)
Requirement Designation		Requirement Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

Course Attribute (e.g. Writing Intensive, WAC, etc)		Course Attribute (e.g. Writing Intensive, WAC, etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Fall 2015

Rationale: This serves as a correction to the June 2014 CUR, which included the addition of the BLS and LTS cross-listings to the LACS capstone courses (LACS 4900 and 4901). The unintended consequence was that the existing BLS and LTS capstone courses (BLS/LTS 4900 Seminar in Black and Latino Studies) were eliminated. That wasn't the intention of the Department of Black and Latino Studies. As such, LACS 4900 Latin America and the Caribbean: Cultures and Societies, is being changed to LACS 4902. This will allow BLS/LTS 4900 (Seminar in Black and Latino Studies) to revert to the original course title and description.

AV:10.10a. Change in Course Number and Description

FROM		TO	
Departments	Modern Languages and Comparative Literature (cross-listed in Black and Latino Studies)	Departments	n/c
Course	LACS/BLS/LTS 4901 Latin America and the Caribbean II: From the 19th Century to the Present	Course	LACS/BLS/LTS 4901 Latin America and the Caribbean: From the 19th Century to the Present
Prerequisite	At least one of the following courses: CMP/ENG/LTT 2800 or 2850, HIS 3070; HIS	Prerequisite	n/c

	3075; POL 3104; POL 3364; HSP 3015; or HSP 3004; or ENG/CMP (LTT) 2800 or 2850.		
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This interdisciplinary course examines the historical, political, cultural and socioeconomic conditions of Latin America and the Caribbean from Pre-Hispanic times to the 19th century. The themes may vary from semester to semester. In line with the interdisciplinary nature of this topic, the course is taught by faculty from different disciplines. (Students will receive credit for only one of the following courses: BLS; LACS; or LTS 4901. These courses may substitute for each other in the F-replacement policy.)	Description	n/c
Requirement Designation		Requirement Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)		Course Attribute (e.g. Writing Intensive, WAC, etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression

	<input type="checkbox"/> Individual and Society		<input type="checkbox"/> Individual and Society
	<input type="checkbox"/> Scientific World		<input type="checkbox"/> Scientific World
Effective		Effective	Fall 2015

Rationale: This serves as a correction to the June 2014 CUR; the course is being revised slightly to remove "II" from the title.

AV:10.11a. Change in Course Number and Prerequisite

FROM		TO	
Departments	Philosophy	Departments	n/c
Course	PHI 4200 Ethics and Critical Thinking	Course	PHI 1100 Ethics and Critical Thinking
Prerequisite	ENG 2100	Pre/co-requisite	ENG 2100
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This course examines the principles of clear and accurate thought, including sound and valid arguments and methods of rigorous reasoning. Emphasis will be placed throughout upon ethical beliefs, arguments, and problems, with a view to clarifying and analyzing the role of logic in forming those beliefs, structuring those arguments, and resolving those problems.	Description	n/c
Requirement Designation		Requirement Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)		Course Attribute (e.g. Writing Intensive, WAC, etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible

	___ World Cultures ___ US Experience in its Diversity ___ Creative Expression ___ Individual and Society ___ Scientific World		___ World Cultures ___ US Experience in its Diversity ___ Creative Expression ___ Individual and Society ___ Scientific World
Effective		Effective	Fall 2015

Rationale: The course number is being changed because PHI 1200 was previously used for another course. ENG 2100 is being changed from a prerequisite to a pre/co-requisite to allow registration by first-semester freshman.

AV:10.12a. Change in Course Hours, Credits, and Description

FROM		TO	
Departments	Psychology	Departments	n/c
Course	PSY 1001	Course	n/c
Prerequisite	None	Prerequisite	n/c
Hours	4	Hours	3
Credits	4	Credits	3
Description	This course introduces students to the scientific study of human behavior. It covers the basic psychological processes of thinking, motivation, perception, and learning, and the significance of the brain in mediating these processes. It examines the normal personality, how it develops, and how it functions in a social context. Psychological disorders are also discussed. Students select from the following: three hours of participation as subjects in approved psychological research; participation in a library research workshop on psychological topics; or preparation of a proposal for a simple experiment. PSY 1001 is a prerequisite for all other courses in Psychology.	Description	This course introduces students to the scientific study of human behavior. It covers the basic psychological processes of thinking, motivation, perception, and learning, and the significance of the brain in mediating these processes. It examines the normal personality, how it develops, and how it functions in a social context. Psychological disorders are also discussed. <u>Students will learn about psychology as a science through both direct [e.g., primary sources and research participation] and indirect [e.g., secondary sources and class lectures] experience with psychological research.</u>
Requirement		Requirement	

Designation		Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)		Course Attribute (e.g. Writing Intensive, WAC, etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Spring 2016

Rationale: PSY 1001 has been submitted to the CCCRC for consideration as part of the Pathways (Flexible Core – Scientific World). The course is being revised and the number of hours and credits changed to conform to the structure of the Pathways Flexible Core.

AV:10.13a. Change in Course Description

FROM		TO	
Departments	Communication Studies	Departments	Communication Studies
Course	COM 9660 Selected Topics in Corporate Communication	Course	n/c
Pre or co requisite	None	Prerequisite	n/c
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This course will offer students an opportunity to study more specialized topics in corporate communication not treated in depth in a regular course.	Description	This course will offer students an opportunity to study more specialized topics in corporate communication not treated in depth in a regular course.

			<u>Can be repeated multiple times if the topics are different.</u>
Requirement Designation		Requirement Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)		Course Attribute (e.g. Writing Intensive, WAC, etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Spring 2016

Rationale: This change will allow students to enroll in special topics courses multiple times.

AV:10.14a. Change in Course Title, Hours, Credits, and Description

FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 9900 Independent Study: Special Topics in Mathematics	Course	MTH 9900 <u>Financial Engineering Independent Study</u>
Prerequisite	Departmental permission	Prerequisite	n/c
Hours	3	Hours	<u>Variable 1-3 hours</u>
Credits	3	Credits	<u>Variable 1-3 credits</u>
Description	This course is designed to expose the advanced student to a variety of mathematical topics that are not covered in	Description	n/c

	the regular curriculum. Topics will vary from year to year.		
Requirement Designation		Requirement Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)		Course Attribute (e.g. Writing Intensive, WAC, etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Spring 2016

Rationale: The course title is being changed to match the program title. Having an independent study course with variable credits and hours will allow them to take a larger number of credits from our regular elective courses.

AV:10.15a. Change in Course Title, Hours, Credits, and Description

FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 9901 Special Topics in Mathematics: Internship	Course	MTH 9901 <u>Financial Engineering Internship</u>
Prerequisite	Departmental permission	Prerequisite	n/c
Hours	3	Hours	<u>Variable 1-3 hours</u>
Credits	3	Credits	<u>Variable 1-3 credits</u>
Description	This course is designed to expose the advanced student to a variety of mathematical	Description	<u>Students will take this course in conjunction with an internship in a financial institution</u>

	topics that are not covered in the regular curriculum. Topics will vary from year to year.		providing relevant experience for their future career path.
Requirement Designation		Requirement Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)		Course Attribute (e.g. Writing Intensive, WAC, etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Spring 2016

Rationale: The course title is being changed to match the program title. Also, our students are now doing multiple internships during their studies; having an internship course with variable credits and hours will allow them to take a larger number of credits from our regular elective courses.

AV:10.1b. Change in Prerequisite

CUNYFirst Course ID			
FROM		TO	
Departments	Allen G. Aaronson Department of Marketing and International Business		
Course	MKT 4123 Marketing Web Analytics and Intelligence	Course	MKT 4123 Marketing Web Analytics and Intelligence

Pre or co requisite	MKT 4555	Prerequisite	<u>MKT 4555 or MKT 4561</u>
Hours	3	Hours	3
Credits	3	Credits	3
Description	This course explores the impending revolution in digital analytics, one that has the potential to change both the Web analytics and business intelligence fields. Students will study new approaches toward customer intelligence that leverage all available data, not just data that is most convenient to access given the available tools. Finally, students will investigate how digital analytics can take a greater role in business decision-making in the future. Specifically students will gain an understanding of the strategic and operational aspects of Web analytics? tools and technologies, of how Web analytics can influence and create new marketing levers, and of how new marketing levers impact customer relationships, brand response, and potentially, sales.	Description	This course explores the impending revolution in digital analytics, one that has the potential to change both the Web analytics and business intelligence fields. Students will study new approaches toward customer intelligence that leverage all available data, not just data that is most convenient to access given the available tools. Finally, students will investigate how digital analytics can take a greater role in business decision-making in the future. Specifically students will gain an understanding of the strategic and operational aspects of Web analytics? tools and technologies, of how Web analytics can influence and create new marketing levers, and of how new marketing levers impact customer relationships, brand response, and potentially, sales.
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)		Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible	Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible

	___ World Cultures ___ US Experience in its Diversity ___ Creative Expression ___ Individual and Society ___ Scientific World ___ Gen Ed – College Option		___ World Cultures ___ US Experience in its Diversity ___ Creative Expression ___ Individual and Society ___ Scientific World College Option Detail
Effective Term	Spring 2016		

Rationale: MKT 4555 is Internet Marketing; MKT 4561 is Marketing Analytics. MKT 4123 is an elective for both the Digital Marketing Track and the Marketing Analytics track. Both pre/co-requisite courses provide the larger context for MKT 4123, each from a different perspective. By the end of the MKT 4123 course, students need to know how Web Analytics fits within the larger context of Internet Marketing or Marketing Analytics. However, they do not need to have that knowledge before they begin MKT 4123. This change will enable Marketing Analytics students to take the course without forcing them to take MKT 4555. In addition, this change will streamline the curriculum and facilitate student progress through the major. The course content will remain the same.

AV:10.2b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	ECO 9713 Money, Banking, and Monetary Policy	Course	N/C
Prerequisites	ECO 9708, ECO 9709	Prerequisites	<u>ECO 9730; ECO 9740</u>
Hours	2 hours plus conference	Hours	<u>3</u>
Credits	3	Credits	N/C
Description	Descriptive and analytical discussion of money, commercial banking and other financial intermediaries, the Federal Reserve System, bank regulation and deregulation, the supply of and demand for money, the determination of interest rates, and the impact of changing the money supply (monetary policy) on interest rates, returns on financial assets, investment, income, and the price level.	Description	N/C
Requirement Designation		Requirement Designation	

Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula. The change in course hours updates the database for a course that has not been recently offered. The change conforms to current practice for Zicklin courses.

AV:10.3b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	ECO 9723 Econometrics - Theory and Applications I	Course	N/C
Prerequisites	ECO 9708 or ECO 9730; ECO 9709 or ECO 9740; STA 9708 or equivalent.	Prerequisite	STA 9708 or FIN 9762.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Construction and testing of economic models; measurement of economic parameters; and applications to supply, demand, and consumption functions.	Description	Construction and testing of economic models; measurement of economic parameters; and applications to supply, demand, and consumption functions

	Required of all economics majors:		
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula. The course description is edited for consistency with other descriptions; the course requirement is included in the description of the major.

AV:10.4b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9740 Technical Analysis	Course	N/C
Prerequisite	FIN 9770.	Pre- or corequisite	FIN 9783 or FIN 9773.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	This course introduces students to the fundamentals of technical analysis, one of	Description	N/C

	<p>the oldest forms of security analysis. It first covers the history of technical analysis and its underlying logic and rationale. Students learn the basics of chart construction, calculation of moving averages, and calculation of statistical indicators such as relative strength and momentum. As part of the process various data search methods are taught to identify patterns, and trading strategies are developed to capitalize on the identified patterns. Students learn both the importance of and methods for back-testing, which are critical to good technical analysis techniques. Analysis is conducted on both domestic and global data.</p>		
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World

Effective	Spring 2016	Effective	Spring 2016
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Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV: 10.5b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9759 Mergers and Acquisitions	Course	N/C
Pre- or corequisite	FIN 9781.	Pre- or corequisite	FIN 9781 <u>or</u> FIN 9771.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Why and how firms merge and restructure and the effects on stock prices, capital structure (debt versus equity), and market power. The legal, ethical, and regulatory aspects of mergers will also be considered.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression

	<input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World		<input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.6b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9770 Financial Decision Making	Course	N/C
Prerequisites	ACG 9110 or equivalent ; STA 9708 or equivalent	Pre- or corequisite	STA 9708 or FIN 9762. Course credit will be granted for either FIN 9770 or FIN 9771, not both.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Survey and analysis of problems facing the financial manager. Topics include basic risk and return concepts, security pricing and analysis, capital budgeting, the cost of capital, and the financing decisions of corporations. The course will introduce the student to the theory of financial decision making with emphasis on application to practical decision problems.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science

	<input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World		<input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.7b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9774 Venture Capital and Entrepreneurial Finance	Course	N/C
Prerequisites	FIN 9770.	Pre- or corequisite	FIN 9770 or FIN 9771. Course credit will be granted for either FIN 9774 or FIN 9884, not both.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	This course introduces students to the major concepts, models, theories, and research in the field of entrepreneurial finance. The course theme is how the entrepreneur can create value in setting up a new venture through financial, strategic, and operating decisions. The course develops the theoretical and practical tools essential to an entrepreneur and venture capital financier and is appropriate for students who intend to pursue a career in venture capital or entrepreneurship (e.g., whether in the finance area of a venture capital firm, or servicing entrepreneurs in a	Description	N/C

	financial institution such as an investment bank, or as an analyst or portfolio manager, or in launching a new enterprise). The course might also serve students who want to develop analytical tools to evaluate strategic and investment decisions undertaken in small firms.		
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.8b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9776	Course	N/C
Prerequisite	FIN 9770 or equivalent. Not	Pre- <u>or</u>	FIN 9770 or <u>FIN 9771.</u> Course

	open to students who have completed RES 9776 or equivalent. Not open to students who have completed REA 9785, RES 9776, or equivalent.	<u>corequisite</u>	<u>credit will be granted for either FIN 9776 or RES 9776, not both. Course credit will be granted only for either FIN 9776 or REA 9785, not both.</u>
Hours	3	Hours	N/C
Credits	3	Credits	N/C
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 integrated real estate finance topics with and builds its methodology upon a modern corporate finance and investment framework.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity

	<input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World		<input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.9b. Change in Description and Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9781 Managerial Finance	Course	N/C
Prerequisite	FIN 9770.	Prerequisites	FIN 9770; <u>ACC 9110 or ACC 9112. Course credit will be granted for either FIN 9781 or FIN 9771, not both.</u>
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Formal modeling and practical applications of the major decision problems confronting the financial manager. Particular emphasis on capital budgeting, financing, and dividend decisions. Applicable problems and cases will be assigned. Required for all finance majors.	Description	Formal modeling and practical applications of the major decision problems confronting the financial manager. Particular emphasis on capital budgeting, financing, and dividend decisions. Applicable problems and cases will be assigned.
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science

	<input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World		<input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula. The course description is edited for consistency with other descriptions; the course requirement is included in the description of the major.

AV:10.10b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9782 Futures and Forward Markets	Course	N/C
Prerequisite	FIN 9783.	Pre- or corequisite	FIN9783 or FIN 9773. Course credit will be granted for either FIN 9782 or FIN 9882, not both.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Study of derivative securities: interest, foreign currency, and equity swaps; the spot and futures markets; caps, floors, collars, and corridors; forward rate agreements (FRAs); and program trading. Market structure and valuation methods are examined.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required

	<input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World		<input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.11b. Change in Description and Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9783 Investment Analysis	Course	N/C
Prerequisite	FIN 9770.	Prerequisite	FIN 9770. <u>Course credit will be granted for either FIN 9783 or FIN 9773, not both.</u>
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	General analysis of the different types of securities, the markets in which they are traded, the different security valuation models, and the basic portfolio analysis, and valuation models. Applicable cases and problems will be assigned. Required for all finance majors.	Description	General analysis of the different types of securities, the markets in which they are traded, the different security valuation models, and the basic portfolio analysis, and valuation models. Applicable cases and problems will be assigned.
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC,	N/A	Course Attribute (e.g. Writing Intensive, WAC,	N/A

etc)		etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula. The course description is edited for consistency with other descriptions; the course requirement is included in the description of the major.

AV:10.12b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9784 Management of Financial Institutions	Course	N/C
Prerequisite	FIN 9781 or FIN 9783.	Pre- or corequisite	FIN 9771 or FIN 9781 or FIN 9783.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Consideration of specific management problems facing financial institutions, such as commercial banks, savings institutions, and insurance companies. Management of asset and liability structures, control of financial operations, and the impact of the regulatory structure on financial practices will also be	Description	N/C

	examined. Applicable articles, problems, and cases will be assigned.		
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.13b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9785 Financial Markets and Intermediaries	Course	N/C
Prerequisite	FIN 9781 or FIN 9783.	Pre- or corequisite	FIN 9771 or FIN 9781 or FIN 9783.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Role of financial markets and intermediaries in the savings-	Description	N/C

	investment process. Overview of the structure of wealth holding, financial flows, and capital market institutions. The theory of financial intermediation and its relationship to economic efficiency and growth. Analysis of major individual capital markets. Applicable articles, problems, and cases will be assigned.		
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.14b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance

Course	FIN 9786 International Financial Markets	Course	N/C
Prerequisites	FIN 9770, ECO 9709 or equivalent.	Pre- or corequisite	FIN 9783 or FIN 9773. Course credit will be granted for either FIN 9786 or FIN 9880, not both.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Covers such topics as foreign exchange markets and their role in international movements of funds; Eurocurrency; Eurobonds; international stock markets, interaction among and integration of national and international money and stock markets; and regulation of Eurocurrency markets and flow of funds.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.15b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9788 International Corporate Finance	Course	N/C
Prerequisites	FIN 9770, ECO 9709 or equivalent.	Pre- or corequisite	FIN 9781 or FIN 9771.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Study of the international financial decisions of multinational corporations (MNCs). Definitions of exposure to foreign exchange risk of the MNC are examined. Available methods dealing with foreign exchange risk, reasons for foreign direct investment (FDI), evaluation of the climate for FDI, determining cash flows, and influence of inflation and currency fluctuations on these cash flows, capital budgeting, valuation, and optimal capital structure for international operations of the MNCs are studied.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible

	<input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World		<input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.16b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9789 Equity Markets: Trading and Structure	Course	N/C
Prerequisite	FIN 9783.	Pre- or corequisite	FIN 9783 or FIN 9773.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	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	Description	N/C

	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.		
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.17b. Change in Description and Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance

Course	FIN 9790 Seminar in Finance	Course	N/C
Prerequisites	FIN 9781 and FIN 9783.	Prerequisite	FIN 9770 or FIN 9771.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Selected topics to be chosen by the department. In occasional semesters, the topic will be fixed income securities. The innovative instruments such as zero coupons, strip bond swaps, mortgage-backed securities, and others will be analyzed along with the more traditional securities. Other topics considered in some years will be structuring incentive contracts, pricing of deposit insurance, and financial organizations of developing countries.	Description	Selected topics to be chosen by the department. In <u>some</u> semesters, the topic will be fixed income securities. The innovative instruments such as zero coupons, strip bond swaps, mortgage-backed securities, and others will be analyzed along with the more traditional securities. Other topics considered in some years will be structuring incentive contracts, pricing of deposit insurance, and financial organizations of developing countries. <u>The course topics and additional pre- or corequisites will be announced during the preceding semester.</u>
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society

	Scientific World		Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula. The description is modified for clarity.

AV:10.18b. Change in Prerequisite

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9792 Advanced Managerial Finance	Course	N/C
Prerequisite	FIN 9781.	Prerequisite	FIN 9771 or FIN 9781.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Advanced analysis of special problems of financial management with particular emphasis on decision making under uncertainty. Applicable articles, problems, and cases will be assigned.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society

	___ Scientific World		___ Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.19b. Change in Prerequisite

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9793 Advanced Investment Analysis	Course	N/C
Prerequisite	FIN 9783.	Prerequisite	FIN 9773 or FIN 9783.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Security valuation and portfolio management and analysis, empirical evidence, imperfections, and institutional implications. Applicable articles, cases, and problems will be assigned.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression

	Individual and Society		Individual and Society
	Scientific World		Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.20b. Change in Prerequisite

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9795 Debt Instruments and Markets	Course	N/C
Prerequisite	FIN 9783.	Pre- or corequisite	FIN 9783 or FIN 9773. Course credit will be granted for either FIN 9795 or FIN 9881, not both.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	This course analyzes debt instruments and their markets. The course begins with a survey of the various types of securities, their associated cash flow and risk characteristics. The term structure of interest rates as embodied by spot, coupon and forward yield curves are discussed within the context of traditional bond yield calculations and the price-yield relationship. The course then addresses risk management for floating rate notes and fixed rate notes using Libor-based derivatives such as interest rate swaps and Eurodollar futures. The course analyzes the impact of default risk on bond valuation and explores the application of credit derivatives in default risk control. The course also analyzes the use and complexities of Treasury futures and options. Interest rate and currency exposure management for international debt market investments is	Description	N/C

	explored.		
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.21b. Change in Prerequisite

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9797 Options Markets	Course	N/C
Prerequisite	FIN 9783.	Pre- or co-requisite	FIN 9783 or FIN 9773. Course credit will be granted for either FIN 9797 or FIN 9883, not both.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Study of options, including the following topics: the structure and operation of organized	Description	N/C

	exchanges, investment strategies under different market scenarios, arbitrage pricing, the valuation of options as a mechanism to price corporate securities, portfolio insurance as a trading strategy, and recent developments in the options markets.		
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.22b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9852 The Measurement and Management of Market	Course	N/C

	Risk I		
Prerequisites	FIN 9851, MTH 9841, and FIN 9795, and a minimum GPA of 3.0 (B average) in FIN 9851, MTH 9841, and FIN 9795.	Prerequisites	FIN 9783 and ECO 9723.
Hours	1.5	Hours	N/C
Credits	1.5	Credits	N/C
Description	This is the first in a sequence of two courses on financial market risk. This course covers key aspects of market risk, with a special emphasis on the concept, measurement, and control of market risks by financial institutions in their risk management programs. Students will be introduced to models in current use, and will analyze the assumptions and mathematical background underlying them in depth. Topics covered include: the stochastic nature of securities returns, estimation approaches of value at risk (VaR), issues of portfolio aggregation, and correlation measurement and forecasting.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures

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Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.23b. Change in Prerequisite

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9854 The Measurement and Management of Credit Risk I	Course	N/C
Prerequisites	FIN 9895, FIN 9891, FIN 9784, and FIN 9852, and a minimum GPA of 3.0 in FIN 9895, FIN 9891, FIN 9784, and FIN 9852.	Prerequisites	FIN 9783 and ECO 9723.
Hours	1.5	Hours	N/C
Credits	1.5	Credits	N/C
Description	This is the first in a sequence of two courses on modern credit analysis and management. This course focusses on the analysis of the risks of individual loans and borrowers. It covers several analytical models of credit risk, including both structural and reduced form models, among others. It deals with estimation and testing of the models, with a view toward characterizing and illustrating current and evolving industry standards and practices.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC,	N/A	Course Attribute (e.g. Writing Intensive, WAC,	N/A

etc)		etc)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.24b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9856 The Measurement and Management of Risks in Operations and Information Technology	Course	N/C
Prerequisites	FIN 9895, FIN 9891, FIN 9784, and FIN 9852, and a minimum GPA of 3.0 in FIN 9895, FIN 9891, FIN 9784, and FIN 9852.	Pre- or corequisites	FIN 9783 and ECO 9723.
Hours	1.5	Hours	N/C
Credits	1.5	Credits	N/C
Description	This course introduces students to the nature of operational and information technology, and the risks inherent in these operations. These reflect risks to a firm associated with technical and	Description	N/C

	human problems, as well as more specific problems associated with complex forms of informational technology. Students will evaluate the nature and potential severity of these risks, as well as innovative approaches to measuring and managing them.		
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.25b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9857 The Measurement and Management of Risks in	Course	N/C

	Investments		
Prerequisites	FIN 9895, FIN 9891, FIN 9784, and FIN 9852, and a minimum GPA of 3.0 in FIN 9895, FIN 9891, FIN 9784, and FIN 9852.	Prerequisites	FIN 9783 and ECO 9723.
Hours	1.5	Hours	N/C
Credits	1.5	Credits	N/C
Description	This course covers risks inherent in the management of investments by major institutional investors, including mutual funds, pension funds, hedge-funds, and private equity firms. Against the background of classical portfolio theory, this course examines the special investment structures and practices of major institutional investors, and explores the ways in which each has unique investment aims and is subject to unique forms of investment risks. This analysis also takes into account the regulatory framework of each of the main types of institutional investors, and the implications for risk management and analysis for them.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible

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Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV: 10.26b. Change in Prerequisite

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9858 Implications of Corporate Governance, Regulation, and Ethics for Risk Management	Course	N/C
Prerequisite	FIN 9770 or departmental permission.	Prerequisite	FIN 9770 <u>or FIN 9771.</u>
Hours	1.5	Hours	N/C
Credits	1.5	Credits	N/C
Description	The course is devoted to issues of corporate governance, and helps students develop a deep understanding of their legal and ethical responsibilities as individuals, managers, and corporate officers. This course is largely based on cases. Specific issues covered include the responsibilities of businesses to the natural and governmental environments in which they operate, the roles and responsibilities of members of the firm's board of directors, corporate reform, and the impact of board on the firm's decision-making culture.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.27b. Change in Prerequisite

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9880 International Financial Markets	Course	N/C
Prerequisites	FIN 9771 and FIN 9773, or equivalents:	Prerequisite	FIN 9773 or FIN 9783. Course credit will be granted for either FIN 9880 or FIN 9786, not both.
Hours	1.5	Hours	N/C
Credits	1.5	Credits	N/C
Description	This course extends the principles of Finance to an international context. In an international context, aside from asset risk, firms face the additional component of exchange rate risk	Description	N/C

	management in their investment and financing decisions. This course covers such topics as foreign exchange markets and their role in international movements of funds; Eurocurrency; Eurobonds; international stock markets, interaction among and integration of national and international money and stock markets; and regulation of Eurocurrency markets and flow of funds. The course also discusses the concept of exchange rate risk and the use of various currency instruments; spot, forwards, futures, options, and swaps and their applications in hedging exchange rate risk. Finally, exchange rate models like the two parity conditions are discussed.		
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society

	___ Scientific World		___ Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.28b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9881 Debt Securities	Course	N/C
Prerequisites	FIN 9771 and FIN 9773, or equivalents.	Prerequisite	FIN 9773 or FIN 9783. Course credit will be granted for either FIN 9881 or FIN 9795, not both.
Hours	1.5	Hours	N/C
Credits	1.5	Credits	N/C
Description	This course analyzes debt instruments and their markets. The course begins with a discussion of fixed and floating rate bonds and their pricing. The course then addresses the risks of these securities and discusses concepts such as duration and convexity. Risk management strategies such as immunization and hedging with futures are examined. The term structure of interest rates as embodied by spot, coupon and forward yield curves are discussed within the context of traditional bond yield calculations and the price-yield relationship.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition

	<input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World		<input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.29b. Change in Prerequisite

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9882 Futures and Forwards	Course	N/C
Prerequisites	FIN 9771 and FIN 9773, or equivalents.	Pre- <u>or</u> corequisite	FIN 9773 or <u>FIN 9783</u> . <u>Course credit will be granted for either FIN 9882 or FIN 9782, not both.</u>
Hours	1.5	Hours	N/C
Credits	1.5	Credits	N/C
Description	The course provides an introduction to futures, forwards, and swaps, which are among the primary derivative securities, and their use for risk management, arbitrage, and speculation. Market structure and valuation methods are examined. The course also discusses how firms manage interest rate risk and commodity price risk using these derivatives. Topics covered include no-arbitrage-based pricing and hedging with futures and forwards.	Description	N/C

Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.30b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9883 Options	Course	N/C
Prerequisites	FIN 9771 and FIN 9773, or equivalents.	Pre- or corequisite	<u>FIN 9773 or FIN 9783. Course credit will be granted for either FIN 9883 or FIN 9797, not both.</u>
Hours	1.5	Hours	N/C
Credits	1.5	Credits	N/C
Description	The objective of this course is to provide students with a basic understanding of the stock options market. Topics	Description	N/C

	include the mechanics of the options markets, stylized behaviors of stock options, basic trading strategies involving options, and the pricing and hedging methodologies for options. The topics also include the structure and operation of organized exchanges, investment strategies under different market scenarios, arbitrage pricing, and recent developments in the options markets.		
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.31b. Change in Prerequisites

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FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9884 Venture Capital	Course	N/C
Prerequisites	FIN 9771 and FIN 9773, or equivalents.	Prerequisite	FIN 9771 or FIN 9781. Course credit will be granted for either FIN 9884 or FIN 9774, not both.
Hours	1.5	Hours	N/C
Credits	1.5	Credits	N/C
Description	This course introduces students to the major concepts, theories, and research in the field of entrepreneurial finance and particularly, venture capital (VC). The course develops the analytical and practical tools essential to an entrepreneur and VC financier in private equity markets, and to those who intend to pursue a career in venture capital, private equity, or entrepreneurship. The course familiarizes students with the economic environment, opportunities and challenges of venture capital investing and enables them to examine issues from the entrepreneur's perspective also.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible

	<input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World		<input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.32b. Change in Prerequisites

FROM		TO	
Departments	Economics and Finance	Departments	Economics and Finance
Course	FIN 9985 Risk Management in Financial Institutions	Course	N/C
Prerequisite	FIN 9770.	Prerequisite	FIN 9773 or FIN 9783.
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Students will develop an in-depth knowledge of the risks facing financial institutions, and of the key financial models and techniques by which they manage and control these risks. The major risks include several forms of interest rate, market, and credit risk, and special attention will be placed on the concept and measurement of value at risk (VaR). Also covered will be risks associated with off-balance sheet items, foreign exchange, and sovereign debt. The key techniques for managing these risks include the uses of futures and forwards, options, swaps, and securitization. The risk-based Basel requirements for capital adequacy will be emphasized.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: Course prerequisites are being updated to accommodate MBA, MS-Finance, and Executive MS-Finance curricula.

AV:10.33b. Change in Course Name

FROM		TO	
Departments	Allen G. Aronson Department of Marketing and International Business	Departments	Allen G. Aronson Department of Marketing and International Business
Course	MKT 9737 Analytic Approaches to Marketing Strategy	Course	MKT 9737 <u>Marketing Analytics</u>
Pre- or corequisite	MKT 9703	Pre- or corequisite	N/C
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Marketing analytics, the application of statistical and information analysis to marketing decisions, has changed the landscape of marketing responsibilities and	Description	N/C

	<p>accountability. This course endeavors to teach students to understand the strategic goals and usage of techniques as opposed to focusing on the statistics. More than ever before, marketing strategy is defined and progress is tracked using advanced analytic models and metrics. The emergence of online and wireless communication and distribution channels has amplified this trend dramatically.</p>		
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: While analytic approaches to marketing decisions and strategies have been the main course content over the years, marketing analytics (i.e., the application of statistical and information analysis to marketing decisions) has changed the landscape of marketing responsibilities and accountability. This course provides an overview of application of marketing analytics across the full spectrum of marketing planning, implementation and control, from new product development to marketing communications. Accordingly, the course title of Marketing

Analytics better represents the broadened course contents.

AV:10.34b. Change in Course Credits

FROM		TO	
Departments	Office of Graduate Programs	Departments	Office of Graduate Programs
Course	BUS 9551 Business Communication I	Course	N/C
Prerequisite	None.	Prerequisite	N/C
Hours	2	Hours	N/C
Credits	0	Credits	1.5
Description	In today's professional job market, it is essential to have excellent written and oral communication skills. In this course, students will gain the skills and strategies needed to enhance their business communication. Students will learn advanced techniques for writing clear, concise, and effective e-mails, memos, letters, reports, plans, proposals, case analyses, and white papers. Students will also build their oral communication skills for leading effective meetings and conference calls, negotiating with colleagues and clients, and giving successful presentations. Students will learn how to organize their messages; choose appropriate language for informing, persuading, and influencing audiences in different professional contexts; and deliver interactive and engaging formal and informal presentations.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education	<input checked="" type="checkbox"/> Not Applicable	General Education	<input checked="" type="checkbox"/> Not Applicable

Component	<input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	Component	<input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: BUS 9551 is designed as a basic course, which will give a broad overview of the subject area and require students to demonstrate improved ability in written and oral communication. It is intended for native and non-native speakers of English. The course will satisfy a communications requirement in the MBA program. The course is offered every semester and in summer.

AV:10.35b. Change in Course Credit

FROM		TO	
Departments	Office of Graduate Programs	Departments	Office of Graduate Programs
Course	BUS 9552 Business Communication II: Communicating Quantitative and Technical Information	Course	N/C
Prerequisite	Successful completion of BUS 9551.	Prerequisite	N/C
Hours	2	Hours	N/C
Credits	0	Credits	1.5
Description	As opportunities in the business services sector expand, professionals face increasing specialization complicated by the need to convey complex quantitative and technical information to diverse audiences in both formal and informal settings. This course is designed to	Description	N/C

	help analysts, traders, brokers, risk managers, auditors, researchers, and consultants speak and write clearly and persuasively to a wide variety of stakeholders.		
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: This course provides students who are comfortable with the basic writing and speaking skills gained in Business Communication I to focus on clearly communicating complex information to non-experts. This course allows students to enhance their market value in the service economy. The course is one of two Business Communication electives offered to complete the communications requirement in the MBA program. The course is offered every semester and in summer.

AV:10.36b. Change in Course Credit

FROM		TO	
Departments	Office of Graduate Programs	Departments	Office of Graduate Programs
Course	BUS 9553 Business Communication II: Leadership	Course	N/C

	Communication: Writing and Speaking with Authority		
Prerequisite	Successful completion of BUS 9551.	Prerequisite	N/C
Hours	2	Hours	N/C
Credits	0	Credits	1.5
Description	This course concentrates on the communicator who must lead, instruct, and motivate others in the workplace. How do leaders change their personal style as they take on management responsibilities? How do they choose the words and the tone that will best resolve conflict, define expectations, and inspire accomplishments? Using lecture, discussion, role play, case studies, and video examples, students will gain personal confidence and tools to help them get things done on the job.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society

	___ Scientific World		___ Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: This course provides students who are comfortable with the basic writing and speaking skills gained in Business Communication I to focus on developing personal presentation styles, building credibility and confidence in speaking and writing, and commanding authority. Furthermore, Leadership Communication will concentrate on sensitizing students to how communication styles and formats are affected by corporate stratification. This course is one of two Business Communication electives offered to complete the communications requirement in the MBA program. The course is offered every semester and in summer.

AV:10.37b. Change in Course Credit

FROM		TO	
Departments	Office of Graduate Programs	Departments	Office of Graduate Programs
Course	BUS 9554 Business Communication II: Enhanced Oral and Written Communication	Course	N/C
Prerequisite	Successful completion of BUS 9551.	Prerequisite	N/C
Hours	2	Hours	N/C
Credits	0	Credits	1.5
Description	Being able to communicate in a clear, concise, and accurate way is critical to professional success. In this course, students polish their written and oral communication skills by focusing on the correct usage of sentence structure, mechanics, and punctuation. Using business content including memos, letters, e-mail, reports, proposals, and presentations, students will learn how to troubleshoot grammar problems, avoid vagueness, and develop more sophisticated and concise written and oral communication skills.	Description	N/C
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A	Course Attribute (e.g. Writing Intensive, WAC, etc)	N/A

General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective	Spring 2016	Effective	Spring 2016

Rationale: This change is consistent with the changes to BUS 9551, BUS 9552 and BUS 9553. BUS 9554 is not currently offered.

AV:10.1p. Changes to be offered in the School of Public Affairs - Change in Course Description

CUNYFirst Course ID	PAF 9181		
FROM		TO	
Departments			
Course	Comparative Public Administration	Course	Comparative Public <u>Policy and Administration</u>
Pre or co requisite	None	Prerequisite	None
Hours	3	Hours	3
Credits	3	Credits	3
Description	Public sector managers at all levels respond to demands generated from beyond the borders of their own jurisdiction. This course focuses on international variations in public administration through a comparative analysis of the political and cultural	Description	This course focuses on international variations in public affairs through a comparative analysis of the <u>factors that drive policymaking and determine the configuration of the public and nonprofit sectors around the globe. The course provides students with a basic toolbox of theories and methodologies</u>

	environments that configure the public and nonprofit sectors around the globe.		<u>needed to conduct comparative analyses of public policies and governance systems.</u>
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)		Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World <input type="checkbox"/> Gen Ed – College Option College Option Detail	Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2016		

Rationale: The change is a primarily “semantic” change that more accurately reflects the content of a course that has always addressed both policy and administrative issues. While the earlier title and description speaks only of administration, the course has also included analyses of policy domain and provided students with the theoretical and practical tools. This course is an elective for the MPA program, to be offered once per year with a projected enrollment of 25 students.

¹ If the partner institution is non-degree-granting, see CEO Memo 94-04 at www.highered.nysed.gov/ocue/ceo94-04.htm.

² If any students do not complete the program by the proposed termination date, the institution must request an extension of the registration period for the program or make other arrangements for those students.

³ Only candidates with the capacity to complete the requirements of both degrees shall be admitted to a dual-degree program.

⁴ If the partner institution is non-degree-granting, see CEO Memo 94-04 at www.highered.nysed.gov/ocue/ceo94-04.htm.

⁵ If any students do not complete the program by the proposed termination date, the institution must request an extension of the registration period for the program or make other arrangements for those students.

⁶ Only candidates with the capacity to complete the requirements of both degrees shall be admitted to a dual-degree program.